



European wide Innovation  
Procurement in Health and Care

**WP2 – Adapted VBP frameworks for  
Diagnostics, Integrated Care**

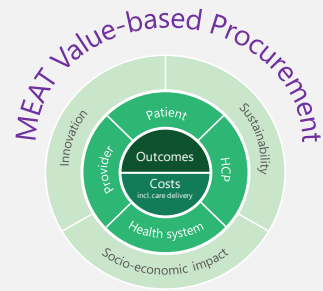
**WP2**

23 June 2020



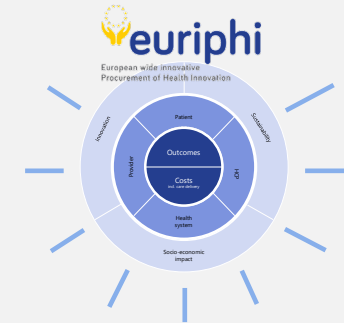
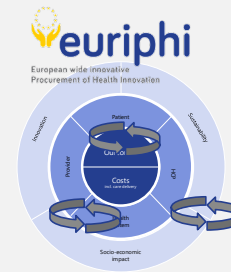
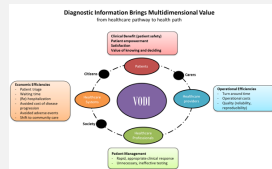
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# Recap of approach | Adapt VBP framework by adding relevant criteria and refining via test cases

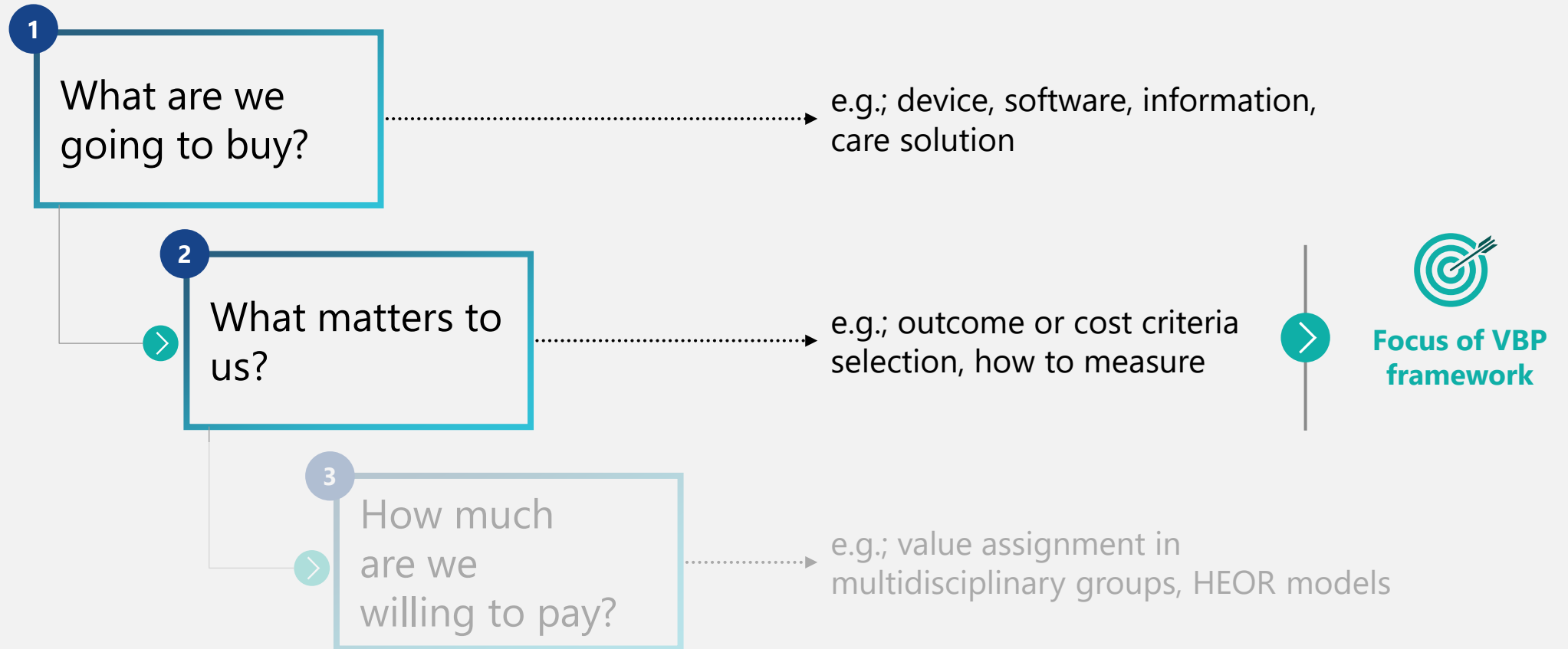


- a Assess relevance of existing framework/value criteria
- b Expand existing criteria set with add'l diagnostics value criteria

