

## 2 Case Studies of Value-based Procurement



EcoQUIP+

Delivering Efficiency, Quality and Sustainability in Healthcare



Parc Taulí Sabadell  
Hospital Universitari  
Fundació Parc Taulí

Innovation in the joint replacement care  
pathway to improve patient outcomes

RaDAR

Public Procurement of Innovative Solutions  
Rapid Detection and control system for Antimicrobial Resistance

[www.radar-ppi.com](http://www.radar-ppi.com)

# Innovation in the joint replacement care pathway to improve patient outcomes



EcoQUIP+

Recovering Efficiency, Quality and Sustainability in Healthcare



**Parc Taulí Sabadell**  
Hospital Universitari  
Fundació Parc Taulí

Salut/

Agència de Qualitat i Avaluació  
Sanitàries de Catalunya



This project has received funding from the European Union COSME Programme under grant agreement no 857790

# Background

Joint arthroplasty has proven to be a cost-effective procedure in relieving pain, restoring function and gaining quality of life for patients diagnosed with osteoarthritis.

Standard Joint replacement are **“Commodities”**

JR Type	CSPT	SPAIN	EU
Knee	386	66.200	1.624.000
Hip	176	49.700	1.298.300
Shoulder	30	1.400	168.600
Elbow	2	200	10.700
Ankle	1	200	9.200
<b>TOTAL</b>	<b>595</b>	<b>117.900</b>	<b>3.105.800</b>

*Joint Replacements in numbers 2019*

# Current Scenario is Analogical



Option A: 32  
Option B: 34  
Option C: 36  
Option D: 38



Multiple  
choices

Sterilisation of  
all "potential"  
instruments

Long and  
suboptimal  
surgery

Post surgery  
revision

# Current Scenario is hostile to Change

- Payment per individual device purchased regardless of duration or outcome.
- The hospital assumes the complications and malfunctions of the devices (recalls, revisions, premature mechanical failure, etc...).
- No commitment from the supplier to device monitoring or reduction of hospital visits

Payment by procedure NOT  
by outcome

No risk sharing

No continuity of care

# Overall Procurement Strategy

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## Preparation



Engage internal stakeholders; determine and unpack unmet and future needs; identify demands and requirements

## Market Engagement



Communicate an accurate and credible demand early and in a convincing way to suppliers

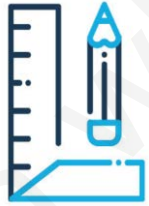
## Pro-innovation tendering



Suppliers have the opportunity to offer new solutions on an equal playing field



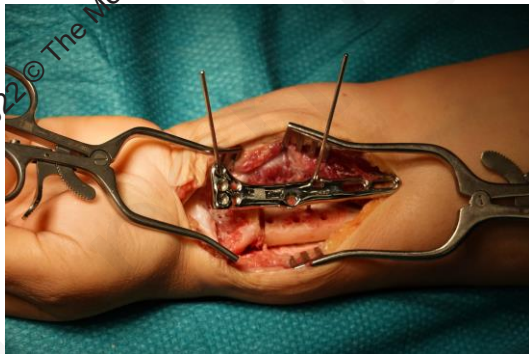
# The Need



A pre-operative precision measurement solution, incorporating whole body assessment to optimise the personalised biomechanical performance

