

Introducing innovation into the Healthcare system: the experience in Lombardy

Marco Pantera

Elisa Rita D'Autilia



Procurement Framework

Challenges & Goals

Innovative supplies bring:

- **Higher costs** compared to the traditional ones;
- **Non-fungible technical features** that ensure higher quality but **not competition**.
- **Related risk** for the Healthcare System (HCS)
(costs, effectiveness)



Challenge

Bring innovation to the healthcare system



Creation of a competition field

The tender must target **“standard” quality features** without a specific innovation proposal.

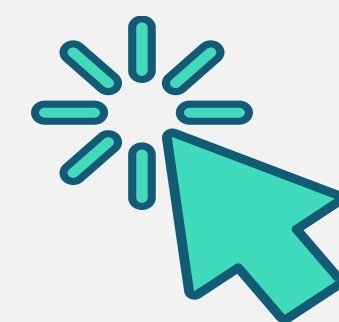
The *starting bid* must be commensurate with the **“standard” quality features**.



How to pay Innovation

The *starting bid* is not suitable for innovative products.

The tender must include the payment of an **additional fee** only in the case of **achieved value** results.



How to measure value

The proposal evaluation must consider the value saved in the **whole proposal’s life cycle**.

The achieved value must be measurable through the metrics and **structured data** available for HCS.

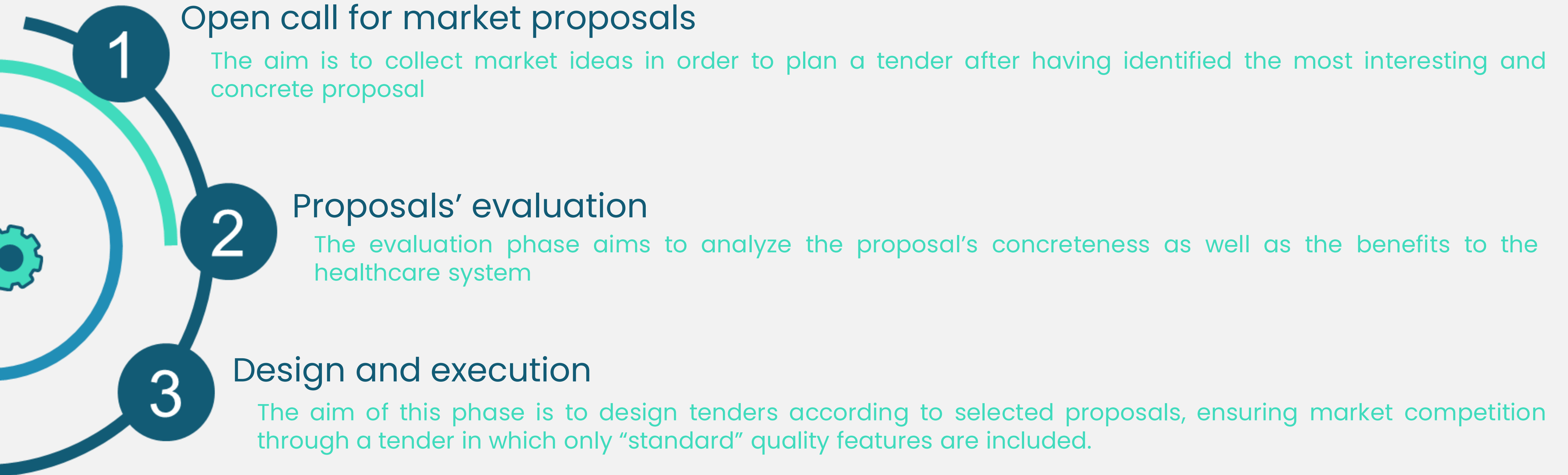
In other words, metrics should be capable of **translating the value** brought by proposal **into numbers** – at first in economic value.

