

Why Value-Based Procurement now?



Health care systems under mounting pressure



Large, unwanted outcome variation between providers



Unsustainable cost increases, inefficiencies and waste



Wide variation in care delivery practice between providers



Misalignment in procurer/supplier relationship



Transactional relationship focused on price only



Value of technologies not understood nor rewarded, innovation under pressure



Incentives and goals misaligned



Value-Based Health Care

Holistic approach to improve care, aligning interests of health care system stakeholders



Improve outcomes



Decrease total cost of care



For specific patient group and pathway



Innovations in procurement practices

EU Public Procurement Directive 2014/24 and EU procurement strategy



Most Economically Advantageous Tender (MEAT)



Best price/quality ratio



Increased dialogue & partnerships



VALUE-BASED PROCUREMENT
Partnering for patient-centric, sustainable health care

Value-Based Procurement (VBP)

VBP is a multidisciplinary approach for collaboration between health care providers, procurers and medtech suppliers to achieve better outcomes and cost-efficient care, resulting in economically most advantageous offerings

What it is

- ✓ Win-win for all stakeholders
- ✓ Value-focused and patient-focused
- ✓ Flexible, customizable buying/selling approach

What it is not

- ✗ Unilateral buying/selling approach
- ✗ Purchase based primarily on price
- ✗ Mathematic formula/rigid tool



Benefits of VBP vs. traditional procurement



Patients

- Patient consistently at forefront
- Better outcomes, less variation



Providers

- Increased financial stability
- Break down of internal silos



Procurers

- Strategic role, more influence
- More holistic framework with value perspective



Clinicians

- More influence on buying decision
- Pain-points understood



Medtech

- Innovation and value contribution rewarded
- Improved dialogue with buyers



HC Systems

- Improved population health and return on HC resources invested
- Better integration of care across sectors



Action steps



Providers

- Measure outcomes and total cost of care
- Break down budget silos
- Strengthen clinician role in procurement
- Further professionalize procurement



Procurers

- Set-up and empower VBP function
- Prioritize VBP pilots
- Develop organizational enablers
- Dialogue with suppliers
- Join VBP Community of Practice (CoP)



Medtech suppliers

- Prioritize and develop VBP value propositions
- Set-up VBP operating model and enable teams
- Prioritize upcoming tenders
- Join VBP Community of Practice (CoP)



Health care systems

- Strengthen VBHC and outcome measurement
- Provide VBP legal/process clarity to foster collaboration
- Ensure budget cycles and incentives conducive to VBP
- Implement value-based contracting/reimbursement



VBP Community of Practice (CoP) Toolkit

VBP framework

Publications

VBP starter guidance

VBP training game

VBP presentations

Case study library

Thematic seminars

Training/coaching

VBP Excel tool

VBP glossary

VBP legal guidance

Readiness assessment



For more information, please reach out to info@meat-procurement.eu