



## **RISK-SHARING AGREEMENTS:**

Perspectives and challenges for their implementation in Latin America: a multi-stakeholders debate.

Issue Panel Moderator:

**Daniela Paredes**, BSc, RM, MPH  
Assistant Professor University of Chile  
Technical Assistant and Consultant

## Agenda



- Presentation of our panelists
- Brief background
- Panelist points of view
- Questions and Answers (Q&A) from the Audience
- Closing Remarks



## Presentation of our panelists

### Insurance perspective



**Rony Lenz Alcayaga, BSc, MA**  
ISPOR Chilean chapter Past-President  
Assistant Professor University of Chile - School of Public Health  
Former National Health Fund (FONASA) Chile  
World Bank Consultant in Finance and Health Reform

### Industry perspective



**Diego Fernando Guarín García, MD, MPH, MA**  
ISPOR Health Science Policy Council & LA Consortium  
Senior Director, HEOR & HTA Strategy MERCK  
FIFARMA Healthcare Sustainability Working Group

### Academia perspective



**Louis P. Garrison, Jr., PhD**  
ISPOR Past President  
Professor in the Pharmaceutical Outcomes Research and Policy Program in the School of Pharmacy, and Adjunct Professor in the Departments of Global Health and Health Services at the University of Washington.



## Brief background

### What is the definition of RSAs?

*Exceptional and innovative payment mechanisms, agreed to promote prompt access to high cost technologies to specific eligible patients. These agreements also allow stakeholders fulfill their own institutional goals.*

*The reimbursement is subject to the definition of financial or health outcomes, previously agreed among the actors.*

### What is their role in health?

#### **To deal with uncertainty:**

- *Scientific uncertainty: effectiveness-efficacy gap; Subrogated outcomes in real world conditions.*
- *Outcomes uncertainty: clinical and sanitary field (i.e. resources and indirect costs).*
- *Financial uncertainty: lack of models of the disease (effect of expansion in treatments).*
- *Utilization in the real world uncertainty: i.e. identification of eligibility criteria.*
- *Decision uncertainty.*

*Paredes, D. based on a Scoping Review. 2017.*



# Brief background

## LATAM context:

- Given all the uncertainties to deal with, RSAs are very appealing for Industry, Insurances and Providers.
- Most of them have trust issues and they are not used to work together.
- In this moment, the role of academia is to organize the conversation and promote a transparent and efficient negotiation.
- The first reaction is a strong excitement. Later, a strong risk aversion and then dilation of decisions.
- There are many stakeholders involved in decision-making: fragmented scenario.



## Private Sector Risk-Sharing Agreements in the United States: Trends, Barriers, and Prospects

Lesia P. Berman, J.D., PhD, Jack J. Carron, PhD, Peter S. Bink, PhD, Aaron Towse, MA, MPH, Peter J. Berman, EdD, Susan D. Sullivan, PhD, Elizabeth Weirich, MA, and Robert W. Tobias, MD, PhD

Why, despite having solved the main barriers identified in the literature, is it so complex that stakeholders adopt ARCs?

Barreras en la adopción	Experiencia chilena ARC
Significant additional effort required to establish/execute RSAs	✓ Costos de transacción discretos (academia).
Challenges in identifying meaningful outcomes	✓ Sobrevida global (prestadores y fabricante).
Challenges in measuring relevant real-world outcomes	✓ Propuesta de un protocolo de Estudio de desempeño (sobrevida) ✓ Figura del garante para seguimiento del outcome.
Difficulty in reaching contractual agreement	✓ Reunión de revisión de bases técnicas. ✓ Acuerdo alcanzado entre prestadores y fabricante.
Payor concerns about adverse patient selection	✓ Matrices de elegibilidad de pacientes
Lack of control over how product will be used	✓ Centros de especialidad y pago por resultado

*Paredes, D., Lenz, R. 2017*

## Panelist points of view



### Insurance perspective



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Reform

## Presentation of our panelists



### Industry perspective



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# Presentation of our panelists



## Academia perspective



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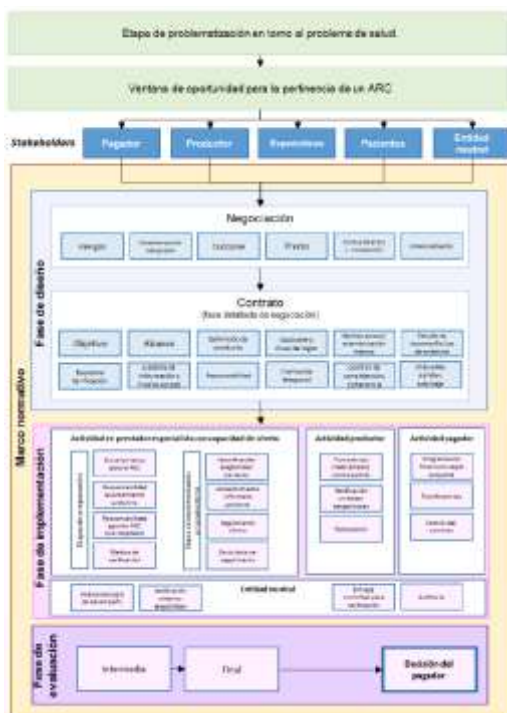


## Questions and Answers (Q&A) from the Audience

# Closing Remarks



- Fragmented scenarios for decision-making.
- Lack of trust.
- High risk aversion.
- Problems of internal and external consistency in the construction of payment mechanisms.
- Asymmetrical power for decision making.
- Lack of normative framework and clear directions for their construction.
- Poor capacity-building for their design and implementation.



## A challenge



Paredes, D. based on a Scoping Review. 2017.



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