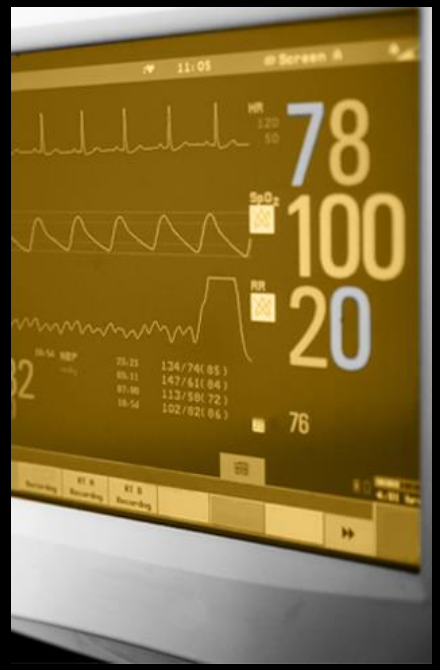

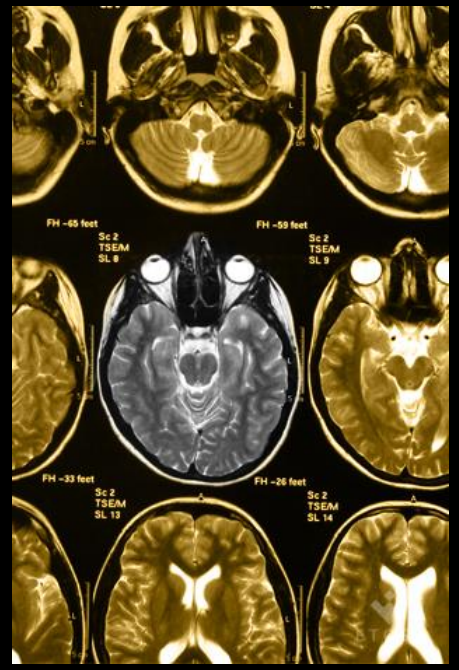

A key for effective sectoral representation in Hungary

ETOSZ

ASSOCIATION OF HEALTH TECHNOLOGY SUPPLIERS AND MEDICAL DEVICE MANUFACTURERS

WWW.ETOSZ.ORG

Changing environment, good timing

- **Hungarian landscape of industrial representation is under transformation**
  (Other organizations are shifting their efforts towards medical aids representation, but medical aids are governed by different regulation and financed very differently by social insurance than innovative health technologies and medical devices. Focus on the latter was a clear lack.)
- Due to **current general renewal of each official Hungarian HC protocol**, decision-makers **require more focused information on special needs of innovative health technologies and medical devices**
- Pharma industry has already its effective representation through different organizations of (i.) national and (ii.) innovative manufacturers, therefore better focusing is already **recognized and adopted by decision-makers**
- The **HC decision making landscape and processes became very complex** in the past 4 years *(currently 12 governmental organizations are in charge of HC budget allocation vs. 3 in 2009)*

! **Effective focus on introduction and roll out of new innovative health technologies and medical devices is a current need and a well-timed role to play**

