Pricing negotiations between pharmaceutical companies and payers are highly complex and are dependent on a number of variables. The issue is exacerbated by the constantly fluctuating nature of international prices. This can have an impact on the prices in other countries as it becomes difficult to quantify the impact of a potential price cut or assess whether fair prices are being set.

An updated and expanded study from IHS Life Sciences

International reference pricing changes the game. Here, both drug providers and payers refer to the prices set for the same drug in other countries. Using primary research to understand the experiences of other pharmaceutical companies and government agencies, International Reference Pricing: An Expanded Strategic Guidebook to the New Global Pharmaceutical Pricing Paradigm provides an in-depth look at the ripple effect of international reference pricing and how to optimize and protect pharmaceutical pricing in this complex global environment. The study leverages our unparalleled global expertise in pricing and reimbursement through our proprietary pharmaceutical pricing data and international reference pricing (IRP) matrix.
In-depth country reports

The Expanded IRP Guidebook is fully updated. It includes five new country profiles, updated developments from 2014, and additional primary research that addresses new questions related to the IRP methodology.

Each of the country reports provides an in-depth characterization of the market-specific IRP regime, its position within the overall pricing and reimbursement framework, and the past and future evolution of IRP policy.

Australia  Austria  Belgium  Brazil  Bulgaria  Canada  China  Colombia  Croatia  Cyprus  Czech Republic  Denmark  Egypt  Finland  France  Germany  Greece  Hungary  Iceland  Ireland  Israel  Japan  Latvia  Lebanon  Luxembourg  Mexico  Morocco  Norway  Poland  Portugal  Romania  Russia  Saudi Arabia  Slovenia  South Korea  Spain  Switzerland  Taiwan  The Netherlands  Turkey  United Arab Emirates  Vietnam

Answering your key questions about methodology and implementation

- What role does IRP play in pharmaceutical drug price setting in each country?
- What price does each country use as reference when setting the pharmaceutical pricing?
- What is the IRP formula used by each country?
- How frequently are prices reviewed?
- How is the basket of countries in IRP evolving?
- What are the knock-on effects of price cuts in one country?
- What is the risk of a domino effect on international prices into a country?
- How can I ensure that I am getting the best price for my drug?

Deliverables

- Detailed country reports plus a cross-analysis available online via our MyInsight platform and in PDF
- Microsoft PowerPoint
- Speak to us about our multi-client study series options, including studies, presentations, and workshop packages.

Meet our experts

Gustav Ando leads the Life Sciences practice at IHS. Formerly a healthcare analyst, he has extensive experience in the fields of market access, therapeutic development, drug safety, emerging markets, and health outcomes. Previously, Gustav worked with pre-merger Pharmacia Corporation in New Jersey and Pharmacia AB in Stockholm. He is a graduate of politics from the University of Durham and has a Masters degree in international studies from the University of Uppsala, Sweden, specializing in healthcare politics.

Gaëlle Marinoni manages the consulting and multi-client study offerings in the IHS Life Sciences practice. Previously, she was a consultant for Brandtectonics Access, a market-access and clinical trial recruitment enhancement specialist. Prior to this, Marinoni worked at IHS as a European research analyst and at the National Institute for Medical Research as a research scientist. Marinoni holds a Doctorate in microbiology from the University of Western Ontario (Canada), a joint Masters of Science in microbiology from the Pasteur Institute and the University of Paris VII, and a Masters in genetics from the University of Paris VII.

Cameron Lockwood is an analyst within the life sciences consulting and multi-client study team. He has a background in the life sciences and holds a Bachelor of Science in molecular biology from the University of Manchester. He previously worked as a consultant in the market-access field for Brandtectonics Access, and gained experience in business intelligence with Informa Healthcare.

Our experts and our supporting team are available to answer your questions about the study and its findings.

IHS Life Sciences Services

The IHS Life Sciences practice provides a portfolio of intelligence solutions to optimize the performance of companies and organizations across the pharmaceutical, biotech, generics, medical device, hospital, insurance, and public sectors. Our key focus is to provide actionable insights to support strategic decision making, particularly in the fields of market access, pricing and reimbursement (P&R), emerging markets, generics strategies, therapeutic development pathways, forecasting and market sizing, and general competitive intelligence. This analysis is based on our proprietary global data in pharmaceutical pricing, reimbursement information, clinical trials, and healthcare forecasting.

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