

Managed entry agreement frameworks for rare disease products



SUMMARY

The insights gained enabled the client to direct affiliates in negotiating MEAs, while accurate modeling furthered the understanding of the impact of MEAs on revenue.

CLIENT SITUATION

The client wanted to develop a set of managed entry agreement (MEA) frameworks to provide a basis for schemes that could be proposed during pricing and access negotiations. The project explored scenarios for three different assets in three different rare diseases.

PRMA CONSULTING SOLUTION

Phase 1: Secondary research and affiliate interviews

We identified the key issues associated with each product by performing secondary research, working with the client global team, and interviewing the affiliate teams.

Phase 2: Client workshop

We facilitated an internal workshop with the global team to agree on the MEA approach and formalize three frameworks per product.

Phase 3: Testing and development

We performed further targeted secondary research to understand the MEA landscape in scope countries. This was consolidated via primary research interviews.

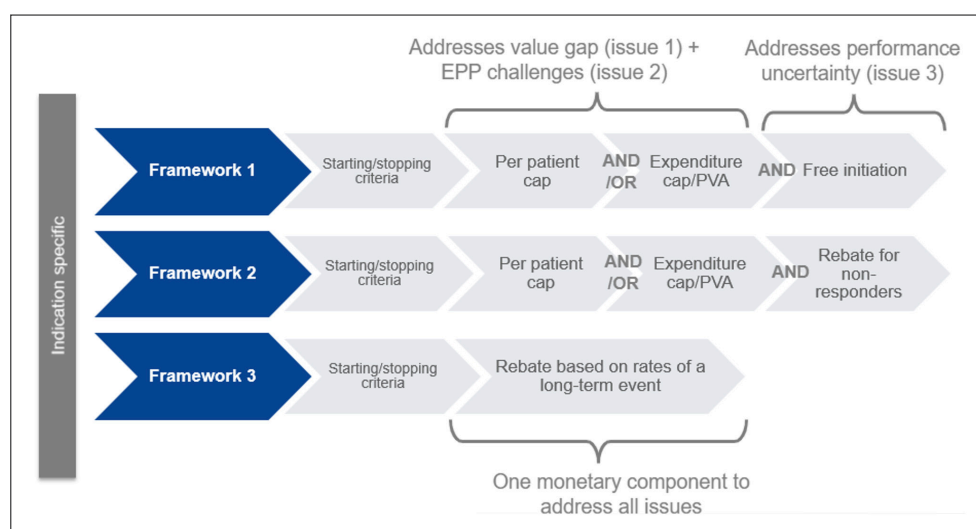
Phase 4: Reports and models

For each asset, the findings were synthesized in a final report and an Excel-based MEA framework simulation tool was developed.

CLIENT VALUE

Timely upskilling of global and local teams

At the end of this project, the client had a much better understanding of drug costs, financial flows, and different types of MEA. This allowed them to provide clear direction to affiliates in negotiating MEAs, with accurate modeling available to understand the impact of MEAs on revenue.



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