

Economic impact of an efficient inclusive National Tender System for Factor Concentrates

Authors: Brian O'Mahony
Irish Haemophilia Society

A single national tender commission responsible for the purchasing of all factor concentrate requirements for a country is the method recommended in the WFH Guide to National Tenders.

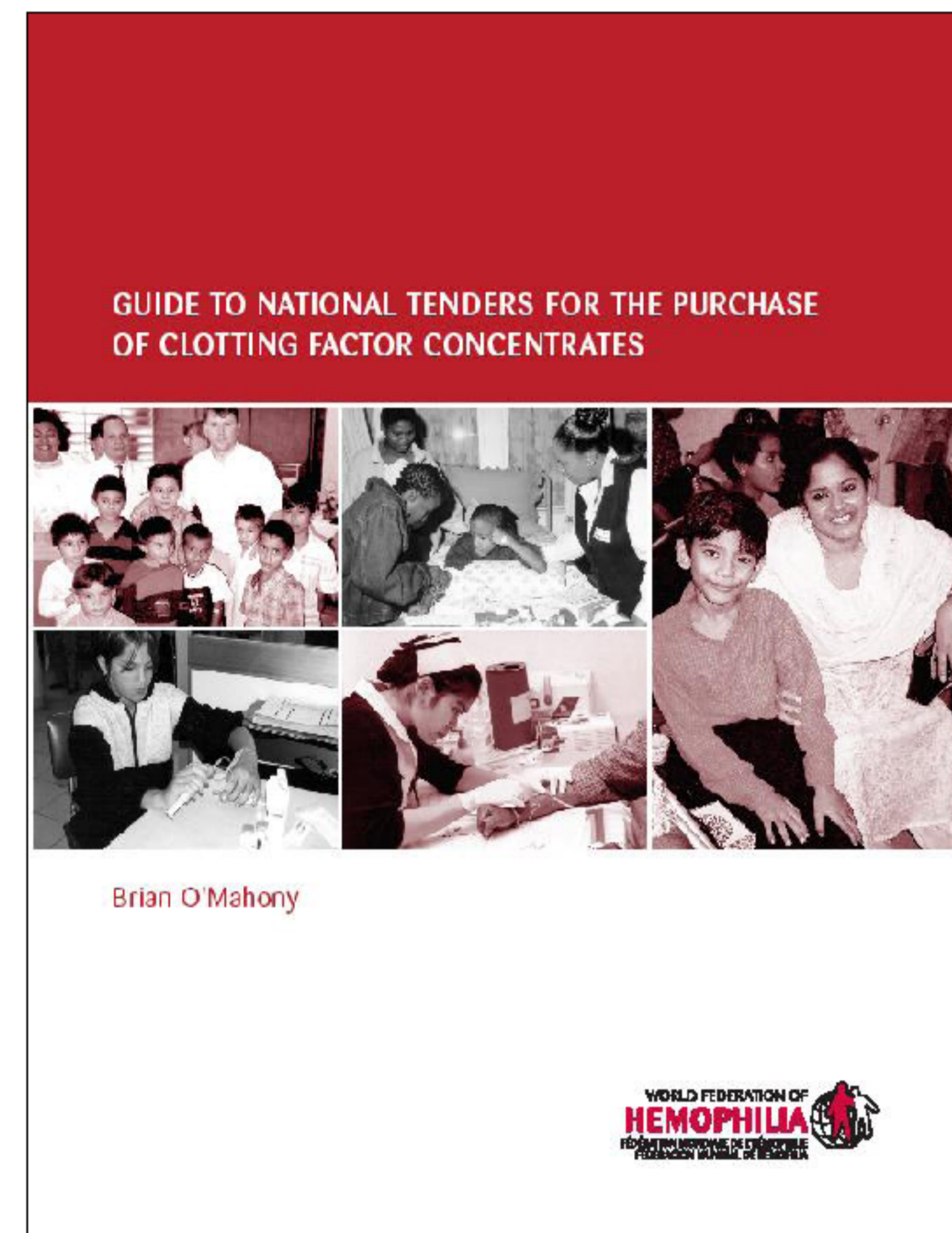
In Ireland, an integrated Haemophilia Product Selection and Monitoring Advisory Board was established in 2003 on a formal but non statutory basis.

This board includes the directors of the three comprehensive haemophilia treatment centres, two representatives from the Irish Haemophilia Society, an external advisor to the Society, a virologist, a blood transfusion expert and representatives from the health ministry and the contract holding authority.

The board apply a rigorous appraisal process for products based on open competitive tendering and the use of carefully chosen selection criteria including safety, efficacy, quality and cost. The selection criteria scoresheets are published as part of the call for tender.

The largest tender is for the purchase of recombinant FVIII concentrate. In 2011, a tender for the purchase of 50 million IU of recombinant FVIII for a two year period was carried out. The selection criteria included safety, efficacy, quality, availability, technical support and cost with 30% of the total score allocated to cost.

The confidence of consumers and clinicians nationally on the products selected has increased due to the inclusive decision making process and the selection of the safest and most efficacious products.



Economic benefits

The economic benefits have been very significant especially for the purchase of recombinant FVIII. With the new process and the involvement of the HPSMAB, economic benefits were attained from 2 areas. In 2012, the contract holder was changed by legislation and significant handling fees from the previous contract holder have been eliminated. Secondly, the purchase cost per international unit decreased significantly between 2003 and 2012.

Prior to the establishment of the HPSMAB in 2002, prices paid for recombinant FVIII in Ireland were 26% higher than the median prices in European countries.

The major adjustments resulted from procurement processes in 2008 and 2011 when significantly lower prices per unit were achieved from open tenders. By 2008, the cost per unit for recombinant FVIII was approximately 33% lower than the 2002 price. In 2011 a further cost reduction of 33% was achieved. Current unit prices are 55% lower than average prices paid in Ireland in 2002 and are now 40% lower than the median price reported globally.

These cost savings have allowed the maintenance of the quality and quantity of factor replacement therapy available in the country against a backdrop of significant decreases in the national health budget over the past 3 years and have served to effectively protect and maintain Haemophilia treatment.

| Score Sheet: HPSMAB : Recombinant FVIII (March 2012) | | | |
|--|--|-----------------------|----------------|
| SCORING CRITERIA | | Total Marks Available | SCORES AWARDED |
| Phase 1 | | | |
| Safety | Human albumin in culture medium | 15 | |
| | Adulteration with human or animal proteins (as mentioned on the label) | 5 | |
| | Ultra filtration | 10 | |
| | Inhibitors | 30 | |
| | Prion Removal | 5 | |
| | Others | 10 | |
| | Total for Safety | 75 | |
| Efficacy | Recovery Half Life (subcutaneous) | 12 | |
| | Clinical Response (subcutaneous) | 18 | |
| | Total for Efficacy | 30 | |
| Quality | Stability | 5 | |
| | Volumes of Administration | 3 | |
| | Instructions for Use & Handling | 3 | |
| | Dose of Administration | 3 | |
| | Application of Unique Bar Code | 5 | |
| Total for Quality | 19 | | |
| Security of Supply / Availability | Number of Manufacturing Plants | 4 | |
| | Security of Supply | 6 | |
| | Total for Supply/Availability | 10 | |
| Scientific Support | Global Opinion | 2 | |
| | Consumer Opinion | 2 | |
| | Tender | 2 | |
| | Total for Scientific Support | 6 | |
| Total Scores Awarded: Phase 1 | | 140 | |
| Phase 2 | | | |
| Cost | Total For Cost | 60 | |
| Total Scores Awarded: Phase 2 | | 200 | |

