

# Building the VBP Community of Practice and the network of partner organizations

2<sup>nd</sup> European VBP Conference 2020

Hans Bax



VALUE-BASED  
PROCUREMENT

Partnering for patient-centric,  
sustainable health care

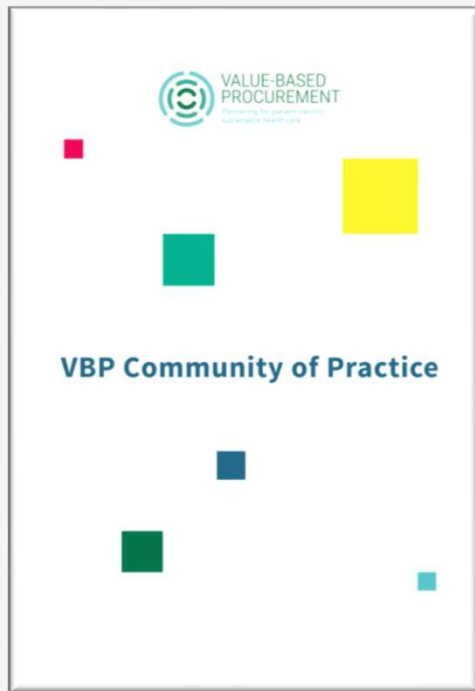
# VBP Community of Practice - objective

Ecosystem/community for members and partner organisations

Bringing healthcare procurement and medtech industry together

Foster adoption of Value Based and Innovation Procurement and support the change of traditional procurement practice in healthcare

# VBP Community of Practice - members



A ecosystem/community of **people**  
Engagement and **drive**  
Subscription



# VBP Community of Practice - partner organisations

- Founding partner



- Knowledge partner

Cooperates on the development and dissemination of **training programs**, organisation of **thematic sessions & conferences** and/or **expanding knowledge** e.g. by running **pilots or procurement cases**

- Supporting partner

Supports the **awareness building** on Value Based Procurement within their organization and network



