



HEALTH | ACCESS
AGENCY
your access acceleration partner

Vision & Mission

Vision: To act as a **Full Service Partner** to healthcare providers, supporting cost-effective, cutting edge solutions for innovative medicines leading to earlier patient access.

Mission: Develop and implement innovative, workable market access solutions for biopharma/biotech companies and other healthcare providers operating in Europe and North America by integrating market access strategy and implementation, including external stakeholder interactions.

Business Objective:

Work with biopharma/biotech companies to minimize time for patients to get access to new medicines

We are

a group of highly experienced partners and associates throughout Europe and North America with broad access competencies.

Local Country Level, e.g. direct payer negotiations, reimbursement applications, HTA and value dossier submissions, government interactions.

Functional Level, e.g. HTA, Health Economics, Health Technology Assessment, Pricing, Value Dossier, Government Affairs.

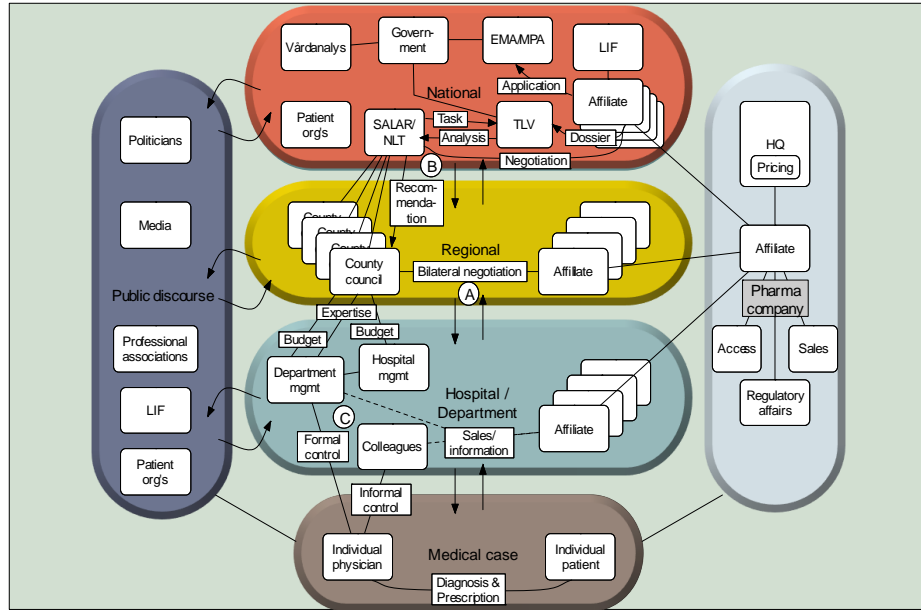
We will

Evaluate market access opportunities
Develop market access strategies and plans;
Implement market access related activities, including brand team participation, HTA submissions, as well as direct external negotiations.

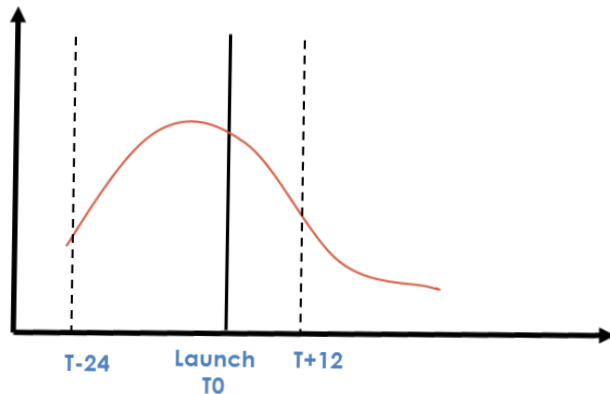
Our ambition is to be a **FULL SERVICE PROVIDER**. We all have substantial hands-on experience managing launches of new products – at both local country and international levels

Key Considerations

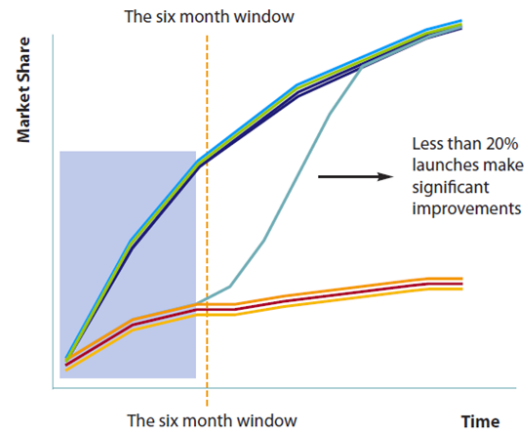
1. Integration of expertise to manage the complex access work



