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**OPTIMISING PUBLIC PROCUREMENT OF MEDICINES, WITH A VIEW TO SAFEGUARDING THE  
ENVIRONMENT**

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# AMGROS IN BRIEF

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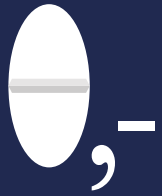
Amgros -since 1990

Amgros is owned by the 5 Danish regions

Amgros is run by 140 people

Non-austerity body, hospital procurement is focus

# AMGROS 2021



1,3

BILLION EUROS

Regions procurement  
of pharmaceuticals by  
Amgros



43 %

DISCOUNT

App. vs public list  
prices



9,6

MILLION PACKS

Representing plus 3000  
items



72 %

OF THE TURNOVER

is spend on the top-  
100 ´s representing  
22 % of volume



61

MAH's

Produced by hospital  
pharmacies in DK



64 %

HEARING AID TOTAL

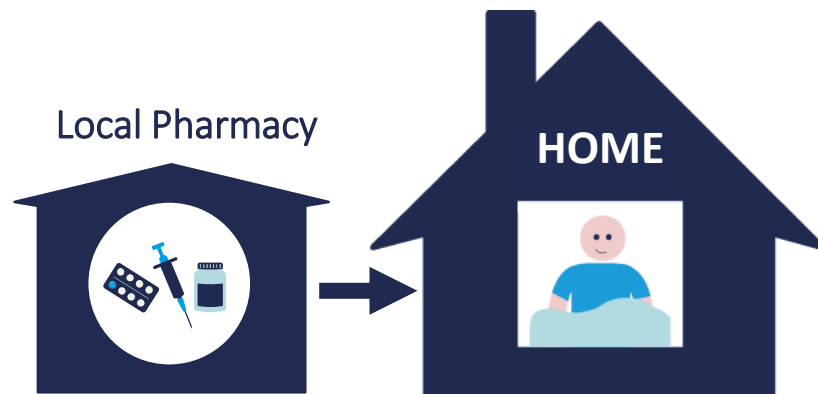
REDUCTIONS  
Period 2020-2021

# THE DANISH SET UP

## PRIMARY CARE

### General practitioner & municipalities

- Reimbursement (needs-based and automatically calculated at the pharmacy)
- Pricing: 14-day auctions.



## SECONDARY CARE

### Inpatient & outpatients

- Medicine handed out is free of charge.
- Tenders by the regional purchasing organisation (Amgros).



# SUSTAINABLE DEVELOPMENT GOALS CALLS FOR INVESTMENT – FROM US ALL

- Amgros' role is a central player in the Danish Healthcare system with responsibility for procurement of medicines and hearing aids to the public hospitals and hearing clinics in Denmark
- Procurement must be carried out in a sustainable way to aim for reducing the effects on the environment
- Procurers have buying power to impact the green agenda



# NORDIC PHARMACEUTICAL FORUM



*Recognized Nordic collaboration, developing and delivering sustainable solutions  
to supply medicines to the public sector*



# AMGROS LAUNCHED IN PRIMO 2021 A TENDER INCLUDING ENVIRONMENTAL CRITERIA

## Nationale tenders

- The tender was asking for submission of hormones (ATC-kode G & H)
- Sustainability criteria on the packaging (plastic & paper & carton) & transportation
- New contract requirements to suppliers sustainable production and environmental management agenda

## Joint Nordic Procurement

- In collaboration w/ NO & ICL , Amgros conducted second joint Nordic tender on pharmaceuticals- this time with environmental criterias
- A documentation needed to certify environmental management, environment policy and sustainable transport was expected

