

**Optimising Procurement of Medicinal Products: A Hands-On Workshop for
Procurers and Policymakers**
26 September 2023 – 09h00-17h00 CET
EU Thon Hotel – Rue de la Loi 75, 1040 Brussels

DRAFT AGENDA

09:00 – 09:15	Keynote introduction Sylvain Giraud, Head of Unit D2, DG SANTE, European Commission
09:15 – 09:45	Main findings and recommendations from the study on “Optimising Public Procurement of Medicines” ¹
09:45- 10:30	Best Practices in Action: country experiences leveraging procurement for security of supply, access, affordability, and environmental protection
<p><i>The main purpose of this session is to facilitate a comprehensive understanding of the practical aspects involved in implementing specific procurement policies, by highlighting hands-on experiences and presenting concrete examples. Participants will gain valuable insights in the challenges, successes and lessons learned during the implementation of procurement policies in different countries.</i></p> <ul style="list-style-type: none"> ➤ Insights from Norway's successful implementation of multiple winner awarding and MEAT criteria to enhance security of supply (tbc) ➤ Lessons from Denmark's integration of environmental criteria and lifecycle approach in tenders (tbc) ➤ Collaborative procurement in the Baltics: Estonia's experiences and success stories in joint procurement initiatives (tbc) ➤ Q&A session 	
10:30- 11:00	<i>Coffee break</i>
11:00- 12:00	Aligning Procurement Strategies with Supplier and End-User Needs: unveiling key challenges and considerations
<p><i>During this panel discussion, suppliers and end-users will have a valuable opportunity to articulate their challenges and needs to procurers and policymakers. By exploring these perspectives, the session aims to equip participants with valuable insights for crafting procurement approaches that effectively cater to the requirements and concerns of suppliers and end-users. Through an interactive discussion, attendees will gain a deeper understanding of the considerations necessary to develop inclusive and impactful procurement strategies.</i></p> <ul style="list-style-type: none"> ➤ Sarada Das, Secretary General of the Standing Committee of European Doctors (CPME) ➤ Despoina Makridaki, Member of the Board and Scientific Committee of the European Association of Hospital Pharmacists (EAHP) 	

¹ <https://op.europa.eu/en/publication-detail/-/publication/ca856a7f-7c37-11ed-9887-01aa75ed71a1/language-en/format-PDF/source-277530713>

	<ul style="list-style-type: none"> ➤ Kristine Peers, General Counsel, EFPIA ➤ Adrian van den Hoven, Director General, Medicines for Europe ➤ EPF, tbc
12:00-12:15	Introduction to the afternoon break-out sessions
12:15-13:30	Lunch
Closed breakout sessions	
<p><i>In these closed breakout sessions, procurers and policymakers will have the opportunity to choose two topics from a selection of four when registering. Each break-out session will feature a topic that is more operationally oriented, focusing on preparing and drafting tenders, and another topic that is policy-focused, delving into the development of procurement policies. By leveraging practical examples, targeted questions, and group dynamics, participants will gain practical insights and innovative ideas to strengthen their procurement strategies.</i></p>	
Break-out session 1	
13:30 – 14:30	<p>Session A: Ensuring Security of Supply: Optimizing Procurement through Multiple Winners Awarding and Supply Criteria</p> <p><i>Description: This breakout session delves into the vital aspect of addressing security of supply through procurement strategies. Participants will explore the implementation of multiple winners awarding and supply criteria, through practical case studies. This session is focused on operational matters and drafting tenders, providing practical insights and best practices to optimise procurement outcomes.</i></p>
	<p>Session B: Lifecycle Approach and Trade-offs: Developing a Robust Strategy for Procurement of Medicines</p> <p><i>Description: In this session, the emphasis is on developing a comprehensive strategy for procurement of medicines by considering a lifecycle approach and trade-offs. Participants will engage in policy-oriented discussions, exploring how procurement policies can be designed to balance the lifecycle considerations and make informed trade-offs. Attendees will gain valuable insights into developing robust procurement policies to achieve long-term objectives.</i></p>
14:30-14:45	Coffee break
Break-out session 2	
14:45-15:45	<p>Session C: Environmental Criteria Integration in Tenders: Promoting Sustainable Procurement Practices</p> <p><i>Description: This breakout session centers around the integration of environmental criteria in tenders, highlighting the significance of sustainable procurement practices. Procurers and policymakers will delve into the practical aspects of incorporating environmental considerations into the procurement process, working on concrete case studies. This session provides practical guidance on drafting tenders that effectively address environmental concerns.</i></p>
	<p>Session D: Collaborative Procurement: Leveraging the Power of Joining Forces</p> <p><i>Description: Joining forces in procurement is the focus of this session, emphasizing the potential benefits of collaboration. Participants will delve into the practical aspects of starting and implementing joint procurement, gaining insights into the necessary requirements and key considerations involved.</i></p>

	<i>This session aims to equip procurers and policymakers with valuable guidance and best practices, enabling them to navigate the complexities of collaborative procurement successfully.</i>
15:45-16:00	<i>Coffee break</i>
16:00 – 16:45	<p>Plenary debrief & next steps</p> <p><i>A comprehensive summary of the breakout sessions' conclusions is presented, providing participants with insights into all the topics discussed, allowing for a broader understanding and exposure to the different areas of focus.</i></p>
16:45 – 17:00	Conclusions