**The Value of Diagnostic Information (VDI)**  
 A comprehensive overview of the value of diagnostic information (VDI) in the context of patient care and health system performance. This document explores the various dimensions of VDI, including its impact on patient outcomes, cost-effectiveness, and the overall efficiency of the healthcare system. It also discusses the challenges associated with measuring VDI and provides strategies for maximizing its value.



# Value-based procurement: 3 key questions

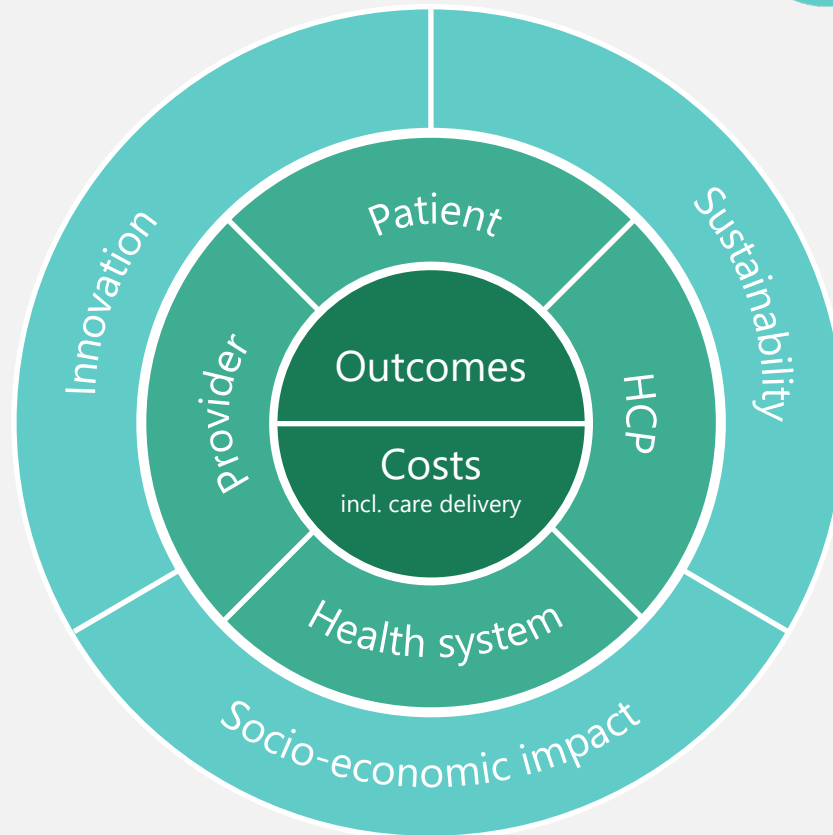


# Value-based procurement framework



## VALUE-BASED PROCUREMENT

Partnering for patient-centric, sustainable health care



### Core value



Outcomes vs. costs



Other benefits for key stakeholders



Broader impact on society




Importance

# Ambition for VBP in diagnostics...

 Procure diagnostic tests and applications based on **full value contribution**


 Reward **value from information** gained via diagnostics

 Incentivize integration of **diagnostic and therapeutic solutions** for optimal impact

# ... resulting scope for VBP framework application

 Applicable to **broad set of diagnostic tests** and devices (in lab and at point of care)

 Including **services and care provision** centered on diagnostics

 Including **value impact of changes in therapy** derived from diagnostic results

# Ambition for VBP in Integrated Care...



Procure health and/or social care interventions that address disease patterns holistically and early



Integrate care across care settings independent of reimbursement structures



Facilitate cross-border, cross-stakeholder collaboration on highest value integrated care solutions

# ... resulting scope for VBP framework application



Applicable to a broad set of clinical and/or social care interventions along the full care pathway

