

www.ispor.org



New Developments of Value-Based Payment Arrangements and Value Demonstration in Latin American Health Systems

A Joint Initiative from ISPOR Latin America Consortium Health Technology Producers (Industry) Committee.

ISPOR 2018 Baltimore, May 22nd 2018, Baltimore Convention Center, Baltimore, MD. USA.

www.ispor.org



New Developments of Value-Based Payment Arrangements and Value Demonstration in Latin American Health Systems

Juan C Alandete
Director HEOR, Pricing & Reimbursement LATAM
Bayer Pharma
Baltimore, May 2018

Warm up Welcome and Intro



3

Introduction

Where we come from and where we move forward



Introduction

“Value” vs “Bustle”-based Healthcare

- The very recent past of health care systems shows:
 - More resources invested to treat disease than to prevent it →
 - Higher reward to health care activities than to its results → the ‘bustle’ →
 - Policy interest more focused to contain **costs of inputs** than **costs of negative outcomes**
- Value based health care system rewards **positive health outcomes**, **aligns the incentives** of patients, providers, manufacturers, payers and other stakeholders and **fosters coordination** among them
- One way to define such a system is *one that achieves the highest net (?) value per dollar spent.*
- Many aspects of current health systems are not conducive to optimize value in health care due to **organizational, information and trust restrictions**



5

Modified from https://www.ispor.org/sigs/Health-Policy_VBHC.asp

Introduction

The Value-Based Challenge



- What is the **definition of value** for each stakeholder?
- How to **measure** different value perspectives?
- How to **weight / align** them --- overall net value vs maximizing value of one key stakeholder? (patient? / payer? / MD?)
- How to **improve trust/commitment** required to gain in healthcare coordination?
- **Role of innovative tools** to reduce burden of coordination, management and information?
- What are the success / failure factors in recent experiences?
- **How far we have advanced** in these pathways?
- What is required to move forward?

6

Objectives

- Provide and overview of value-based health care
- Review key trends from a global perspective
- Describe the key drivers of value-based health care
- Present the current state of value-based health care in the EU and LATAM region
- Discuss the key challenges and opportunities



Value-based health

EU

the region

7

Agenda



Overview and the New Trend of Value-Based Healthcare

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



Value-Based Healthcare Experiences in the USA and Europe

Ramiro E. Gilardino, MD, MSc, Director, Global Networks - Latin America, ISPOR, USA



Value-Based Healthcare Trends, Opportunities and Challenges in LATAM

Boxiong Tang, MD, PhD, Sr. Director Global Health Economics and Outcomes Research, Teva Pharmaceuticals, USA

8