



Group clustering exercise, discussion on case examples and feedback

Thematic Webinar on Value-Based Agreements

16 JUNE 2020



VALUE-BASED
PROCUREMENT

Partnering for patient-centric,
sustainable health care



Objectives of this session

- Recap main points across stakeholder perspectives
- Synthesize and build on VBA perspectives to refine guidance and increase understanding and momentum
 - Align on proposed 5 steps framework
 - Agree on what is required to succeed

Interactive discussion on how to drive VBA forward

i	Recap and session introduction	12:30 - 12:40	J. Clawson/L. Storme
ii	Breakouts: "How to operationalize VBA"	12:40 - 13.05	All in 5 breakouts
iii	Report back and next steps	13:05 - 13:30	Spokespersons/ J. Clawson

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Recap main points from 3 stakeholder perspectives



Legal

- Ensure clarity of scope and share of contract value tied to outcome
- Opportunity for VBA across pathway by contracting with various providers
- Different contract forms support different VBA approaches
- Anticipate potential problems and ensure requirements "that work"



Buyer

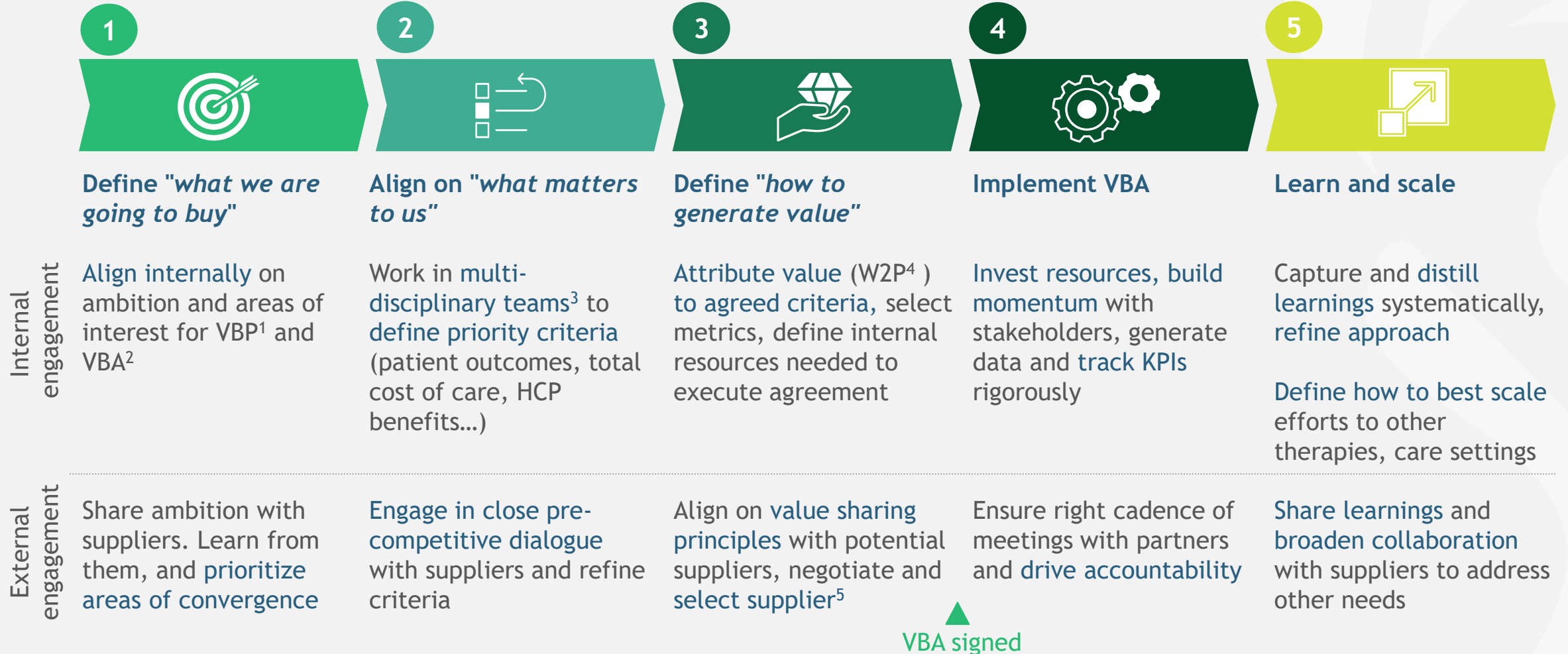
- Value is the compass
- Start dialogue with supplier early
- Need to ensure clinical management support
- Need for buyer and supplier to adopt "Stewardship behavior" to succeed



Medtech
supplier

- Importance to get leadership support and change operating model to drive development of appropriate solutions including supporting evidence
- Need to educate and train employees on VBP
- Create expert teams to foster knowledge transfer and support execution

