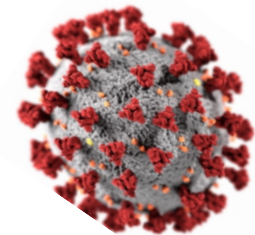


X-MA(r)S Webinar: The end of Covid-19 due to vaccines? By when do we have our lives back?



17th December 2020

Dr. Stefan Walzer
Sebastian Krenberger
Lutz Vollmer



MArS Market Access & Pricing Strategy GmbH, Germany
State University Baden-Wuerttemberg, Germany
University of Applied Sciences Ravensburg-Weingarten, Germany

Gluehwein for the first 24 registrants...



**Heat it up!!
Drink it then!!!**



THE German-speaking market access experts - Austria, Germany, Switzerland



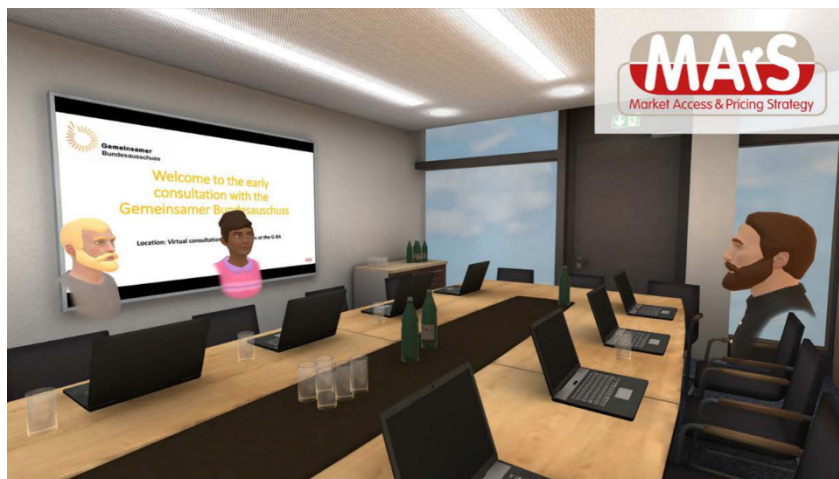
**Price & reimbursement
strategy**

Health economics



**Reimbursement
submissions**
(G-BA, DiGA, BAG, HVB, ...)

**Negotiation
support**
(incl. Virtual Reality Camps)



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**Book your
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Virtual Reality Negotiation Training Increases Negotiation Knowledge and Skill

Joost Broekens¹, Maaïke Harbers¹, Willem-Paul Brinkman¹,
Catholijn M. Jonker¹, Karel Van den Bosch³, and John-Jules Meyer²

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² Utrecht University
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Broekens J., et al. (2012) Virtual Reality Negotiation Training Increases Negotiation Knowledge and Skill. In: Nakano Y., et al. (eds) Intelligent Virtual Agents. IVA 2012. Lecture Notes in Computer Science, vol 7502. Springer, Berlin, Heidelberg

Questions welcome!



- Feel free to ask questions. After the presentation, we will have time for your questions.
- Use either the Zoom chat function or the Q&A function to raise your questions or comments.
- As always, slides will be provided afterwards, and the video will be published on our website.



Webinar

The potential impact of the **2020 US presidential election** on global health care pricing



Dr. Stefan Walzer
Speaker



Karen Sandman
Purple Squirrel Economics (PSE)



Lutz Vollmer
Moderator



Gabriel Trembley
PSE



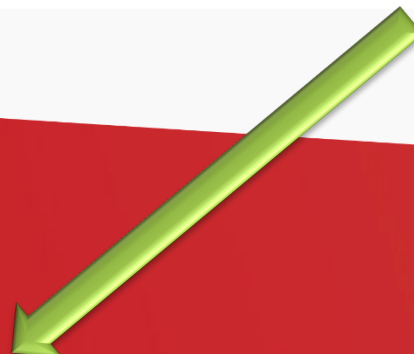
Anna Forsythe
PSE



Market Access &
Pricing Strategy GmbH

REGISTER

24.11.2020
9pm CET /
12am PT



Missed the webinar?

If you missed our last webinar, you can watch it here:

<https://youtu.be/3qUg72Henzs>

Download PDFs of our recent Seminars

[Innovative price contracting in the German AMNOG process \(29.10.2020\)](#)

[Market access & reimbursement for health apps \(24.09.2020\)](#)

[EU-HTA to come? \(27.08.2020\)](#)

[A possible second wave of Covid-19 in Germany \(25.06.2020\)](#)

[Covid-19 pushes digitalization in health care \(26.05.2020\)](#)

[The economic impact of Covid-19 in Germany \(23.04.2020\)](#)

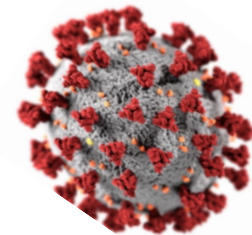


X-MA(r)S Webinar: The end of Covid-19 due to vaccines? By when do we have our lives back?



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State University Baden-Wuerttemberg, Germany
University of Applied Sciences Ravensburg-Weingarten, Germany

Germany reports 23,679 new COVID-19 cases, a new record

10 Dec 2020 21:10 516

WORLD



APAC 9. NOVEMBER 2020 / 1:30 PM / AKTUALISIERT VOR VOR EINEM MONAT

Pfizer vaccine trial success signals breakthrough in pandemic battle

By Michael Erman, Julie Steenhuysen

GELESEN IN 8 MINUTEN



(Reuters) - Pfizer Inc's PFE.N experimental COVID-19 vaccine is more than 90% effective based on initial trial results, the drugmaker said on Monday, a major victory in the war against a virus that has killed over a million people and battered the world's economy.



