

VBP case summary

Product focus

Infusion pump technology

Population segment

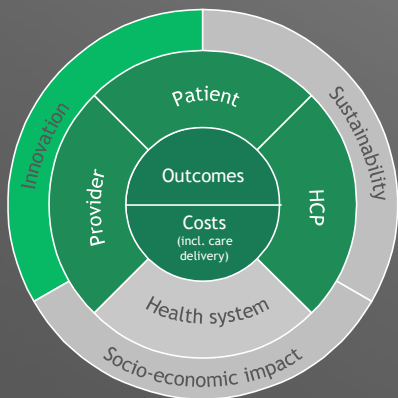
Hospitalized patients requiring administration of fluids and/or medication into their circulatory system

Procuring entity

Zuyderland Medical Center (Netherlands)

Tender procedure

Competitive dialogue (non-EU-tender)



Key value criteria used



Outcome focus

- Improvement of medication safety
- Reduction of treatment complications



Cost of care focus

- Management of the total cost of ownership of the infusion solution



Other benefits

- HCP: ease-of-use, improvement of operational safety
- Provider: implementing future-proof system



Broader impact on society

- Innovation: high end infusion system with innovative connectivity solutions



Value impact

Value impact to the hospital (Zuyderland MC)

- Improving patient medication safety by having a technical closed-loop process from medication prescription to administration
- Medical department specific server-based libraries
- Safeguarding a future-proof infusion system including:
 - standardized infusion pump for all purposes
 - IT network integration and data communication
 - Alarm management
- Application of the Best Value Procurement approach:
 - Minimization of hospital risks
 - Maximization of patient benefits
 - Medtech supplier regarded a solution provider

Value impact to the bid winner (B. Braun)

- Solution orientation: Possibility to offer a future-oriented system solution, based on the HCP process and system needs
- Partnership approach: Constructive dialogue proven valuable to optimize workflow processes and receive insights for further system improvements and innovation
- Cultural change: The possibility to share in-house expertise already in the pre-tender phase offers high value to discuss challenges and jointly define the optimal solution in the interest of both parties
- Deepened experience towards a value-based procurement process



Quote

“ Our goal was to ensure medication safety and implementing a future-proof system. Our advice is to focus on functionality, feasibility and reliability rather than seeking to technically specify every possible detail in the tender. ”

Source: Zuyderland Medisch Centrum, M.Janssen (medical physicist), MedTech Europe (2020)