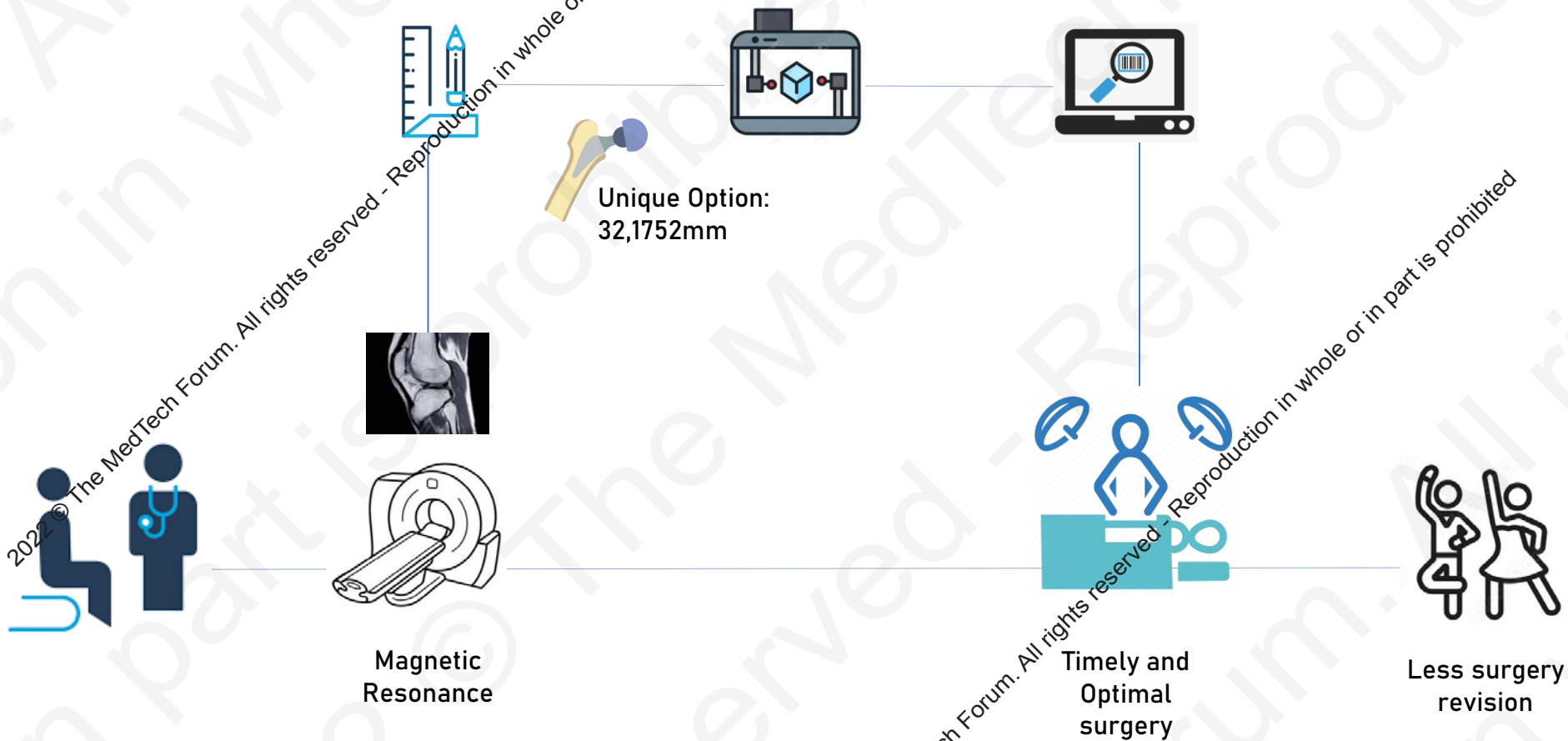


The design and on-demand manufacture of tailor-made joint replacements and patient specific instrumentation



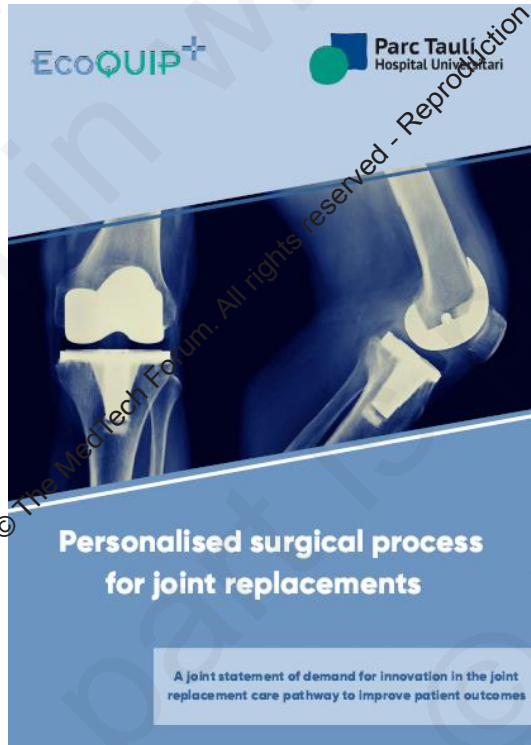
Monitoring and full traceability of both the manufacturing and surgical process.

# Desired Clinical Workflow





# Joint Statement of Demand



**biodonostia**  
health research institute

**Vall d'Hebron**

**CLÍNIC**  
**BARCELONA**  
Hospital Universitari

**SJD**  
**Sant Joan de Déu**  
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# Market Readiness Assessment



PIN  
publication

Market  
Sounding  
Prospectus

Market  
Consultation  
Workshop

1:1  
Meetings

May 2021

May 2021 –  
September 2021

November  
2021

Dec 2021  
&  
Jan 2022

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# Procurement strategy (April- August 2022)

With Market feedback, both CSPT and AQuAS are collaboratively working to define the pro-innovation tendering strategy:

- Definition of the **object of the contract**
- Definition of the **solution requirements** to be met by the economic operators
- Definition of **tender rules** and **awarding criteria**.
- The **type of procedure** to be followed
- Framing solution innovation by describing **inputs, core solution, outcomes and impact to be achieved**.
- Contract Management and Payment model through **Risk Sharing**



# Call for Tender publication (September 2022)

Once the preparatory phase is completed, **Call for Tender** will be published in English and Catalan/Spanish.