NEWS

Germany tightens COVID-19 lockdown rules ahead of Christmas

By Jackie Salo

December 13, 2020 | 10:12am | Updated



Angela Merkel

POOL/AFP via Getty Images

How will vaccination be organized in Germany?

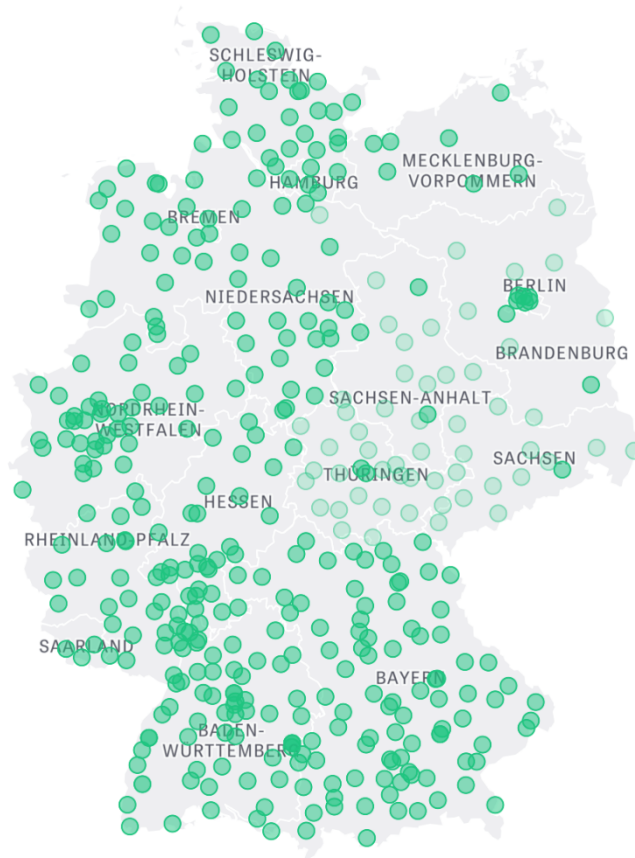


Target groups

- Residents of nursing homes and homes for the elderly
- Persons aged ≥ 80 years
- Personnel at particularly high risk of exposure in medical facilities (e.g., emergency rooms, medical care of COVID-19 patients)
- Personnel in medical facilities with close contact with particularly vulnerable groups (e.g., in haemato-oncology or transplant medicine)
- Nursing staff in outpatient and inpatient care for the elderly
- Other staff in homes for the elderly and nursing homes with contact to residents

