

Market Success through Pricing and Reimbursement for Medical Devices

Overview of the Reimbursement and Funding in major European countries

(UK, Germany, France, Italy and Spain)

There is no harmonized European system for reimbursement of medical devices. Each country has its own individual system with reimbursement decisions being made at the national level and in some countries, even at a regional level.

Successful EU market access is therefore contingent upon an in depth understanding of the mechanisms for reimbursement in each individual country. This includes understanding potential differences in reimbursement in various sectors (public, private, in patient, out patient, homecare), whether or not there is a Diagnosis Related Group type system, whether devices are covered under procedure codes or lists, the potential impact of key opinion leaders, whether or not a Health Technology Assessment (HTA) approach is used by reimbursement authorities, willingness of authorities to consider reimbursement of innovative technologies and methods for their coverage.

(Half-day course)

Course content:

1. Gaining market access for medical devices through Europe
 - ➊ Presentation of European countries and current reimbursement situation via existing Diagnosis Related Groups (DGRs) for in-hospital procedures
 - ➋ Mechanism of each national Health Care System (national, regional level?)
 - ➌ Which countries use Health Technology Assessment?
 - ➍ Reimbursement processes and timelines
2. What Clinical and Health Economic Evidence value is expected to obtain and/or maintain reimbursement?
 - ➊ Clinical safety (risk) and Effectiveness (benefit)
 - ➋ Cost-effectiveness, economic evaluation
3. Implementation of innovative technology in the big 5 European markets
 - ➊ Is fast track procedure applicable?
4. Developing an effective pricing and reimbursement strategy
 - ➊ What actors/payers are looking for?