

Revisit the **1st European Value-Based Procurement Conference: A new paradigm in Health Care** that was held on 12 December 2019 in Brussels.

1. [Conference Material](#) (presentations & posters)
2. [Reading Material](#)
3. [Press Release](#)

1. Conference material

Presentations

1. Opening session: A Value-Based Procurement Community of Practice (VBP CoP), Ingmar de Gooijer, moderator – [view slides](#)
2. Value-based procurement, an unexpected driver for an innovative and value-based health care. From regional to European and international initiatives to foster value-based procurement, incorporating value in health decision making, Alba Vergés i Bosch, Minister of Health, Government of Catalonia – [view slides](#)
3. Value-based procurement, an unexpected driver for an innovative and value-based health care. From regional to European and international initiatives to foster value-based procurement, incorporating value in health decision making, Dr. Arthur Hayen, Senior Intelligence Analyst, Menzis Healthcare, Dutch Healthcare Payer Organisation & Senior Lecturer, Leiden University Medical Center – [view slides](#)
4. How to accelerate the shift to value-based procurement by Götz Gerecke, Managing Director and Senior Partner, BCG and Hans Bax, Senior Advisor MEAT Value-Based Procurement – [view slides](#)

Posters

5. Anti-coagulation Point of Care solution, NHS Wales, UK – [view poster](#)
6. Cataract surgery pathway, ZilverenKruis, The Netherlands – [view poster](#)
7. Connected Hospital Bed, Erasmus MC, The Netherlands – [view poster](#)
8. Outcome based procurement of knee implants at the Hospital of Vejle, Region of Southern Denmark, Denmark – [view poster](#)
9. New personalized non clear-cell renal carcinoma treatment regimen, Capital Region of Denmark, Denmark – [view poster](#)
10. Perioperative Hypothermia Prevention - UniHA, France – [view poster](#)
11. Surgical gloves learning project, GIP Resah, France – [view poster](#)
12. Value-Based Procurement Project, NHS Supply Chain, UK – [view poster](#)
13. Value-Based Procurement Community of Practice - [view poster](#)
14. Willingness-to-pay-method (W2P), Karolinska infusion pump tender, Sweden - [view poster](#)

2. Reading material

1. Value-based Procurement - Partnering for patient-centric, sustainable health care – messaging for:

- [HC System](#)
- [MedTech industry](#)
- [Providers](#)

2. Why Value-Based Procurement now?

The infographic “Why Value-Based Procurement now?” visually represents why Value-Based Procurement (VBP) can facilitate the move towards Value-Based Healthcare and why it is relevant for all healthcare stakeholders.

It includes:

- The motivations and incentives behind VBP
- VBP definitions and benefits
- Guidance on how/where to get started and/or accelerate VBP

[View the infographic](#)

3. How to successfully implement (MEAT) Value-Based Procurement - what we have learned from learning projects & pilots so far

Based on a study of European value-based procurement learning projects and pilots as well as the lessons learned by both medtech suppliers and procurers, the aim of this paper is to increase the awareness on what value-based procurement can contribute and to suggest some important steps that need to be taken in the procurement process in order to make a successful start

[Read more](#)

4. MEAT VBP initiative – summary of initiative for:

- [Procurers](#)
- [Suppliers](#)

5. Overview and access to the MEAT VBP guidelines & Excel tool

In order to facilitate procurement in accordance with the "most economically advantageous tender" approach (MEAT) as defined in the 2014 EU Public Procurement Directive (2014/24) and to support the practical implementation of 'VBP', MedTech Europe in partnership with The Boston Consulting Group (BCG) and European procurement experts has developed a supportive tool in Excel format and associated guidelines for procurers and suppliers.

The [current slide deck](#) describes how to get access to the Excel tool and the different Guidelines

6. Procurement: the unexpected driver of value-based health care

The global healthcare industry faces two critical challenges: large variation in patient outcomes and continually increasing costs. Value-based health care can address both, but hospitals and health systems must factor value into their procurement decisions for medical products.

[Read more](#)

7. MEAT Value-Based Procurement enabling value-based healthcare in Europe

Procurement: a key pillar of value-based healthcare Value-based healthcare is gaining traction across Europe as the way forward to build more efficient and sustainable health systems. This approach takes into account the wider patient and societal outcomes together with the life-cycle cost of healthcare delivery and services. Doing so can provide more economically advantageous solutions and increased quality and value of care for patients, healthcare professionals and health systems as a whole.

[Read more](#)

8. Most Economically Advantageous Tender Value-Based Procurement (MEAT VBP): initiative overview (January 2018)

The concept of value-based healthcare is gaining traction across Europe as the way forward to build more efficient and sustainable health systems. This approach takes into account the wider patient and societal outcomes together with the life-cycle cost of healthcare delivery and services. Doing so can provide more economically advantageous solutions and increase quality and value of care for patients, healthcare professionals and health systems as a whole.