406 vaccination centers ready in Germany

● 406 Zentral- und Kreisimpfzentren

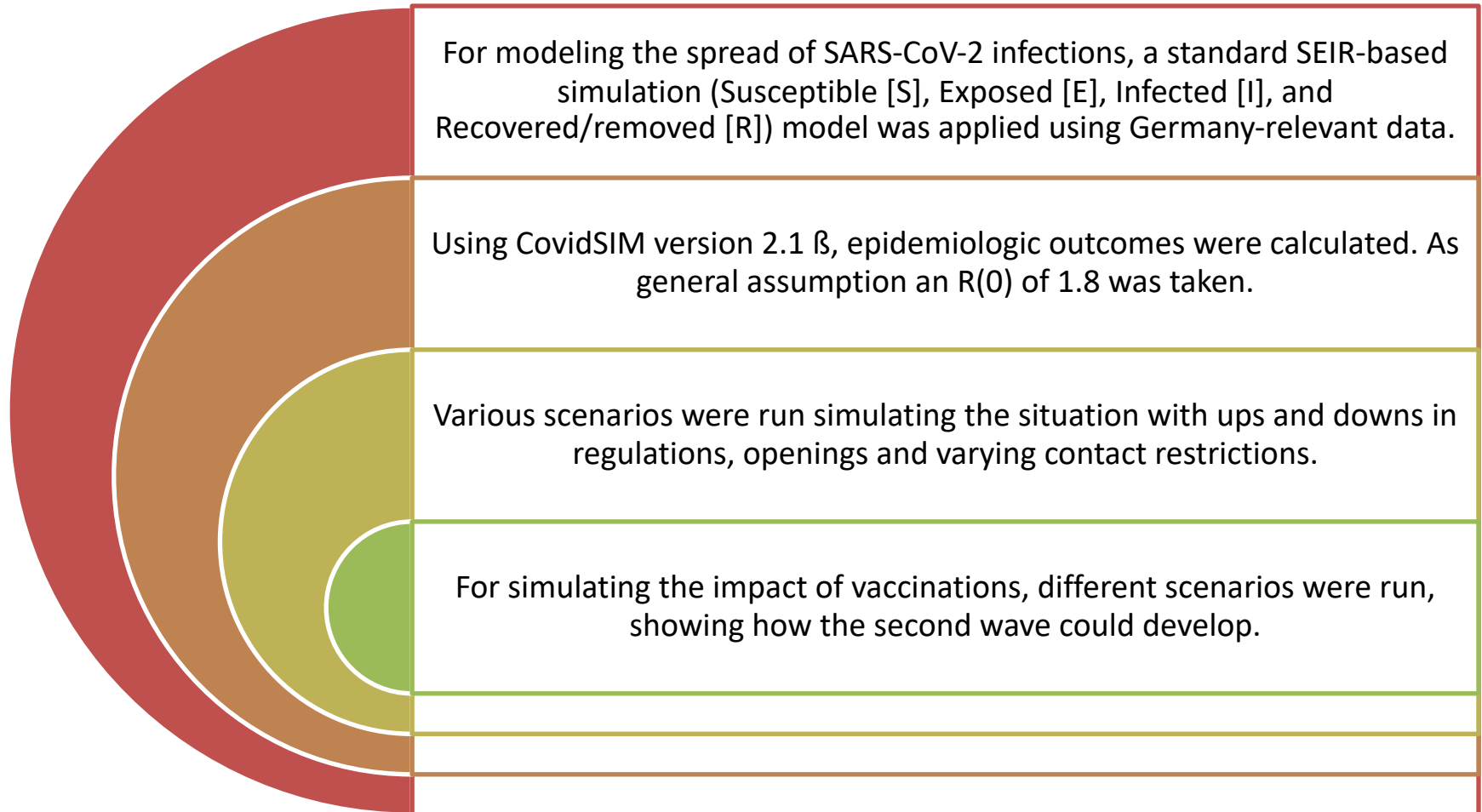


How will vaccination be organized in Germany?



Dr. Mathias Flume
KV Westphalia-Lippe

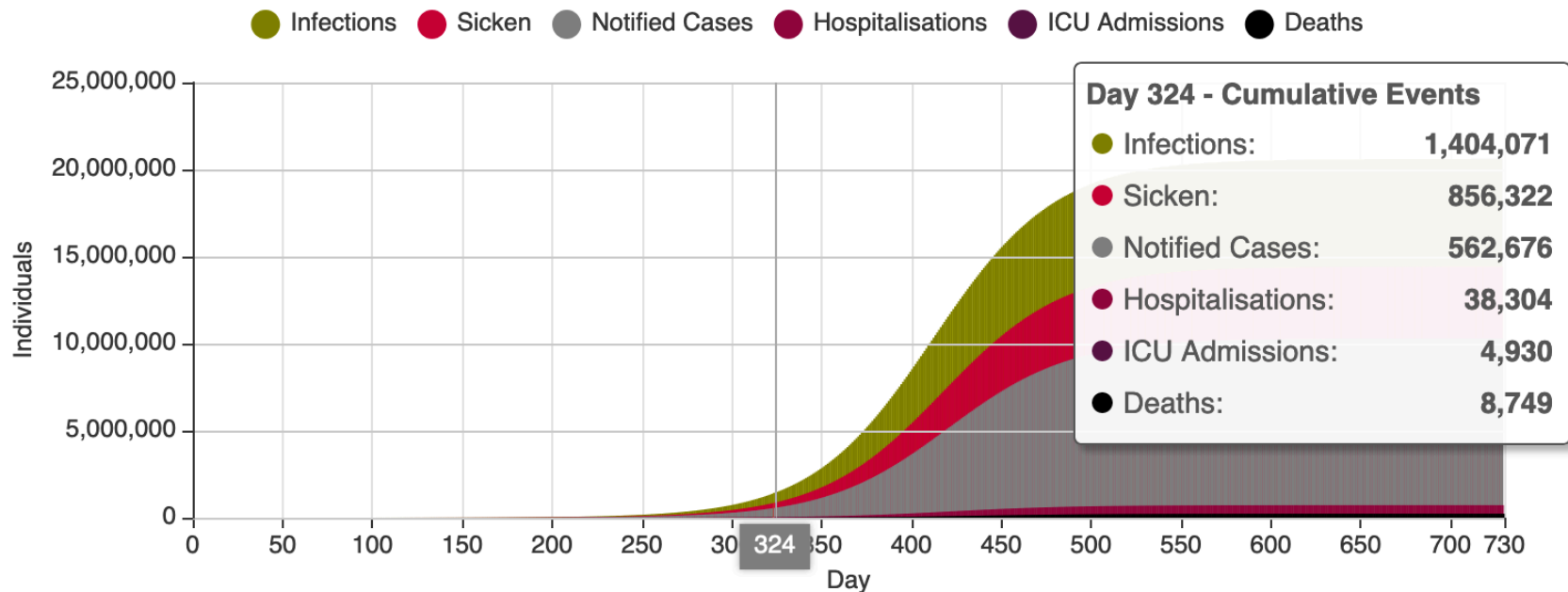
SEIR model as basis for simulation



Confirmation that the assumptions can mimic German reality

- Day 324 in the CovidSIM → Today (December 17th, 2020): **1,404,071 infections (1,423,830 confirmed by JHU)**

