

Public Procurement of innovation

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Take-home messages

- The dialectics needs & solution
- Never before so much innovation in the funnel, never before so little money for adopting innovation
- If we want different results we have to try different approaches (no reasons and excuses for trying different approaches). From “nice to do” to “need to have”
- Five keywords: strategy, patient, data, evaluation, reimbursement

The real history of...



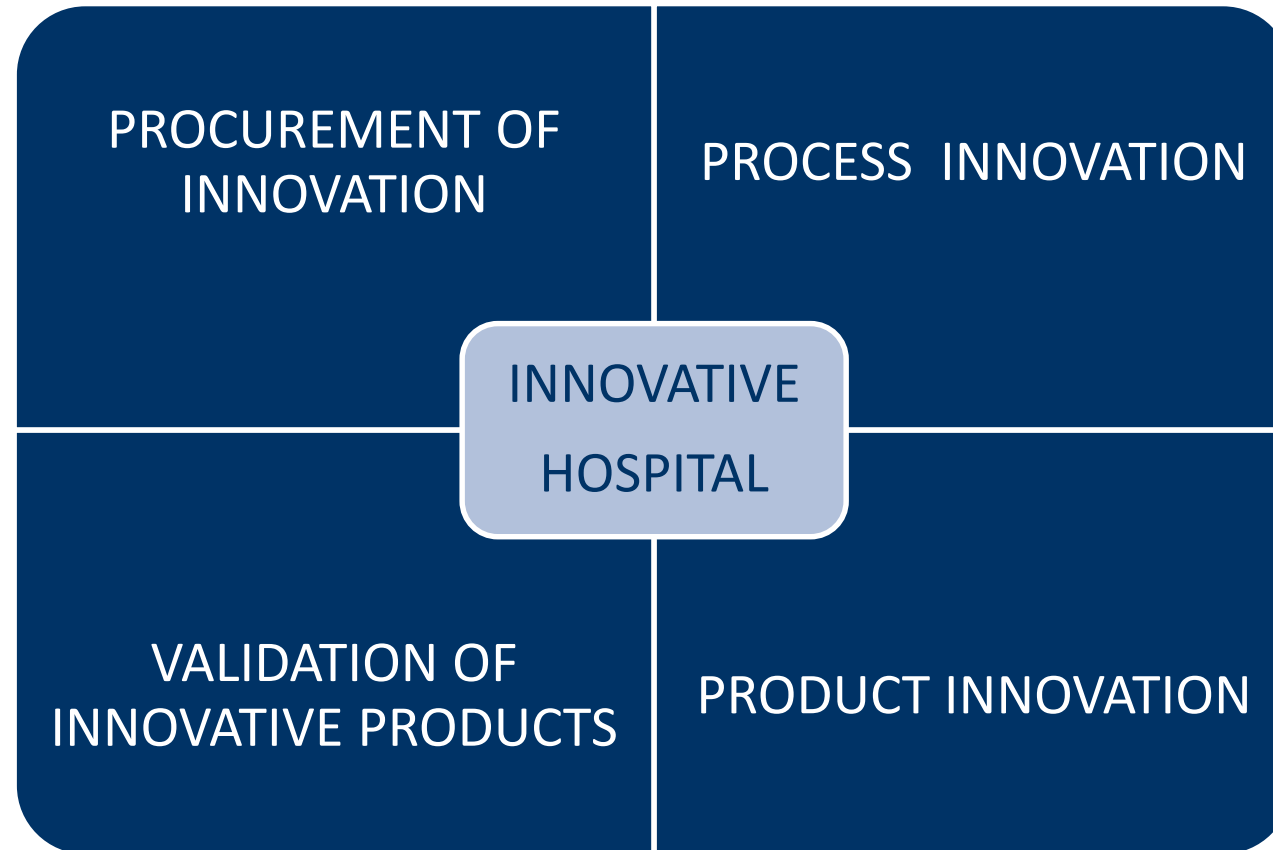
Algunas ideas para empezar (2)



Introduction to AQuAS



Sistematization



Unmet need : Definition

"Unmet need could reflect the **degree to which there are existing treatments**. A condition for which there is **no effective treatment**, and where there is, therefore, significant unmet need, could be characterised by a high QALY loss, and deemed to exhibit a high 'Burden of Illness'. Conversely, conditions that were already well served with effective treatments would be scored at a lower level of this measure - even if the untreated condition was itself severe and life-threatening."

