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## What is EURIPHI – the EUROpean-wide Innovation Procurement in Health Innovation Project?

The [EURIPHI](#) H2020 project - a Coordination and Support Action<sup>1</sup> - aims to develop tools, build a network and foster cooperation to address common unmet needs and shortcomings in the current health and social care delivery. The means to do so is by implementing *innovation* and *innovative solutions* through EU [innovation procurement](#) tools as PPI (Public Procurement of Innovation) and PCP (Pre-Commercial Procurement).

The EURIPHI H2020 project is actively contributing to the development of a shared common vision across Public Procurement Organisations (PPOs) and health-, and social care providers by ensuring the uptake of a novel approach - Most Economically Advantageous Tendering Value Based Procurement<sup>2</sup> (MEAT VBP) - for innovative solutions in European cross-border cooperation. Innovative solutions will be identified in the fields of integrated care (IC) as well as rapid diagnostic (RD) tools for infectious disease.

The EURIPHI H2020 project consortium is engaged in the creation of the **EURIPHI Value Based Procurement Community of Practice** (EURIPHI VBP CoP), paving the way to cooperation and building awareness of new methods towards value-based innovation procurement.

## What is the EURIPHI Value Based Procurement Community of Practice?

*A Community of public procurers, representatives of purchasing organisations and providers in health and social care interested in sharing experiences, learnings, good practices and use cases on Value Based Procurement.*

*How?*

- By applying a value-based approach to the procurement of innovation and innovative solutions.
- By participating in a learning process to implement value-based PPI and PCP and exploring opportunities to engage in future calls.
- By engaging with an ecosystem of professionals with a strong focus on EU innovation procurement (PPI and PCP) as a tool to respond to health and social care challenges.

Members of the EURIPHI VBP CoP are **individuals**, representatives of procurement organisations.

Members of the EURIPHI VBP CoP must show a **high level of engagement to VBP** and a **drive to change current procurement practice towards a value-based innovation procurement approach**.

In the EURIPHI VBP CoP, members have a **strong intent to use the MEAT VBP** or are conducting / having conducted a **VBP pilot / project**

Stakeholders in the groups listed below, can apply to become members of the EURIPHI VBP CoP:

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<sup>1</sup>For more information on Coordination and Supportive Actions, please, click on the following [link](#).

<sup>2</sup> As defined by the [EU Public Procurement Directive 2014/24/EU of the European Parliament and of the Council of 26 February 2014 on public procurement](#).

- EURIPHI consortium partners, including national and regional public procurement organisations and hospital providers;
- EURIPHI Advisory Board members; Committed individuals / representatives of procurement organisations, with a clear interest in Value Based innovation procurement.

## What does the EURIPHI Value Based Procurement Community of Practice want to achieve?

- Strengthen the (personal) **understanding of MEAT VBP** guidance and adapted frameworks for innovative solutions;
- **Foster collaboration between PPOs** and health and social care providers with suppliers **to ensure the shift towards MEAT VBP** by means of Public Procurement of Innovative Solutions;
- **Reduce barriers** to adoption of MEAT VBP for innovative solutions;
- Reflecting on a **common vision to drive cross-border cooperation for value-based procurement of innovative solutions**;
- **Foster the dialogue** across the members of the EURIPHI VBP CoP **to exchange experiences**;
- **Facilitate connections with PPOs** involved in other **EU funded innovation procurement projects** and fostering the **build of consortia to apply for future EU calls**<sup>3</sup>.

## What are the activities I can be involved in, if I join?

- Participate in up to **four relevant meetings with peers** during the EURIPHI project (which will finalise in June 2020) to exchange knowledge and experience (*the participation is on voluntary basis and no fees apply. Travel expenses to participate in the meetings are covered by the EURIPHI project until June 2020. There will be no compensation for participating in the meetings*);
- **Bring your view** to efficiently implement cross-border value-based public procurement with localised decision-making approach and promote most economic advantageous tendering of innovative solutions uptake within the health systems;
- Participate in an **EURIPHI Open Market Consultations** (on rapid diagnosis and integrated care);
- Act as **peer reviewers** for the supportive actions developed<sup>4</sup>;
- Provide input to the **writing of future cross-border PPI calls**, following the value-based procurement approach.

