

# Value-Based Contracts Types Across Global Healthcare Systems: Comparing Perceptions Between Finance-Based and Outcomes-Based Agreements

**AUTHORS**

> Pascual-Argente N,<sup>1</sup> Mestre-Ferrandiz J<sup>1</sup>, Bento G<sup>2</sup>, Sathi C<sup>2</sup>, Dumoulin O<sup>2</sup>, Grandy A<sup>2</sup>, Chouman S<sup>3</sup>, Towle P<sup>3</sup>, Bechara A<sup>2</sup>

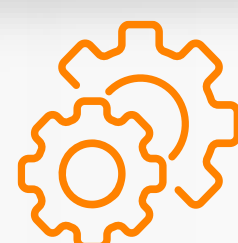
<sup>1</sup> Universitat Pompeu Fabra, Barcelona School of Management, Barcelona, Spain | <sup>2</sup> Market Access, AliraHealth | <sup>3</sup> Takeda Pharmaceutical Company Limited, Zurich, Switzerland

**HTA358**



## OBJECTIVES

- > To explore how Value-based Contracts (VBC) in healthcare are perceived.
- > We compare financial-based agreements (FBAs) and outcome-based agreements (OBAs) with regards to their practical implementation and feasibility, to capture willingness to expand their adoption.



## METHODOLOGY

- > Public and private **payers** from 14 countries were interviewed between February and May 2023.
- > We conducted 20 in-depth individual semi-structured interviews on the use of VBCs in healthcare systems.

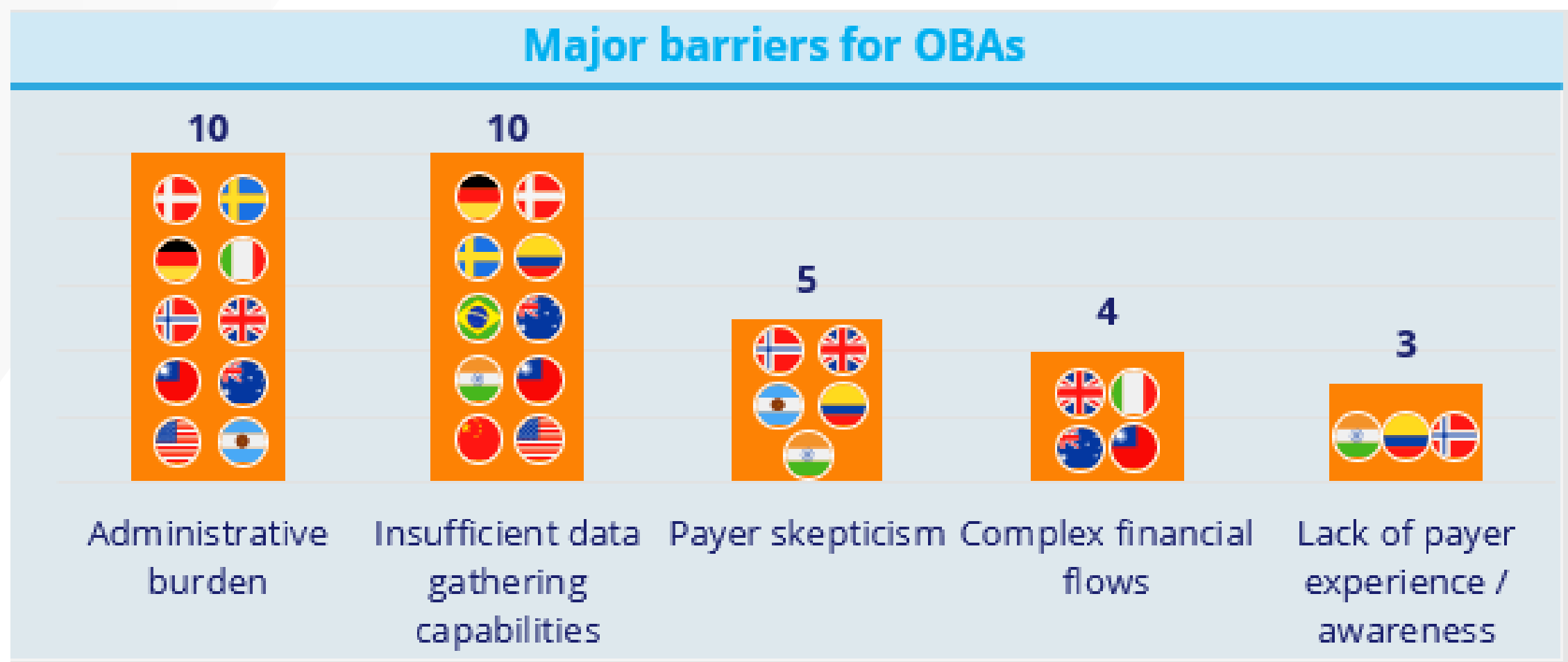
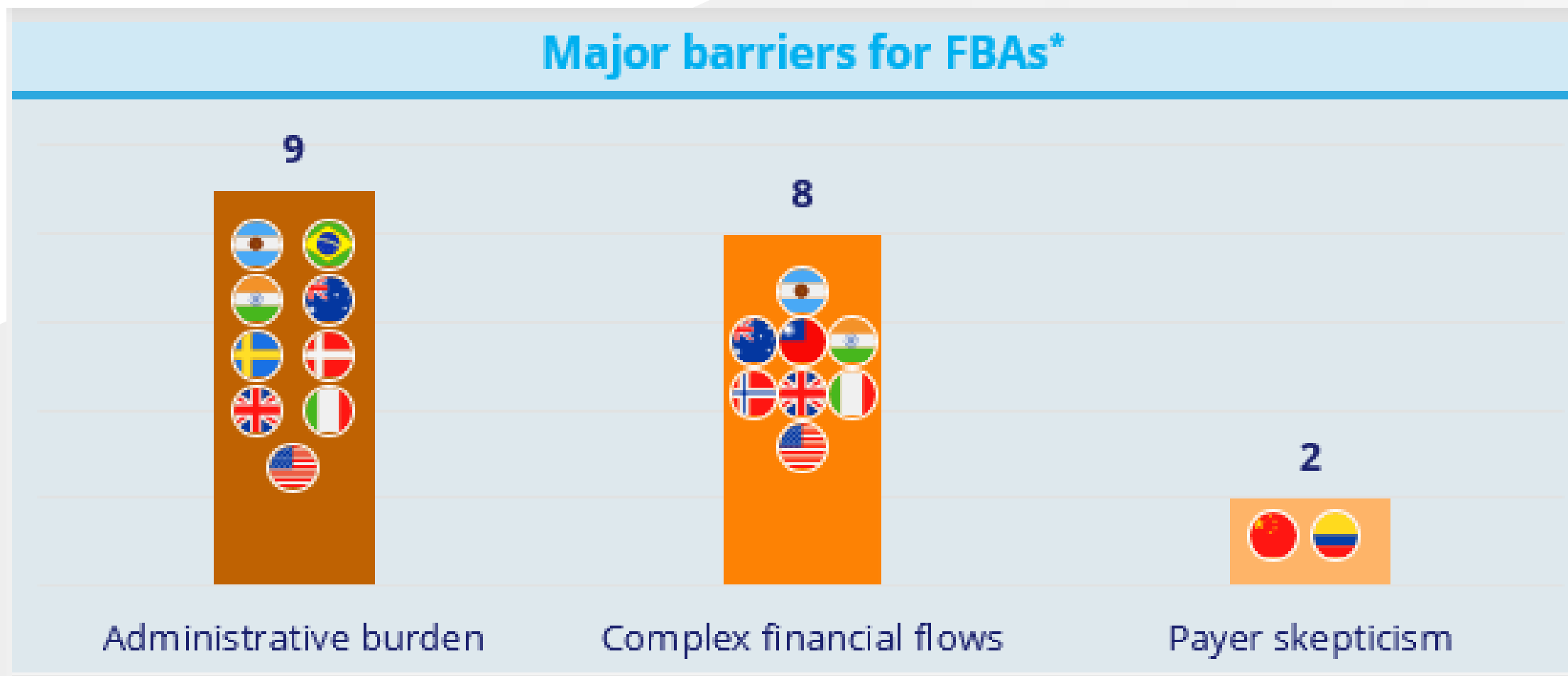
1:1 Interviews