# VBP Community of Practice - Supportive and committed partners

## Procurement



## National Associations



NYE METODER



## Medtech industry

LIFETIME PLATINUM



GOLD



SILVER

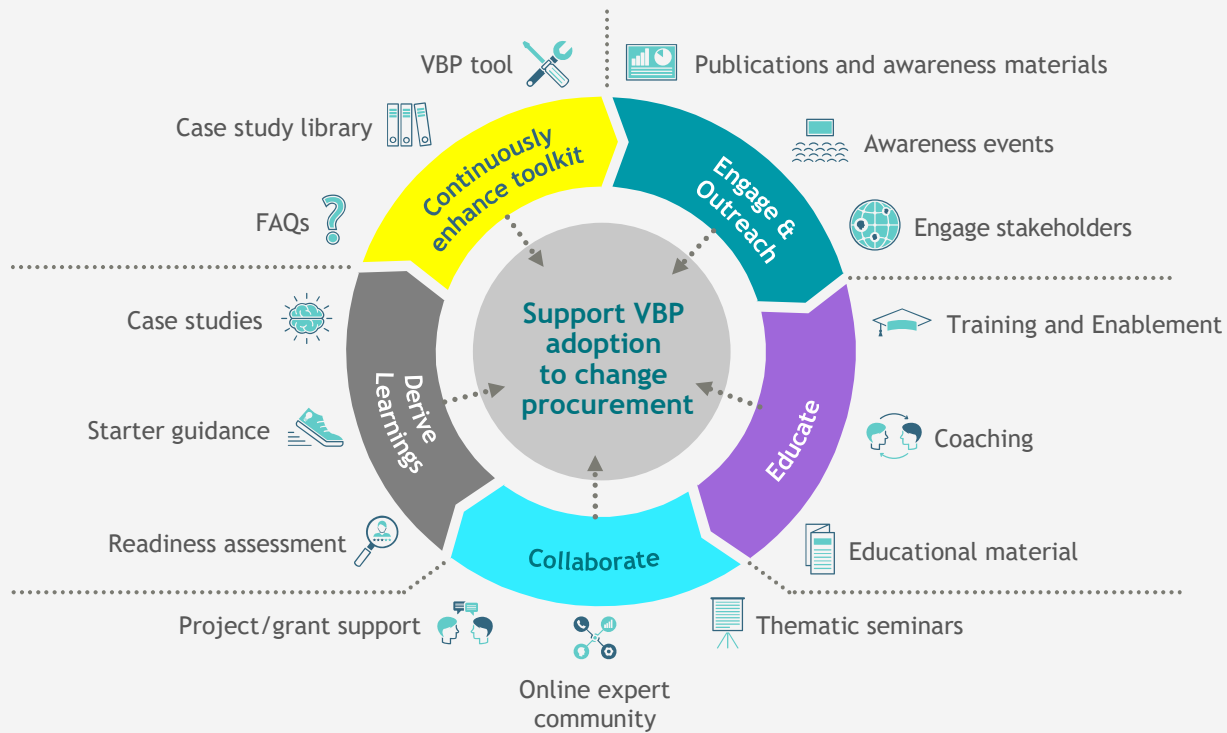


BASIC

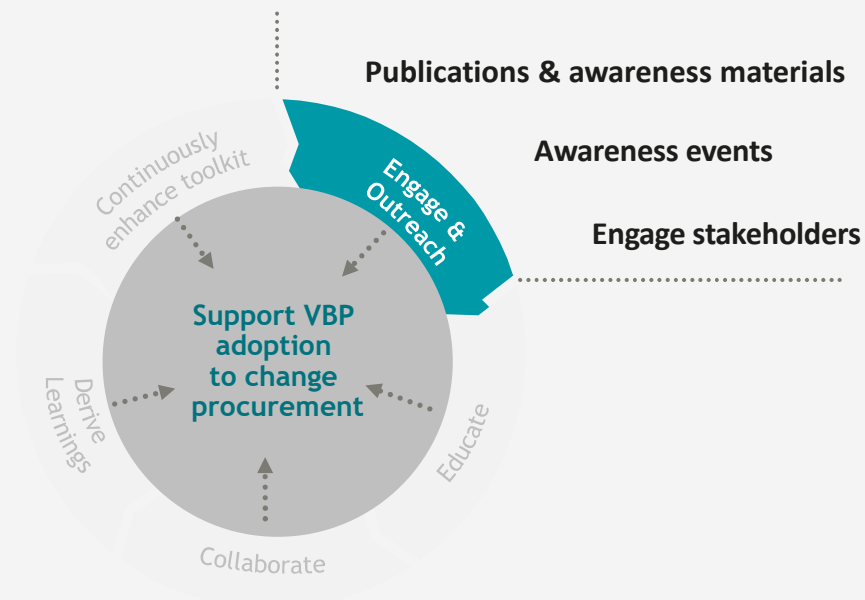


For further details on the financial contributions and the supported activities please contact Sophie Koettlitz at [sophie.koettlitz@meat-procurement.eu](mailto:sophie.koettlitz@meat-procurement.eu)

# VBP Community of Practice - activities



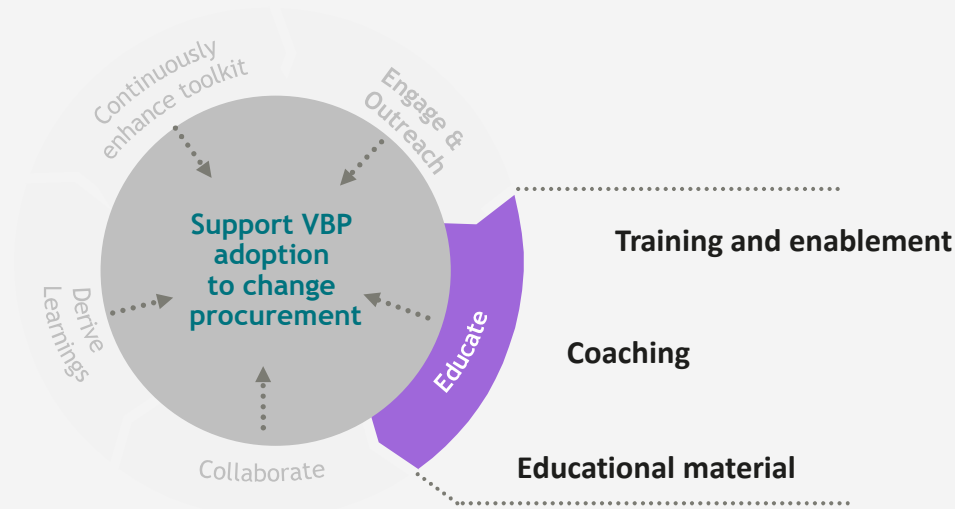
# VBP Community of Practice - activities (1)



