



MEAT Value Based Procurement

French Experimentation

Perioperative hypothermia prevention

April 11th 2018

1



Identify the
problem,
think a
solution

2



What do we
expect from
industrials ?

3



Expected
earnings

“We cannot solve our problems with the same thinking we used when we created them”

Albert Einstein

1



Identify the problem, think a solution



UniHA and HCL

UniHA : Public hospital cooperating purchasing central

Inhouse public hospital purchasers

A network of experts

Purchasing teams dispatched in all french hospitals, working with medical teams

An unequalled performance

2017 : 3,55 Bds € turnover and 150M€ savings.

HCL

Second bigger french university hospital

- 1,7 Bilions euros of annuel turnover
- 550 milions euros of purchasing
 - 2100 industrials involved
- 70% of small or medium enterprises
 - 23 000 professionals
 - 5000 doctors



Everything begins with a simple observational study :

- One month internship study made by two anesthetist nurses
- Retrospective study on all patients with surgery



What does the study shows :

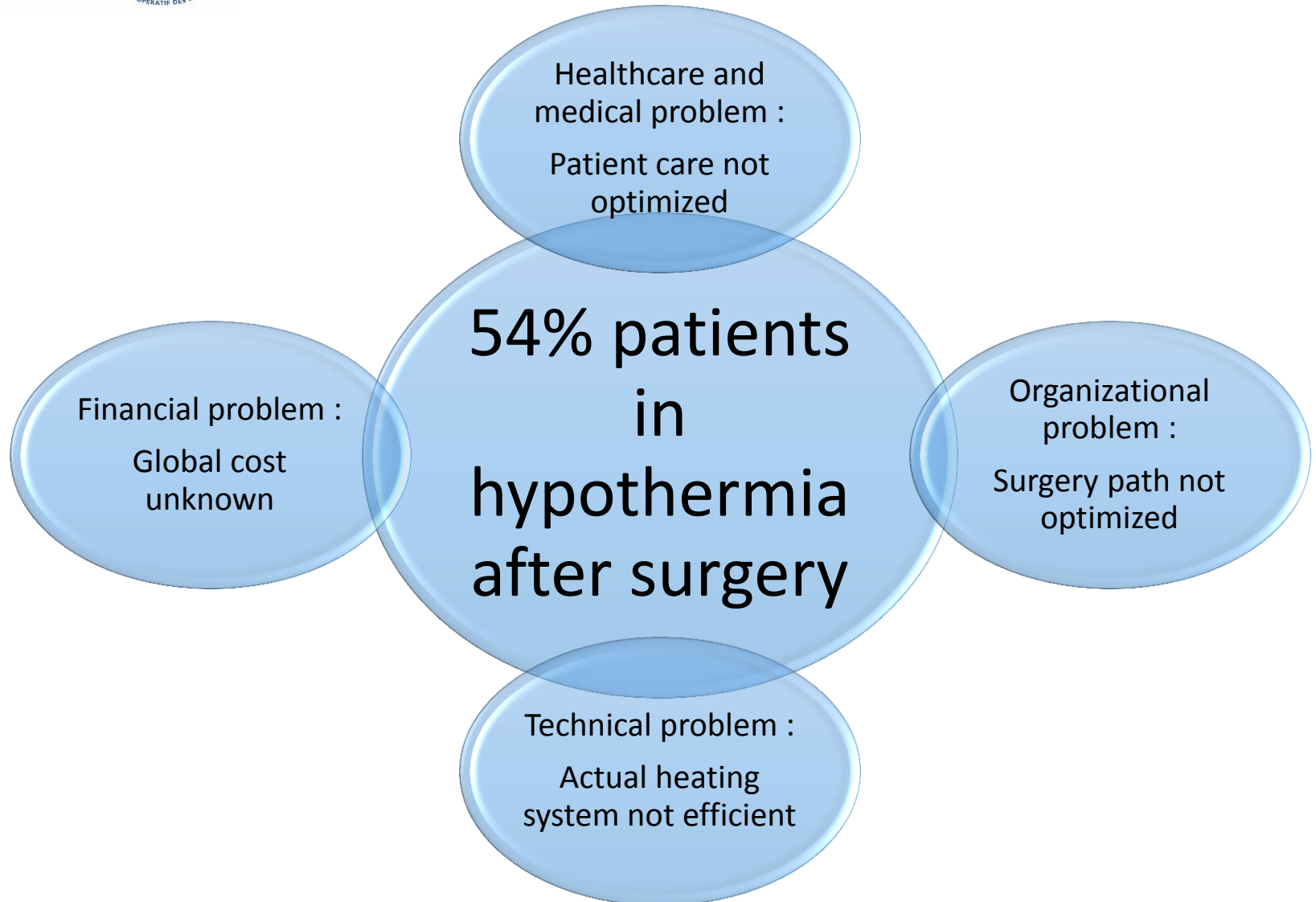
- Pourcentage of patients in hypothermia after surgery is very high (54%)
- High level cares (80% - 90% patients having heating system during surgery)
- No significative difference between surgeries



What the study did not shows :

- Secondary problems dues to hypothermia : real but difficult to assess :
 - Hemostasis problems
 - Ischemia
 - Late wake up
 - ...
- Technical causes
- Clinical causes
- Organizational causes
- Financial impact : Global costs are not under control

One percentage, many challenges



How can we solve our problems :

1. Not alone : we need external help
2. Going out from the equipment only approche
3. Stimulate innovation

The values of the MEDTECH experimentation, for UniHA and HCL :

1. A european experimentation
2. Medtech follow up, exchanges, a innovative tool
3. One clear objective :

To create and diffuse a new way to buy

« Coming together is a beginning; keeping together is progress; working together is success »

Henri Ford

2

What do we expect from
industrials ?

