NLF JOINT PROCUREMENT IN THE NORDICS

Onco joint tendering – No-Dk-Is

-deler av det norske 2707gj ikke pat onko anbudet 2024/32718

BACKGROUND

Since the Nordic pharmaceutical forum was established three joint procurements have been completed. From a global procurement perspective this must be considered a major success but adding the fact that the JPAs (Joint Procurement Agreements) also have:

- Included MEAT criteria (including environmental criteria's) makes the work unique.
- Participating countries have benefited from more bids and medicines compared with national procurements

The work has secured both the main goal to the Nordic pharmaceutical forum and the three strategies:

1. Establish strong purchasing collaborations across the Nordic region. Innovative and strong purchasing collaborations
2. Secure the supply
3. A strong Nordic voice

Even though the work so far is successful there are still challenges that must be solved.

THE GOAL OF NLF

Main goal is to establish strong purchasing collaborations across the Nordic region. To reach this goal three sub strategies have been identified:

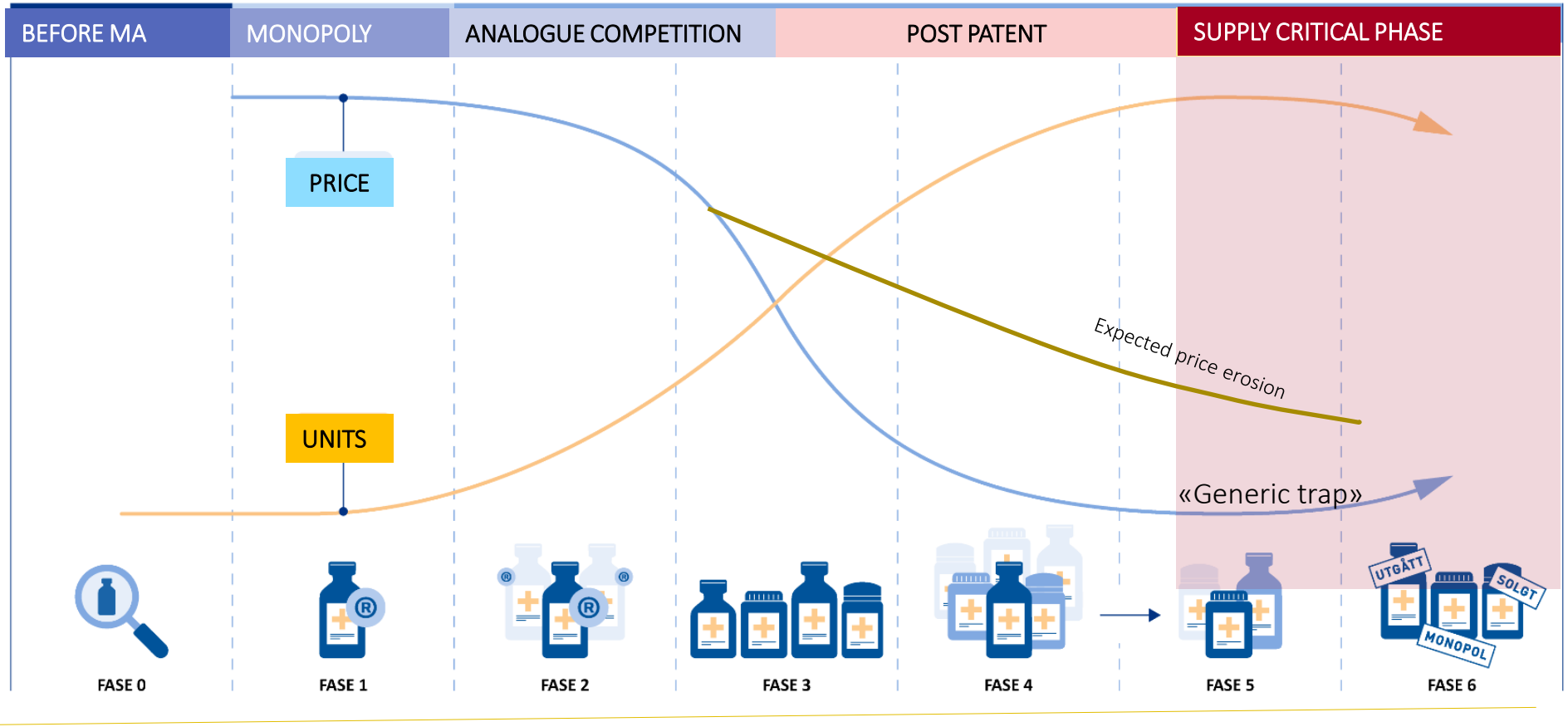
1. Innovative and strong purchasing collaborations
2. Secure the supply
3. A strong Nordic voice, together with Sweden and Finland

