

Agenda – To be Confirmed

Interactive Components

Session	Details	Time
Registration & Breakfast		8:00 AM
Welcome & Introduction		9:00 AM
HTA and pCPA Evolution	Overview of the pCPA evolution, key stakeholders, timelines, and current trends as well as recent changes across the CDA-AMC & pCPA landscape (special focus on mechanisms that expedite across timelines such as TLR/pTAP, PACES/TNP, ENP).	9:15 AM
Jurisdictional Updates	ON & FAST, other jurisdictional trends/updates relevant to negotiation planning.	
Most-Favored-Nation (MFN)	Overview of MFN as it stands today and impact on Canadian access.	
Morning Break & Networking		10:15 AM
Negotiation Strategy Development	Understanding pCPA mandates, negotiation archetypes, contract structuring, and best practices for demonstrating value and payer engagement in this fast-changing access space.	10:45 AM
Interactive Case Study	Hands-on exercise in deciphering access timelines (TLR or PACES? ENP or FAST?).	11:30 AM
Lunch		12:00 PM
Navigating Complex Reimbursement Landscapes	Explore unique opportunities/challenges for complex innovations (cell & gene, oncology, to DRDs), and review case studies of innovative and outcome-based agreements and how different contract types may be better suited for certain therapeutic spaces.	12:45 PM
Interactive Negotiation Simulation	Hands-on exercise in structuring and executing negotiations for complex multi-indication asset.	1:15 PM
Afternoon Break & Networking		2:15 PM
Interaction Negotiation Simulation cont.	Hands-on exercise in structuring and executing negotiations for complex multi-indication asset.	2:30 PM
Practical Considerations & Value Optimization	Data-driven value demonstration, designing PSPs to support negotiations, LOI elements, PLA implementation, alternative negotiation pathways (pre-negotiations, TNP, etc.), and learn negotiation best practices.	3:00 PM
Expert Panel Discussion	Insights from industry and ex-payer stakeholders.	3:45 PM
Closing Remarks		4:20 PM