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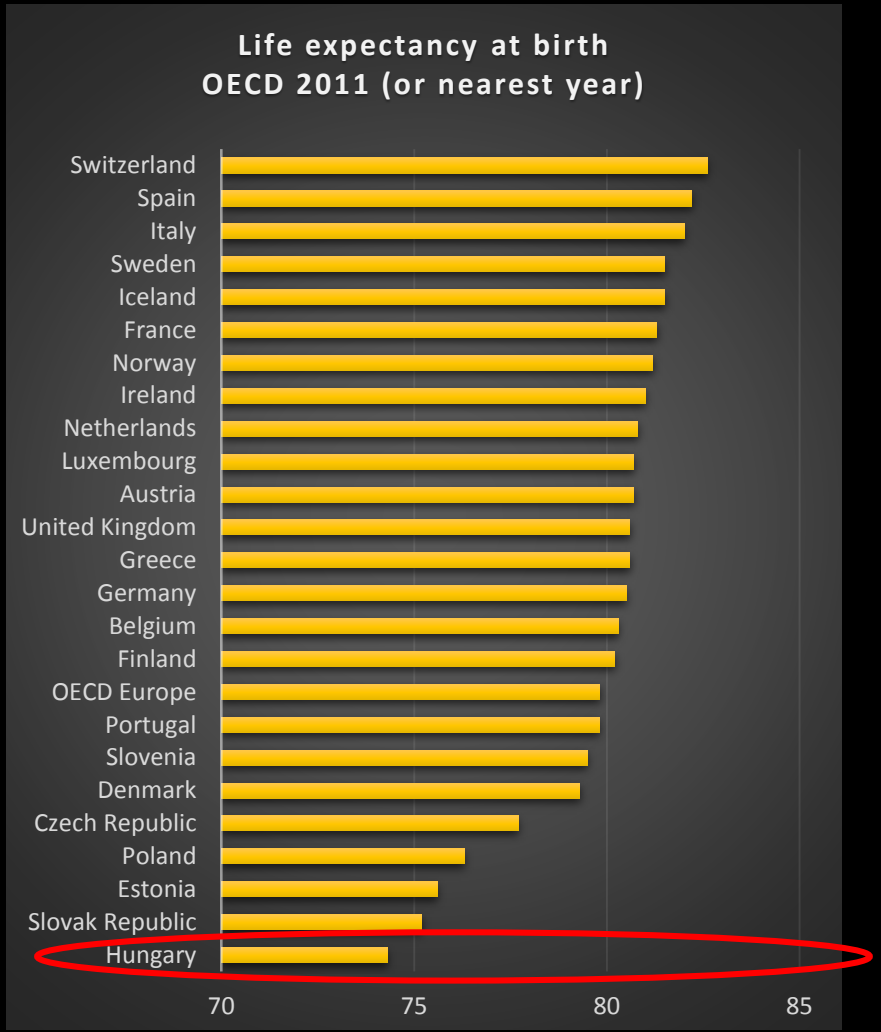
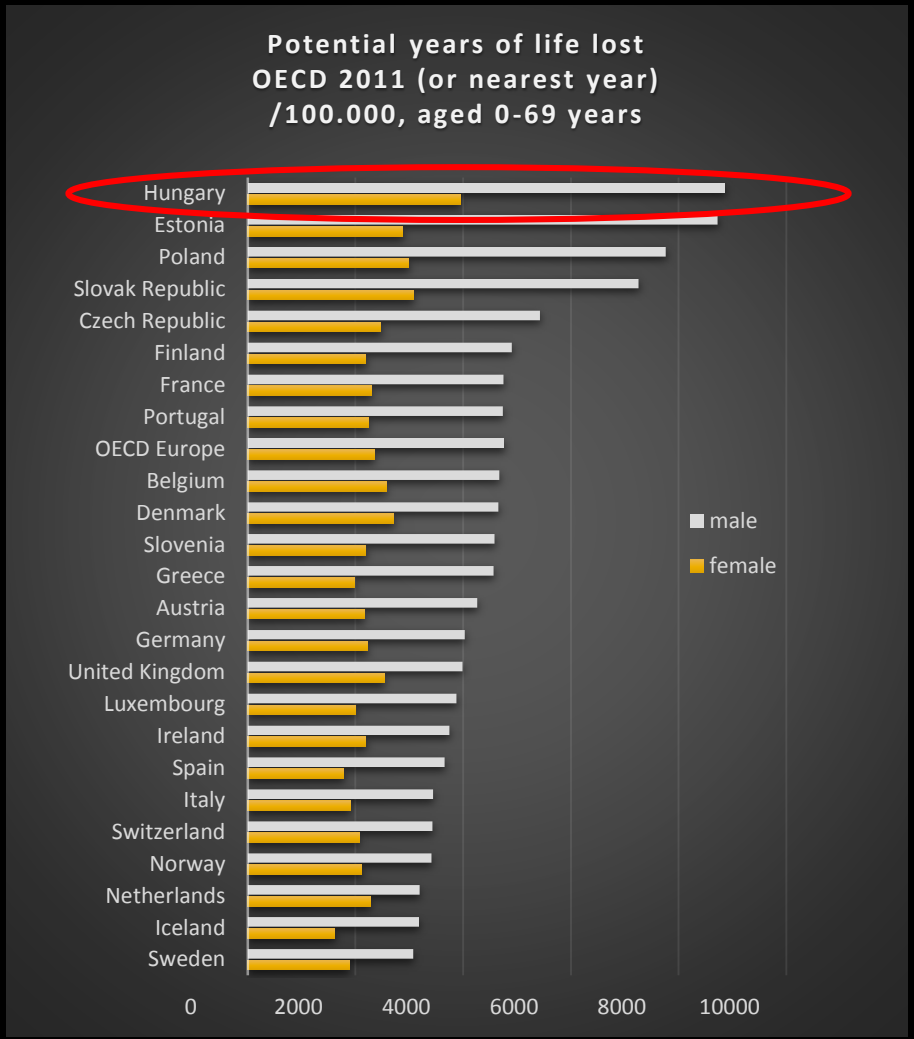
Background info: poor health outcomes in Hungary