2. The bulk of the access work is done over a concentrated time period around launch



3. Access approval timelines critical for long-term success!



When partnering we provide you with:

- ✓ availability to our senior experts
- ✓ integration of our access expertise into your business
- ✓ cost-effective solutions around your market access set-up
- ✓ support to build your own market access capabilities
- ✓ **FULL ACCESS SERVICE** including evaluation, strategy and implementation of your market access work from both a functional and a stakeholder interaction perspective in Europe and North America

Health Access Agency: Full service as well as project offerings

*Our Country and
Functional Experts*
✓ Available at all
stages



*Senior
H2A Partners*
✓ Always your
Project Lead

Evaluation of
Market
Accessibility

Formulate
Access Strategy
& Plans

Execute/
Implement
Access Plans

Local Country
Stakeholder
Interactions

Post-
launch
Follow-up

ACCESSIBILITY

- Payer landscaping
- HTA evaluation
- HE model
- Value evidence identification
- Pricing options

ACCESS STRATEGY

- Value Evidence
- Value story
- HEOR
- HTA strategy
- Pricing
- Gov. Affairs

IMPLEMENTATION

- HTA material
- Value dossier
- HE model
- Integration into business
- Local value tools
- Gov. Affairs

INTERACTIONS

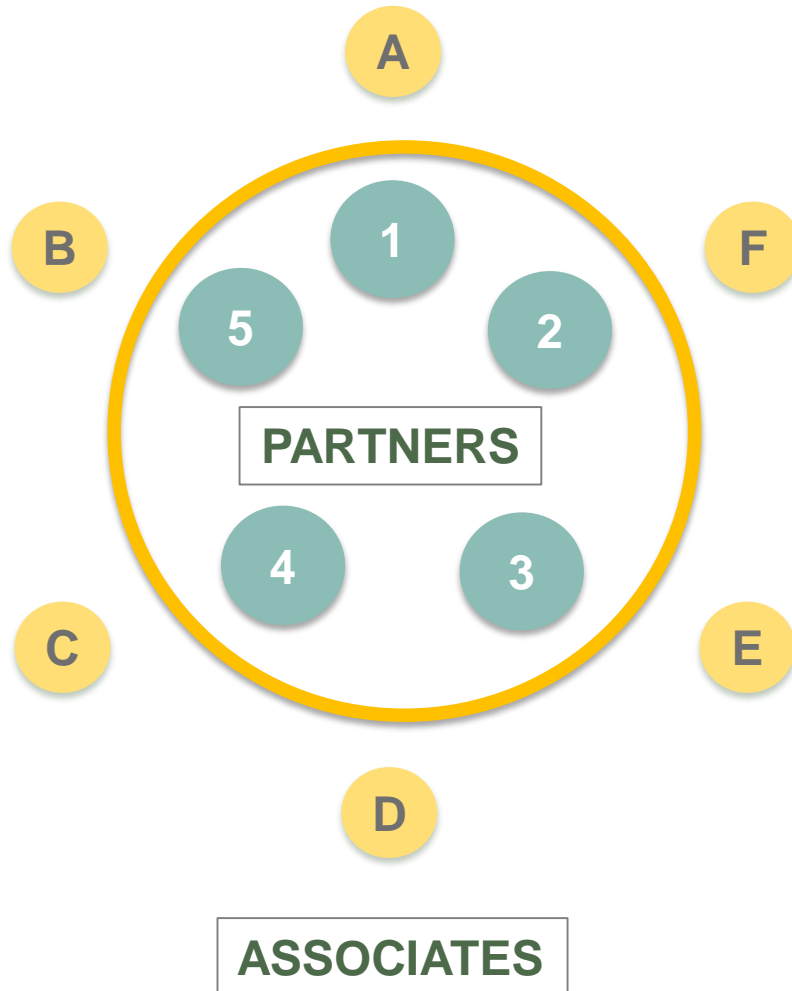
- HTA submission
- Payer interaction
- Negotiation support
- Value communications
- Local access
- Publications

POST LAUNCH

- Reimbursement issues
- Real World Data
- Payer support
- Value communications
- Publications

Customers & Stakeholders

ORGANIZATION & NETWORK



CUSTOMERS

Biopharma/Biotech
Medical Device
Venture Capital
Health Care Provider

EXTERNAL STAKEHOLDERS

Payer and payer-related
decision-makers at national,
regional and local in Europe
and North America

STAKEHOLDER MANAGEMENT