WHO ARE WE IN THIS TENDER

- Denmark
- Iceland
- Norway
- Sweden and Finland not part of the tender this time – only in antibiotics

- Why – phase 5-6
  - Security of supply
  - Sustainable production

SECURE COMPETITION THROUGH THE WHOLE MARKET-CYCLE
STOP «THE RACE TO THE BOTTOM» IN GENERICS



Price as only criterion

in tenders:

Not sustainable for long-term competition

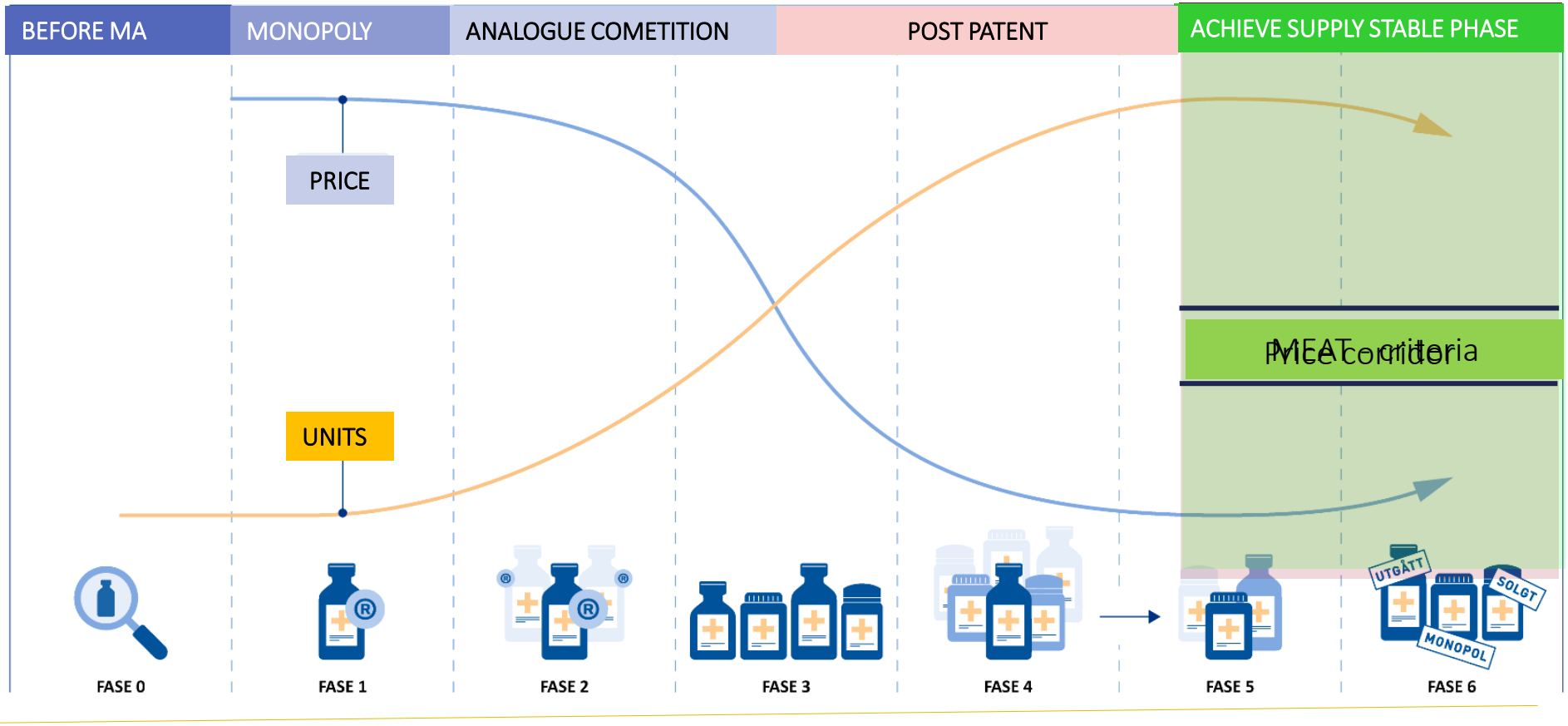
and

patient access to critical medicines.

