



2nd European Value-Based Procurement Conference

Partners for resilient and high-quality health care

Online conference, 1 December 2020

Supporting partners



AGENDA

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On-line conference, 1 December 2020

Organised by the Value-Based Procurement Community of Practice and supported by EHPPA, EUREGHA, and MedTech Europe, the 2nd European Value-Based Procurement conference aims at bringing together European stakeholders to discuss the shift to a value-based approach that will put patient benefits at the centre of purchasing decisions.

In 2019, more than 250 participants from leading organisations, representing a diverse ecosystem of healthcare actors, attended the 1st European Value-Based Procurement Conference.

8.30 – 9.30 E-coffee & meet the participants

9.30 – 10.00 Opening of the conference & Setting the scene for the day

The conference partners EHPPA, EUREGHA and MedTech Europe will share their views on the importance of incorporating 'value' in decision-making as well as procurement in order to improve health care delivery.

Participants:

- Nick Batey, President at EUREGHA/ International healthcare, Welsh Government
- Mario Comba, Chair European Health Public Procurement Alliance (EHPPA)
- Serge Bernasconi, Chief Executive Officer, MedTech Europe

Introduced by the conference host: Ingmar de Gooijer

10.00 – 10.30 Keynote

The keynote will highlight how healthcare and finance policies, such as the G20 Healthcare Initiative, foster a transfer to value-based healthcare.

- Dr Rifat Atun, Professor of Global Health Systems, Harvard University

10.30 – 11.20 How value-based innovation procurement and value-based agreements innovate healthcare delivery

The panel session will bring forward the pioneering work done across the EU on how value-based innovation procurement and value-based agreements innovate healthcare delivery on a local, regional and European levels.

Participants:

- Laurent Storme, Associate Director, Med Tech Commercial, Boston Consulting Group
- Lars Dahl Allerup, New Business Development Manager at Corporate Procurement, Capital Region Denmark and founder of Rethink Value

11.20 – 11.45 Q&A with the panellists



11.45 – 12.30 **Transition from transactional relationships towards value-based partnerships**

The panel session will bring forward how to improve patient outcome and manage total cost of care delivery by fostering dialogue and engaging into value-based partnerships between health care providers and suppliers.

Participants:

- Kjetil Istad, Managing Director Sykehusinnkjop HF & Vice-president in charge of Value-Based Procurement for EHPPA
- Virginie Dor, Partner CMS DeBacker
- Rodolphe Eurin, CEO, La Tour Hospital
- Dr. Meinrad Lugan, Member of the Board B.Braun SE; Chairman of the Board of (German Medical Technology Association) BVMed

12.30 – 13.00 **Q&A with the panellists**

13.00 – 14.15 **Lunch break**

During the lunch break the participants will have the opportunity to visit the poster presentations in dedicated break-out rooms (more details below).

Value-Based Procurement in practice; poster presentations

From **13.15 to 14.15**, the participants will have the opportunity to have an active conversation with 2 early adopters engaged in value-based procurement projects.

Poster topics currently confirmed:

Knee implants and value-based agreements (Denmark)

- Karsten Kirkegaard, Senior Category Manager Region Syddanmark

Ritmocore; integrated management of patients (Spain)

- Sofía Moreno Pérez (Procurement Coordinator, RITMOCORE project)

Cyclotron innovation procurement (Denmark)

- Louise Brink-Thomsen, Project Manager, Procurement Development and Strategic Partnerships at The Capital Region of Denmark

Haemodialysis full-service equipment (Netherlands)

- Hans Bax, Senior Consultant on VBP to MedTech Europe

Current state-of-play of VBP in the NHS (UK)

- Brian Mangan, Value Based Procurement Project Lead, NHS Supply Chain

Cochlear implants applying the Willingness to Pay approach (Norway)

- Per-Marthin Karlsen, project leader, Sykehusinnkjop

Infusion pump systems (Netherlands)

- Maurice Janssen, Clinical Physicist, Zuyderland Medisch Centrum

Atrial Fibrillation; creating outcome-based value (Switzerland)

- Roman Iselin, Country Lead Medical Devices Switzerland, Johnson & Johnson





14.15 – 15.00 Journey of Change

The final session will bring forward the current state of play on value-based innovation procurement and discuss how the Value-Based Procurement Community of Practice (VBP CoP) supports the change of procurement practice.

Participants:

- Goetz Gerecke, Managing Director and Senior Partner, Boston Consulting Group
- Hans Bax, Senior advisor VBP

15.00 Closing remarks