- **Contracting Platform of the Government of Catalunya**

[https://contractaciopublica.gencat.cat/ecofin\\_pscp/AppJava/perfil/CSPT](https://contractaciopublica.gencat.cat/ecofin_pscp/AppJava/perfil/CSPT)

- **Official Journal of European Union (OJEU)**

<https://ted.europa.eu/udl?uri=TED:NOTICE:276503-2021:TEXT:EN:HTML>



**Tutorial for bidders**



Secondly...



***Public Procurement of Innovative Solutions  
Rapid Detection and control system for Antimicrobial Resistance***

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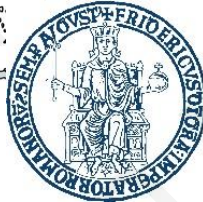
## Partners

## Buyers

1. RESAH (Lead Procurer) - France
2. Basque Health Service - Spain
3. Oncology Institute of Catalunya - Spain
4. Universidad de Nápoles Federico II Health Department- Italy

## Supporting Entities

5. AQuAS (Coord) – Spain
6. INSERM – France
7. INSME - Italy
8. JERA- UK
9. BD-HRI- Spain



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## The Problem

### Antimicrobial Resistance (AMR)

Multidrug-resistant organisms (MDROs)  
**25,000 deaths** per year in EU and 700,000 globally

More deaths than cancer by **2050**

High economic burden: **1.5 billion** euros annually in healthcare costs and productivity losses in EU

The ways we treat illnesses now will endanger our health in the future

## The need

To respond Joint Action on Antimicrobial Resistance (EU-JAMRAI) and EU Action plan (2017-2020):

Improve early detection systems to ensure **quality care process**

Screen drug-resistance and virulence to improve **treatment effectiveness**

**Reduce** both healthcare and governmental **costs**

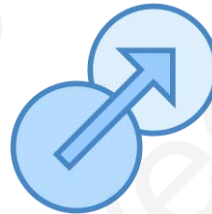
Report and rapid communication system to **increase system resilience**

# RaDAR-PPI as a follow up of ANTI-SUPERBUGS PCP



The ANTI-SUPERBUGS Pre-Commercial Procurement (PCP) buyers group challenged the market to develop **novel medical technologies that will:**

- Rapid detect the presence of MDROs in the hospital premises.
- reduce the community and social care impact of Hospital-Acquired Infections.
- Improve the appropriateness of antibiotics usage.



- ✓ Extend and leverage from the outcomes of ANTI-SUPERBUGS PCP
- ✓ New research and development arising from the pandemic crisis caused by Covid-19
- ✓ New procurement organisations' specific needs
- ✓ Develop new reimbursement models

# Value-based Cross-Border Collaborative Procurement



Common Preparatory phase

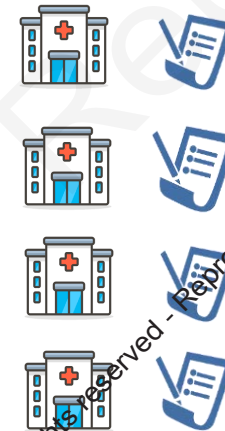


Clinical demand definition

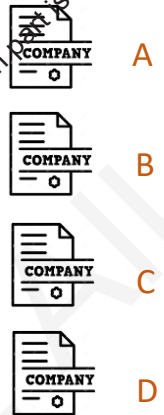


Common + Local  
Market Readiness Assessment

Individual  
tendering per  
locality



Coordinated  
contract execution



## Tentative Calendar in RaDAR-PPI



Common Preparatory phase

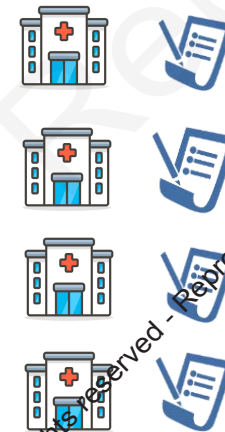


January – August 2022



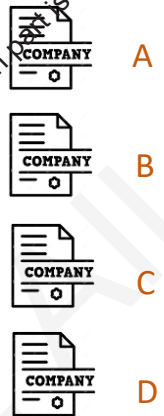
September 2022 –  
April 2023

Individual  
tendering per  
locality



October 2023

Coordinated  
contract execution



April 2024 –  
December 2025



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