



# VALUE-BASED PROCUREMENT

Partnering for patient-centric,  
sustainable health care

## Value-based procurement— Partnering for patient-centric, sustainable health care

Overview and access to the MEAT VBP guidelines & Excel tool

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# Introduction

The *Value-Based Procurement* ('VBP') concept focuses on purchasing medical technology based on its longer-term overall value rather than on its up-front cost, thus forming a powerful means for improving patient outcomes and/or reducing the total cost of care delivery.

VBP focuses on the value that a particular product/service/solution can create, in terms of improved outcomes for patients, cost of care efficiencies and benefits for other stakeholders, leading to economic most advantageous purchasing.

In order to facilitate procurement in accordance with the "most economically advantageous tender" approach ('MEAT') as defined in the 2014 EU Public Procurement Directive (2014/24) and to support the practical implementation of 'VBP', MedTech Europe in partnership with The Boston Consulting Group (BCG) and European procurement experts has developed a supportive tool in Excel format and associated guidelines for procurers and suppliers.

The current slide deck describes how to get access to the Excel tool and the different Guidelines.

# Description of the MEAT VBP Guidelines and Excel Tool (1)

- MEAT-VBP Excel tool
  - Comprehensive Excel-based tool to support the pre-tender criteria selection & value assignment process as well as supporting the bid evaluation in the decision phase;
  - Supporting the identification and establishment of MEAT VBP value criteria for patient outcomes, total cost of care delivery, other benefits and broader impact on society;
  - References to relevant guidelines A, B1 & B2 for additional instructions for use.
- Guideline A: MEAT VBP framework
  - Providing an overview of MEAT VBP;
  - Description and application of the MEAT VBP Framework in medtech;
  - Selected case studies illustrating how VBP has been applied in practice;
  - FAQs on roles & scope, criteria selection, value assignment and basic tool navigation.
- Guideline B1: MEAT VBP process & tool navigation for *procurers*
  - Overviewing the value-based tendering process and its phases;
  - MEAT VBP general tool navigation and instructions for use by procurers in the pre-tender, tender and evaluation/decision phase;
  - FAQs on roles & scope, criteria selection, value assignment and basic tool navigation.

# Description of the MEAT VBP Guidelines and Excel Tool (2)



## Guideline B2: MEAT-VBP process & tool navigation for *suppliers*

- Overviewing the value-based tendering process and its phases;
- MEAT VBP general tool navigation and instructions for use by suppliers in the pre-tender and tender phase;
- FAQs on roles & scope, criteria selection, value assignment and basic tool navigation.



## Guideline C: MEAT-VBP framework quick guide on

- MEAT VBP Framework;
- Three key questions for procurers;
- MEAT VBP tendering process;
- MEAT VBP tool navigation.

# How to get access

Those individuals who work within certain organizations and show an interest may submit a written request to have access to the 'Tool' and the associated Guidelines as previously described.

Entered into by and between the receiving individual and 'BCG', the terms of use ('Terms') govern the access and use of the 'Tool' and associated 'Guidelines'. Upon signature of the applicable 'Terms', the 'Tool' and associated Guidelines will be made available via MedTech Europe.

Regarding the use of the 'Tool', the roles of *Evaluator* or *Pilot Experimenter* are available **and are** shortly described on the next page.

All requests to get access should be submitted by email to Mrs. Koettlitz at: [sophie.koettlitz@meat-procurement.eu](mailto:sophie.koettlitz@meat-procurement.eu)

# Evaluator

The 'Tool' shall only be used by the Evaluator to *evaluate* the tool's technical and functional features on a trial basis. The Evaluator agrees *not* to use the 'Tool' to procure goods and/or services from any third party. The Evaluator shall be asked to share its usage experience and to suggest modifications/adaptations to the 'Tool' and guidelines to MedTech Europe. Any comments or suggestions that the Evaluator provides regarding the 'Tool' /guidelines will be reviewed and if appropriate, be incorporated into a new version of the 'Tool' /guidelines.

# Pilot Experimenter

The 'Tool' shall be used by the Experimenter to *procure* goods and/or services from a third party on a pilot or learning project basis. The Experimenter shall be asked at any time to share its usage experience and to suggest modifications/adaptations to the 'Tool' /guidelines to MedTech Europe. Any comments or suggestions that the Evaluator provides regarding the 'Tool/guidelines' will be reviewed and if appropriate, be incorporated into a new version of the 'Tool' /guidelines. The Experimenter shall ensure that its employees, independent contractors and agents comply with the 'Terms'.