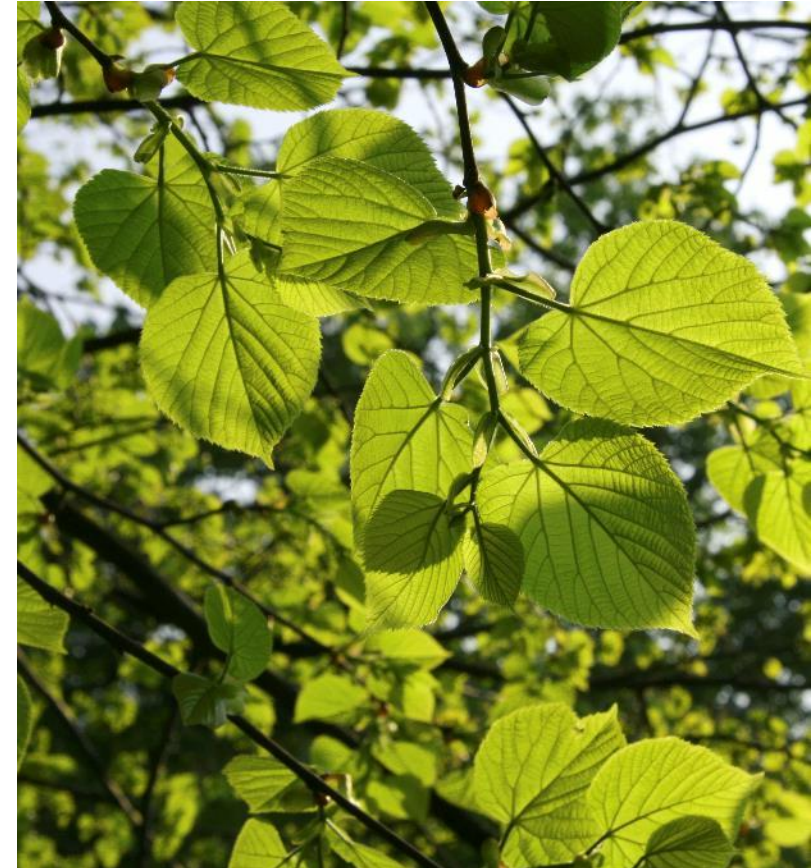




# LEARNINGS: STRONG SUPPORT TO FIRST NATIONAL TENDER WITH ENVIRONMENTAL CRITERIA

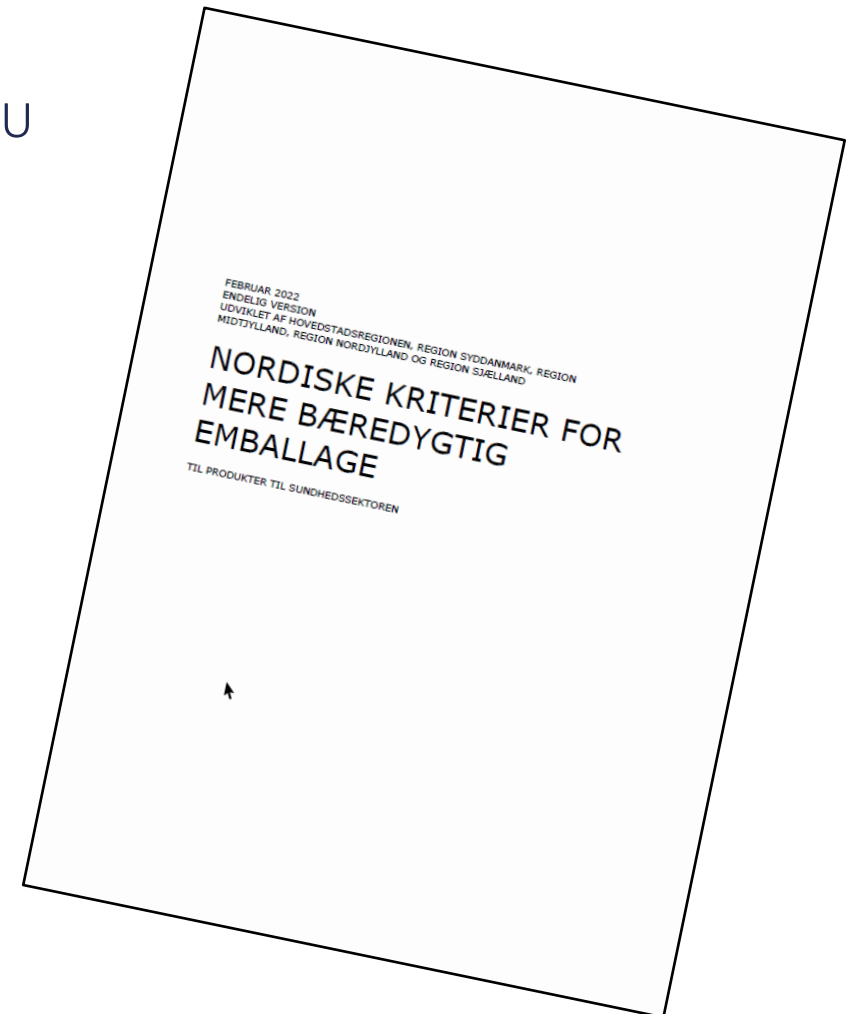
- September 2021: First national tender with sustainability criteria
- Result: 85 offers. Number similar to previous years tender submissions
- Focus on ATC-code G and H (Hormones)
- Suppliers have been supportive and part of the definition of the actual criterias

<https://amgros.dk/viden-og-analyser/artikler/stor-opbakning-til-foerste-nationale-udbud-med-miljoekriterier/>



# NEXT STEP IS THE PACKAGING

- Suppliers are already asking for joint criterias across Nordics or EU
- *A brief on "Nordiske kriterier for mere bæredygtig emballage"*
- Purpose is to
  - Reduce amount of packaging
  - Increase repurpose of the packaging
  - Increase share of reused material and biobased packaging
- Not all criteria fit to pharmaceutical procurement



# CHALLENGE PUT FORWARD TO US - AND OUR PARTNERS

- Expectation in procurement and supply of medicines and hearing aids will be a more sustainable approach – from us all.
- A balance is needed to secure environment and the security of supply in Denmark.
- Sustainable development is not a single responsibility.
- Amgros expects a joint partnership with our collaboration partners and with our network relations in other countries.



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THANKS

A blue capsule and a green pill are positioned on the right side of the image, resting on a textured, greyish surface. The blue capsule is in the foreground, and the green pill is slightly behind it. The background is a blurred, textured surface.