<sup>3</sup> [SC1-HCO-12-2018](#) and [SC1-BHC-20A-2020](#).

<sup>4</sup> Please, refer to the footnote above.

## What is the added value of being part of the EURIPHI Value Based Procurement Community of Practice?

*Being part of a lively ecosystem where members **exchange information** on topic of common interest, **learn from each other** and create opportunities to **jointly cooperate in future EU opportunities for PPI and PCP**.*

*During the EURIPHI project (until June 2020), you can:*

- **Be part of a learning process and policy dialogue** aimed at exploring how to apply cross-border value-based PPI. The outcome of this exercise will be documented in a **reflection paper** that could be used as a reference for future collaborations between procurement organisations;
- **Receive information** provided by the European Commission on EU funding opportunities for PPI and PCP; EU initiatives on innovation procurement – including EU H2020 projects and events. Relevant initiatives on innovation procurement promoted by other organisations will be disseminated as well;
- **Increase exposure and visibility** to the EU via EURIPHI communication and dissemination tools (policy papers, website, meetings).

*After the EURIPHI project, you will:*

- Have the opportunity to join the **Value Based Procurement Community of Practice (VBP CoP)**, partnering for patient centric, sustainable healthcare (for more information on the VBP CoP, please click on the following [link](#));
- Show engagement in VBP and a drive to change current procurement practice towards a value-based approach.

*The 2<sup>nd</sup> Value Based Procurement Conference will be organised in Brussels on 1 December 2020. More information on the event will be provided in due time.*

## Who are the partners in EURIPHI?

			
Assistance Publique - Hôpitaux de Paris France	Agència de Qualitat i Avaluació Sanitàries de Catalunya (AQuAS) Spain	Agenzia Regionale Sanitaria della Puglia Italy	The Boston Consulting Group Belgium
			
Fundació Clínic per la Recerca Biomèdica Spain	European Regional and Local Health Authorities ASBL Belgium	empirica Gesellschaft für Kommunikations- und Technologieforschung mbH Germany	Reference Sites Collaborative Network (RSCN) Belgium
			
CMS DeBacker Scrt Belgium	CMS Cameron McKenna Nabarro Olswang LLP United Kingdom	Fondazione Don Gnocchi Italy	European Hospital and Healthcare Federation Belgium
			
International Foundation for Integrated Care Netherlands	Fundació Parc Taulí Hospital Universitari Spain	Wavestone Luxembourg S.A. (WS Lux) Luxembourg	Réseau des acheteurs hospitaliers France
			
Region Syddanmark Denmark	NHS Wales Shared Services Partnership UK	NHS Commercial Solutions UK	MedTech Europe Belgium
			
Società Regionale per la Sanità Italy	CGS UniHA France	University of Antwerp Belgium	Universitat de València Spain

EURIPHI procurement organisations and service providers as well as EURIPHI Advisory Committee Members are part of the EURIPHI VBP CoP. For more information on EURIPHI partners and members of the Advisory Board click on the following [link](#).

**For more details to join the EURIPHI VBP CoP, please contact [Isabella Notarangelo](#).**

**For more information on the EURIPHI project, please visit the following website [www.euriphi.eu](http://www.euriphi.eu).**

**For more information on the Value Based Procurement Community of Practice, partnering for patient centric, sustainable health care, please contact [Hans Bax](#) or [Yves Verboven](#).**

## Glossary

### **Value Based Health Care (VBHC)**

VBHC focuses on improving health outcomes that matter to patients relative to the costs of delivering these health outcomes (prof. M. Porter). Key components are measuring outcomes & costs of the medical condition along the entire care pathway, benchmarking and sharing best-practices among providers, outcome-based payments to incentivize value and policies supporting VBHC. The applicability in European health systems is still under discussion. Especially as defining value could take multiple perspectives into consideration such as the value to societies and health systems.

