

## Willingness-to-pay-method (W2P) | Karolinska infusion pump tender

### Key aspects of tender

**Organization:**

Karolinska University Hospital, Sweden

**Medical device or service:**

Infusion system

**Main objective:**

Infusion system to support optimized patient flows and working methods, and to ensure high quality and patient benefit; Chosen supplier to become long term innovation partner

### Main criteria used

**Outcome:**

Safety for patient

**Cost of care:**

Price for product and service types. Total price is calculated with a predetermined (expected) shopping basket

**Other benefits:** HCP usability and ergonomics, plan for innovation cooperation with hospital

**Technical specifications:** Functionality on top of mandatory requirements, e.g. special functions, settings, power supply, detergent durability

### Example calculation

Level of fulfillment of criteria is translated into monetary value (not points) and summed up. This sum is then subtracted from the total price to get the comparison price which is used to determine the most economically advantageous tender (MEAT)

**Winning tender from supplier X:**

Total price		188 MSEK
Deductions from fulfillment of criteria		-296 MSEK
Comparison price	-	108 MSEK

### Results reported

Supplier with the lowest comparison price—and thus considered to be most economically advantageous—was awarded the contract