



## Most Economically Advantageous Tender Value-Based Procurement (MEAT VBP): initiative overview

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### Procurement: a key pillar of value-based healthcare

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.

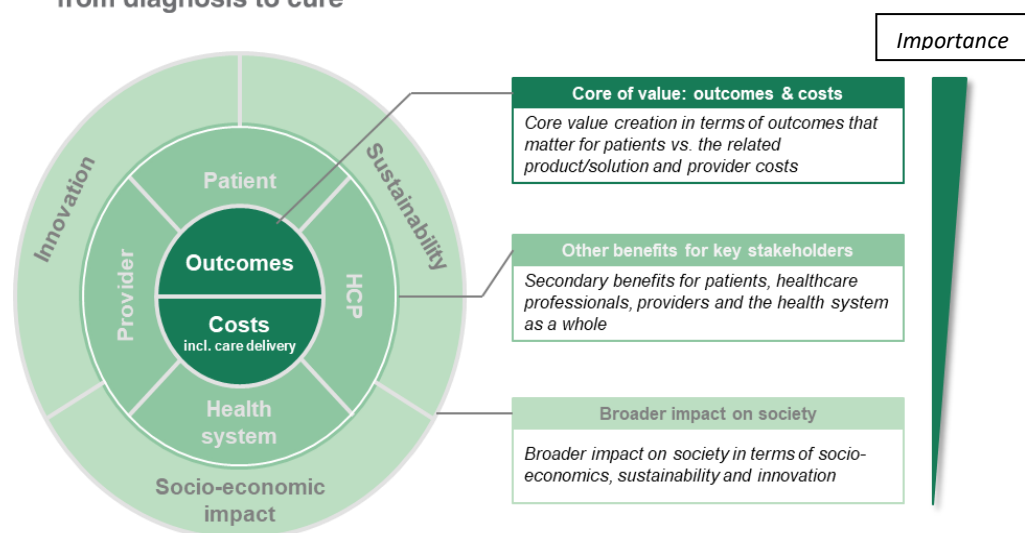
One of the most critical decisions in healthcare today is the procurement of products, services and solutions by healthcare providers and healthcare systems. By choosing one solution over another, procurement authorities impact the care being offered to patients, and encourage the industry and other healthcare stakeholders to act in specific ways. Given this significant influence, procurement agencies will become one of the key players in healthcare leading the effort to focus on the value of healthcare products, services and solutions. Yet, today still, healthcare procurement often focuses only on the purchase price.

The 2014 EU Public Procurement Directive (2014/24) was designed to encourage innovation, improve SMEs' access to public sector markets and to integrate environmental and social considerations into procurement policy. One of the tools within the Directive to achieve these aims is the requirement for contracting authorities to base the award of contracts on the best price quality ratio to implement most economically advantageous tendering (MEAT).

### Making MEAT value-based procurement a reality in Europe

Building up on this drive towards value-based healthcare and smarter healthcare procurement, and stimulated by the EU Public Procurement Directive, MedTech Europe, in partnership with The Boston Consulting Group (BCG) and procurement experts, has launched the MEAT Value-Based Procurement initiative.

Its objective is to support healthcare institutions, hospitals, and health and procurement authorities to adopt value-based decision-making in healthcare procurement. To help achieve this, a framework compiling best practices and based on several layers considering the value from the perspectives of the different healthcare stakeholders has been developed. To implement this framework in practice an Excel tool and accompanying guidelines taking into account wider patient, organisational and societal outcomes in tendering processes have been designed. The tool which includes a detailed menu of criteria to select from can be easily customised by the contracting authorities for the evaluation of tenders.



Source : BCG

## Testing of the framework and building the Community of Practice

Both the tool and the guidelines are currently being tested in a series of pilots and learning projects by contracting authorities throughout Europe to determine the feasibility to use them in practice and to evaluate the holistic value, of using a MEAT value-based approach for the procurement of medical technology.

A 'Community of Practice' made up of national procurement experts from Member States, industry representatives and other healthcare stakeholders is being built. It will act as a platform to share experiences and collect inputs on the application of the MEAT value-based procurement concept in healthcare tendering processes, and on the broader cultural changes that are needed in healthcare management to support this shift.

## Methods, preliminary results and conclusions of the first learning project

The first learning project conducted by the university hospital "Hospital Clínic Barcelona" is running until February 2018 with the aim of building experience in the practical application of the MEAT VBP framework and of testing the developed tool and guidelines. The project includes different types of technologies- high volume ones (Diapers/Underpads) and highly specialized ones (Transcatheter Aortic Valve Implantation/TAVI).

Procurement organizations in France, Norway, Belgium, Finland, and the UK are also launching pilots and learning projects.

MEAT VBP has the potential to facilitate a more comprehensive value and a full cost of care consideration and, leading to most economically advantageous purchasing.

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