VBP consultation document para 4.18

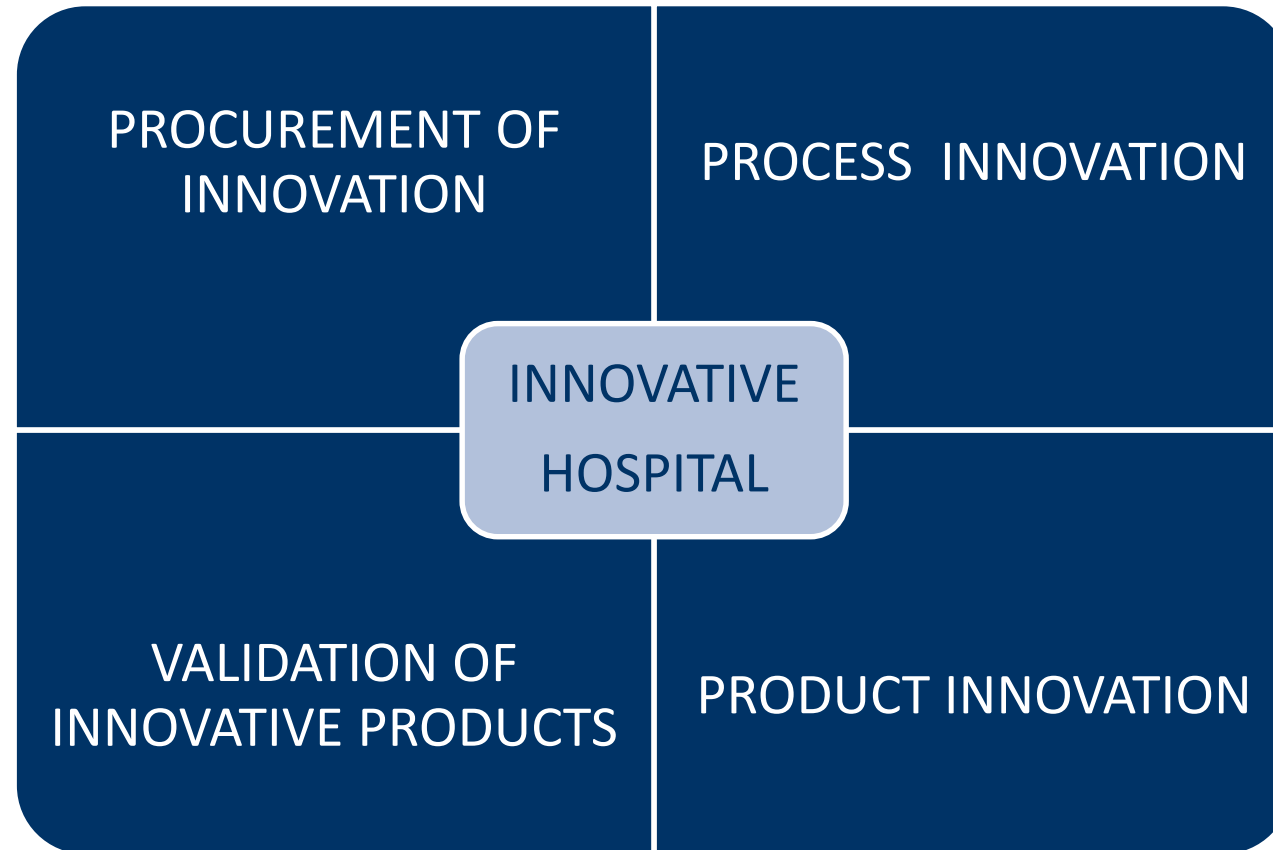
"... 'unmet medical needs' means a condition for which there exists no satisfactory method of diagnosis, prevention or treatment authorised in the Community or, even if such a method exists, in relation to which the medicinal product concerned will be of major therapeutic advantage to those affected."