Nordisk Lægemiddelforum

SECURE COMPETITION THROUGH THE WHOLE MARKET-CYCLE

AVOID THE RACE TO THE BOTTOM



Meat Criteria

- User friendliness
- Security of delivery
  - Production site
  - Size of stock
  - Location of stock
- Environmental requirements
- Price

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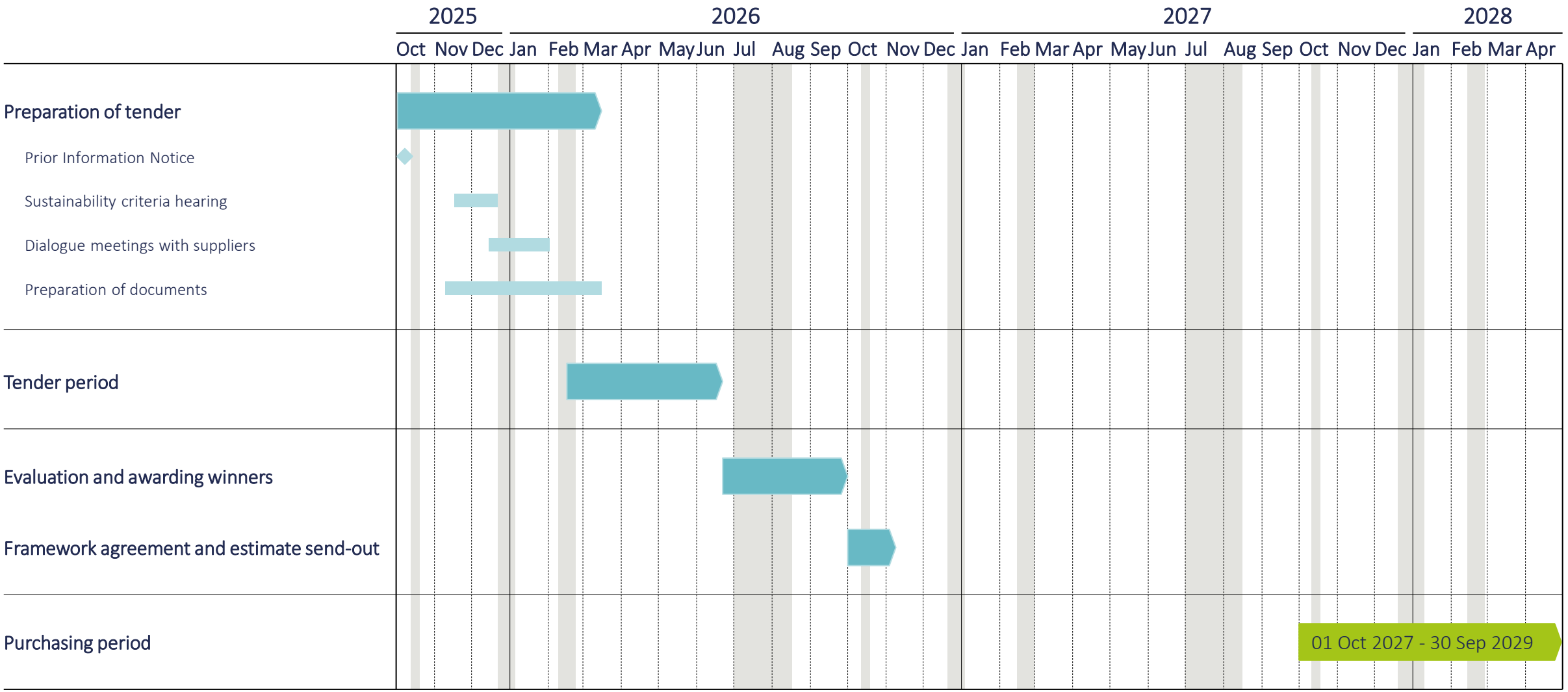
RESULTS FROM OTHER JOINT TENDERS

- Attracted new suppliers.
- Gained a more stable supply situations, on substances that had regular supply issues.
- Sustainable and stable price level.
- Several of the producers and products have entered the AMRia and BSI certification process for green production of these notorious polluters.
- Working on “Europe first strategy” in tenders or split between factories doing the actual production of API and finished goods for more stable supply.

