

# A Procurement Paradigm Shift for Healthier Futures

**Hans Bax -  
VBP Community of Practice**



# Healthcare systems across the world face major challenges

- **Increased demand** because of ageing populations and chronic diseases
- **Nursing staff** workload and shortage
- **Waiting times for care**
- **Increased costs** of (external) resources
- Healthcare providers performing activities adding **little or no value** to patients
- **Patient outcomes vary** between hospitals
- **Supply chain disruptions, sustainability demands** .....

# What drives healthcare and patient outcomes ?

## 1. Patient/population

What *patient characteristics* might influence outcomes?

- Gender
- Age
- Education
- ...

## 3. HC system

What is the *provider context* in which care is delivered?

- Size of provider
- Focus of provider
- Teaching hospital
- Discharges per capita
- ...

## 2. Co-morbidities

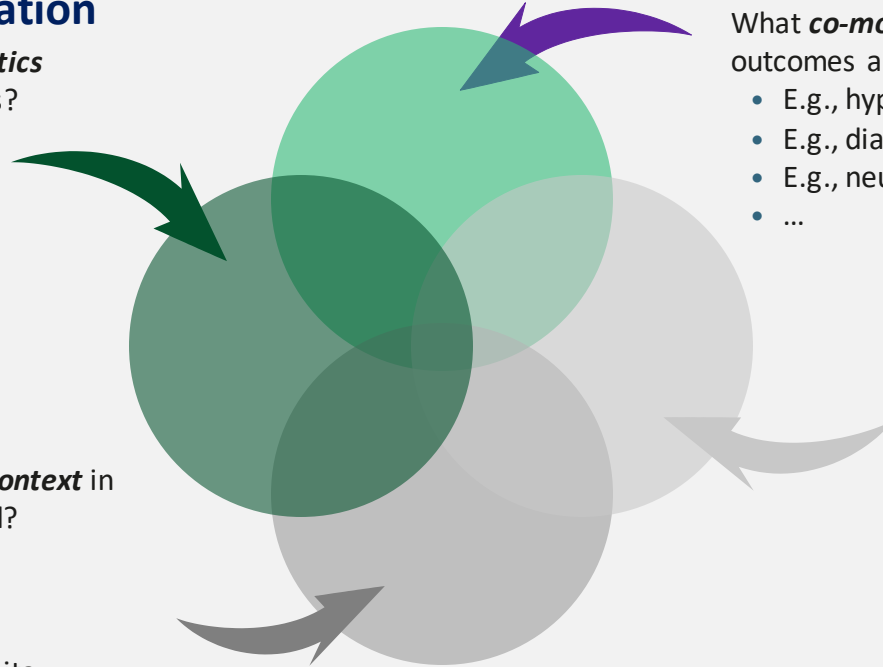
What *co-morbidities* might drive outcomes and cost of care?

- E.g., hypertension
- E.g., diabetes
- E.g., neurological disorder
- ...

## 4. Care practice

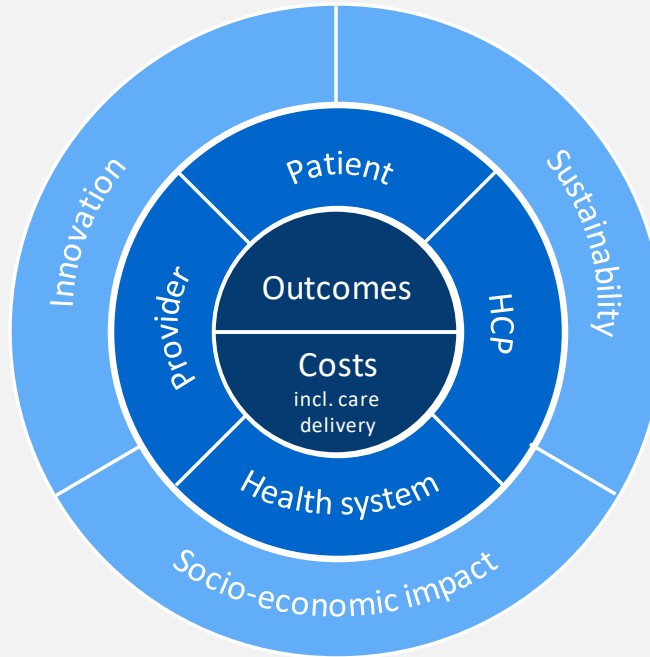
What care *practice variation* between physicians and hospitals?