[Read more](#)

9. DIRECTIVE 2014/24/EU OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 26 February 2014 on public procurement and repealing Directive 2004/18/EC

[View the directive](#)

10. The changing landscape of procurement practices: Blog series on Value-Based Procurement

- [Can procurement deliver the 'best value' for money?](#), Hans Bax, Senior Advisor MEAT Value-Based Procurement, 24 June 2019
- [Procurement is on a journey to a 'value-based' future](#), Hans Bax, Senior Advisor MEAT Value-Based Procurement, 17 June 2019

- [Case study: testing a new framework for value-based procurement](#), Gabriela Restovic, Health economist, 19 Jun 2018
- [Value-based procurement: a users' guide to improving outcomes and delivering efficiencies in the UK](#), Brian Mangan FCIPS MSc, Deputy Director NHS NW Procurement Development, 23 May 2018
- [How Public Procurement can Drive More Sustainable Healthcare](#), Dominika Domanska, Sustainability & Engagement Manager, Johnson & Johnson, 21 September 2016
- [Health systems produce value for citizens, the economy and society](#), Hans Martens, Healthcare Consultant, 10 June 2016
- [Can the EU directive on public procurement encourage value-based procurement in healthcare?](#), Caroline Hobson, Partner | Competition, CMS London, 27 April 2016
- [Shift to value-based procurement must come from the top](#), Gunnar Goblirsch, Head of a Unit, Stockholm County Council, 2 March 2016
- [Value-Based Procurement: can the industry just "wait and see?"](#), Eszter Kacs Kovics, Public Affairs Director, SCA Hygiene Products, Incontinence Care Europe, 4 December 2015
- [Can we repair Europe's health care systems through value-based procurement?](#), Robert McGregor, Project Leader, The Boston Consulting Group's Zurich office & Yves Verboven, Director Market Access and Economic Policies, MedTech Europe, 17 June 2015

3. Press Release

1st European Value-Based Procurement Conference – A new paradigm in health care

12 December 2019 – For the first time at European level, thought and practice leaders in the field of value-based procurement came together to discuss opportunities in this important emerging area of health care. More than 250 participants from leading organisations, representing a diverse ecosystem of healthcare actors, attended the 1st European Value-Based Procurement Conference in Brussels, Belgium.

Posted on 12.12.2019

The event brought together European stakeholders to explore the potential of value-based procurement for improving patient outcomes and making services more sustainable and affordable. A change in procurement practices and a transition to a value-based approach will put patient benefits at the centre of purchasing decisions. It will also support collaboration across care pathways, enable more informed commissioning, and more contracting for outcomes and results.

The conference featured sessions showcasing pioneering applications of value-based procurement across Europe. Delegates covered policy initiatives and strategies to drive this evolutionary transition, as well as tools to put new approaches into practice. Participants were also able to access networking opportunities with experts, share best practices, and lay the foundations for future partnerships.

The event was organised by the Value-Based Procurement Community of Practice and supported by EHPPA, EUREGHA, and MedTech Europe.

The conference brought together high-level speakers and experts from different fields - procurement organisations, regional health authorities, the medical technology industry, the European Commission and other interested parties. Altogether, the procurement organisations who took part in the event manage medical technologies purchasing for over 4000 healthcare institutions, which care for more than 20 million European patients a year.

The European Commission, represented by DG SANTE, DG GROW and DG Research and Innovation, was at the event and engaged in panel discussions on value-based procurement, encouraging the growth of the value-based community of practice.

EHPPA Vice-President for Value-Based Procurement, Kjetil Istad, said: "Procurement is ever-evolving, and for hospitals around Europe, it is becoming a clear strategic tool. It helps deliver cost savings, but it also opens new possibilities for introducing new technologies, which in turn can bring more benefits for patients and for health care professionals. Value-based procurement is a way of thinking, a growing procurement methodology, that is focused on value that matters to patients and professionals, value that goes beyond just the device that is procured. Looking at the value chain into which the device is inserted, value of changing the status quo can be observed and evaluated. We believe this is a change we should embrace, because value for money delivered will be greater than in traditional procurement models."

EUREGHA President, Nick Batey, highlighted the international recognition that moving to a value-based approach to health and care is key to the sustainability of many healthcare systems. "Value-based procurement is a vital element in our toolbox to address challenges. Not just driving out cost and variations in care but delivering better outcomes for patients and adding value into our

economies. Today we have seen excellent examples of this working in the real world. We must continue to work together to increase and spread public and private sector understanding, skills and competencies to deliver Value-based procurement.”

MedTech Europe CEO, Serge Bernasconi conveyed his support for the outcomes of the conference: *“Healthcare systems are under increasing pressure to cut costs and deliver good results. Today’s discussion offers progressive solutions to these challenges and shows the commitment of our industry to a change in procurement practices to respond to the needs of patients, society and healthcare systems”*. Mr Bernasconi continued *“We are encouraged by the pioneering work that is happening across Europe and look forward to seeing value-based procurement replace pricing only procurement. It now has to become a reality for better patient and healthcare management”*.

Download: [JOINT STATEMENT - 1ST EUROPEAN VALUE-BASED PROCUREMENT CONFERENCE](#)