HTA is a support in order to bring innovation to the system



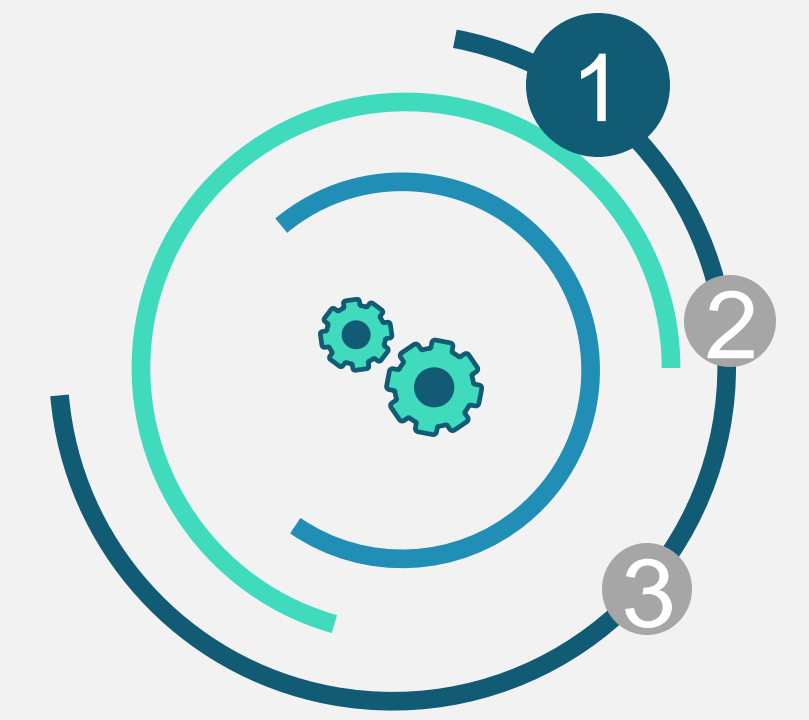
+ Framework Phases

Pills on the necessary steps





Phase 1: Open call for market proposals



The aim is to collect market ideas in order to plan a tender after having identified the most interesting and concrete proposal

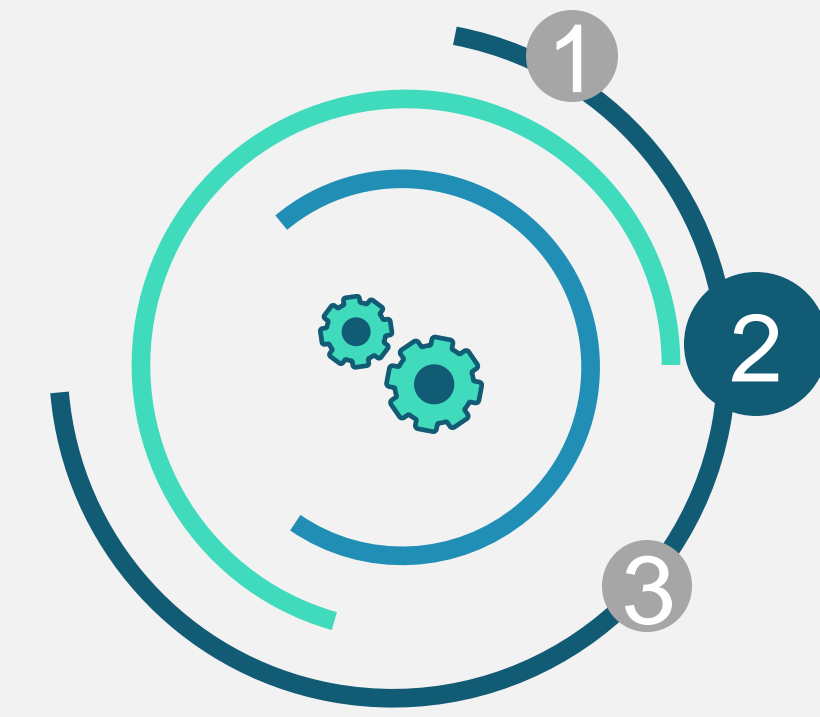
ARIA S.p.A. has already organized market meetings:

- To explain the methodology in high level in order to let the market know our **goal and the opportunity** for them to introduce innovation to the system;
- Market share with us some of **innovative proposals** with their **value** and **metrics**