- Individual skills and experience
- Medical training
- **Medical technologies used**



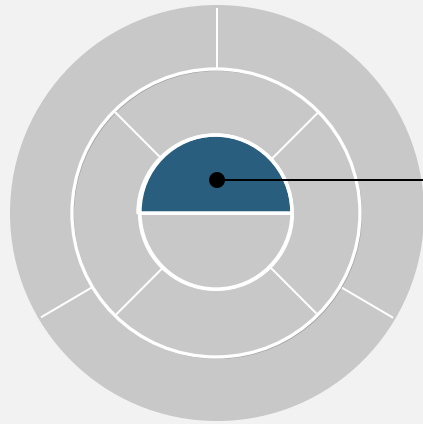
# Value-Based Procurement

- define the impact to make



- Outcomes vs. Costs
- Other benefits for key stakeholders
- Broader impact on society

# Define the impact on patient outcomes



Tier 1-3 outcomes

Tier 1  
Outcomes

- **Patient survival rate**
  - Mortality rate
- **Degree of health achieved**
  - Quality of life (psychical, emotional and social)
  - Functionality to perform activities/maintain independence
  - Morbidity incidence or severity of complications

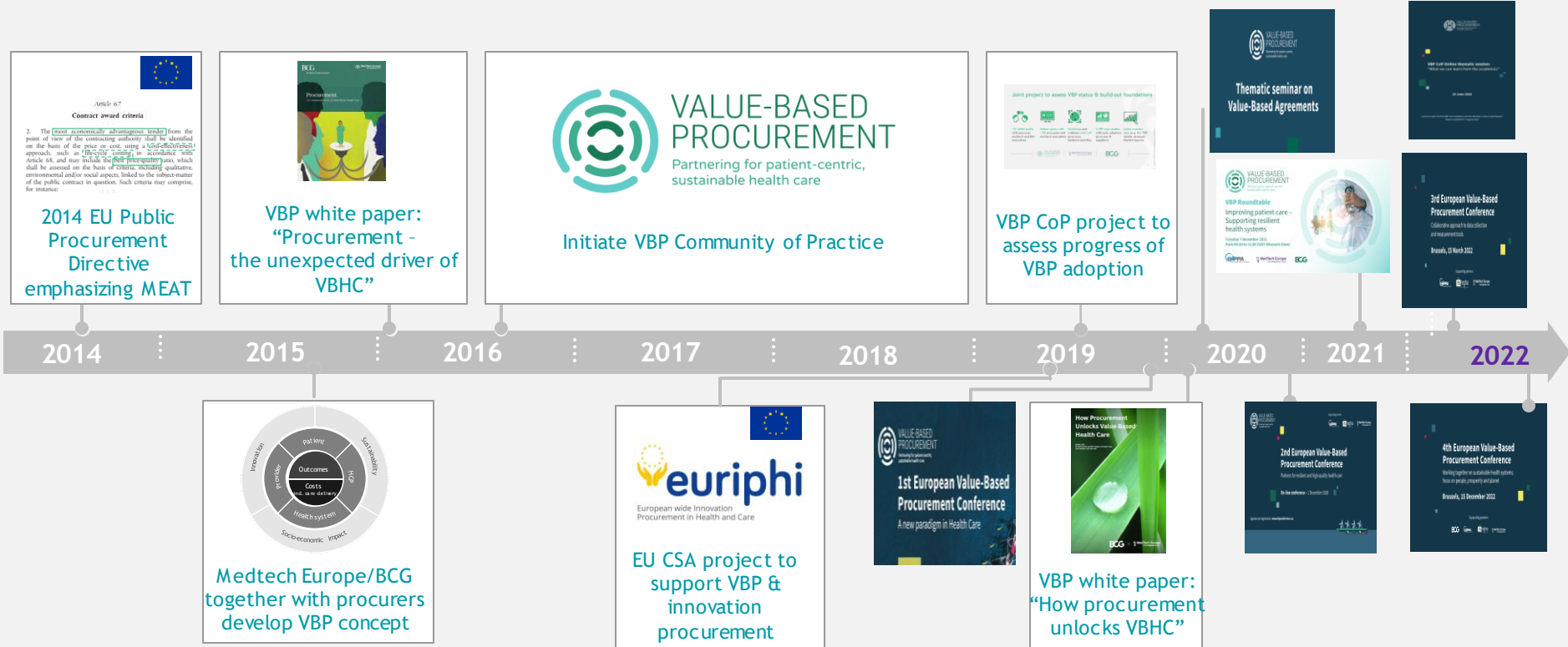
Tier 2  
Outcomes

- **Time to recovery and return to normal activities:**
  - Early and/or speed of diagnosis
  - Cycle times
  - Recovery- and/or rehabilitation time after surgery
  - Hospital length of stay
- **Disutility of the care or treatment process:**
  - Treatment complications
  - Wound infections
  - Hospital-associated infections

Tier 3  
Outcomes

- **Sustained health/recovery and recurrences:**
  - Re-surgery rates
  - In-house re-consultations
  - Re-admissions
- **Long-term consequences of treatment**
  - Treatment side-effects
  - Revision surgery

# To support this paradigm shift, we started our VBP journey in 2015



# VBP Community of Practice (www.vbpcommunity.eu)

- Creating Awareness and Exchange of knowledge & experiences
- Annual VBP Conference, thematic webinars & external speaking opportunities
- Guidances, VBP Framework, White papers etc.