▼ Cumulative Events

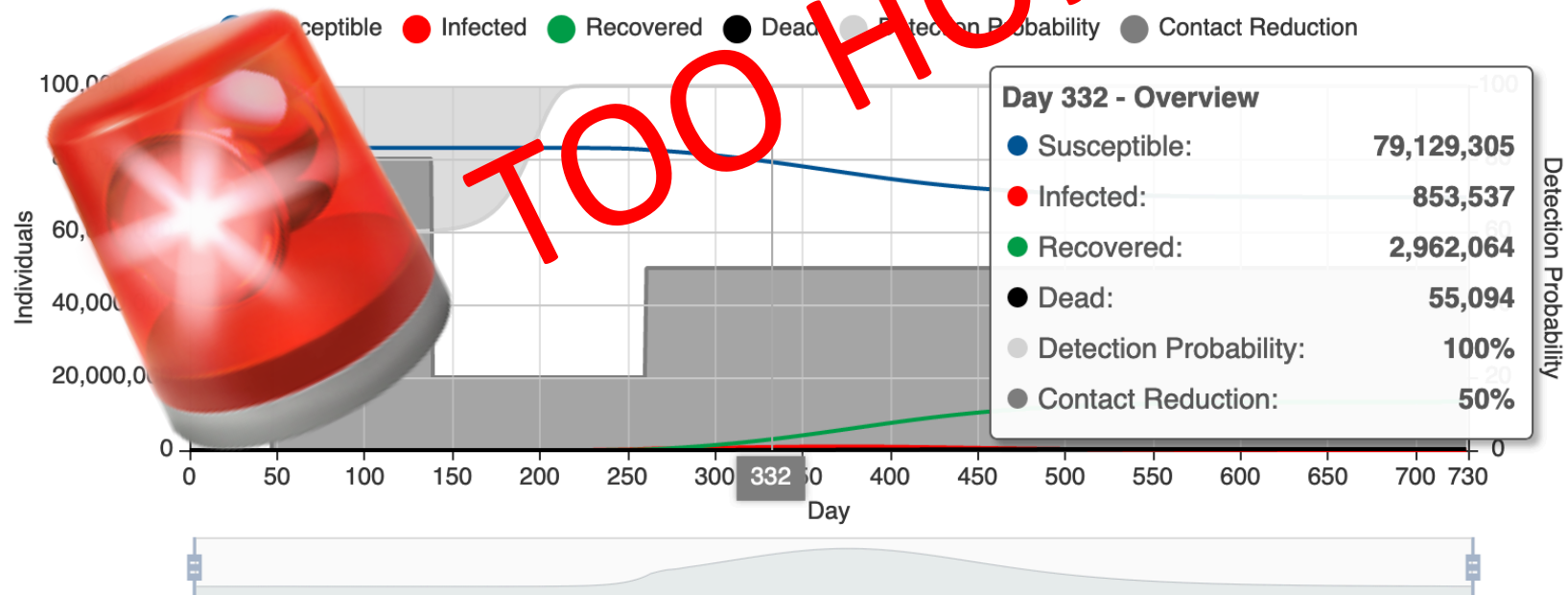


Short flashback

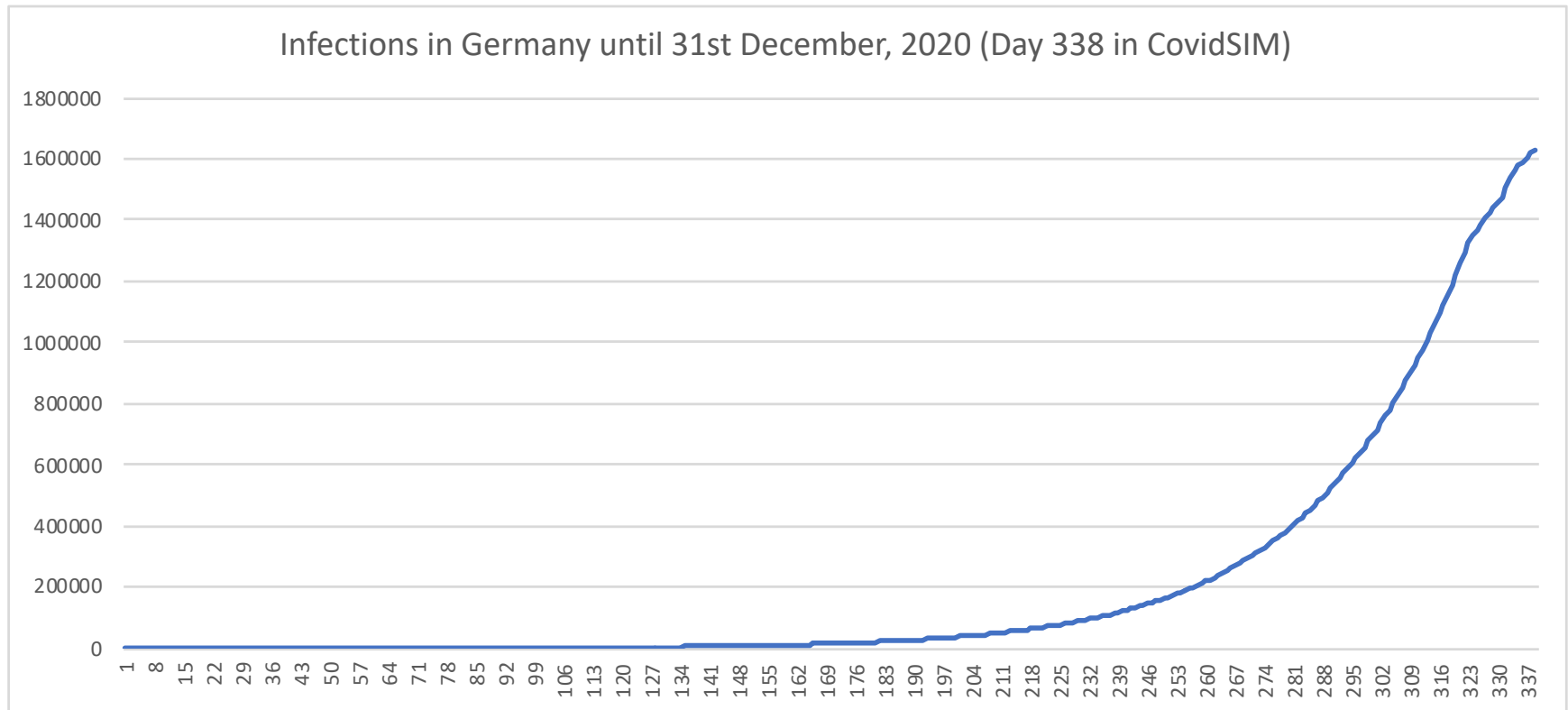
Strong increase, then decrease by current
“lockdown light” with about 6'000 cases
per day by the end of the year possible