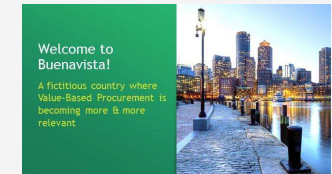
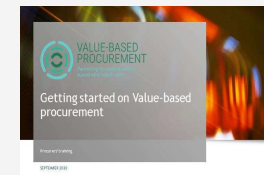
- VBP Conferences 2019 & 2020
- Positioning papers by BCG/MTE
- VBP Journey reflection paper
- Blog series and articles (e.g., DEAL! and F&W)



# VBP Community of Practice - activities (2)



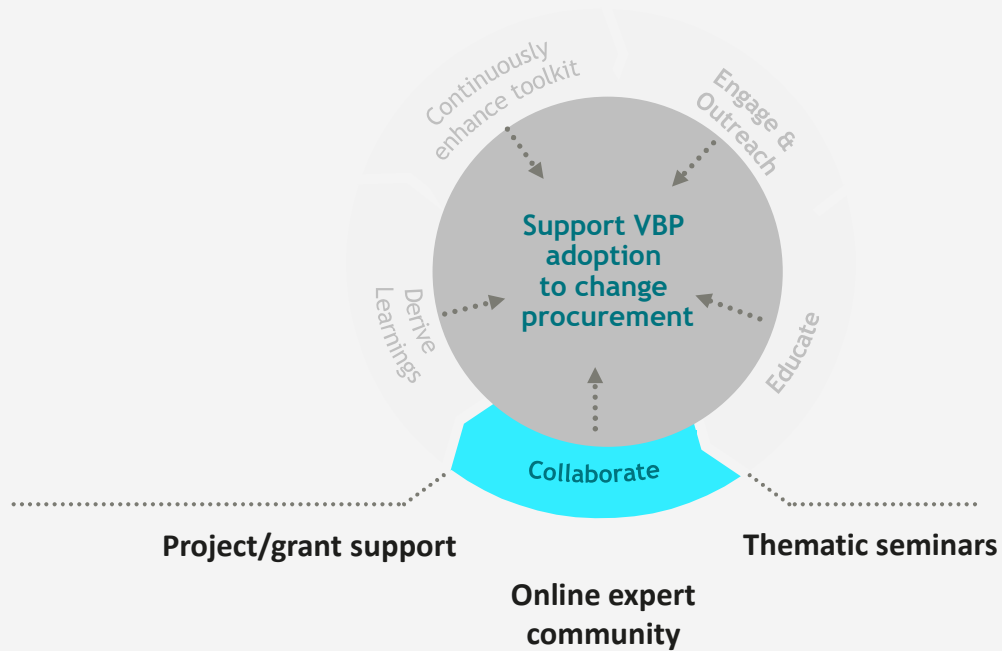
- Presentations, webinars & workshops
- ICHOM 2020 HF-workshop
- Onboarding package VBP (2021)
- Train-the-trainer (2021)
- ‘Hair grow’ simulation game





