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

Issue Panel Moderator:
Daniela Paredes, BSc, RM, MPH
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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

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

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

Louis P. Garrison, Jr., PhD
ISPOR Past President
Professor in the Pharmaceutical Outcomes Research and 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.

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.

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

Insurance perspective

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Industry perspective

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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

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