Day 332 equals 25th December, 2020: **853,537**
infections, peak of infection numbers shifts, curve
flattens

Infection and Immunity Status



Infections until end of 2020 (1,630,810)



The potential influence of vaccines

Assumptions on scenarios



Scenario 1: Vaccine not available soon, prolonged and then lifted contact restrictions



Scenario 2: Vaccine available at a later time point, 8.6 million people get the vaccine until end of May 2021



Scenario 3: Vaccine available from 23rd December, 2020, 8.6 million people get the vaccine until end of February 2021



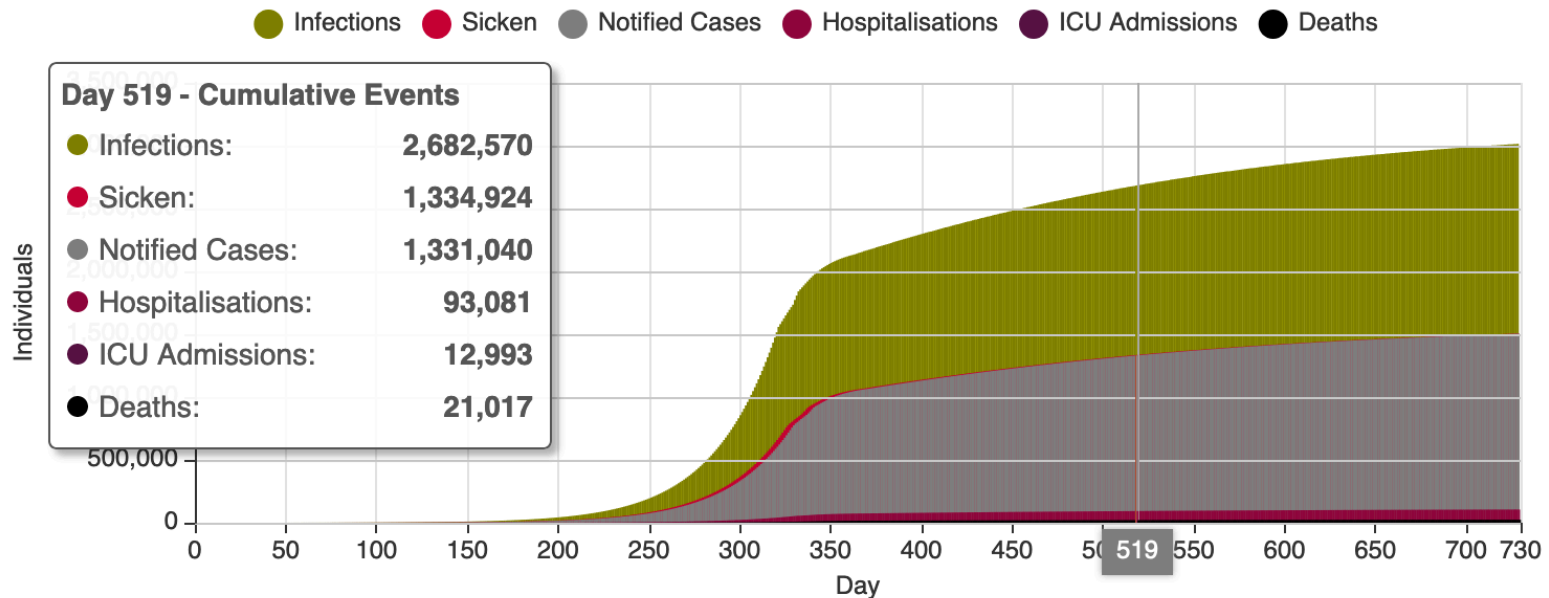
Add-on Scenario 4: Scenario 3 plus vaccinations of 60 % of the population by September 2021 (Statement health minister of Germany)



Scenario 1 – Number of infections

Day 519 equals 30th June, 2021: **2,682,570** infections
(+ **1,300,000** infections from today)

