

***“The best kept secret of Procurement in healthcare*”**

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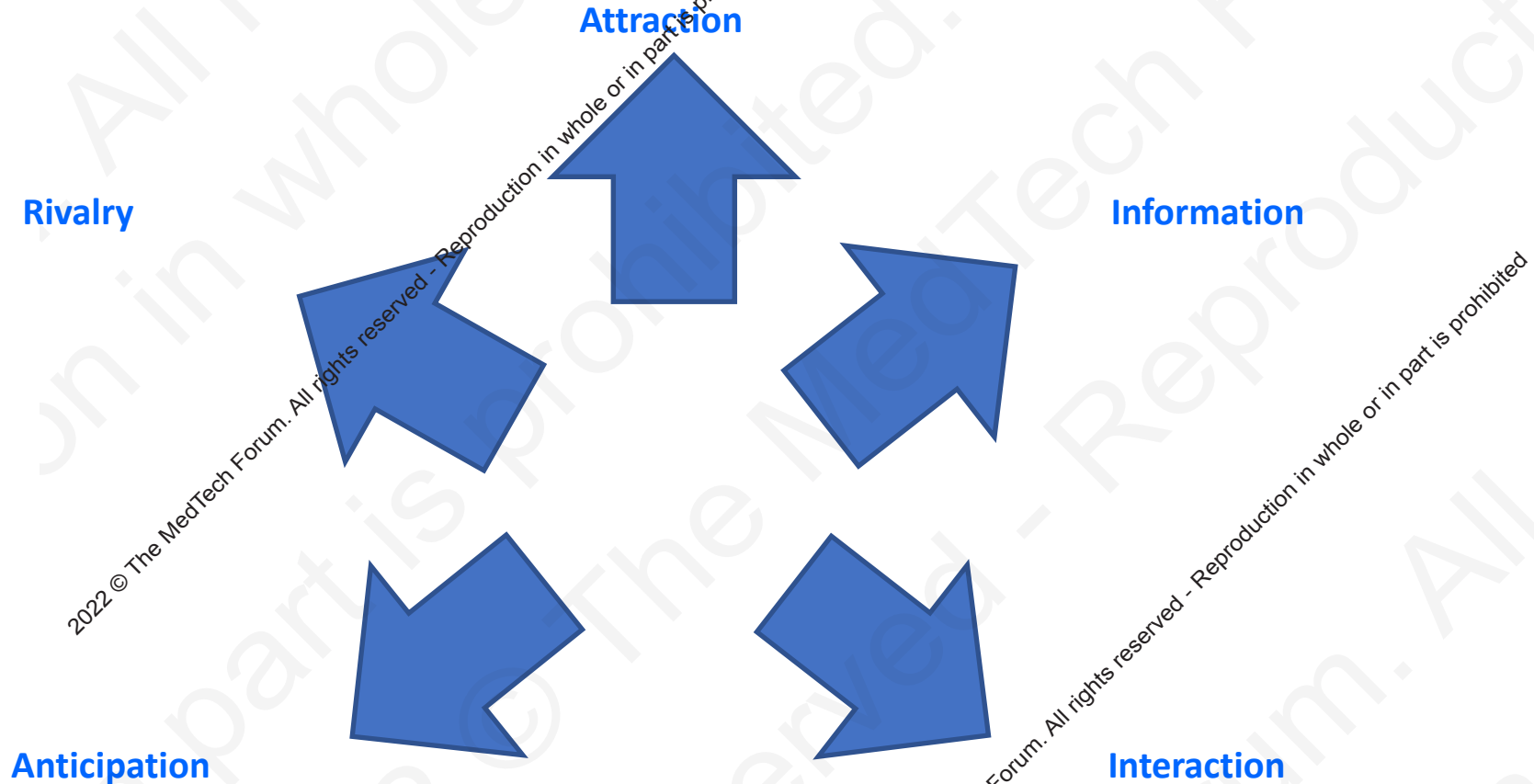
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Take home messages

- Facing new dialectics: From product&price&evidence to needs & solution&value
- Never before so much innovation in the funnel, never before so little money for adopting innovation
- If we want different results we have to try different approaches (no reasons and excuses for trying different approaches). From “nice to do” to “need to have”
- Seven keywords: strategy, innovation, patient, analytics, data liquidity, evaluation, reimbursement

The “physical” forces of innovation



Expanding Healthcare innovation ecosystem. Making sustainable...