The challenge

Improve the patient
surgery path

Payment to
results

Total Cost optimised



How to build a
« Win-win-win contract » ?
(patient ; industrial ; hospital)

- **Before**

- Creativity and proactivity
- Co-building
- Outsourcing

- **During and After**

- Products and services suitable and high level to reach a gold standard for patient care
- Partners for good practices
- Global Cost efficiency management

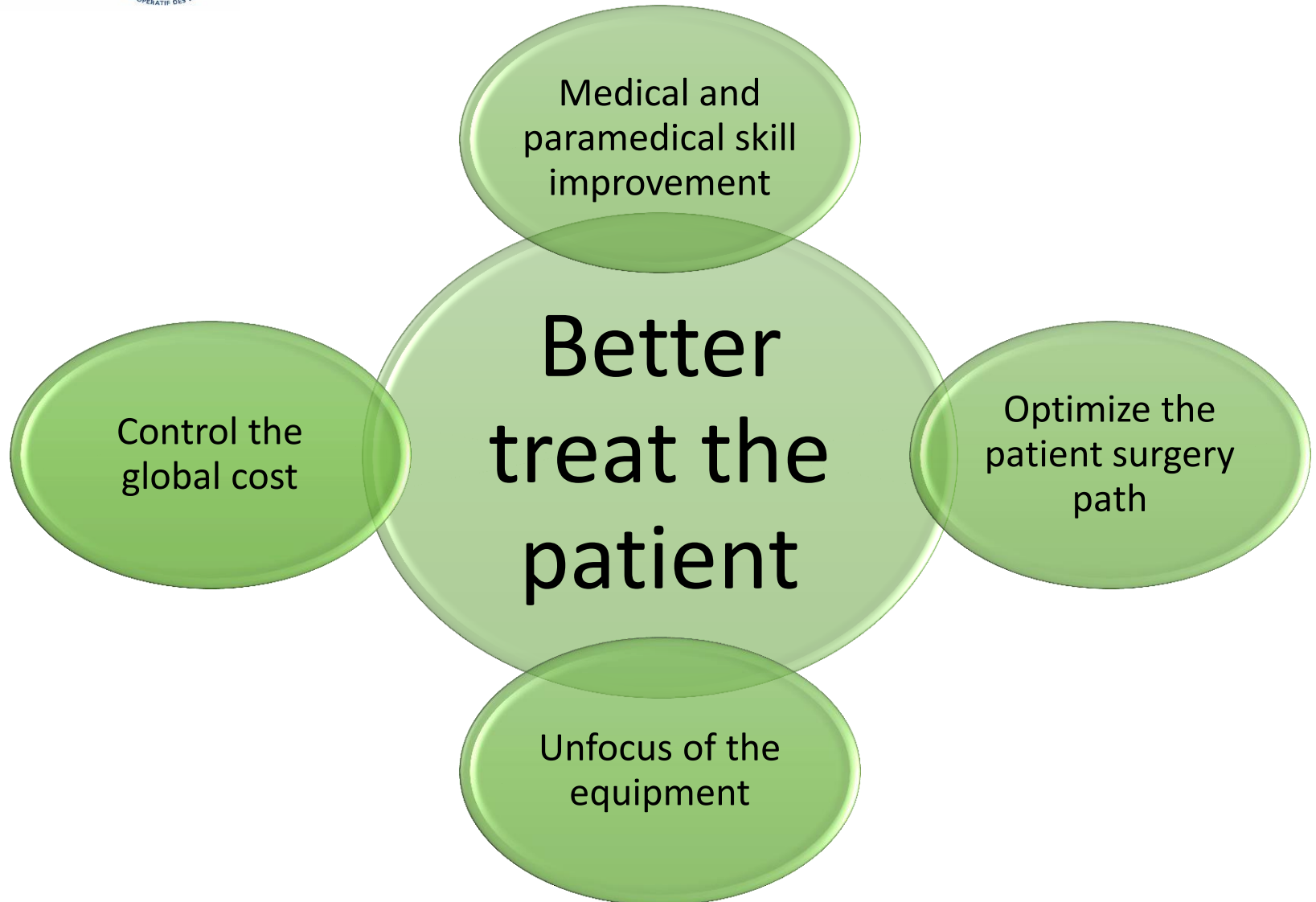
- Results indicators :
 - Pourcentage of hypothermia (vs actual situation)
- Engagement with follow up indicators, in one goal :
 - Continuous improvement
 - Long term Cost efficiency
 - Good practice diffusion
- Feasibility to duplicate on other hospitals

“For the most part, earnings are a result of reduced expenses”

Mark V Hurd

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Expected earnings ?



Benefits of « MEAT Value Based Procurement » for UniHA :

- Decompartmentalize professions
- Focus on the real challenge (better treat the patient)
- Exchange with other healthcare professionals from europe
- Be part of the evolution of the market



Questions ?

Bonus slides

Where are we now ?

- **Done :**
 - Observational study on site
 - Constitution of the expert group
 - Meetings with the industrials
 - Redaction of the fonctionnal needs
 - Publication of the procedure
- **Next steps :**
 - Choose 3 industrials
 - Build with those 3 industrials our contract
 - Sign with one of those 3

Analysis key points

Quality

- Adequacy of the solution with our needs and expectations

Cost

- Global cost of the system + Incentive payment

Engagement

- Level of engagement on results
- Strongness of the proposal
- Ability to duplicate on other hospitals

Purchasing process

