

IPFA/EBA Symposium on Plasma Collection and Supply

7 – 8 February 2024 | Leiden, the Netherlands

Session 4 Panel discussion

How can the public sector work with industry for successful tender outcomes?

Introduction to and Summary of the discussion by Leni von Bonsdorff, IPFA

Panelists:

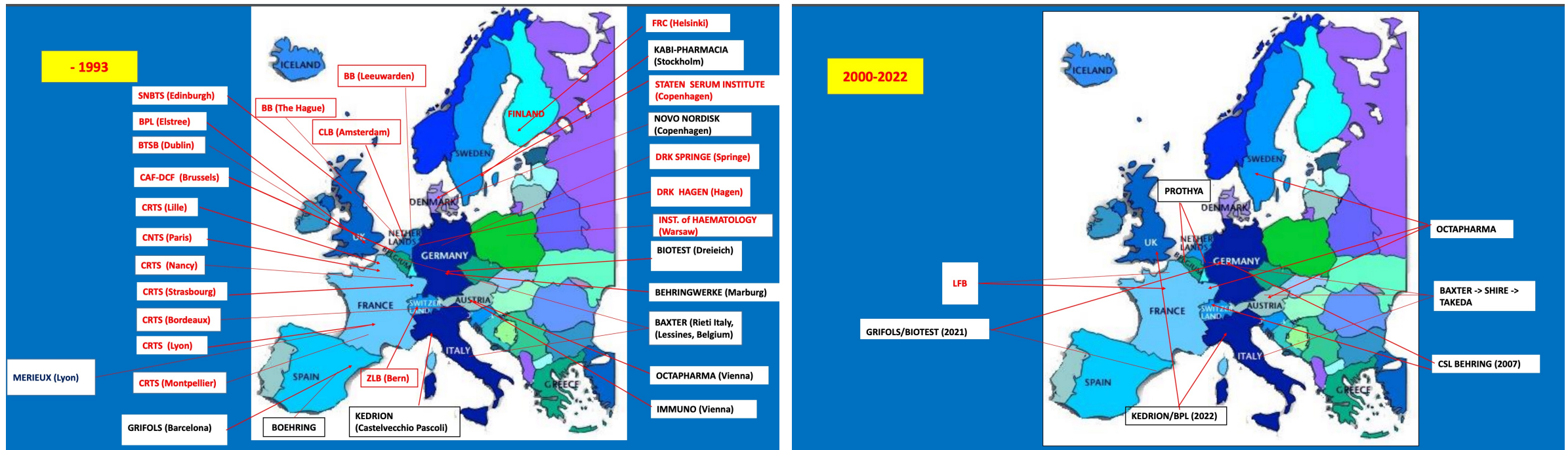
- Gerry Gogarty, NHSBT, UK
- Matthias Hager, Octapharma, Germany
- Miguel Vesga, Basque Center for Blood and Tissues, Spain
- Oliver Schmitt, CSL Behring, Germany/Italy
- Peter Janssen, Biotest, Germany

Moderator:

- Leni von Bonsdorff, IPFA

Tender models for plasma and PDMPs and the role of the public sector

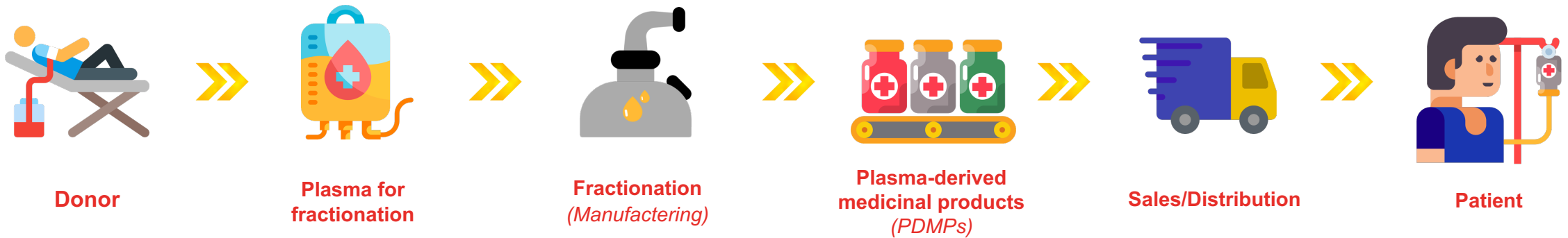
The evolving market landscape in the plasma field...