Commission Regulation (EC) No. 507/2006
(EC Regulation on the conditional marketing authorisation for medicinal products for human use)

- Some definitions of unmet need are concerned with whether the services are being received rather than whether they exist - e.g. Carr and Wolfe (1976)
- Unmet need due to individual budget constraint may arise for underserved individuals with low socioeconomic status - e.g. Kataoka et al. (2002)
- Some researchers note that unmet need has two dimensions: the per-patient level and the number of patients with this level of need

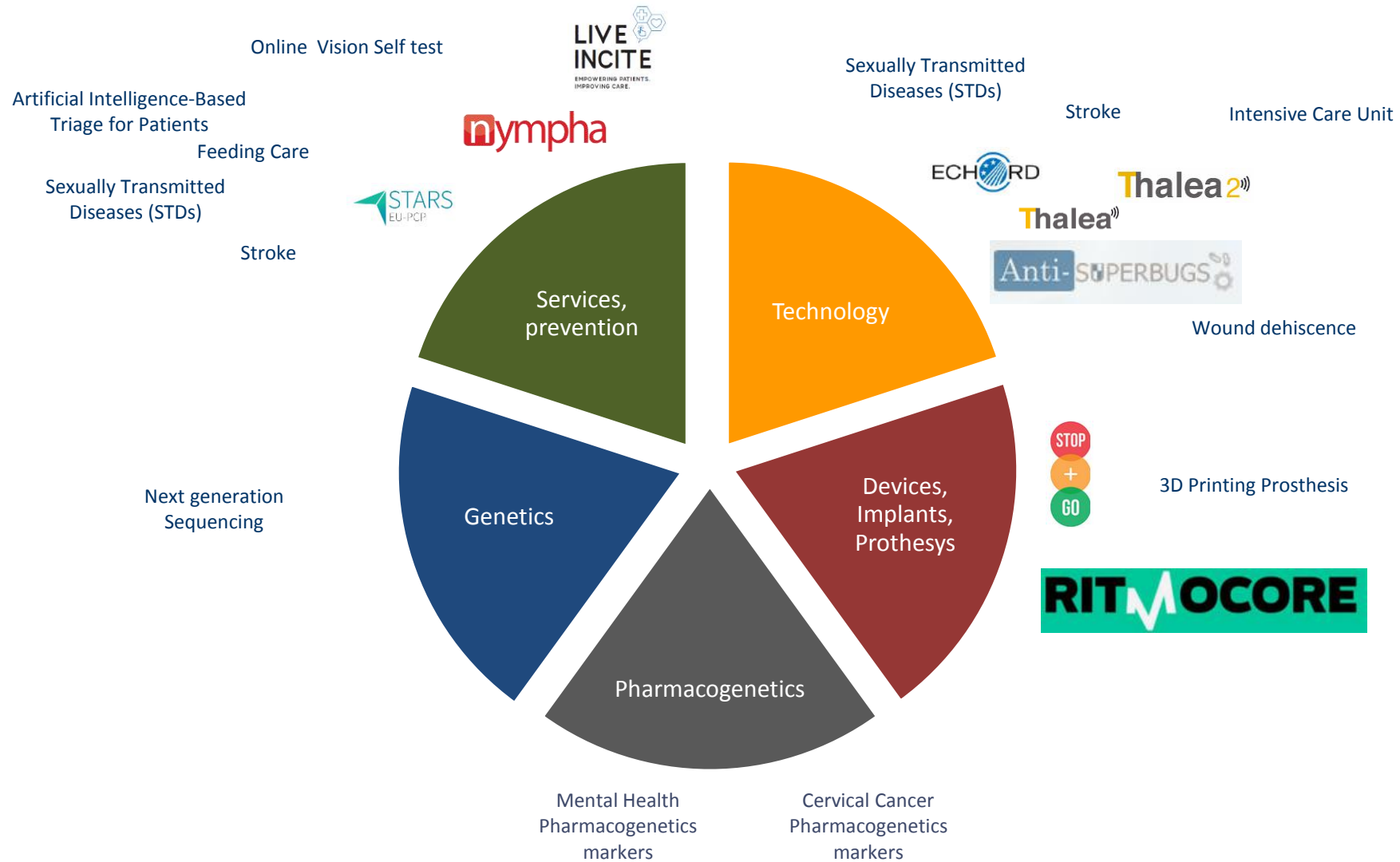
- A problem, bottleneck or desire of functionality with no current suitable solution in the market or at an affordable price
(GET Project, www.get-ehealth.eu)

