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entirely new technology the most commonly used strategy is a premium pricing strategy. Considering how important the role of reimbursements is for the new product to be successful in the US and European markets, the OEMs apart from focusing on product pricing also focus on engaging with payors from as early as product development.

Pricing and reimbursement strategies for diagnostics FINAL

Modified Image Original Image©NEC Corporation of America via flicker.com. My colleague Kirk Jackisch and I attended the 2nd Annual Medical Device Strategic Pricing Conference in Atlanta this past week. There were over 100 attendees from various medical device, product and technology companies.

Pricing in the Medical Device Industry

and rapidly emerging technologies are creating new complexities and challenges for those operating in the sector. As governments in many parts of the world seek to reduce healthcare costs, the pressure is on to produce products with lower price points, further squeezing profit margins. Top strategic priorities

Collaboration The future of innovation for the medical ...

Pricing strategies in generic medicines. Eighty two per cent of countries impose pricing regulation while 18% opt for free market competition to control prices. Of the countries that regulate prices, 36% set the price of generic medicines at a predetermined percentage below the originator price. For instance, the minimum price difference between originator and generic medicines was 20% in Italy in 2004.

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