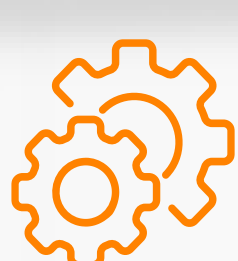


Value-Based Contracts Types Across Global Healthcare Systems: Comparing Perceptions Between Finance-Based and Outcomes-Based Agreements



OBJECTIVES

- > To explore how Value-based Contracts (VBC) in healthcare are perceived.
- > We compare financial-based agreements (FBAs) and outcome-based agreements (OBAs) with regards to their practical implementation and feasibility, to capture willingness to expand their adoption.



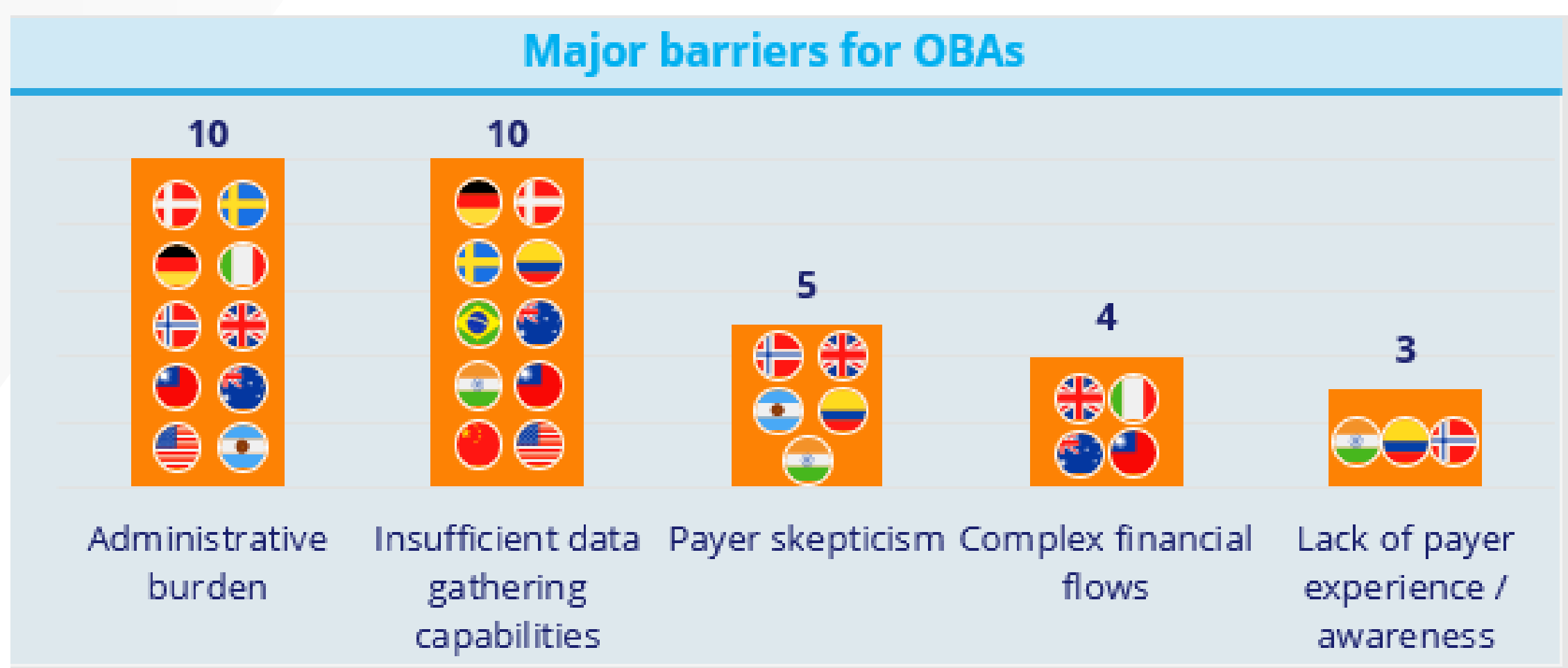
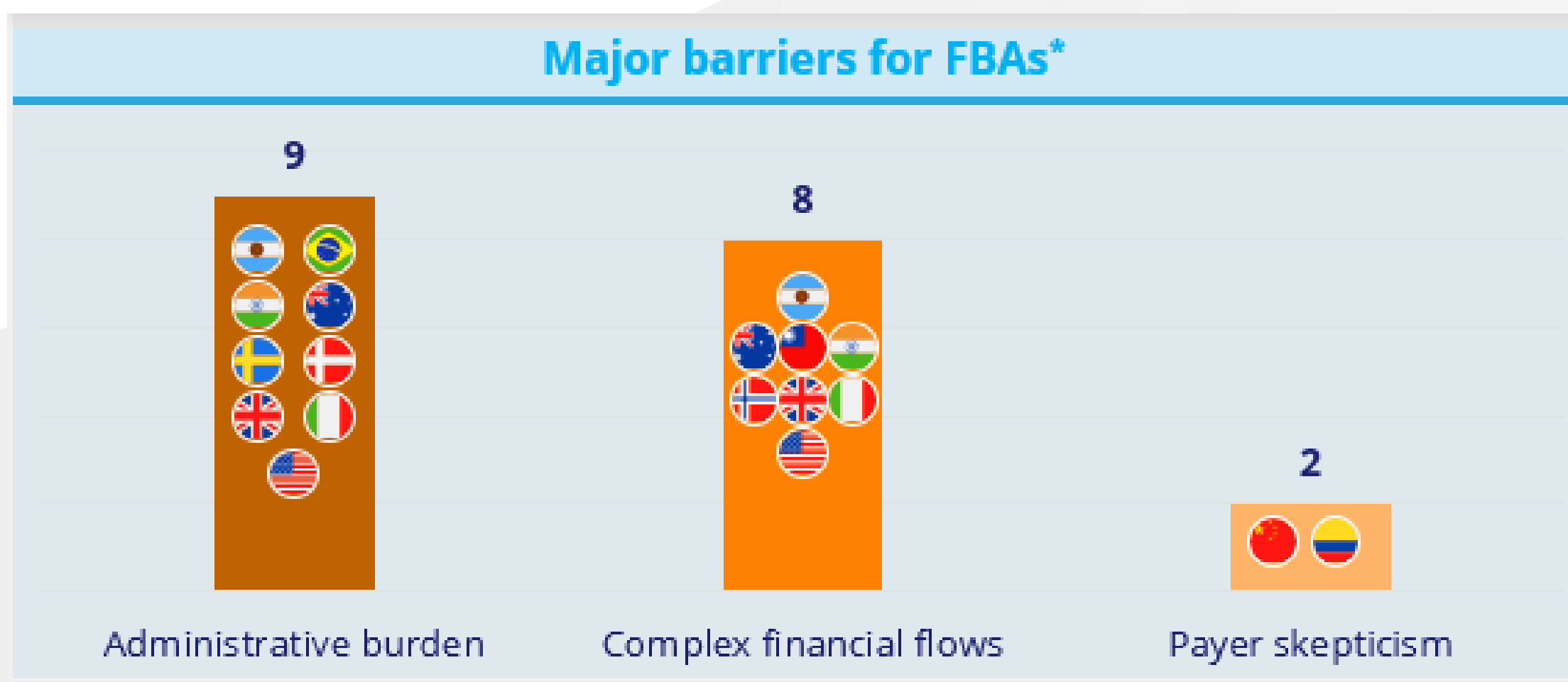
METHODOLOGY