Paul Strengers, Plasma Collection and Fractionation in Europe: Past, Present and Future at IPFA/EBA symposium on plasma collection and supply, March 2022

...has formed current arrangements and models for plasma collection, production and access to PDMPs

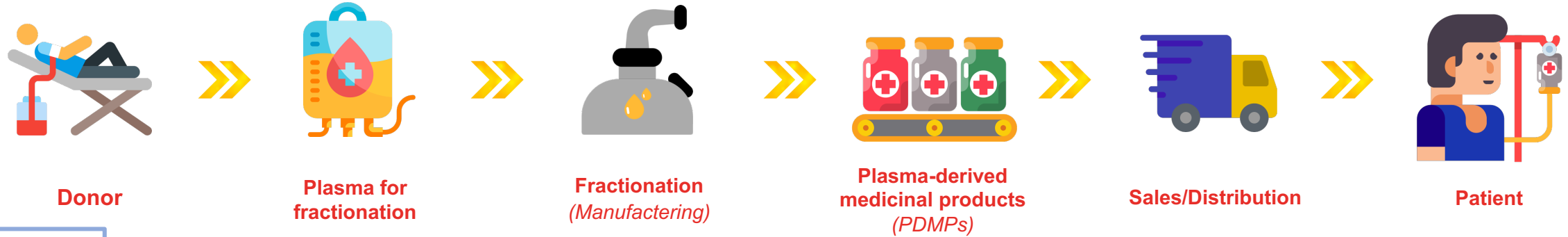
The plasma value chain and its cost structure



Income/Revenue

(Sales of plasma
for fractionation)

Sales of PDMPs



Investments

Establishing plasma collection
(recovered/plasmapheresis)
which fulfils requirements of
plasma for fractionation

Investment in plasma
fractionation facility

Costs

All costs related to plasma
collection:
*Donor recruitment, donation,
processing into plasma, testing
and biological qualification,
storage, quality system etc*

All costs related to plasma
manufacturing into PDMPs:
*Transport, manufacturing
process and all its steps, QA,
QC, release etc*

All costs related to PDMPs:
*Registration, market access
(incl. local reimbursement),
distribution, marketing, sales*

Arrangements for supply of plasma and access to PDMS



Domestic
Plasma



Domestic
Country



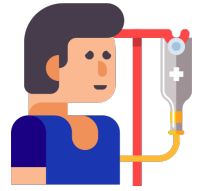
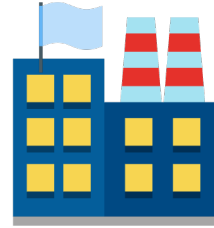
PDMP



Patients within
public health
care



Original model.