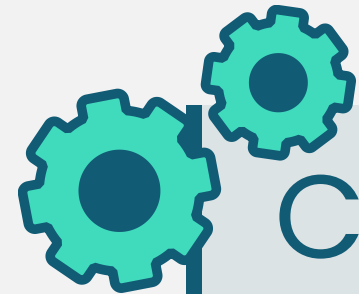
Product	Value	Metrics
TAVI (Transcatheter Aortic Valve Implantation)	<ul style="list-style-type: none"> • Extra equipment • Advantages of post-intervention patient care 	<ul style="list-style-type: none"> • Reduction in associated additional surgical interventions • Simpler management of the implant procedure
IOL (Intra Ocular Lens)	Recovery of the <i>visus</i> after cataracts (monofocal lens – for distance and intermediate vision)	<ul style="list-style-type: none"> • Intermediate <i>visus</i> verified (in addition to distance) • reduction in the number of follow-up for visus assessment • Reduction in the number of prescription for glasses



Phase 2: Proposals' evaluation



The evaluation phase aims to analyze the proposal's concreteness as well as the benefits to the healthcare system

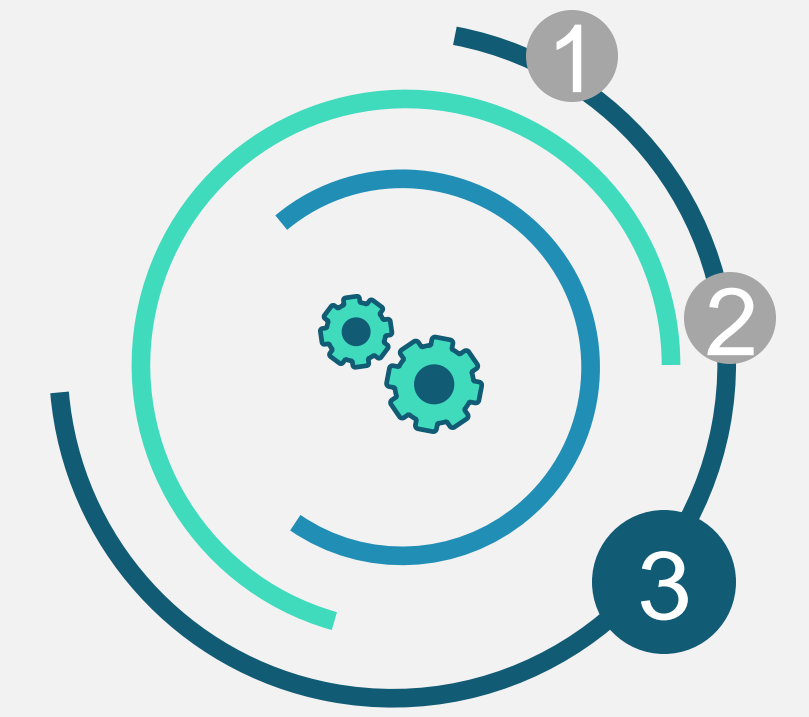


Concreteness:

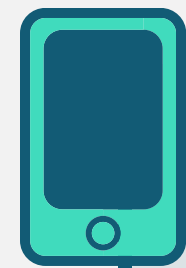
- **Value** in terms of **savings** for the **Healthcare System**;
- The **data** measuring the value must be **available** without burdening the operators' operations;
- **Clinicians** should be able to operate **without additional burdens**.

Product	Assessed
TAVI (Transcatheter Aortic Valve Implantation)	<ul style="list-style-type: none"> • Not-significant in the sense of measurable value
IOL (Intra Ocular Lens)	Significant for: <ul style="list-style-type: none"> • immediacy of the result: <i>visus</i> achieved • associated available data: decrease of n° follow up

+ Phase 3: design and execution



The aim of this phase is to design tenders according to selected proposals, ensuring market competition through a tender in which only “standard” quality features are included.



Design:

- The tender must ensure **market competition** as well as **quality** requested by users;
- **Ensure payment** of the **value**, if **achieved**.



Execution:

- Implement **monitoring mechanisms** to ensure the application of what is stipulated in the tenders.

Product	Criteria to pay value
IOL (Intra Ocular Lens) tender	Delta between Monofocal and Monofocal enhanced price



+ Future scenarios

Fix a new market **“Open call”** in order to widen product categories

Monitor the progress of the **established path**

Adopt the framework as a formal, structured and systematic approach in the **procurement process**





Procure 4Health

www.procure4health.eu



*This project has received funding from the European Union. GA 101057209.
This document reflects the author's view and the Commission is not
responsible for any use it may have or the information it contains.*