1.5 hrs.

Single-blinded



## RESULTS



- > **FBAs** were associated with more opportunities (mainly achieving health expenses control through different means) than barriers (mainly administrative burden and complex financial flows).
- > **OBAs** were associated with more barriers (including incentives alignment, insufficient outcomes data gathering capabilities, complex money-back schemes) than opportunities (mainly accelerating patent access to treatment, addressing clinical outcome uncertainty, providing consistency in patient outcome measurement and generating real-world evidence).

Requirement for OBAs	
	• Upgrade data infrastructure and focus on real-world data (e.g., by sharing data collection costs with manufacturers)

Outcome of OBAs	
	• Develop a relationship based on trust and reliability between the pharmaceutical industry and the healthcare system

- > VBCs are perceived as an opportunity across countries => most countries (or regions within countries) were prone to widening their use according to their past successes.
- > OBA implementation is perceived as more challenging than FBA.
- > No clear pattern on preferences on VBC types was identified across regions.



### Data infrastructures

Healthcare systems are improving data collection

Sharing VBC's experiences improves attractiveness

### ATMPs & Orphan Drugs

VBCs can outperform traditional funding

### HTA pathways

HTA or reimbursement pathways, enable VBCs



## CONCLUSION

- > VBCs in healthcare are still perceived as facing multiple challenges that prevent wider implementation, especially with OBAs.
- > Recent positive experiences with hybrid approaches: OBAs in combination with FBAs.
- > Move forward with a selective use of VBCs where they are expected to be most successful, with a learning-by-doing strategy and building trust.

## REFERENCES

Report of 20 one on one interviews with payers from selected countries.



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**AliraHealth**



### NAVIGATING VALUE-BASED CONTRACT

- > Recording Available For VBC Fundamentals; VBC Design And Data Collection And Outcomes Assessment
- > November 23<sup>rd</sup>: Financial Sustainability
- > December 4<sup>th</sup> : VBC Success Assessment

Scan to see all the details and register



Disclaimer: Takeda provided funding for this research