

HORIZON SCANNING IN DENMARK

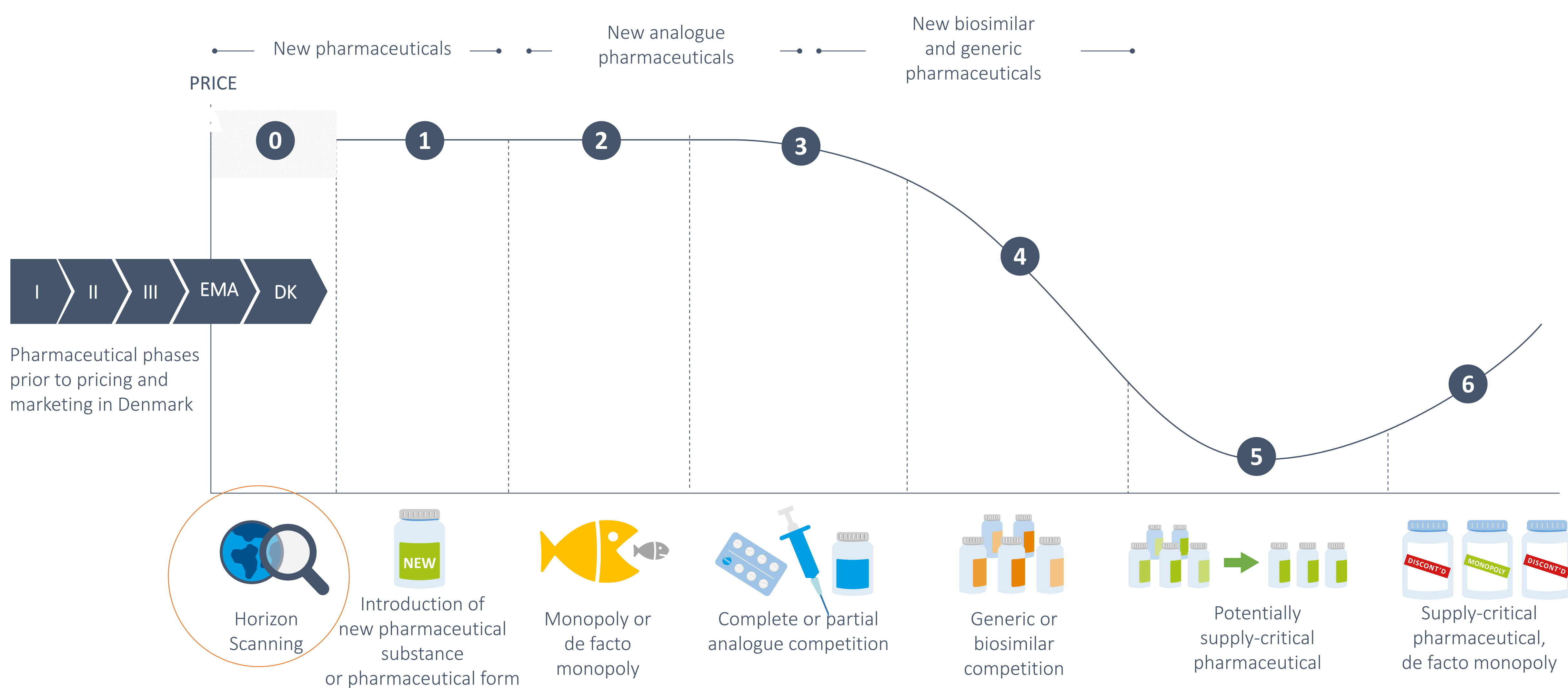
Providing the health care system with an overview and impact estimation of new medicines

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OUR TASK IS TO SECURE MORE COST-EFFECTIVE HEALTH SOLUTIONS

WHAT WAS DONE

- Amgros, a part of the Danish health care system, has secured the supply of medicines and hearing aids to public hospitals and hearing clinics across Denmark for 30 years.
- This is done through efficient procurement and tendering procedures, creating economies of scale and savings.
- In January 2017, Amgros launched its own Horizon Scanning unit.
- The Danish Horizon Scanning system provides the health care system with an overview of medicines, indications and extensions e.g. pharmaceutical forms expected to be entering the Danish market within the next 2-3 years.



FIGUR 1 PRODUCT LIFE CYCLE OF MEDICINES FROM RESEARCH AND DEVELOPMENT TO GENERIC COMPETITION

WHY WAS IT DONE

- There was a need for improved planning and preparing processes, as when it comes to price negotiations and estimates on financial burden and strategic procurement in hospital sector.

HOW WAS IT DONE

- Prior to establishing the Horizon Scanning unit, input from internal and external stakeholders regarding their needs and expectations were gathered.
- Now, when the Horizon Scanning unit is up and running, the outputs from the Horizon Scanning unit consist of an overview of medicines about to reach the Danish market as well as estimates of costs for new, expensive medicines and possible savings. E.g. if there are cheaper biosimilar drugs on the market.
- We also assess potential patient population and location of treatment. This is done in close cooperation with several Danish clinicians.
- Sources for verifying and validating the data inputs are primarily EMA, complemented with commercial databases and a niche group of other sources.
- Data is gathered in a database.

WHAT WAS ACHIEVED

- The outputs enable our stakeholders to better plan the introduction of new medicines, to secure more cost-effective health solutions to achieve more health for money in the Danish hospital setting.
- Danish Regions, the interest organization for the health care regions, use the estimates in their annual negotiations with the Government on finances.
- The individual regions use them in their own budgets.
- The predictability this system brings to Denmark is key in a future with more rare diseases, treatments and advanced pricing.

WHAT IS NEXT

- The Horizon Scanning function is continuously being developed to meet the needs of our stakeholders, as we want to enable them in providing health care to the Danish citizens.



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