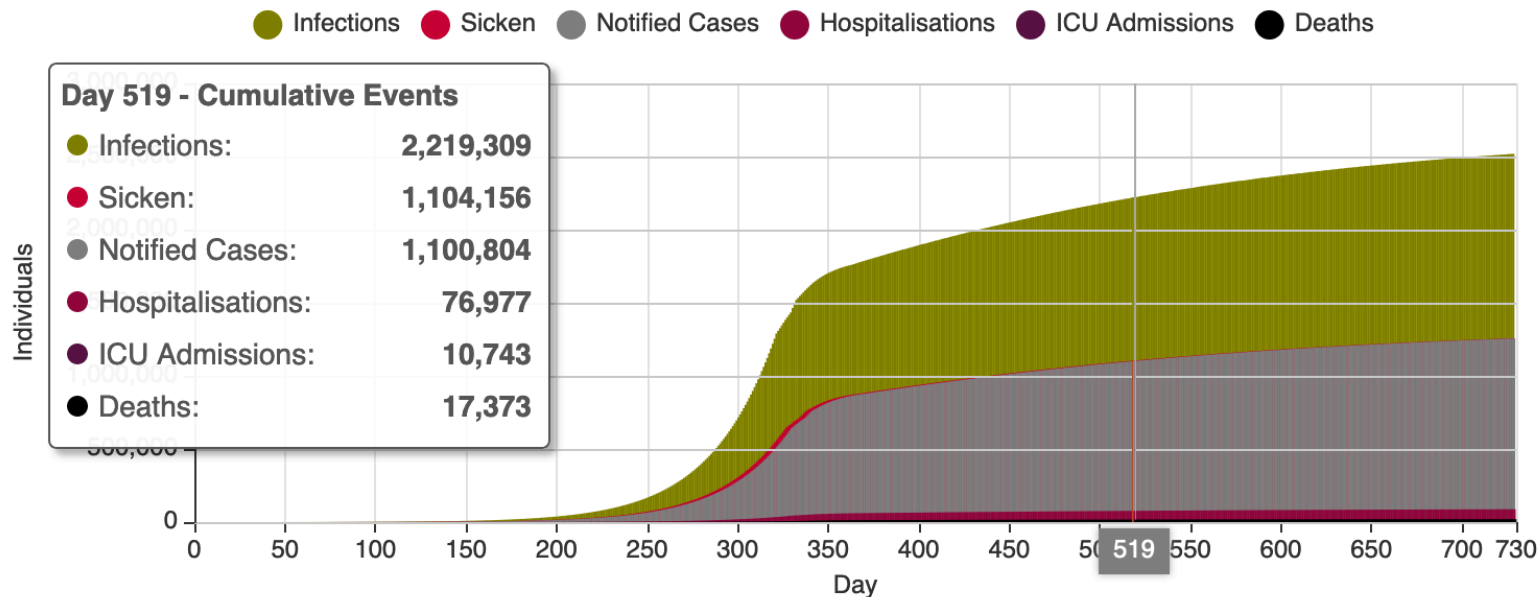
▼ Cumulative Events



Scenario 2 – Number of infections

Day 519 equals 30th June, 2021: **2,219,309** infections
(+ **820,000** infections from today)

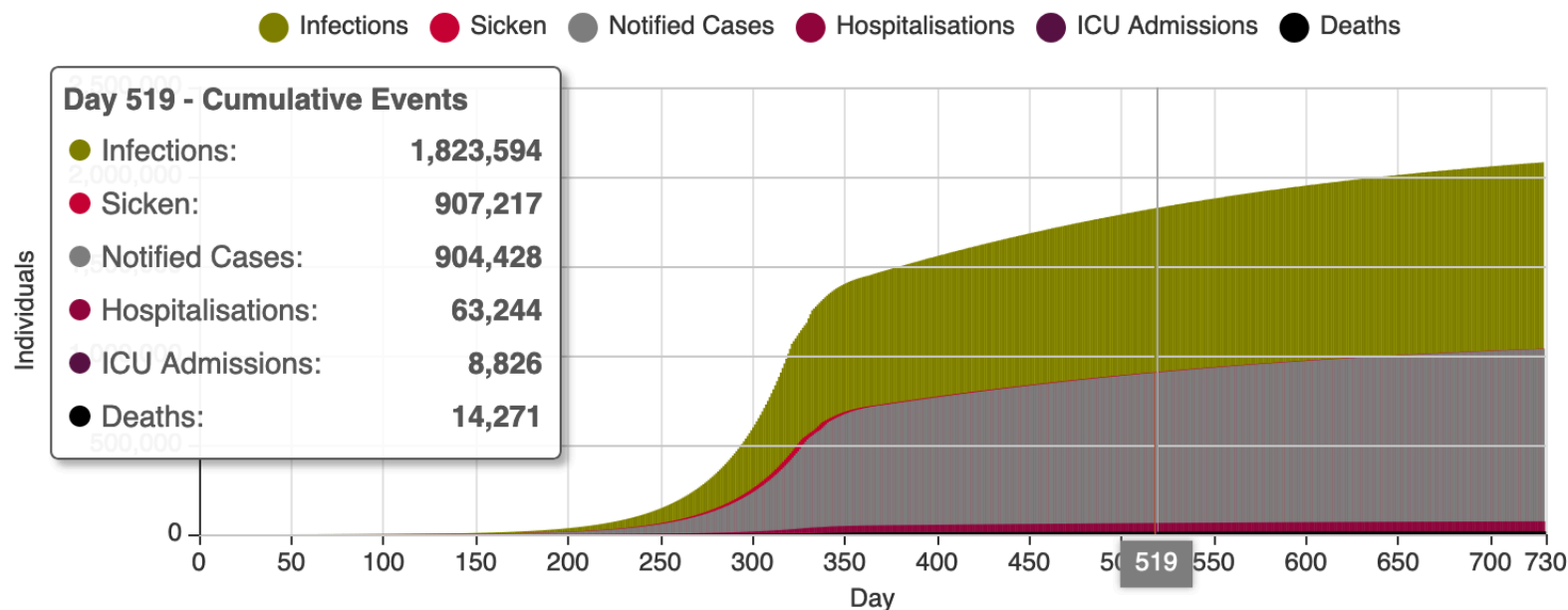
▼ Cumulative Events



Scenario 3 – Number of infections

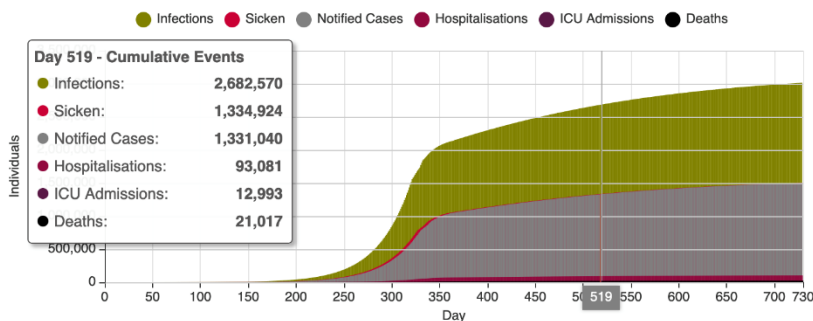
Day 519 equals 30th June, 2021: **1,823,594** infections
(+ **420,000** infections from today)