New Knowledge

New Agents

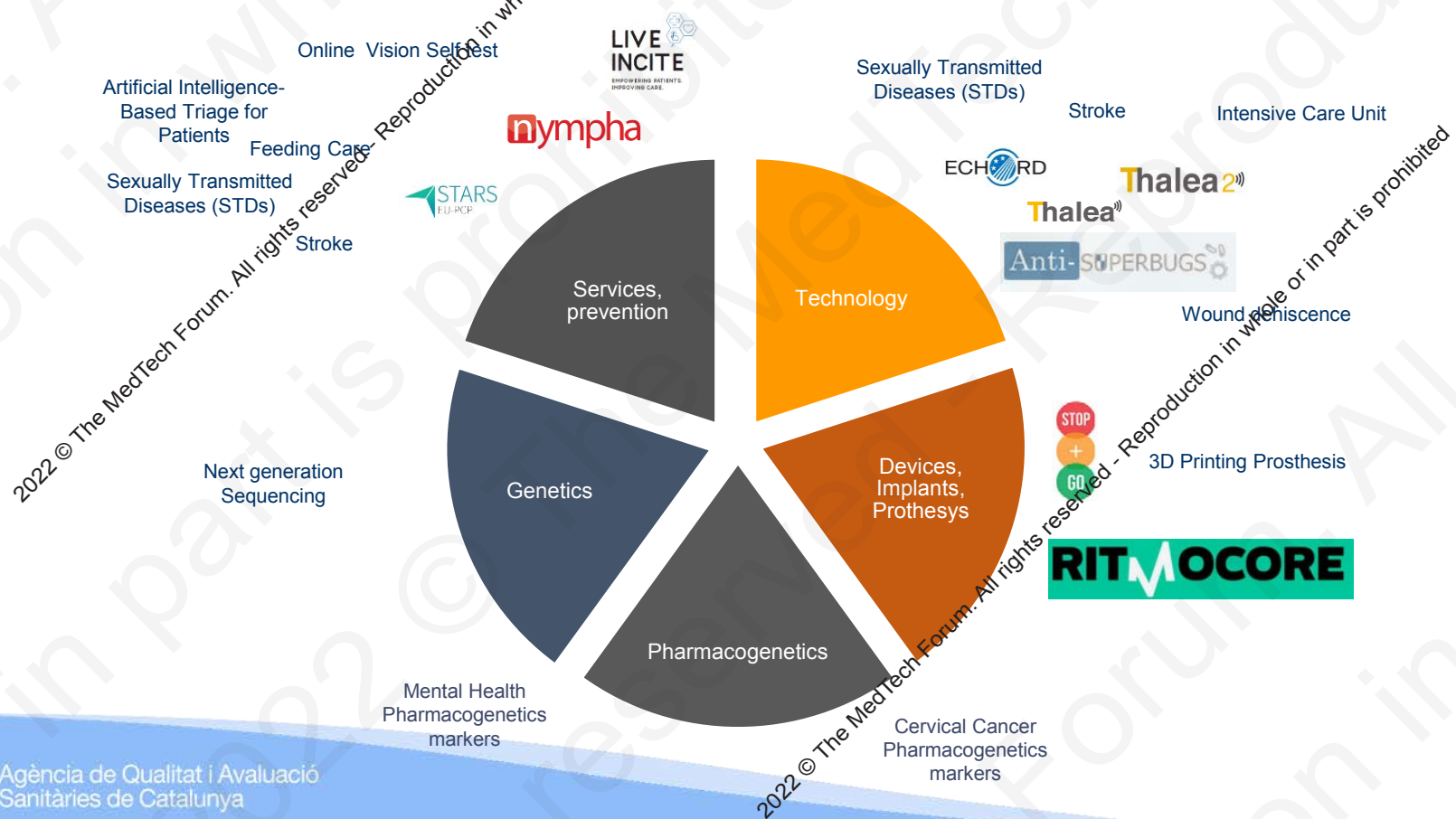
New Business models

New dissemination
models

New tools for funding

Priorities & Instruments & Pipeline

Pre-commercial Procurement, Procurement of Innovation, Value Based Procurement

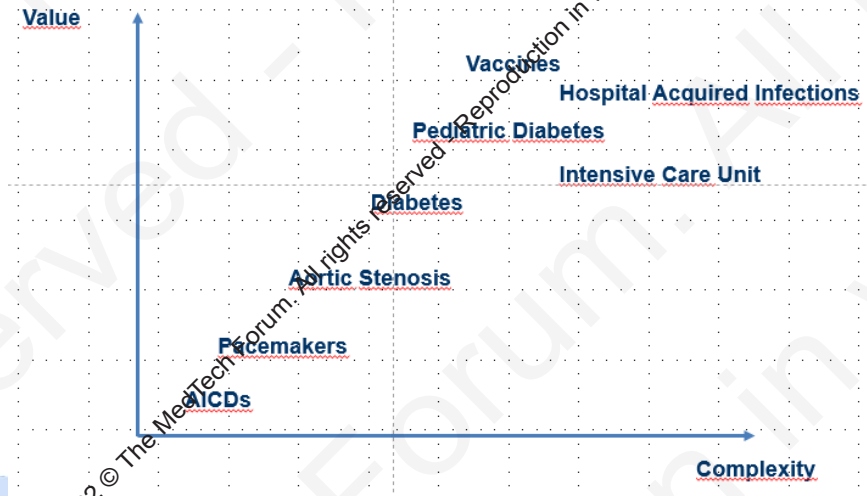
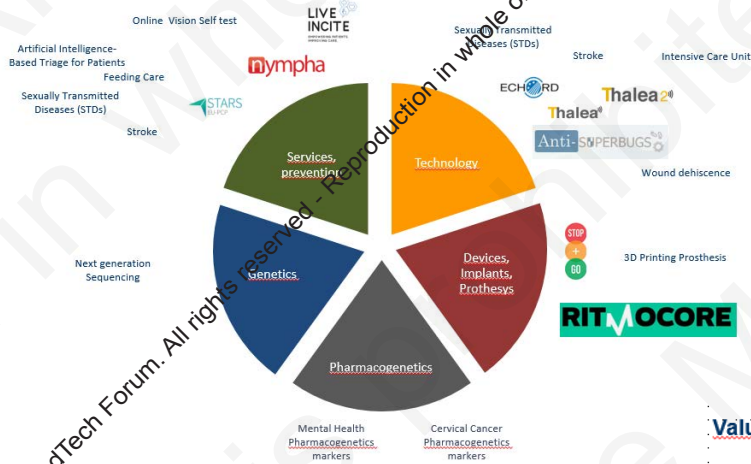


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Priorities & Instruments & Pipeline

Pre-commercial Procurement, Procurement of Innovation, Value Based Procurement



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A strategic story ... some key building blocks

Sant Pau - AICD

- Single Hospital
- 3% Outcome Based Payment
 - (18 indicators)
- Remote care and remote support center,
- Stock management,
- Technical support
- Training activities
- Complications management (extraction)
- 12 M€ contract

Bitmcore -Pacemakers

- Cross – border Join Procurement (4 Hosp Cat-UK)
- 10% Outcome Based Payment
- Care continuum
- Remote care and remote support center,
- Stock management,
- Technical support,
- Training activities
- Complications management (extraction)
- 20M€ contract

Aortic Stenosis

- Single Hospital
- Aortic Stenosis:
 - TAVI
 - Open Surgery,
 - Pharma Treatment
- NA % Outcome Based Payment
- Metrics (Survival rate 1month, 1 year, 3 years, Adverse events,..)
- No remote monitoring. . Ex-ante services:
 - Patient Pre-habilitation,
 - 3D Simulation Services
 - Algorithmia for candidate patient

Other examples

STROKE

Hospital Admission

OneStepIctus



Hospital Discharge

Strack



6 month



Programa d'Oncologia de Precisió en el sistema sanitari públic de Catalunya



Oncology

HAI (Hospital Acquired Infections) control - Anti-SUPERBugs PCP

The occurrence of multidrug resistant infection is a major concern in patients. However, one of the key challenges of using this treatment regime is that laboratory culture analysis, which is central to antibiotic selection, requires at least two days to produce results. The delay in targeted treatment results in greater patient distress, poorer outcomes, higher overall cost, and dilution of antibiotic effectiveness as bacteria continue to adapt.

