



EURIPHI Health and Social Care Regions Network

Discussion lunch during the 1st European Value Based Procurement Conference

The Hotel (Brussels), 12 December 2019

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1. Relevant material

No relevant material was presented during the discussion lunch.

2. Action plan

Action #	Action description	Who	Due date	Status (Done, Ongoing, Delayed...)
1	Invitation of participants to International Roundtable with EURIPHI VB CoP representatives	Isabella Notarangelo or Cristina Macovei	TBD	Ongoing
2	Follow- up with participants on the main outcomes of the discussion	Isabella Notarangelo	-	Ongoing
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3. Participants

Name	Organisation
Mildred Kealy-Jensen	Region Southern Denmark
Marco Di Ciano	InnovaPuglia
Iñaki Gutiérrez Ibarluzea	BIOEF
Ion Arrizabalaga	AQuAS
Magnus Stridsman	Östergötland Region
Nick Batey	Welsh Government
Ifan Evans	Welsh Government
Alan Brace	Welsh Government
Andrew Smallwood	NHS Wales
Joanne Lidd	NHS Wales
Alyson Brett	NHS
Solvejg Wallyn	Flanders Region
Geert Peuskens	Flanders Region
Isabella Notarangelo	MedTech Europe
Valentina Polyas	EUREGHA
Cristina Macovei	MedTech Europe

4. Discussion

The EURIPHI Health & Social Care Regions Network discussion lunch took place on 12 December 2019 in Brussels, in the framework of the 1st European Value Based Procurement Conference.

The invitation was addressed to EURIPHI Health and Social Care Regional Authorities representatives and Advisory Board members as well as to regional representatives not belonging to EURIPHI consortium but with a high interest in innovation / innovation procurement.

The event – facilitated by EUREGHA - gathered 17 participants in total, 14 of which representing 8 regional authorities. The talking points identified in the agenda were:

- Status of the EURIPHI Health & Social Care Regions Network
- Reflection on cross-border cooperation on value-based PPI.
- Regions readiness for value-based PPI and identification of unmet needs

After having presented the purpose of EURIPHI and the status of EURIPHI Health & Social Care Regions Network, the participants were asked to reflect about cross-border cooperation on value-based PPI, providing their concrete experience.

One of the examples presented was the HAPPI EU-funded project. According to the participants, cross-border joint procurement is difficult to perform, due to several barriers, e.g. language, country-based legal framework and reimbursement systems. Also differences in health system organisation were mentioned.

Besides the barriers, the participants reported that cross-border joint procurement could be an interesting exercise, providing knowledge to involved PPOs about until which point of the tender process is valuable to collaborate, where final purchasing should be done at regional / localised level. Also purchasing at national level could bring some critical points to manage.

Some examples of successful cross-border procurement were also shared, e.g. in the area of healthy ageing where a combination of services and products occurred.

Participants suggested that it is necessary to assess the trade-off between innovation and transnationality. Also, the supply capacity of SMEs shall be considered. SMEs could be interested in taking part in a competitive dialogue but not having the capacity to cover the size of cross-border markets. Participants suggested that strategic intervention at the EU level shall be done between instruments supporting SMEs and procurement's needs.

Participants agreed that the needs identification and prioritisation must be the starting point. In many regions, this mechanism is not in place. The procedures to identify and prioritise the needs have to be transparent. In this way, they could be replicated across the borders.

The specifications to purchase a solution should be aligned to a clear procedure of needs identification and prioritisation. This alignment would reduce the gaps between demand and offer of health and social care services provision. EURIPHI's added value stands in supporting regional authorities to identify and prioritise their needs. This is perceived as a priority and a starting point paving the way for collaboration across the borders with localised decision making.

A dialogue between regional authorities and innovators should be promoted, to raise awareness about the financial burden of health and social care service provision, e.g. diagnostics.

The overall challenges experienced by health and social care authorities when it comes of cross-border innovation procurement are difficult to be faced at the same time. Thus, the focus in this phase – where differences across borders occur - should be on shifting towards value-based procurement and, as last step, performing cross-border joint procurement with regional / localised decision making.

To conclude, participants discussed about the necessity of having appropriate data and analytics to ensure a shift towards value-based procurement. thus, a common way to measuring value should be promoted. Identification and prioritisation of unmet needs is a first the step and EURIPHI could support in formalising a methodology that could be replicated. Joint procurement across the border requires transparency and regional / localized decision making should apply. Industry and payers should collaborate to ensure transparency of costs and outcomes. Value stands in this collaboration.