INTRODUCTION

- Innovative pricing and payment schemes have been proposed as solutions to some of the challenges raised by new technologies, such as affordability or uncertainty about their effectiveness in the long-term. The array of contemporary issues facing third-party payers worldwide suggests different approaches are needed to ensure financial sustainability, R&D productivity, and fast access to high-cost innovative treatments.

- The goal of this study is to map innovative pricing and payment schemes of health technologies together with principles that may guide their successful adjustment and flexible implementation to the context of use. The focus will be placed on pricing and payment schemes either implemented or theorized for pharmaceuticals and medical devices.

- For the purposes of this study, schemes will be considered regardless of the ex-ante perceived innovativeness of the scheme, the rationale being that it is not the scheme per se which is innovative, but rather its application or use in a given context.

METHODS

A scoping literature review was performed to map pricing and payment schemes, referring both to manufacturers’ approaches to pricing and payers’ solutions to pay for innovation, respectively.

These schemes were then classified according to several criteria, such as their purpose, nature, governance, product category, data collection needs, foreseen distribution of risk, and implementation challenges.

RESULTS

Data extracted from all schemes:

- Name/denomination of the scheme
- Qualitative description of the scheme
- Main objective of the scheme
- Type of scheme (i.e., theoretical vs. applied)
- Perspective (i.e., patient-level vs. population-level)
- Distribution of risk, if any

Data extracted from implemented schemes only:

- Case of application
- Country of implementation
- Date/length/time horizon of the scheme
- Current status (i.e., closed vs. ongoing)
- Product category (i.e., drug vs. device)
- Drug type (i.e., on-patent vs. generic)
- Therapeutic area
- Type of treatment (i.e., single administration, life-time)
- Setting (i.e., inpatient vs. outpatient)
- Manufacturer
- Type of healthcare system
- Needs for data collection
- Study used in the evaluation, data to be collected, and outcome measures (if outcome-based)
- Scheme consequences (e.g., removal of coverage)
- Responsibilities (e.g., governance, data collection)

Key figures

- 148 Full-text papers/reports
- 80 Papers/reports selected for analysis

(Progress to date: 95%)

70 Unique pricing and payment schemes identified

25 Theoretical

45 Implemented

56 Cases of application

Types of technology

Schemes can be designed to incorporate the unique features or challenges of technologies, such as generics, patented products, vaccines, or ATMPs.

Risk sharing

Schemes can foresee some form of risk sharing between stakeholders (typically manufacturers and payers), depending on the degree to which transactions are conditional on therapeutic success.

Timeline of the agreement

Transactions can happen upon treatment delivery or be deferred over time, in the form of annuities or periodic installments, that could be tied to some form of performance guarantees.

Disease areas

Schemes can be tailored to account for the specificities of certain therapeutic courses, as it was observed for oncology drugs, Alzheimers disease, gene therapies, or chronic diseases.

HEALTH INNOVATION NEXT GENERATION PAYMENT & PRICING MODELS (HI-PRIX):

Balancing Sustainability of Innovation with Sustainability of Health Care

- Jan 2023 – Dec 2025
- 5.2M € overall budget
- 18 partners from 11 countries

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WP1 Mapping of payment and pricing schemes for health innovation in the EU: implementation, barriers and enablers

WP2 Role of Public Contributions to the Development of Health Innovations and Its Integration in Value Assessment and Pricing/Reimbursement Decisions

WP3 Widening the scope of economic evaluations for pricing and reimbursement decisions: the role of indirect medical and environmental costs

WP4 Pricing dynamics throughout the lifecycle of pharmaceutical products

WP5 Novel payment schemes and methods for purchasing and/or funding novel technologies

WP6 Impact of incentives on the use and uptake of health technology: mononuclear cell therapies

WP7 Incentives for pharmaceutical innovation and access to innovation

WP8 Equity-issues mitigation strategies in innovation pricing and payment models