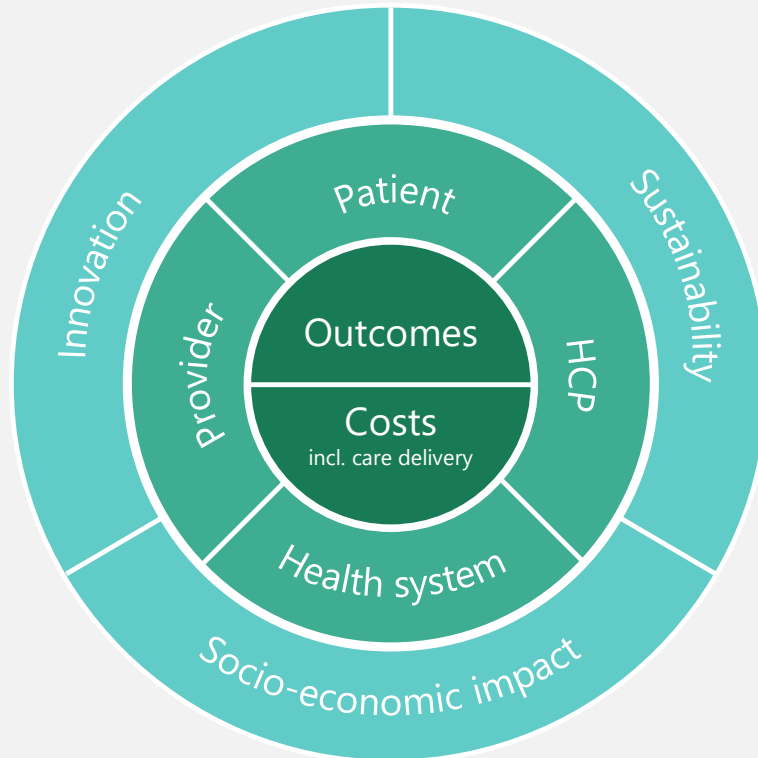


Applicable in different health systems settings with more or less integration between care sectors



Applicable for clinicians, patients, social workers, family and carers

# Summary | Adapting VBP framework for diagnostics



	Rapid Diagnostics	Integrated Care
Outcomes	<ul style="list-style-type: none"> <li>Adapted: 2 criteria</li> <li>New: -</li> </ul>	<ul style="list-style-type: none"> <li>Adapted: 2 criteria</li> <li>New: 2 criteria</li> </ul>
Total cost of care	<ul style="list-style-type: none"> <li>Adapted: -</li> <li>New: 2 criteria</li> </ul>	<ul style="list-style-type: none"> <li>Adapted: 3 criteria</li> <li>New: 3 criteria</li> </ul>
Other benefits for key stakeholders	<ul style="list-style-type: none"> <li>Adapted: 1 criterion</li> <li>New: 2 criteria</li> </ul>	<ul style="list-style-type: none"> <li>Adapted: 2 criteria</li> <li>New: 6 criteria</li> </ul>
Broader impact on society	<ul style="list-style-type: none"> <li>Adapted: -</li> <li>New: 1 criterion</li> </ul>	<ul style="list-style-type: none"> <li>Adapted: 2 criteria</li> <li>New: 2 criteria</li> </ul>
Total	<ul style="list-style-type: none"> <li>Adapted: 3 criteria</li> <li>New: 5 criteria</li> </ul>	<ul style="list-style-type: none"> <li>Adapted: 9 criteria</li> <li>New: 13 criteria</li> </ul>

# Key lessons for W2P<sup>1</sup> value assignment method in EURIPHI Rapid Diagnostics & Integrated Care modules

## Key lessons to apply W2P for both Rapid Diagnostics and Integrated Care modules

- Focus on 5-10 most relevant outcome and other benefit criteria for W2P value assignment
- Use bottom-up and top down method to assess value for each criteria
  - Use multidisciplinary team to understand value logic and assign values to criteria
  - Where ever possible use existing pathway data or literature research to arrive at estimates
- Differentiate between criteria that are fulfilled or not (0 vs full value) and criteria where fulfilment and value are evaluated (not fulfilled, partially fulfilled to different degrees, fully fulfilled)
- For criteria under procurer evaluation, define clearly how the criteria is evaluated (e.g. calculation logic), by whom (e.g. clinician, nurse, procurer and patient rep) and what is needed from supplier for this assessment (e.g. own estimate and evidence)
- If key value parameters unclear, start with asking physicians and patients as well as capturing some initial estimates in existing care pathway before procurement process begins
- Include key parameters in value assignment method also as outcome/ performance metrics to be monitored and reported on during contract

1. Willingness to pay  
Source: Gunnar Goblrirsch Swedish procurement consultant; BCG analysis