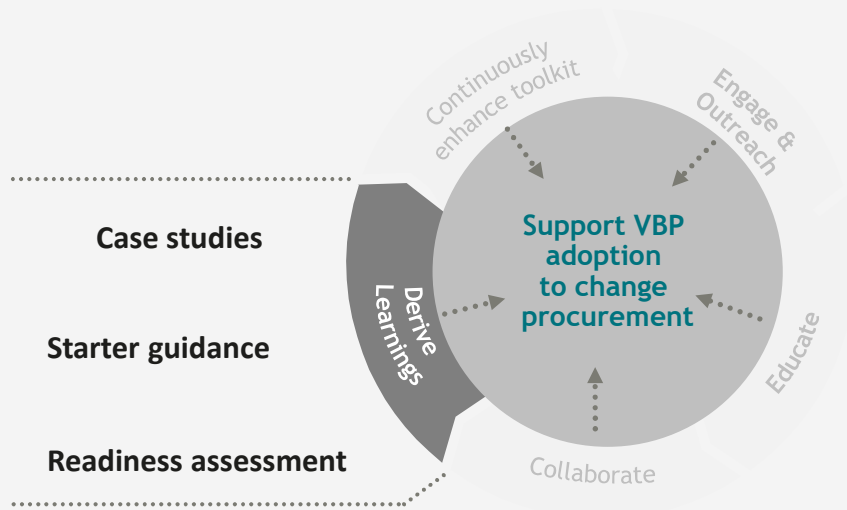
# VBP Community of Practice - activities (3)

- Webinar series “Value Based Agreements”
- Exchange of peer-to-peer expertise, best practices, pilots and real-life cases



| VBA taxonomy   five types of value-based agreements  |   |  |  |   |
|--|---|--|--|---|
| <p><b>Process-based care discount</b></p> <p>Contractually agreed price and based on achieving certain clinical outcomes</p> <p>Example: 5% discount on total cost of care if patient stays in hospital less than 3 days</p> | <p><b>Product or service guarantee</b></p> <p>Full or part of product cost refunded if product does not meet certain clinical outcomes</p> <p>Example: 10% refund on total cost of care if patient stays in hospital more than 3 days</p> | <p><b>Value sharing by product</b></p> <p>Supplier and buyer share savings from reduced costs</p> <p>Example: 50/50 split of savings on total cost of care</p> | <p><b>Value sharing by alternative payment model</b></p> <p>Supplier and buyer share savings from reduced costs</p> <p>Example: 50/50 split of savings on total cost of care</p> | <p><b>Fully integrated care provision</b></p> <p>Supplier and buyer share savings from reduced costs</p> <p>Example: 50/50 split of savings on total cost of care</p> |

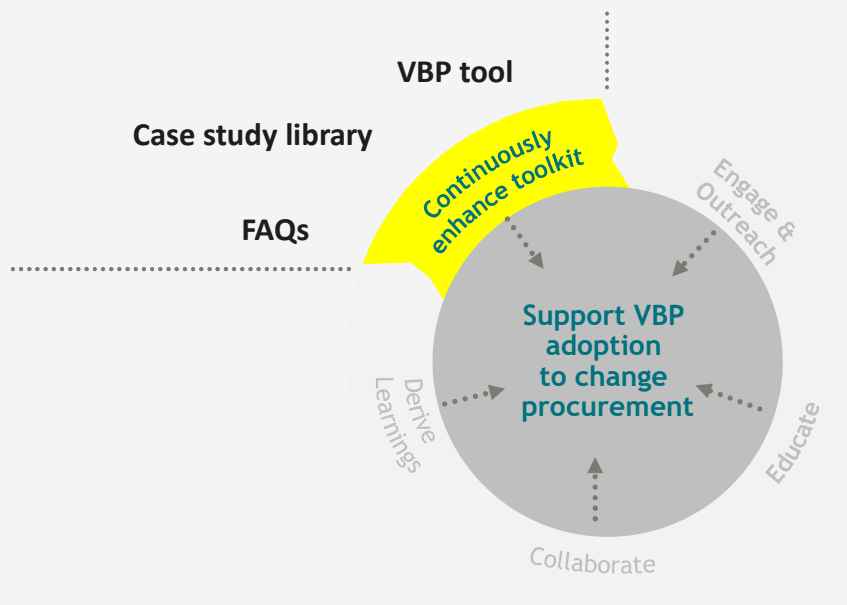
# VBP Community of Practice - activities (4)



