

# The way forward (is) together

**Serge Bernasconi**

**CEO MedTech Europe**



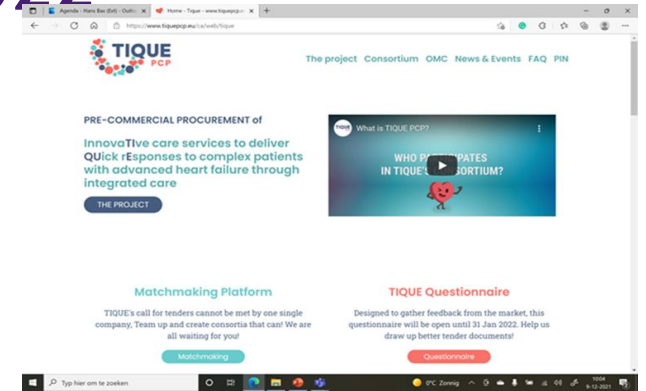
# We started our Value-Based Procurement journey in 2015



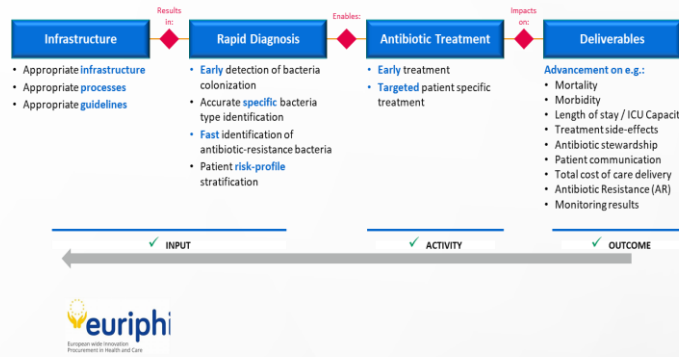
# Promising VBP projects across Europe - 2021/2022

## VBP projects across Europe

- United Kingdom**
  - Anticoagulation Point of Care solution
  - Enhanced recovery for hip fractures
  - Integrated care pathway—Musculoskeletal patients
  - Care service—MH/LD
  - Cataract surgery
- Ireland**
  - Radiology equipment
- Hungary**
  - Haemodialysis equipment
  - Infusion technology
  - Remote patient monitoring in electrophysiology procedures
  - Osteosynthesis implants/accessories
  - Connected hospital bed services
  - Cataract surgery pathway
- France**
  - Colorectal and bariatric surgery
  - Perioperative hypothermia prevention
  - Surgical gloves
- Spain**
  - TAVI
  - Underpads & diapers
  - Ritmocore (PM & home monitoring)
  - Integrated care technology—several disease pathways



## Rapid Diagnosis on Ventilator Associated Pneumonia



### Knee implants Value Based Agreement - Region of Southern Denmark

**Context & objective**

Region of Southern Denmark: patient-centered improvement model with focus on data driven innovation, patient-experienced outcomes & streamlining. Knee replacement is a strategic service

**Contract renewal** (8 yrs) required for primary knee replacement implants at Vejle Hospital. Objective to improve patient outcomes

**Clinical and administrative ownership** within hospital & involvement of clinical staff

**Tender**

Individual dialogue meetings with suppliers adjusted and shaped the patient outputs, development, risk sharing & payment parameters

**Consultation** of draft tender documents with written responses from suppliers further sharpened risk sharing and payment parameters

**Open tender** completed in early 2018 **stryker**

**Value-based agreement objective**

Mitigate risk of new knee implants not delivering value in line with the current patient outcomes

**VBA-elements**

- Outcome**
  - Length of stay
  - Number of readmissions
  - Revision rate within 2 years
  - Overall patient satisfaction
  - Functional outcome
- Target value** baseline defined based on current outcomes
- Metrics being monitored**
  - Number of primary procedures
  - Patient hospitalization time
  - Number of readmissions
  - Number of revision procedures
  - Patient satisfaction (PROM)
  - Functional lift (PROM)
- Cohort of patients defined** All patients undergoing primary knee replacement surgery at Vejle Hospital

**Financial specifications**

- Prices adjusted based on actual performance (+/- 1% for following year)
- Free knee revision implants to treat patients exceeding the maximum target value or the supplier's promised better revision percentage

