



Preliminary learnings of the first learning project conducted by the Hospital Clínic Barcelona

January 2018

Note: to view the general overview of the MEAT VBP initiative, please refer to the document: “Most Economically Advantageous Tender Value-Based Procurement (MEAT VBP): Initiative Overview”.

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.

Technologies involved: The project includes different types of technologies: high volume ones (Diapers/Underpads) and highly specialized ones (Transcatheter Aortic Valve Implantation/TAVI).

Methods: Manufacturers operating in Europe were invited to participate in the project following the standard procurement rules. Criteria, metrics (i.e. measurement units) and weights were defined by multidisciplinary teams of the Hospital Clínic Barcelona (health professionals such as clinicians and nurses and also staffs from the different units). In parallel, participating manufacturers were asked to do the same justifying their criteria selection. The challenges and feasibility of implementing a MEAT VBP process in real life were identified through face-to-face meetings.

Preliminary learnings: The process was valued by the participating companies and by the Hospital Clínic Barcelona’s procurement organization.

Some of the major preliminary learnings gained via the project are:

- ✓ The project provides a great opportunity for the hospital to better understand the value offered by the medical technologies,
- ✓ The needs of the “final users” (physicians, nurses, ...) must be taken into consideration by the hospital when making the decision about the technologies to be evaluated in the project,
- ✓ The challenges in providing value propositions and robustness of information differ across technologies and sizes of companies,
- ✓ There was a greater coincidence between the criteria proposed by the Hospital Clínic Barcelona and companies in the outcomes/costs layer than in the two other layers (other benefits for key stakeholders and Broader impact on the society),
- ✓ The companies added a very limited number of criteria to those already agreed by the Hospital Clínic Barcelona teams in the previous phase,
- ✓ The “request for information” sent by the hospital to the companies (such as clear criteria list, the expected “format” of the data to be provided, ...) needs to be very precise in order to avoid misinterpretation and to generate the necessary data,

- ✓ The criteria must be defined by the hospital exhaustively (there should be no room for subjectivity),
- ✓ Before populating the tool, it is important to determine the methodologies to measure each criterion in terms of “score” (to translate the performance measures into a common scale and to define the most suitable way to estimate the range of score for each criterion) and the willingness to pay (to translate all the criteria into monetary values); it is also necessary to take into consideration the expertise and time to carry out these tasks,

Thanks to the learning curve, we expect to see the industry to develop more advanced product/service/solution offerings over time.

MEAT VBP facilitates a more comprehensive value and a full cost of care consideration and can lead to economic most advantageous purchasing.

The final conclusions of the project, which was launched in April 2017, are expected by the end of February 2018.

For more information on the MEAT VBP initiative, please contact sophie.koettlitz@meat-procurement.eu