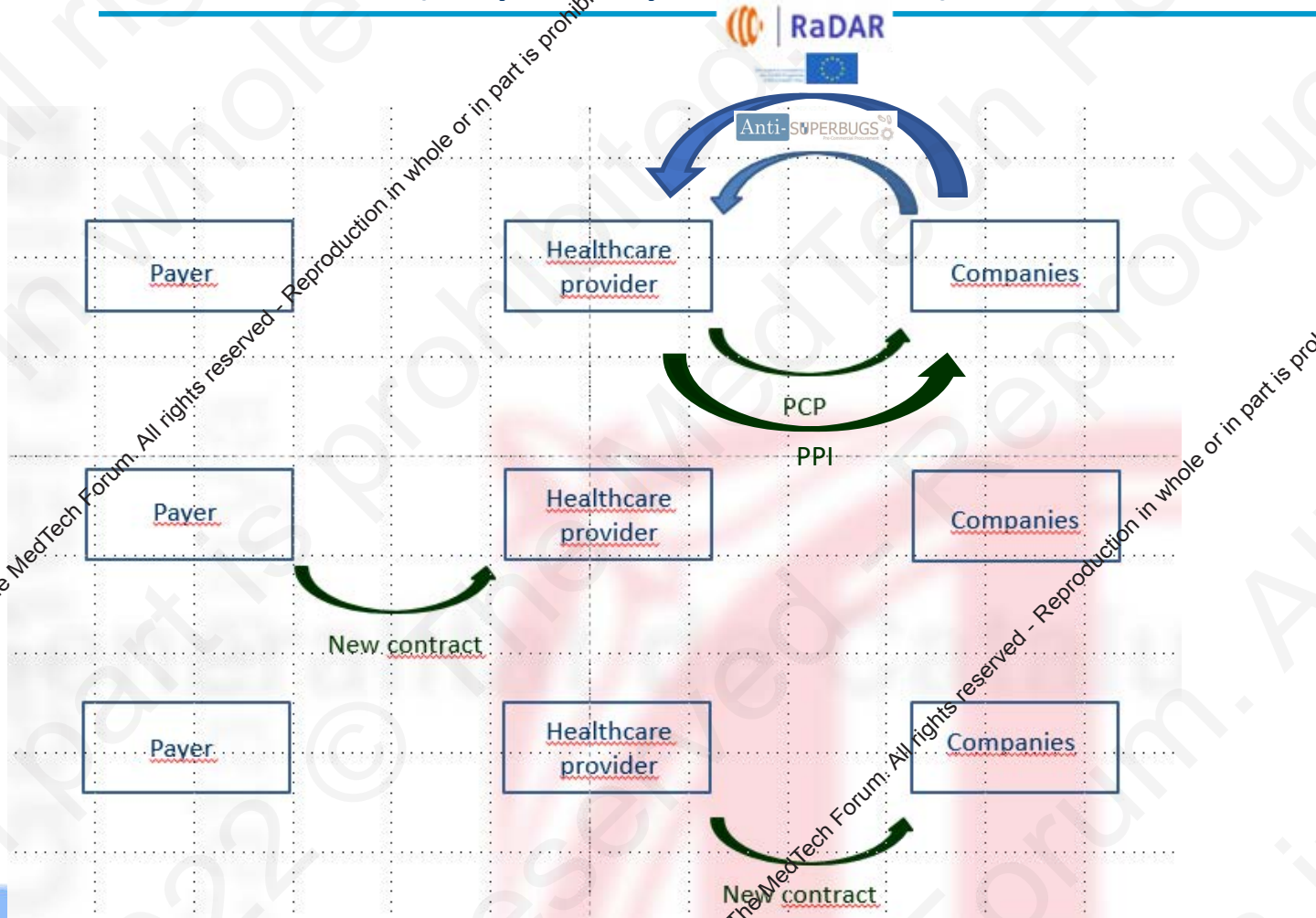
Anti-SUPERBugs PCP main objective is to support and finance private R&D activities in the field of advanced IIT solutions, aimed at detecting micro-organisms that may determine the incurrence of hospital acquired infections and control the diffusion of infections within healthcare providers facilities. This will both address the needs of healthcare providers in increasing HAIs (Hospital Acquired Infections) control and contribute in the development of a new stream of products in the life science and medical device industries.



