Communicate



From cost drivers to partners

Husam Majali, insurance manager at MSD, tells *Mena Insurance Review* how the pharmaceutical and insurance industries can work together to control costs and deliver a good service to patients

BY ILONKA OUDENAMPSEN

14.00 **Innovative partnerships in Improved Drug access with better cost containment in Private Insurance**

The drug cost in insurance claims can be reduced by new technologies and new agreements to address this major cost driver in health insurance

Husam Majali MD, Market Access Lead – Private Insurance

MENA Health Insurance CONGRESS

Congress: 14 - 15 September 2015
Workshops: 13 & 16 September 2015
The Oberoi, Dubai, UAE

CME Accredited
Register now to gain
16.5 CME hours

Navigating rapid growth and a changing landsca

Outstanding Expert Contributors Providing Essential Insigh


Robin Ali
Health Insurance Consultant
Dubai Health Authority, UAE


Husam Majali
Market Access Lead
Merck Sharp & Dohme, UAE


Mark A
Chief Ex
Anglo A
UAE


Sherif El-Ghatrifi
Managing Director
Bupa Insurance, Egypt


Dr. Sherif Mahmoud
Head of Healthcare Operations
AXA Insurance Gulf, UAE


Dr. Dem
Regional
Reinsur
Americ

11:30 **Increasing cooperation between insurance and pharmaceutical companies to streamline strategies**

- Highlighting the value of both industries cooperation to impro quality and safety in healthcare
- Optimising cost in the healthcare sector
- Exploring challenges to cooperation and steps to improve pharma-insurance cooperation

Dr. Husam Majali, Market Access Lead, **Merck Sharp & Dohme, UAE**

Panel Discussion

2.30 pm **Panel Discussion on Turning Cha and Needs in Healthcare & Heal Insurance Into Real Profit Drive**

- Healthcare Risks, Challenges and Success Factors in the Middle Eas
- Compulsory Healthcare Insuranc Challenges and Opportunities
- Impact of the Current Economic Healthcare
- Identify Emerging Risks and Enal Technologies
- Strategies to Cope with Rising He Costs

Panellists:

- ***Fehr H Nazer, Provider Relatio Director, Bupa Arabia***
- ***Dr Husam R Majali, M.D., Ma Lead – Private Insurance & Pri Gulf, Merck Sharp & Dohme (***

MSD Be well