Why Value-Based Procurement now?

Health care systems under mounting pressure
- Large, unwanted outcome variation between providers
- Unsustainable cost increases, inefficiencies and waste
- Wide variation in care delivery practice between providers

Value-Based Health Care
- Holistic approach to improve care, aligning interests of health care system stakeholders
  - Improve outcomes
  - Decrease total cost of care
  - For specific patient group and pathway

Misalignment in procurer/supplier relationship
- Transactional relationship focused on price only
- Value of technologies not understood nor rewarded, innovation under pressure
- Incentives and goals misaligned

Innovations in procurement practices
- EU Public Procurement Directive 2014/24 and EU procurement strategy
  - Most Economically Advantageous Tender (MEAT)
  - Best price/quality ratio
  - Increased dialogue & partnerships

Value-Based Procurement (VBP)
VBP is a multidisciplinary approach for collaboration between health care providers, procurers and medtech suppliers to achieve better outcomes and cost-efficient care, resulting in economically most advantageous offerings

What it is
- Win-win for all stakeholders
- Value-focused and patient-focused
- Flexible, customizable buying/selling approach

What it is not
- Unilateral buying/selling approach
- Purchase based primarily on price
- Mathematic formula/rigid tool

Benefits of VBP vs. traditional procurement

<table>
<thead>
<tr>
<th>Patients</th>
<th>Providers</th>
<th>Procurers</th>
<th>Clinicians</th>
<th>Medtech</th>
<th>HC Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patient consistently at forefront</td>
<td>Increased financial stability</td>
<td>Strategic role, more influence</td>
<td>More influence on buying decision</td>
<td>Innovation and value contribution rewarded</td>
<td>Improved population health and return on HC resources invested</td>
</tr>
</tbody>
</table>

Action steps

Providers
- Measure outcomes and total cost of care
- Break down budget silos
- Strengthen clinician role in procurement
- Further professionalize procurement

Procurers
- Set-up and empower VBP function
- Prioritize VBP pilots
- Develop organizational enablers
- Dialogue with suppliers
- Join VBP Community of Practice (CoP)

Medtech suppliers
- Prioritize and develop VBP value propositions
- Set-up VBP operating model and enable teams
- Prioritize upcoming tenders
- Join VBP Community of Practice (CoP)

Health care systems
- Strengthen VBHC and outcome measurement
- Provide VBP legal/process clarity to foster collaboration
- Ensure budget cycles and incentives conducive to VBP
- Implement value-based contracting/reimbursement

VBP Community of Practice (CoP) Toolkit

VBP framework Publications VBP starter guidance VBP training game
VBP presentations Case study library Thematic seminars Training/coaching
VBP Excel tool VBP glossary VBP legal guidance Readiness assessment

For more information, please reach out to info@meat-procurement.eu