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Tender & Contracting

Market Snapshots for the Pharma Industry

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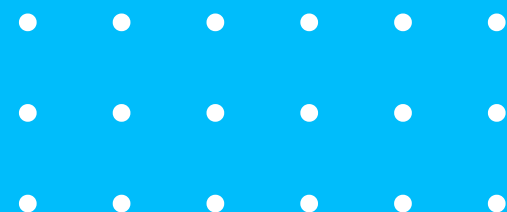
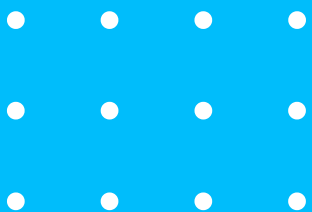


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An overview of a country's Tender Market **at a glance**

A quick yet effective way to understand
how the **Pharma Tendering Market**
behaves across countries.





A heavily Tendered & Contracted Pharma Market

In general, Hospitals in the UK are encouraged to procure medicines centrally via the NHS.

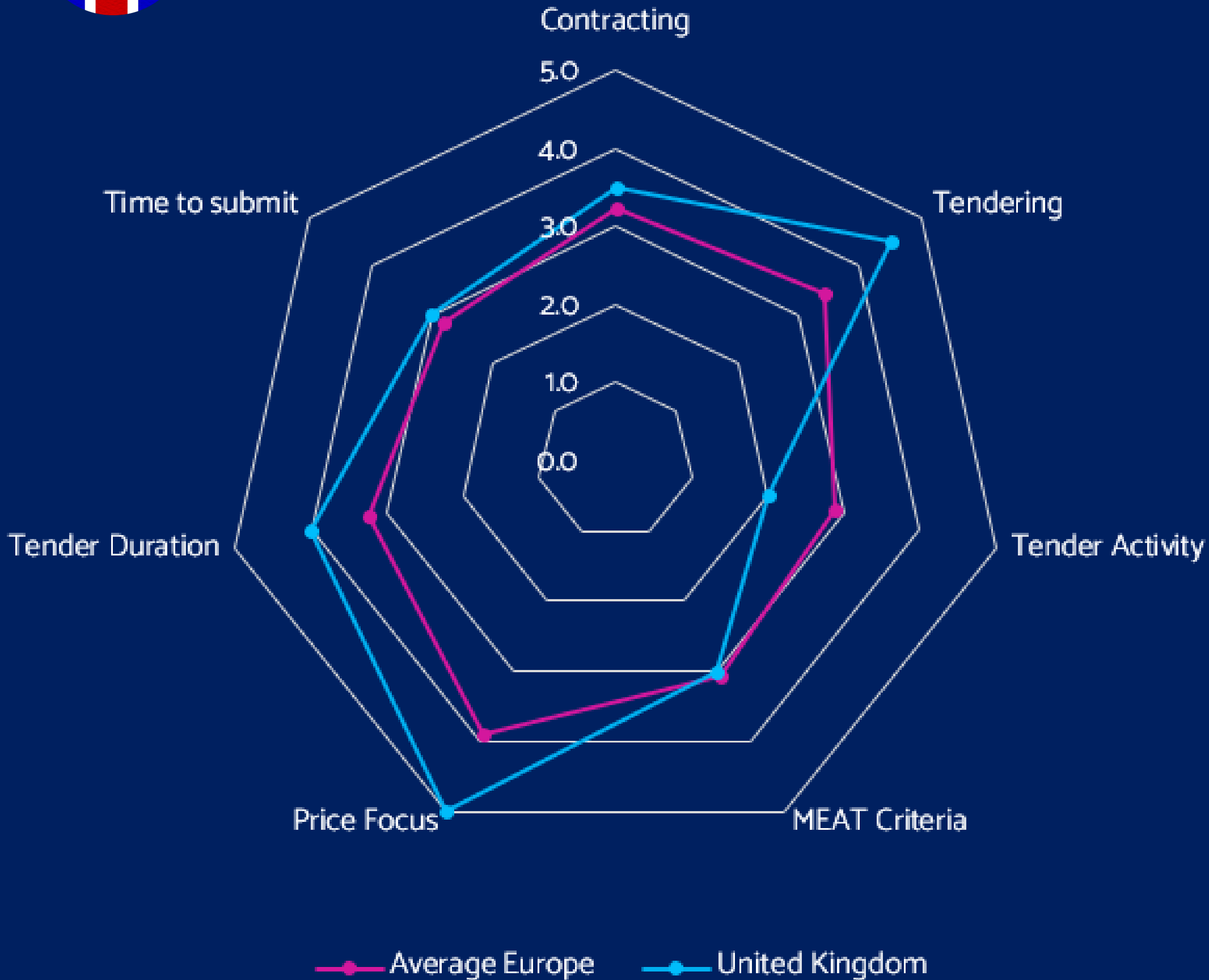
Off-patent medicines are usually tendered on a national or regional level and through framework agreements.

The main decision criteria is the **lowest price**. There are also retail tenders & negotiations, especially with the big pharmacy chains.





THE UK T&C MARKET





Sources & Graph Explanation

The 'spider-net' indicates the relative importance or length (in the case of 'tender duration' and 'time to submit') of the country in-scope, versus a European average.

The spider-net is based partly on publicly available data, partly on market expert interviews and partly on growpal and CubeRM tender market know-how. It is an indication and estimate without a claim of full completeness and accuracy and it can vary - even within a country - based on tender authority, region or product portfolio.

Spider-net dimensions: 'Contracting' indicates the relative level of importance for contracting & negotiations / 'Tendering' indicates the relative level of tendering importance / 'Tender activity' indicates the number of annual tenders / 'MEAT criteria' indicates the relative importance of non-price award criteria / 'Price focus' indicates the relative importance of price / 'tender duration' indicates the average length of the tender duration / 'time to submit' indicates how much time on average a pharma-company has time to submit a tender.

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