▼ Cumulative Events



Comparison

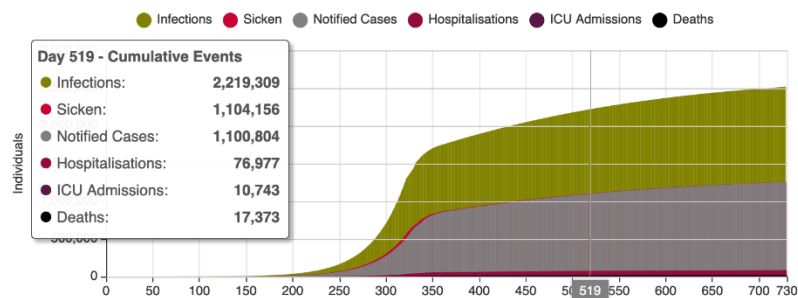
▼ Cumulative Events



Prolonged contact restrictions, lifted at later timepoint, no vaccination available

17 % less infections

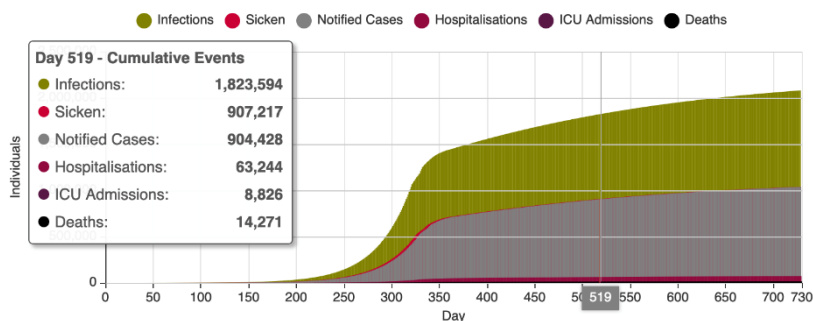
▼ Cumulative Events



Vaccination available at later time point (February 2021 earliest)

18 % less infections

▼ Cumulative Events



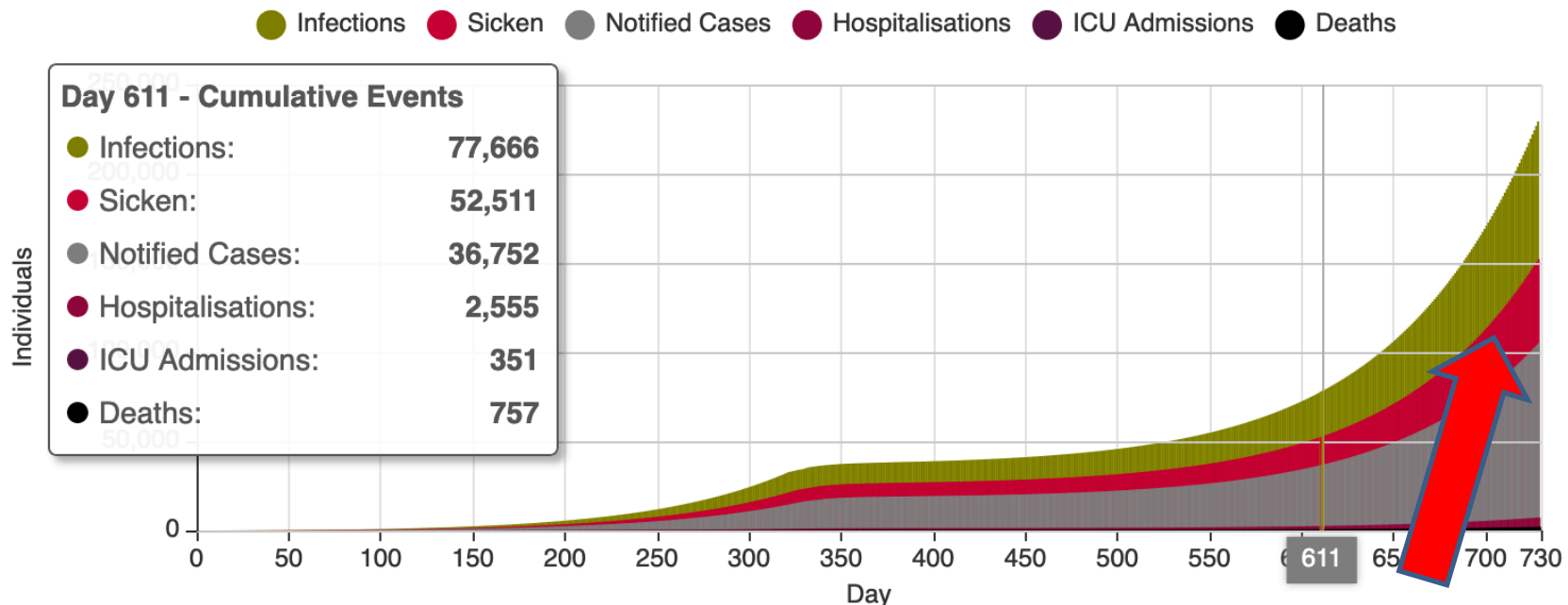
Vaccination directly available (from 23rd December, 2020)