### **Value Based Procurement (VBP)**

VBP is a multidisciplinary procurement approach for collaboration between healthcare providers, procurers and medtech suppliers in all phases of the procurement process with the aim to achieve better quality, outcomes from different perspectives and cost-efficient care, resulting in economically most advantageous purchasing. The basis for VBP is laid down in the multi-layered framework taking into account the outcomes that matter to patients, key healthcare stakeholders (such as the healthcare providers, the provider organization and the healthcare system) and to society as a whole (e.g. socio-economic impact, innovation and environmental/social sustainability), the cost along the full process care delivery and the price of the technology. Applying the VBP methodology the contracting authority is awarding the contract based on the principle of the best price-quality ratio resulting in obtaining the most economically advantageous tender (MEAT).

### **MEAT – VBP Framework**

Supporting the value-based procurement methodology, the MEAT-VBP framework is a multidisciplinary procurement tool leading towards the most economically advantageous tender. Using the value framework, it supports the identification of tender award criteria from the perspective of patients, healthcare actors and society in order to achieve better outcomes and cost-efficient care alongside the full process of care delivery.

### **Pre-Commercial Procurement (PCP)**

PCP allows contracting authorities to acquire R&D services to research, develop and test innovative products, services or works that are not already available on the market. Procurers buy R&D from several competing suppliers to compare alternative solution approaches and identify the best value for money option to address their needs. PCP is split into phases (solution design, prototyping, original development and validation/ testing of a limited set of first products) with the number of competing supplier being reduced after each phase. PCP is not a procurement award procedure under the scope of the EU Public Procurement Directive. The actual procurement is executed through one of the existing public procurement procedures.

### **Public Procurement of Innovation (PPI)**

PPI is the procurement of innovative solutions by the public sector and facilitates the wide diffusion of innovative solutions to the market. PPI typically involves three steps: forming a critical mass of purchasing power on the demand side, making an early announcement of the innovation needs and the actual public procurement of the innovative solutions through one of the existing public procurement procedures.

### **Most Economically Advantageous Tendering (MEAT)**

The most economically advantageous tender from the point of view of the contracting authority shall be identified on the basis of the price or cost, using a cost-effectiveness approach, such as life-cycle costing, and may include the best price-quality ratio, which shall be assessed on the basis of criteria, including qualitative, environmental and/or social aspects, linked to the subject-matter of the public contract in question.

## Useful links

[H2020 Funding Programme](#)

[Coordination and Supportive Action](#)



# Subscription Form

To the attention of:  
Mr Yves Verboven  
MedTech Europe – EURIPHI Coordinator  
Rue Joseph II 40  
1000 Brussels  
**Location and Date**

Dear Mr. Verboven,

I, the undersigned, hereby confirm my willingness to sign up for the *EURIPHI Value Based Procurement Community of Practice* (EURIPHI VBP CoP) established by EURIPHI, an EU Horizon 2020 project funded under grant agreement n° 825922.

## Terms & Conditions

During the duration of the project (which will terminate in June 2020), I will:

- Participate in up to *four relevant meetings with peers* during the EURIPHI project (which will finalise in June 2020) to exchange knowledge and experience (the participation is on voluntary basis and no fees apply. Travel expenses to participate in the meetings are covered by the EURIPHI project until June 2020. No compensation for participating in the meetings is forecasted);
- *Develop a shared view* to efficiently implement cross-border value-based public procurement with national decision-making approach and promote most economic advantageous tendering of innovative solutions uptake within the health systems;
- Participate in an *EURIPHI Open Market Consultations* (on topics of interest);
- Act as *peer reviewers* for the supportive actions developed;
- Provide input to the *writing of future cross-border PPI calls*, following the value-based procurement approach.

By signing this Subscription Form I accept to:

- Receive information provided by the European Commission on EU funding opportunities for PPI and PCP; EU initiatives on innovation procurement – including EU H2020 projects and events;
- Be invited to up to four meetings with peers during the EURIPHI project (which will finalise in June 2020) to exchange knowledge and experience;
- Be contacted after 30 June 2020 to join the Value Based Procurement Community of Practice
- Share my contact details (name; surname; company name; address; phone number; email address) with MedTech Europe as well as with other members of the EURIPHI VBP CoP;
- Be included in the list of EURIPHI VBP CoP members.

*I declare to have read and understood the Terms & Conditions.*

Yours sincerely,

**Your signature**

**Your name**

**Title**

**Name of institution**