



Examples

Brinavess® (vernakalant IV) for the rapid conversion of recent onset atrial fibrillation to sinus rhythm

A treatment for atrial fibrillation without hospitalisation

Rapid conversion of AF into sinus
ryhtm

No need for anesthesia as needed for
electric cardioconversion

No need for hospitalisation in 90% ,of
cases

Gain of 2.642 € in comparison with
electric cardioconversion and 3.528 €
versus Amiodarone

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Cardiologists were initially not in
agreement with hospitalisation rate for
AF (said to be only 5-10%) hence a
negative reimbursement decision was
made

What & How?

- Ask for Clock Stop and support with more international data
- Managed Entry Agreement negotiated
- Agreement on
 - Number of treated patients
 - Number of electric cardioconversion prevented
 - Number of patients post surgical
 - Criteria for reimbursement

End Result

Renewal of the convention June 2018

Actual treatment: 97 cases treated of which 84,1% without ECV and 85,4% no hospitalisation.

September 2019 :definite reimbursement obtained