- > Public and private **payers** from 14 countries were interviewed between February and May 2023.
- > We conducted 20 in-depth individual semi-structured interviews on the use of VBCs in healthcare systems.

1:1 Interviews
1.5 hrs.
Single-blinded



RESULTS

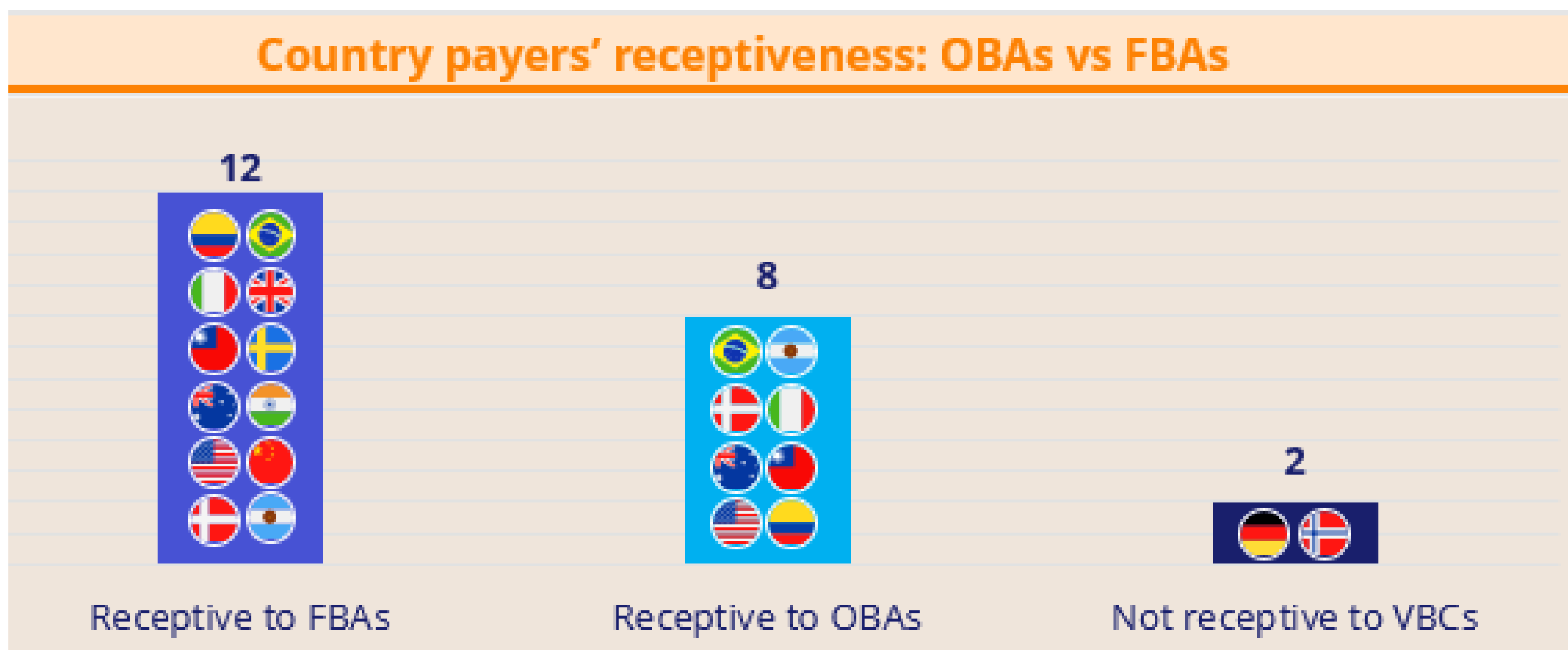


- > **FBAs** were associated with more opportunities (mainly achieving health expenses control through different means) than barriers (mainly administrative burden and complex financial flows).
- > **OBAs** were associated with more barriers (including incentives alignment, insufficient outcomes data gathering capabilities, complex money-back schemes) than opportunities (mainly accelerating patent access to treatment, addressing clinical outcome uncertainty, providing consistency in patient outcome measurement and generating real-world evidence).

Requirement for OBAs	
	• Upgrade data infrastructure and focus on real-world data (e.g., by sharing data collection costs with manufacturers)

Outcome of OBAs	
	• Develop a relationship based on trust and reliability between the pharmaceutical industry and the healthcare system

- > VBCs are perceived as an opportunity across countries => most countries (or regions within countries) were prone to widening their use according to their past successes.
- > OBA implementation is perceived as more challenging than FBA.
- > No clear pattern on preferences on VBC types was identified across regions.



Data infrastructures

Healthcare systems are improving data collection

Sharing VBC's experiences improves attractiveness

ATMPs & Orphan Drugs

VBCs can outperform traditional funding

HTA pathways

HTA or reimbursement pathways, enable VBCs



CONCLUSION

- > VBCs in healthcare are still perceived as facing multiple challenges that prevent wider implementation, especially with OBAs.
- > Recent positive experiences with hybrid approaches: OBAs in combination with FBAs.
- > Move forward with a selective use of VBCs where they are expected to be most successful, with a learning-by-doing strategy and building trust.



REFERENCES

Report of 20 one on one interviews with payers from selected countries.



upf. BARCELONA SCHOOL OF MANAGEMENT
Official Master in Health Economics and Pharmacoeconomics

AliraHealth

NAVIGATING VALUE-BASED CONTRACT

- > Recording Available For VBC Fundamentals; VBC Design And Data Collection And Outcomes Assessment
- > November 23rd: Financial Sustainability
- > December 4th : VBC Success Assessment

Scan to see all the details and register

Disclaimer: Takeda provided funding for this research