

澳門公立醫療系統藥品招標採購的市場分類分析

Analysis of the Pharmaceutical Market Sharing of Open Tender of Public Health System in Macao SAR

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摘要：

澳門公立醫療系統作為澳門主要的醫療體系之一，其藥品招標採購中的藥品市場在澳門整個藥品市場中具有一定的代表性。本文分別以其住院用藥招標及門診用藥招標等資料為基礎，以：(1) 分析各類別藥品在公立醫療系統藥品招標採購中的市場分類，藉此瞭解近年各類別藥品在澳門公立醫療系統中所佔的比重變化；(2) 分析各類別藥品的市場分類及比重變化，以推斷各種類疾病在澳門發生的可能情形及其用藥情況；(3) 分析各類別的產地及廠牌比重及變化，以瞭解澳門公立醫療體系中的市場概況及特色。

文中分析2002年至2004年間澳門公立醫療體系三屆的住院藥品招標及兩屆的門診藥品招標中各類別藥品的預估單位數量、投標率、需求量、中標藥品產地及廠牌等資料。

從結果可以看到住院用藥招標中的大部分類別藥品乃至在整個住院用藥招標，需求量是呈2002-2003年下降，2003-2004年回升的現象，可能是由於2002年作出了過大的估算，或是新型藥品的加入競爭使實質使用量大為下降所導致的。這充分反映了藥品作為一個特殊商品的性質。

而2002年及2003年門診用藥招標中預估單位數量及需求量變化相對較小，可能是由於在預估2003年單位數量時，2002年的用量尚未能如住院用藥一般容易獲得，故其採用了較為保守的預估方法。

至於在中標產品的產地及廠牌上，可以看到葡萄牙的藥品無論是在住院用藥招標或是門診用藥招標中都佔有一定的比例，主要原因是澳門的歷史背景。此外，塞浦路斯及香港的藥品在這兩個招標中所佔的比例也是有明顯的上升，可能的原因是：(1) 該地區產品的價格與品質均較為理想；(2) 該地區產品的澳門代理商宣傳及推廣手法得當；(3) 該地區產品的廠商在外銷政策得當；(4) 該地區產品的廠商對招標規定的配合度高等。

綜觀澳門整個的藥品招標採購系統，可以作出改善的地方主要有兩個：(1) 增加資料的透明度；(2) 加強甄選產品的清晰度。

總括來說，澳門公立醫療系統藥品招標採購還是在起步階段，如何使公開招標更趨完善，達到既能有效降低價格，又能提升用藥品質，使澳門的藥品市場的

競爭機制更趨成熟，形成醫療機關、民眾、藥廠三贏的局面，則是現在的公開招標所要達成的最好的最終目的。

Abstract:

The public health system of Macao, is one of the main health care systems in Macao. Therefore, the pharmaceutical market of its open tender is representable. Here in this article, the data from both the in-patient tender and out-patient tender are included, to: (1) analyze the market sharing of each category of drugs in the open tender of the public health system in Macao, so as to make out the proportional change of each category of drugs during these few years; (2) analyze the proportional change of each category of drugs during these few years, so as to make out the possible situation of the occurrence of each kind of diseases and their drug usage; (3) analyze the origin and brand of each category of drugs and their proportional change, so as to have an overview of the pharmaceutical market in the public health system of Macao.

Here in this article, the estimated unit quantity, bidding rate, demand, and the origin and brand of the tender winners of each category of drugs of 3 in-patient open tenders and 2 out-patient open tenders of the public health system held during 2002 and 2004 are analyzed.

The result shows that the demand of the whole in-patient tender and most categories of drugs falls in 2002-2003 and rise again in 2003-2004, the probable reasons are the estimation was made too big in 2002 or the competition from the entry of new drugs, so that the usage in reality falls greatly. This can fully reflect the nature of drugs as a special goods.

The proportional change of estimated unit quantity and the demand of the out-patient tender are relatively much smaller, the probable reason is that the exact usage in 2002 cannot not be so easily reach as that in the in-patient tender when the unit quantity of 2003 needs to be estimated, so a conservative estimation is made.

As for the origin and brand of the tender winners, the result shows that in both the in-patient and out-patient tender, the products from Portugal account for a substantial proportion, this maybe due to the historical background of Macao. Moreover, the proportion of products from Cyprus and Hong Kong both rise obviously, the probable reason are: (1)both the price and quantity are ideal; (2)the agent of Macao promotes the products suitably; (3)suitable export policy; (4)good cooperation to the rules of the tender.

Looking through the whole tender system in Macao, there are two regions in which improvement maybe made: (1)increase data transparency; (2)add clear

definitions to the selection of products.

To conclude, the open tender of the public health system is still at a starting stage, the optimal end-point of this open tender should be reached now is how to make this open tender system more perfect so that the price can be effectively reduced and the competitive mechanism of the pharmaceutical market in Macao can be more mature, so that a total win situation among the medical organization, the population and the pharmaceutical manufacturers can be reached.

關鍵字：市場分類，招標，公立醫療系統，澳門

Keywords: Market sharing, open tender, public health system, Macao