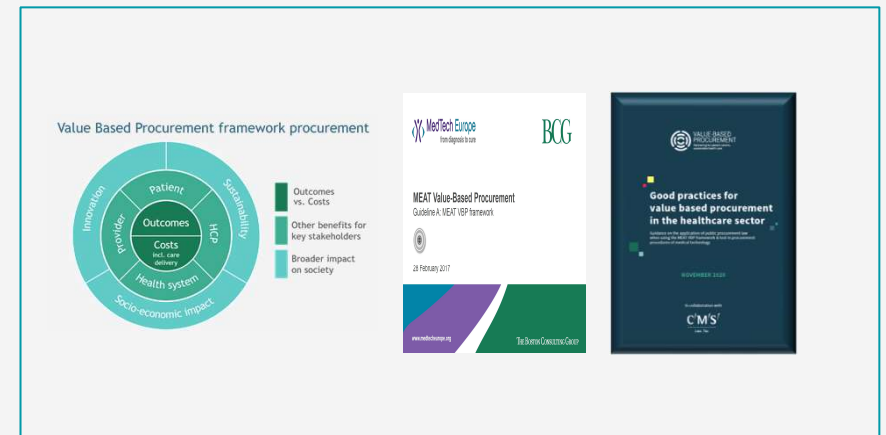
- Deep-dive case studies
- “How to successfully implement VBP” paper
- “Understanding VBP” by RESAH



# VBP Community of Practice - activities



- MEAT-VBP framework and Excel tool
- Guidelines and FAQs on the application of the Excel tool
- “Legal guidance on the application of the MEAT-VBP framework” by the VBP CoP with support of CMS



# VBP Community of Practice - activities

*online Resource Library*

<https://vbpcommunity.eu/ResourceLibrary.html>



The screenshot displays the 'Resource Library' page for Value-Based Procurement. At the top left is the VBP logo with the tagline 'Partnering for patient-centric, sustainable health care'. Below the logo is the title 'Resource Library'. The main heading is 'VBP: description and benefits for buyers and suppliers'. There are six document thumbnails arranged in two rows of three. Each thumbnail has a corresponding text description below it:

- Value-based Procurement -Partnering for patient-centric, sustainable health care—messaging for senior executives: healthcare systems
- Value-based Procurement -Partnering for patient-centric, sustainable health care—messaging for senior executives: for suppliers
- Value-based Procurement -Partnering for patient-centric, sustainable health care—messaging for senior executives: providers
- Why Value-Based Procurement now? The infographic "Why Value-Based Procurement now?"
- Value-based procurement—Partnering for patient-centric, sustainable health care - standard presentation for
- Value-based procurement—Partnering for patient-centric, sustainable health care - standard presentation for suppliers

# VBP Community of Practice - 2021 at a glance

## From Pilots to Adoption: The people **Network**



## From Pilots to Adoption: The tools- **Exploitation**

- Building out of the Community
  - Members
  - Supporting organisations
  - (Regional) Health authorities and EU
- Knowledge exchange
  - Regular webinar series and Thematic session
  - Local presentations
  - Blog series
  - 3<sup>rd</sup> European VBP Conference (2021)

- Dissemination VBP toolkit & Onboarding package
- Develop new/updated tools
- Support local adoption and implementation
- Engagement with VBHC- and IP initiatives

➤ **Grow the number of VBP cases**

# VBP Community of Practice - what's in it for me ?

- Access to the VBP toolkit and supportive documents
- European network to exchange experiences and learn from others
- Support the development and adoption of VBP in practice

***VBP CoP - the engine of setting Value Based Procurement in motion contributing to sustainable European healthcare***

***For additional informatie please contact:***

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