Domestic Plasma



Domestic Country



PDMP



Patients within public health care

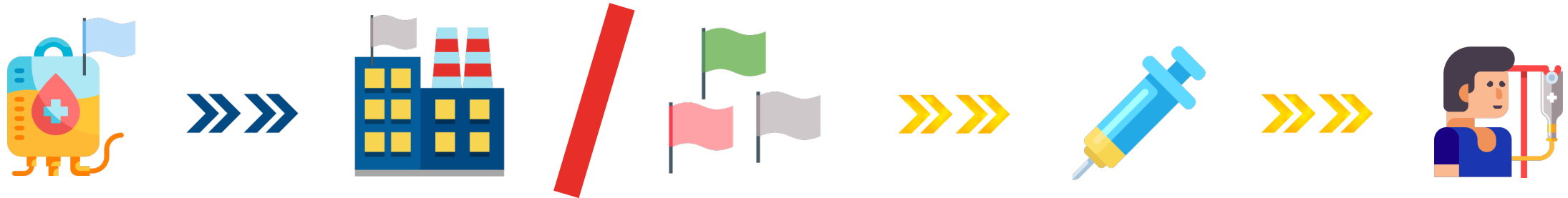


Other Countries

Original model



Sales of plasma / PDMPs from market





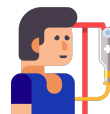
Domestic Plasma



Domestic Country



PDMP



Patients within public health care

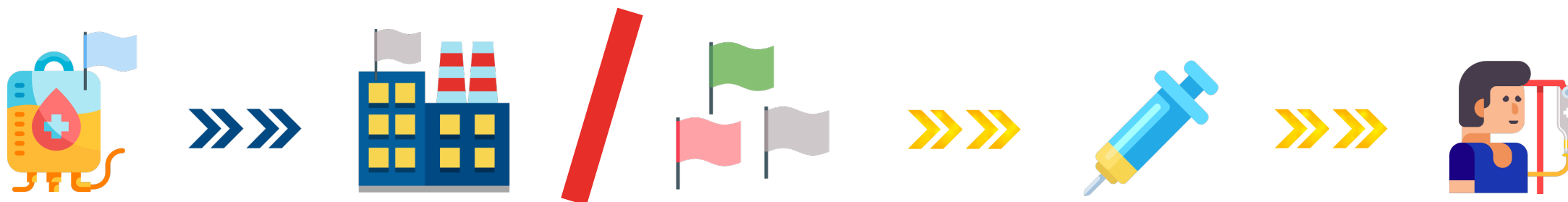


Other Countries

Original model ●-----●



Sales of plasma / PDMPs from market ●-----●



Mixed models, including access to PDMPs from domestic plasma ●-----●



Summary of the panel discussion

After the introduction, the panel representatives from the both the public sector (Spain, UK), and representatives from commercial fractionators (Biotest, CSL and Octapharma) discussed and brought their insight into :

- *What does a good tender model public/commercial sector look like from your perspective?*
- *What are the main challenges in the collaboration between the sectors? Can these be overcome by legislative/regulatory provisions?*

and answered to questions from the audience mainly related to how to foresee the the future of the plasma industry in 10 years, and how best to prepare for the future in the times of uncertainty with war situation.

Some points from the discussion

- Both sectors supported respectful partnership and collaboration between the sectors and recognized this as the only way to meet the goals of access to patients' treatments.
- A single best model for tendering of plasma/PDMPs is not existing and has to be customized for each situation.
- Setting clear and achievable goals which match the needs and resources available, as well as understanding and respecting the needs at both sector side is important for an attractive tender offer which can lead to a successful outcome of the tender.
- The tender process needs to be built with engaged teams having solid input from the different stakeholders involved, and that has the sufficient competency needed for this: going from basic understanding of the fractionation field as well as commercial and quality related aspects.
- Legislation which allows harmonization over Europe on quality and other related items is encouraged. The future EU SoHO regulation was recognized as a good step in this direction.

And the future...

The panelists believed the plasma/PDMP area will have its basic elements and structure existing in 10 years time, partly because the industry is built on long-term investments which do not allow for quick changes, but new product indications, possibly new products and innovative ways to work in supply chains and other part of the plasma value chain can be implemented and change the focus of discussion. They also agreed that preparedness for critical situations and changes affecting the whole supply chain need to be taken into account more seriously.

To a short question:

“Will there be a significant increase in the plasma collection by the public sector in Europe within three years”

4 of 5 panelists replied “Yes”, and 1 “No, not significant”.

With this overall positive and encouraging response, the moderator, who votes for an additional Yes to the question above, wishes to warmly thank the panelists, session chair and audience for an insightful and engaging discussion.