



What is your plan for business development plan? Licensing authority HTA bodies (G-BA) Where on the track are you? negotiation of reimbursement price with Which turning manoeuvre on the map comes next? health insurance funds Do you expect strong headwinds? 5. Organizational progress 3. Market access headwinds readiness 4. Assessment of market processes 1. Upfront assessment of the legal/regulatory finish line environment 2. Assessment of product performance **Pivotal Questions:** scope of data required from and for national health authorities before initiating the market access process? starting line starting area



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