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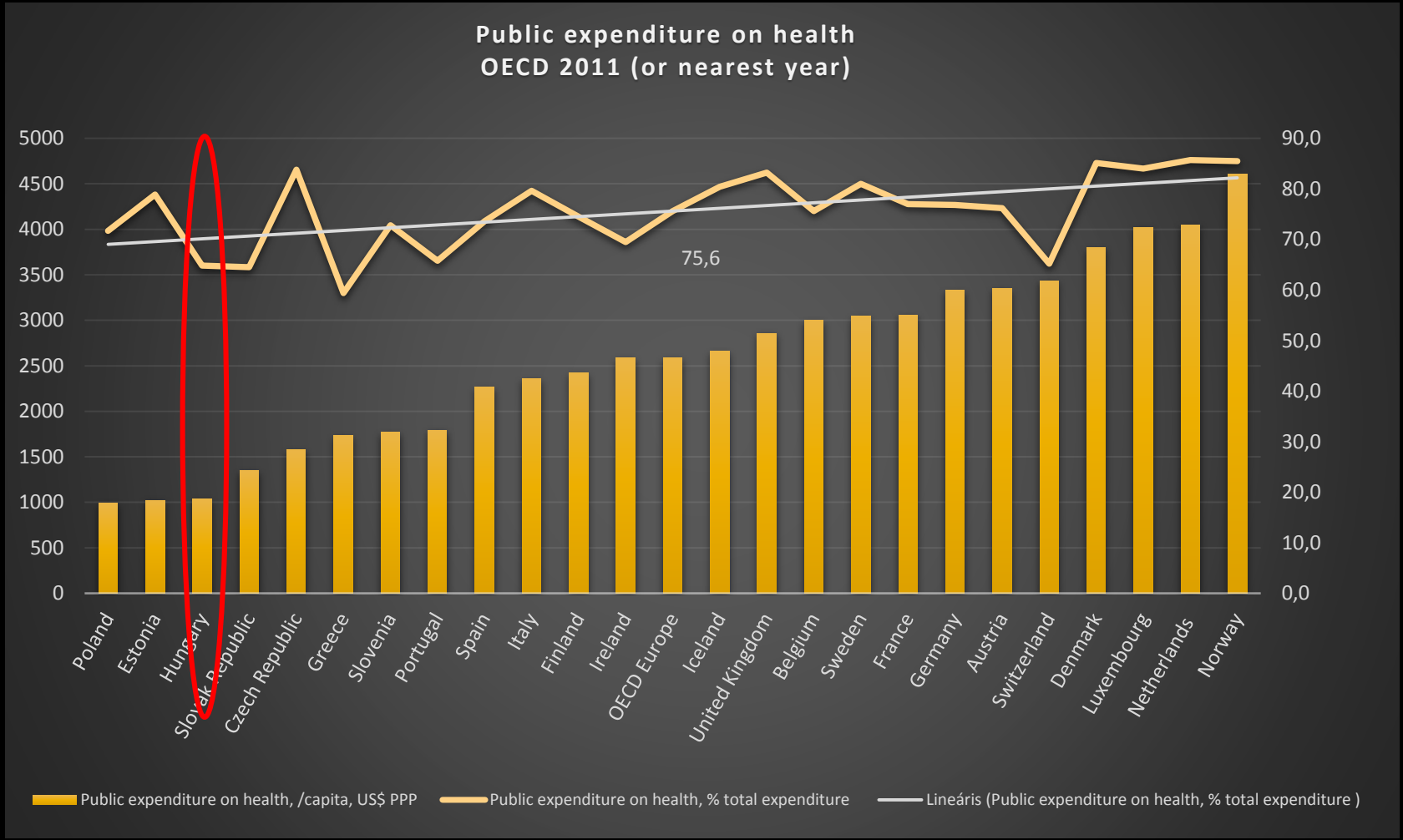
Background info: low public healthcare spending and inefficient healthcare system