Sistematization



Priorities & Instruments & Pipeline

Pre-commercial Procurement, Procurement of Innovation, Value Based Procurement



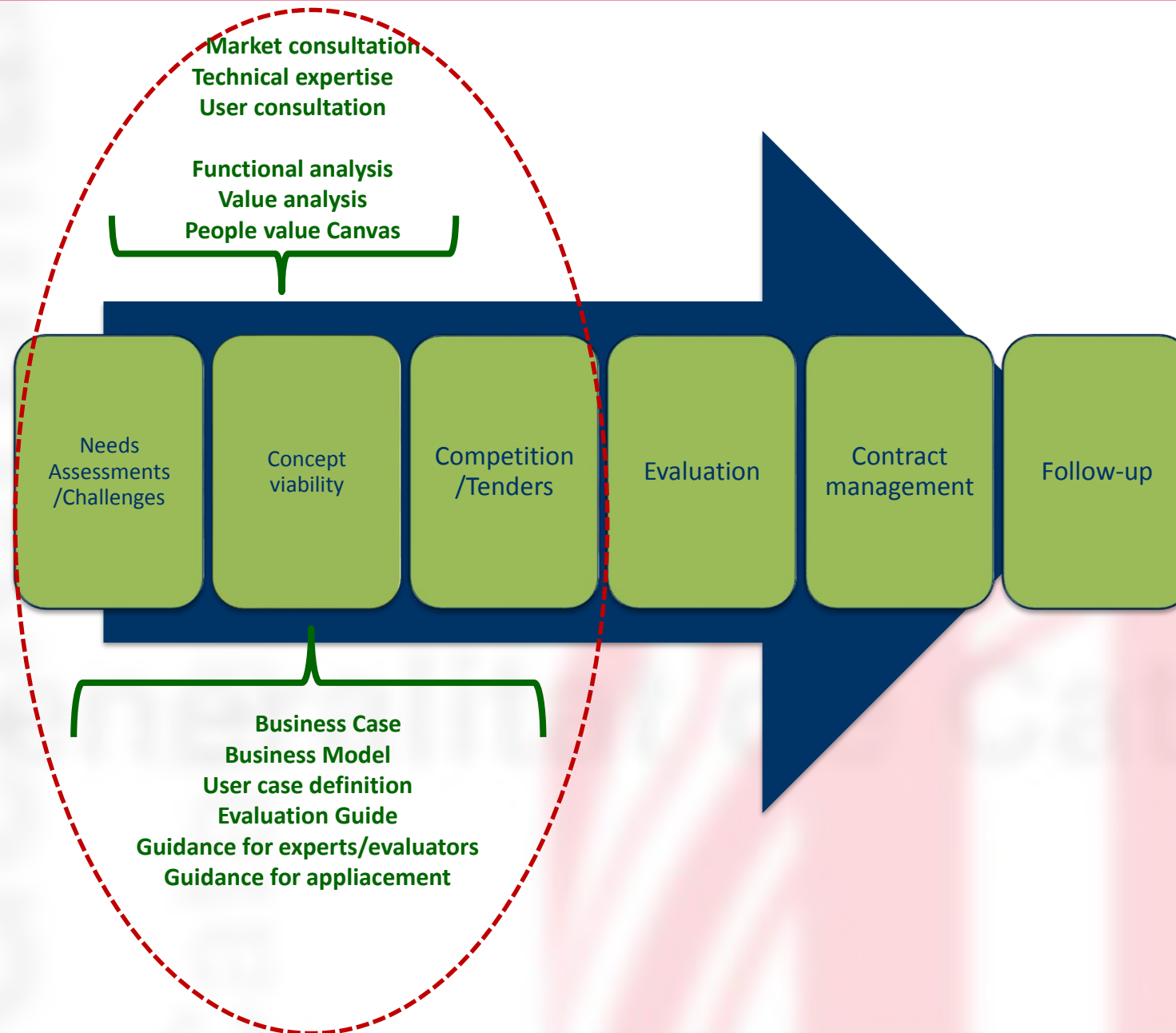
Value Based Procurement

Value Journey (what, who, when,....)

- E2E
- RWEvid
- RTEva

- Patient Experience
- Shared Decision Making (SDM)
- Products and services
- Capabilities & New roles
- Incentives

The six stages of the model



A strategic story ... some key building blocks

Sant Pau - AICD

- Single Hospital
- 3% Outcome Based Payment
 - (18 indicators)
- Remote care and remote support center,
- Stock management,
- Technical support,
- Training activities
- Complications management (extraction)
- 12 M€ contract

Ritmocore -Pacemakers

- Cross – border Join Procurement (4 Hosp Cat-UK)
- 10% Outcome Based Payment
- Care continuum
- Remote care and remote support center,
- Stock management,
- Technical support,
- Training activities
- Complications management (extraction)
- 20M€ contract

Aortic Stenosis

- Single Hospital
- Aortic Stenosis:
 - TAVI
 - Open Surgery,
 - Pharma Treatment
- NA % Outcome Based Payment
- Metrics (Survival rate 1month, 1 year, 3 years, Adverse events,..)
- No remote monitoring. . Ex-ante services:
 - Patient Pre-habilitation,
 - 3D Simulation Services
 - Algorithmia for candidate patient

some key building blocks....

Pediatric Diabetes

- Single Hospital
- Care Continuum
- Remote monitoring
- Outcome payment
 - Glycated Hemoglobine <7
 - % time in range
- Payer: Fee for service to Capitation payment with possible variations related with:
 - Outcomes
 - Technology devices

Intensive Care Unit

- Joint Procurement (2 Hospitals)
- High variability.
 - extra costs related with high severity of disease..
- Outcome payment:
 - Reduce difference between mean and mode
 - Early warning system of increase of severity in
 - Hospital
 - Emergency room,
 - Rehabilitation

Headline Purpose of AntiSuperBugs

The occurrence of multidrug resistant infection is a major concern in patients. However, one of the key challenges of using this treatment regime is that laboratory culture analysis, which is central to antibiotic selection, requires at least two days to produce results. The delay in targeted treatment results in greater patient distress, poorer outcomes, higher overall cost, and dilution of antibiotic effectiveness as bacteria continue to adapt.