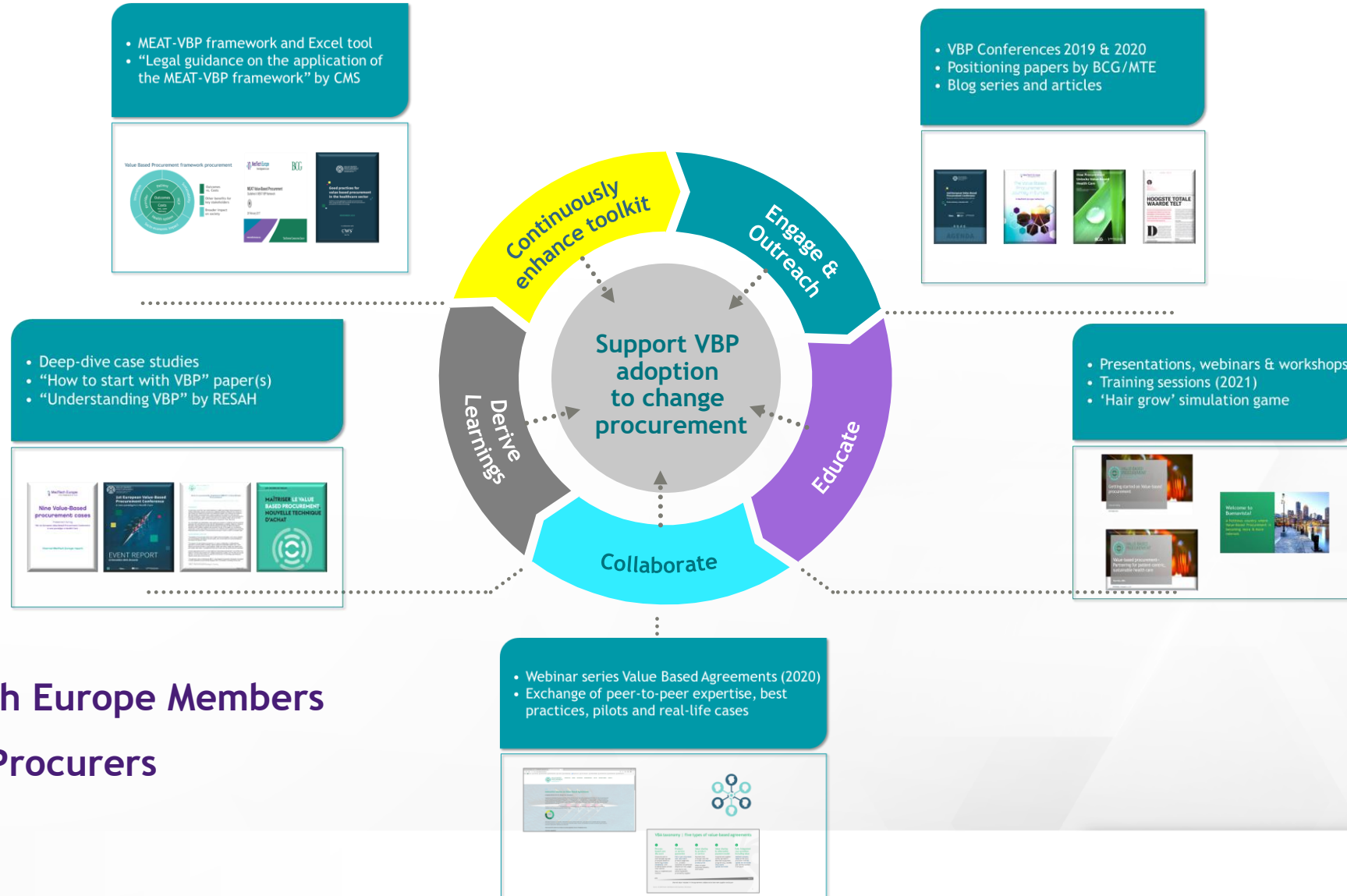
**Key success factors**

- Start market dialogue well in advance
- Well-planned clinical implementation involving all relevant clinical staff
- Metrics based on existing data delivered to national clinical patient databases

Clinical patient outcome in 2018	Total knee replacement	
	2018	2019
Average patient hospitalization time (in hours)	35.0	40.0
Average patient revision rate within 30 days after discharge	3.0%	3.4%
Average patient revision rate after 1 postoperative year	3.7%	3.4%
Average patient revision rate after 2 postoperative year	4.2%	3.4%
Average patient revision rate after 3 postoperative year	4.7%	3.4%
Patient reported total outcome 1 year after surgery	45%	46%
Confidence in vendor reported total outcome 1 year after surgery	45%	38%
Very satisfied reported functional PR 1 year after surgery	45%	46%
Confidence in vendor reported functional PR 1 year after surgery	45%	38%



# VBP Community of Practice - MedTech Europe's commitment



29 MedTech Europe Members

27 Public Procurers