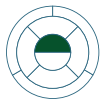


Connected Hospital Bed – Erasmus MC, Netherlands

Tender procedure: Connected hospital bed solution **Population segment:** All hospitalized patients **Care pathway:** All in-hospital patients

Tender Procedure: Competitive dialogue **Procuring entity:** Erasmus MC (NL) **Supplier bid winner:** Hillrom

Key value criteria used



Outcome focus

- Patient safety
 - Falls prevention
 - Prevention of HAI
- Pressure ulcers
- Patient mobilisation



Cost of care focus

- Workflow efficiency
- Nurse staff time/bed
- Length of stay (LOS)
- Replacement with specialised beds



Other benefits for stakeholders

- Staff safety
- HCP satisfaction
- Nurse staff availability
- Continuous monitoring of patients' outcome



Broader impact on society

- CO2 footprint
- Evidence based research
- New improved techn. developed

Value impact on stakeholders

Value created for hospital

Quantitative impact (clinical and economic)

- Substantial total cost of care savings expected due to improved workflow/reduced staff time
- Improved financial performance due to avoided capital cost & flexible solution adapting to needs

Qualitative impact

- 15-yr long partnership enables adaption to care needs, workflow efficiency and future value proof
- Improved patient safety (decreased # of falls & pressure ulcers, prevention of HAI)
- Reduced carbon footprint
- Nurses' availability for patient centric care
- Improved patient experience tracked by KPIs

Cultural change

- Higher employee satisfaction/presence at work

Value created for bid winner

Quantitative impact (clinical and economic)

- Large contract for ~ 840 hospital beds and mattresses over 15 years
- Financial reward for innovative solution

Qualitative impact

- Shorter R&D cycles due to opportunity and easy access to test and co-design future bed service products with academic center of excellence
- Reward and enhanced reputation for integrated bed and mattress service

Cultural change

- Fostered collaboration in multidisciplinary teams to prepare for VBP tender
- Built trusted partnership with provider