

BIG BUYERS

FOR CLIMATE & ENVIRONMENT

WG Digital Healthcare Solutions

Cross-Border Collaboration on Strategic Value based Procurement of Innovative Solutions

EURIPHI'S BUILDING BLOCKS FOR THE BIG BUYERS INITIATIVE

A Revolution in Mind – A new Framework towards strategic procurement (Session 1)

Starting time: 14:30

Agenda

New Thinking: Innovation Ecosystem and Procurement of Innovative Solutions

Procurement has primarily been used for purchasing of products (MEAT) but limited attention to use procurement more strategically is given to address the specific needs and apply a procurement of Innovative Solution to advance towards Value Based Health Care. Rethinking is needed on role of innovation (Innovation ecosystems), to strategically use procurement to purchase (innovative) solution to address the challenge, issues and obtaining truly economic most advantageous tenders.

- *Innovation Ecosystems (Ramon Maspons) (10 min.)*
- *Strategic Procurement (Hans Bax) (15 min)*
 - *Applicable in all quadrant of Kraljic and from product to innovation solutions*
 - *New thinking 3 steps. (what to buy/ what matter/ what willing to pay)*
- *Applied in Health Care – A MEAT value based procurement approach (Yves Verboven 15 min)*
 - *Framework*
 - *Sustainability part of a strategic procurement in Health*
 - *Resilience a next level for strategic procurement*

- *Applied throughout the lifecycle and facilitating dialogue, awarding and contracting for Value based partnership agreement. Enhanced focus on pretender phase and partnership (Hans BAX 15 min)*
- *A change in procurement strategy : from product to solution (Hans Bax) (minutes 10 plus Q&A)*
 - *Case example : e.g. Hypothermia management*
- *Applied to Digital Remote Management (Presenter Rossana Alessandrello)*
 - *Case examples : eg. Digital - Ritmocore (minutes 10 plus Q&A)*

10 minutes break

Starting time: 15:45

New Thinking: EURIPHI Cross-border Collaboration Model for Value Based strategic procurement of innovative solutions addressing the (local) needs of health system. (Presenter Marco di Ciano Innova Puglia, Hans Bax EURIPHI

- While there are common needs and technological opportunities the country, regional specific health care organization, with specificities in resourcing, financing, and what is valued can lead to a need for specific solutions, especially when a strategic procurement of transformative innovation is introduced.
- Also the specific implementation of procurement practices, the readiness for applying innovation procurement and cross-border challenges calls for a model of collaboration and flexibility.
 - Case example : Region of Puglia – Marco di Ciano (10 minutes)
 - Case example : Basque Country – Inaki Guitierrez (10 minutes)
- To address these challenges EURIPHI put forward a cross-border model of cooperation applying a value based innovation procurement approach with a core focus on the preparatory phase and multiple pathways of execution phase
 - Cross-border model (Hans Bax) (15 minutes)
 - Preparatory Phase (Hans Bax) (15 minutes)
- Driven by a preparatory phase with different components. -> **focus big buyers** (Rafael Hirt)

End time 17:00