Interpretation:

- one of the lowest per capita public spending on health in Hungary
- public part of spending is relatively low (64,8%)
- Lowest efficiency ranking within the cluster*

*European Health Consumer Index
a comparative index for national healthcare systems including sub-disciplines like

- patient rights and information,
- waiting time for treatment,
- outcomes,
- range and reach of services,
- pharmaceuticals

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Key issues and escalated problems for health technology suppliers and medical device manufacturers

- **Below 5% of GDP goes on HC – low public funding of public HC**
  - It creates inter alia significant institutional debts towards health technology suppliers and medical device manufacturers (*app. Euro 300 M / year*)
- **Very slow and incidental introduction of innovative HC technologies into the patient care**
- **State takes into ownership all Hospitals and most out-patient facilities**
  - It gives financing inconsistency with territorial or progressivity obligations, but
  - no single responsibility on management of HC administration
- **Non-transparent HC data** (official information on HC system is currently emerged from 3 independent sources)
- **Complex and rapidly altering formal and informal process of decision making** (12 decision-maker bodies)
- **Current fiscal requirements** (footprint of economic crisis) **take priority over professional needs**

! Effective industry representation requires more sophisticated and more focused expression of specific medtech needs than ever before

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New sectoral representation: ETOSZ

Under current circumstances it is the right time to **develop prospective course** for health technology suppliers and medical device manufacturers.

Prestigious stakeholders of the Hungarian market have established **a new organization for effective sectoral representation** to be adequately addressed to the complexity of the new Hungarian HC decision making.

ETOSZ
ASSOCIATION OF HEALTH TECHNOLOGY SUPPLIERS AND MEDICAL DEVICE MANUFACTURERS

Association of Health Technology Suppliers and Medical Device Manufacturers

- *Membership of ETOSZ covers almost 80% of innovative suppliers and manufacturers, but some 60% of overall market.*
- *Hungarian acronym (ETOSZ - similar to ethics) is to express its definite attitude on transparent and ethical approach.*

Members:

FRESENIUS KABI
Johnson & Johnson
ScanMedic stryker magyarországi forgalmazója
FRESENIUS MEDICAL CARE
ECOLAB
EURO MEDIC INTERNATIONAL
DIAVERUM
B|BRAUN SHARING EXPERTISE
Dräger
Biotest From Nature for Life
Baxter
SIEMENS
PHILIPS
Werfen Group | COMESA Hungary
SWIT AGFA
DePuy Synthes COMPANIES OF Johnson & Johnson

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Objectives of ETOSZ – Shaping Environment

Strategic goals

- **Support introduction and nationwide availability of innovative technologies, therapies and interventions**
- **Drive private sources into the public health care** *(via selected private insurance financed interventions and/or general co-payment)*
- **Establish ethical behavior norms – represent transparency of actions and decision making throughout all healthcare and health industry procedures** *(due performance of obligations , proper actions of authorities etc.)*
- **Change of general opinion**: create **single health industry approach to develop cooperation of interdependent stakeholders and the general health consciousness of public** *(patient-education)*

Actions

1. **Create regulatory environment supporting sustainability of patient care institutions**
2. **Ensure wide and transparent availability of reliable industry information**
3. **Work on availability of alternative financial sources contributing to the state HC budget**
4. **Improve conditions of equipment purchases financed from EU funds**

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