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 688878



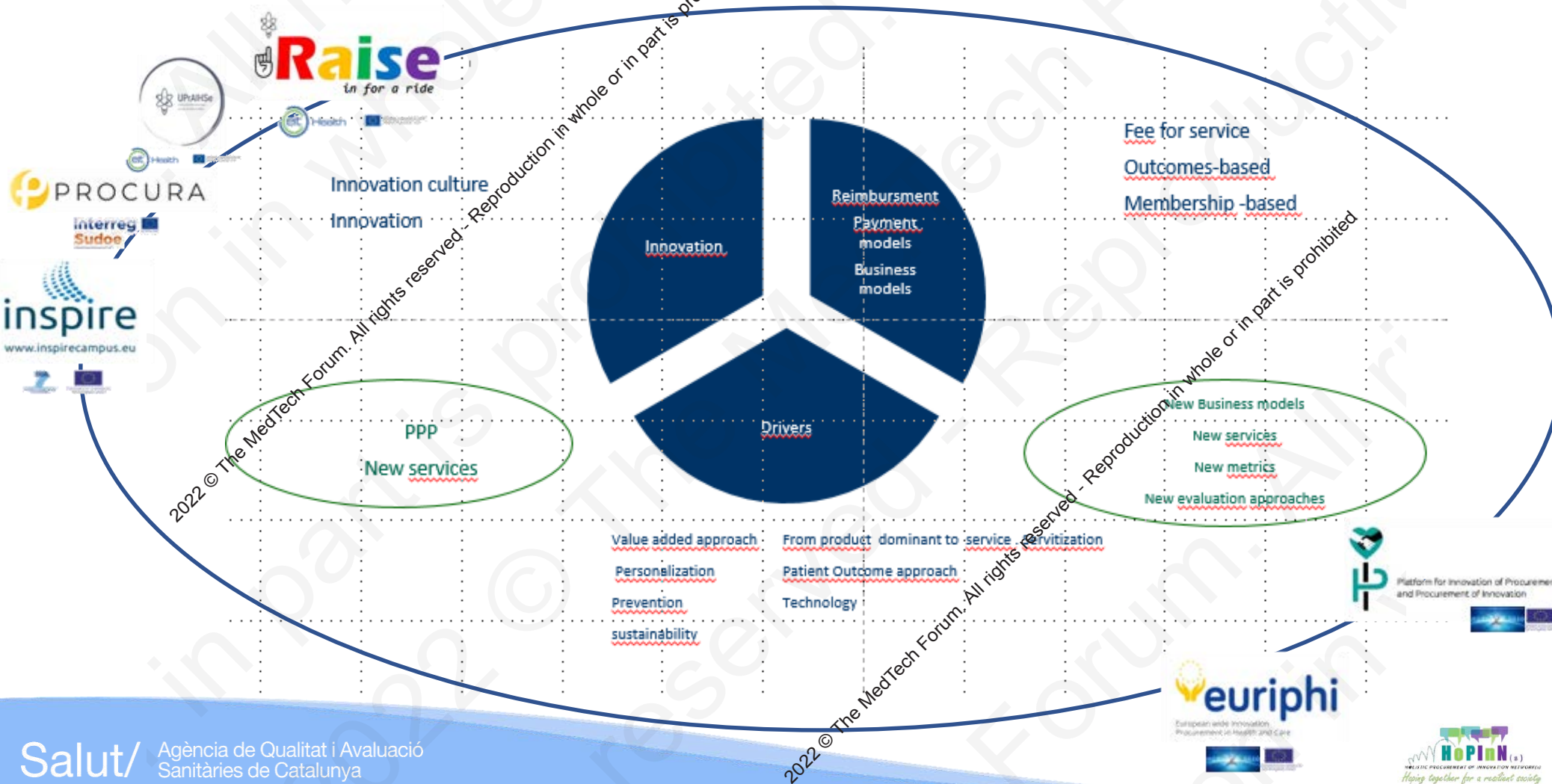
HAI (Hospital Acquired Infections) control



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Disruption, changes, new business models,...



Learnings from Cross-Border Procurement Project. Nothing is what it seems to be

- Strategy
- Right and common definition of needs
- Level of ambition
- Legal frameworks (EU Directive but....)
- Stakeholders Management Approach. Management of the business environment, relationships and the promotion of shared interests
- Health system organizational structure and culture on integration of health services
- Length of projects, contracts,....
- Reimbursement Plans

Learnings from Cross-Border Procurement Project. Nothing is what it seems to be

- Co-creation process requiring a Cultural Change.
- Top-down engagement
- Provider – Procurer interaction
- Multidimensional procurement Team
- Functional analysis of Needs
- Develop outcome-based service specifications : identification of key performance indicators (KPIs) for innovative service is difficult
- Evaluating impact requires a long term plan with assessment at different stages:
 - Ex-ante (previous)
 - During deployment (pay on results)
 - Post (after implementation)

COVID-19: Some lessons learned

- Planning for procurement in a crisis lays the foundations for an effective response
 - Poor procurement, poor value : Public-private partnerships cannot deliver the best value if the service the private sector is tasked to deliver is poorly functioning or designed.
 - Better-laid plans : urgent procurement should not mean rushed procurement
- Vaccines
 - What would the procurement of vaccines have been like using a value based scheme?
- Government needs to be able to leverage all of the resources at its disposal, not just those closest to hand;
 - Coordinating resources . To understand the full extent of what is on offer from the private sector can be critical in mounting an effective response
- Transparent decision making is more important than ever when 'urgent' procurement becomes necessary.

“Everything will be all right in the end and if it's not all right, then it's not yet the end “

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