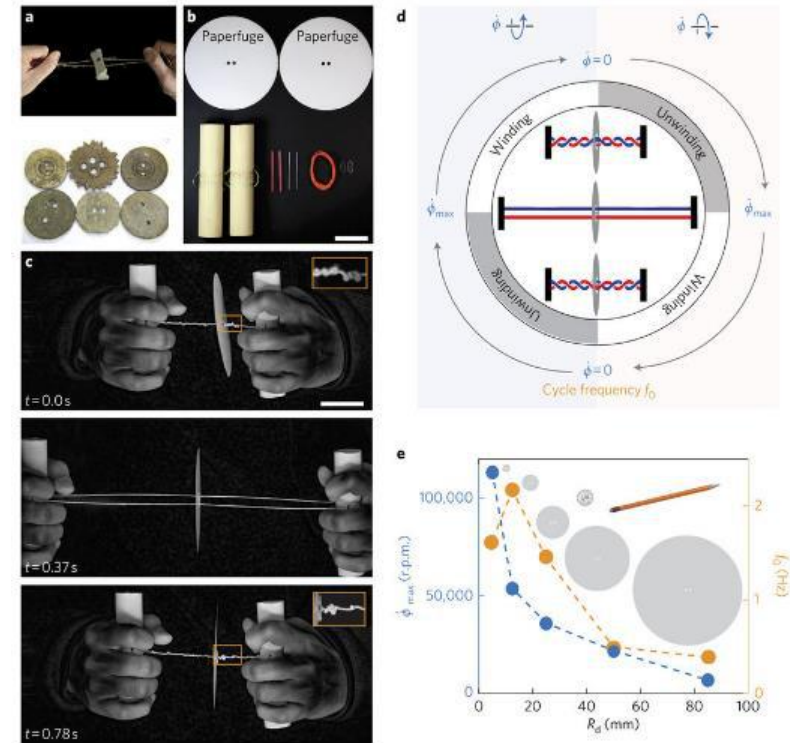
Anti-SUPERBugs PCP main objective is to support and finance private R&D activities in the field of advanced ICT solutions, aimed at detecting micro-organisms that may determine the incurrence of hospital-acquired infections and control the diffusion of infections within healthcare providers facilities. This will both address the needs of healthcare providers in increasing HAIs (Hospital Acquired Infections) control and contribute in the development of a new stream of products in the life science and medical device industries.



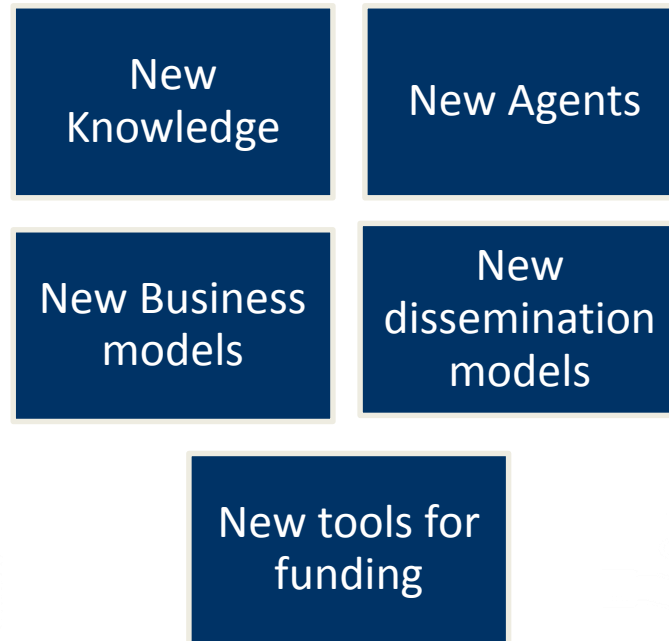
“Jugaad” or “frugal innovation”



