Tender Challenges

25% of Pharma and 85% of MedTech Revenue comes from Tenders but they Face 3 Major Challenges

**Length of Tenders**
- 47% of all Tenders take at least 12 months, with 13% of them taking more than 36 months

**Increasing Payer Power**
- 60% of Tender professionals cite new legislation, higher specification standards, and increasing payer purchasing power consolidation

**Downward Price Spiral**
- 50% or more is often the drop from the manufacturer's list price when the tender is accepted

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In 2016
AMGROS, a Scandinavian organization which helps regional payers streamline the tender process, saved Denmark nearly $444 million through Tendering