TIMELINE JOINT NORDIC TENDER OLD ONCOLOGY

Draft



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THE SELECTED PHARMACEUTICALS

Treosulfan
Methrotrexate
Cladribin
Cytarabin
Fluoruracil
Vincristin
Vinorelbin
Vinflunin
Etoposid

Topotecan
Trabectedin
Daunorubicin
Epirubicin
Idarubicin
Mitomycin
Arsentrioxid
Bendamustin

SUSTAINABILITY CRITERIA – HEARING OUT AMGROS.DK

Criteria 1:

The offered product should be produced by an API manufacturer and a finished product manufacturer who have documented standard operating procedure(s) specifically to minimize the amount and concentration of the active substance related to the offered product in wastewater.

Answer options:

A	Both API and finished product manufacturers have standard operating procedures for minimizing active substances in wastewater
B	Only the API manufacturer has standard operating procedures for minimizing active substances in wastewater
C	Only the finished product manufacturer has standard operating procedures for minimizing active substances in wastewater
D	Information not available / Prefer not to disclose

Criteria 2:

The offered product should be produced by an API manufacturer and a finished product manufacturer who have documented standard operating procedure(s) for the handling, processing, and depositing of production waste related to the offered product, with the aim to eliminate or minimize emissions of the active substance into the environment.

Answer options:

A	Both API and finished product manufacturers have standard operating procedures for handling, processing, and depositing waste
B	Only the API manufacturer has standard operating procedures for handling, processing and depositing waste
C	Only the finished product manufacturer has standard operating procedures for handling, processing, and depositing waste
D	Information not available / Prefer not to disclose

Criteria 3:

The offered product should be produced by API manufacturer and finished product manufacturer who has implemented documented measures for managing and/or treating wastewater arising from the production of the offered product to achieve the predicted-no-effect concentration (PNEC) of the active ingredient.

Answer options:

A	Both API and finished product manufactures have implemented measures for achieving PNEC (Specify which PNEC-value is used and link to the source of reference or attach the source to the offer)
B	Only the API manufacturer has implemented measures for achieving PNEC (Specify which PNEC-value is used and link to the source of reference or attach the source to the offer)
C	Only the finished product manufacturer has implemented measures for achieving PNEC (Specify which PNEC-value is used and link to the source of reference or attach the source to the offer)
D	Information not available / Prefer not to disclose

Additional information regarding PNEC:

The PNEC value and the source of the PNEC value used in the routine for the active substance manufacturer and the finished product manufacturer must be specified to receive points. Routines for obtaining PNEC must be specified in an agreement with any third-party manufacturer. The routine must be documented upon request.

PNEC values are obtained from the product summary in the Joint Catalogue of Marketed Products (Felleskatalogen) if they have been submitted to FASS.se by the supplier and reviewed by the Swedish Environmental Institute in collaboration with FASS.se.

If the PNEC is not known for the active substance, analysis of the PNEC can be submitted to FASS.se during the agreement period for review by IVL Swedish Environmental Institute, or analysis of the PNEC can be submitted to a corresponding third party for review. (Submission to FASS assumes that the product has a product summary in FASS.se).

If the supplier wishes to submit analysis of the PNEC that is not already known to Fass or a corresponding third party for review, this will give credit for the requirement.

More information about PNEC: https://www.felleskatalogen.no/medisin/miljo/innledning.

WHY THESE

Products with limited competition

Products in late life cycle

Products with low prices

Products with limited volume

→ Joint procurement to try and fix this

Both generic and PI suppliers can bid

QUESTIONS TO YOU?

- Issues you foresee in this tender
- Ideal length of contract
- Relevant sustainability and security of supply criteria
- Other relevant points for tender

- Please summarize and send to Amgros at udbud@amgros.dk

QUESTIONS AND YOUR PRESENTATION
LATEST 9. FEB 2026