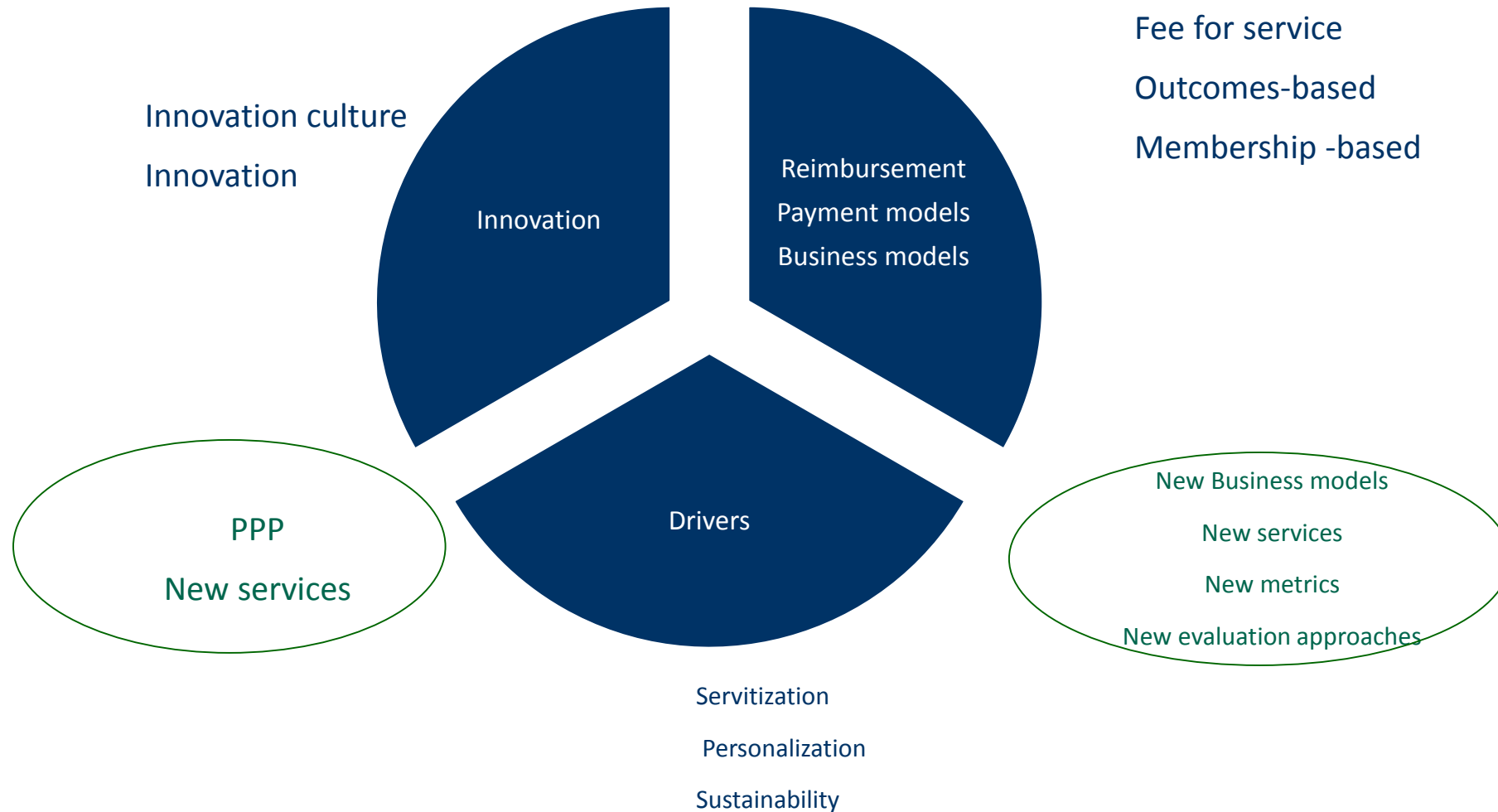
“Jugaad” or “frugal innovation” (2)



Expanding Healthcare innovation ecosystem



Disruption, changes , new business models,...



Value-based procurement

- Procurement that is user-driven /people driven based on real needs
- Procurement that delivers better quality services and patient satisfaction
- Procurement that is problem solving in co-creation with suppliers
- It can be seen as an instrument to redesign services in a user-centric manner
- It can be seen as an instrument to support alternative investments in services with strong focus in prevention

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*Everything will be all right in the end. And if it's not all right,
it's not yet the end*

(Patel, Hotel Manager, The Best Exotic Marigold Hotel)

That's all folks !

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