32 % less infections

Add-on Scenario 4 – Number of infections

Day 611 equals 30th September, 2021: + **77,666**
infections from today

▼ Cumulative Events



*Duration of vaccination protection unclear,
next winter season = next wave?*

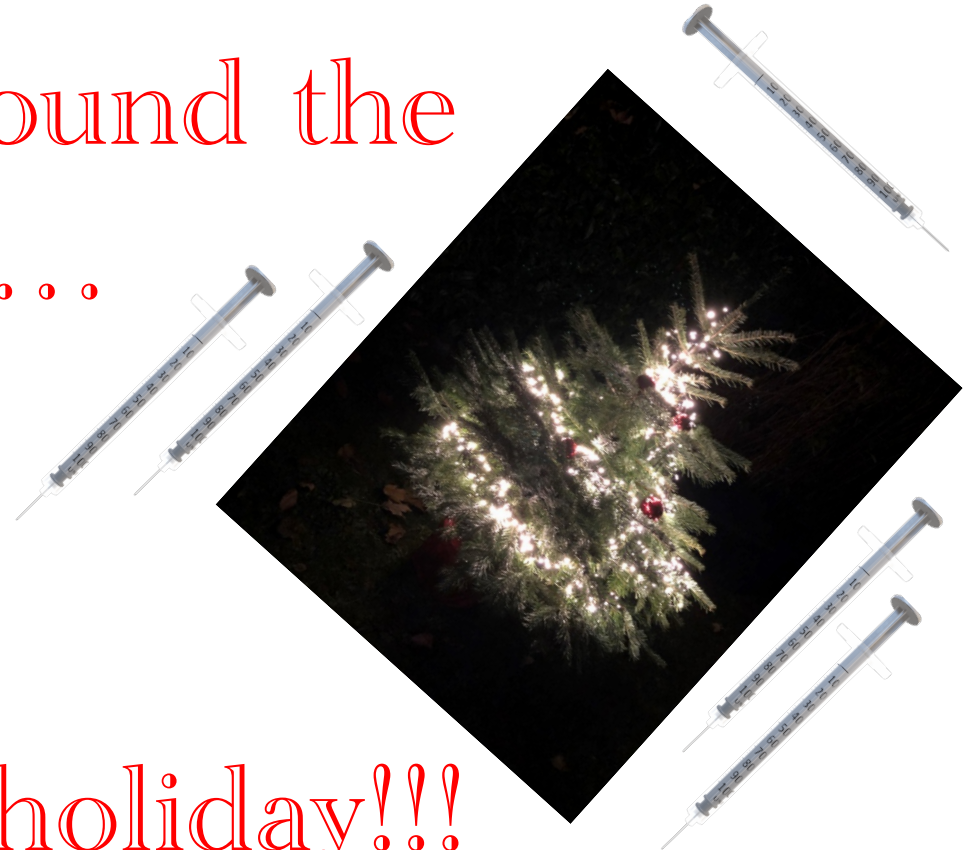
Potential influencing factors

- Availability of the vaccine: from 29th December onwards or even earlier?
- Vaccine delivery logistics
- Vaccination readiness in the population (decreasing at the moment)
- Number of people being actually vaccinated per day (RKI: up to 100,000 per day)
- Impact and duration of contact restrictions
- Immunity (still very uncertain, seasonal vaccination needed?)

Conclusions

- Role of vaccines in the pandemic difficult to predict
- Vaccination centers ready to start but still recruiting (non-physician) staff
- The earlier and broader the availability of the vaccines, the greater the impact on the pandemic, Scenario 4 as desired scenario
- BUT: Still a long way to a “normal” life!

Vaccinating around the
Christmas tree...



Have a happy holiday!!!

Register already now for our next webinar!



Digital health in Germany – start of a rocket or just a big bluff?



Market Access &
Pricing Strategy GmbH



Dr. Stefan Walzer
Speaker



Lutz Vollmer
Moderator



Ulf Maywald
AOK Saxonia

REGISTER

28.01.2021
9pm CET /
12am PT

References

Information on vaccination target groups and vaccination centers:

- <https://www.bundesregierung.de/breg-de/themen/coronavirus/coronavirus-impfung-faq-1788988>
- <https://www.zeit.de/wissen/gesundheit/2020-12/corona-impfzentrum-deutschland-aktuell-impfung-karte>
- <https://www.spiegel.de/wissenschaft/mensch/corona-impfungen-stiko-gibt-empfehlung-fuer-impfungen-ab-a-da1f4548-c3a6-4b3e-bbc4-c434581ca8d8>
- <https://www.badische-zeitung.de/bis-zu-100-000-impfungen-am-tag-sollen-moeglich-sein--198229471.html>
- <https://www.rnd.de/gesundheit/soll-ich-mich-impfen-lassen-wovon-die-impfbereitschaft-gegen-corona-abhangt-7ZN2QIYYH4PE5YCOZ7UBHDYAQY.html>

Contact reductions:

- <https://www.bundesregierung.de/breg-de/themen/coronavirus/corona-massnahmen-1734724>