Proposed framework: 5 steps for Procurers to operationalize Value-Based Agreements



1. Value-Based Procurement; 2. Value-Based Agreement; 3. clinicians, procurers, budget holders, legal; 4. Willingness To Pay; 5. based on appropriate procurement process

Interactive discussion on how to drive VBA forward

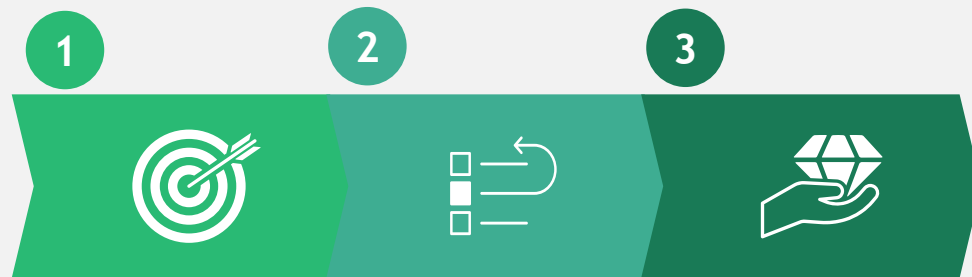
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Break out session:

Each team to address 2 questions

~20 min

Focus steps for today



1 Define "what we are going to buy"

2 Align on "what matters to us"

3 Define "how to generate value"

Overall:

1 Are these the right steps to operationalize VBA?

For the focus step of your group:

2 What is required to succeed?

- For procurers
- For suppliers



Let's get
ready for a
**digital
collaboration
session**

- Ensure to open the MIRO whiteboard from your break out group by clicking on the link received via e-mail

Break out Session 1

[https://miro.com/app/board/o9J_kqjzUUU=/
/](https://miro.com/app/board/o9J_kqjzUUU=/)

Break out Session 2

[https://miro.com/app/board/o9J_kqj8Vtc=/
/](https://miro.com/app/board/o9J_kqj8Vtc=/)

Break out Session 3

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Break out Session 4

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Break out Session 5

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Each participant assigned to one of the 5 breakout sessions

1

Breakout leader:
Jennifer Clawson

Aguilar A.
Alaez C.
Bothma G.
Brailsford T.
Cahill A.
Capitain F.
Clawson J.
Debuono B.
Dor V.
Dunnett J.
Havenith D.
Manno R.
Surugue F.
Welch G.

2

Breakout leader:
Laurent Storme

Brecht D.
Dahl Allerup L.
Du Bus De Warn. N.
Gilsoul D.*
Gramatica F.
Griffiths J.
Kirkegaard K.
Lindemans K.
Meiser S.
Moreno-Perez S.
Nadelwais I.
Storme L.
Tsitiridis N.

3

Breakout leader:
Yves Verboven

Björkquist N.
Carty J.
De Bock L.
Dohmen P.
Enjamio C.
Istad K.
Kacskovics E.
Leli A.
Lundin C.
Potel L.
Verboven Y.
Wert B.
Zocholl D.

4

Breakout leader:
Hans Bax

Arrizabalaga I.
Bax H.*
Delépine R.
Di Ciano M.
G. F.
García-Navarro J.
Guiu Segura J.
Hyberg Å.
Jovik H.
M JP
Mcgough R.
Nédée F.
Pisano Z.

5

Breakout leader:
Goetz Gerecke

Aelbrecht N.
Alessandrello R.
Evans R.
Gerecke G.
Gilabert T.
Hurnikova K.
Notarangelo I.*
Scherbaum F.
Schroer D.
Seery K.
Simon M.
Smallwood A.
Trickett L.

Focus Step:

1

2

3

1

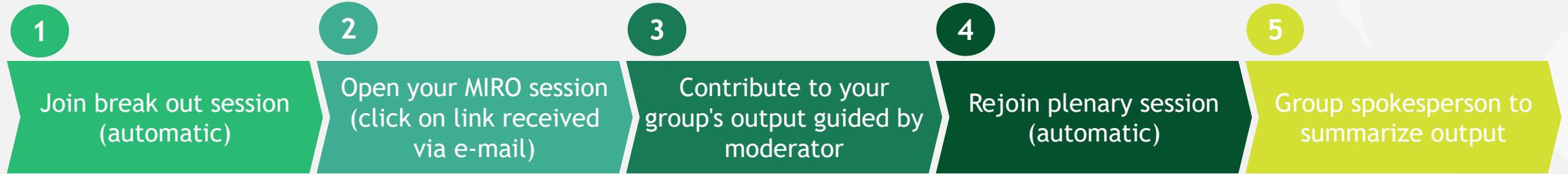
3

* Spokesperson

Note: Breakout leader to guide discussion, take notes. Spokesperson to present results

5 simple steps for successful break out sessions

~20 min



Interactive discussion on how to drive VBA forward

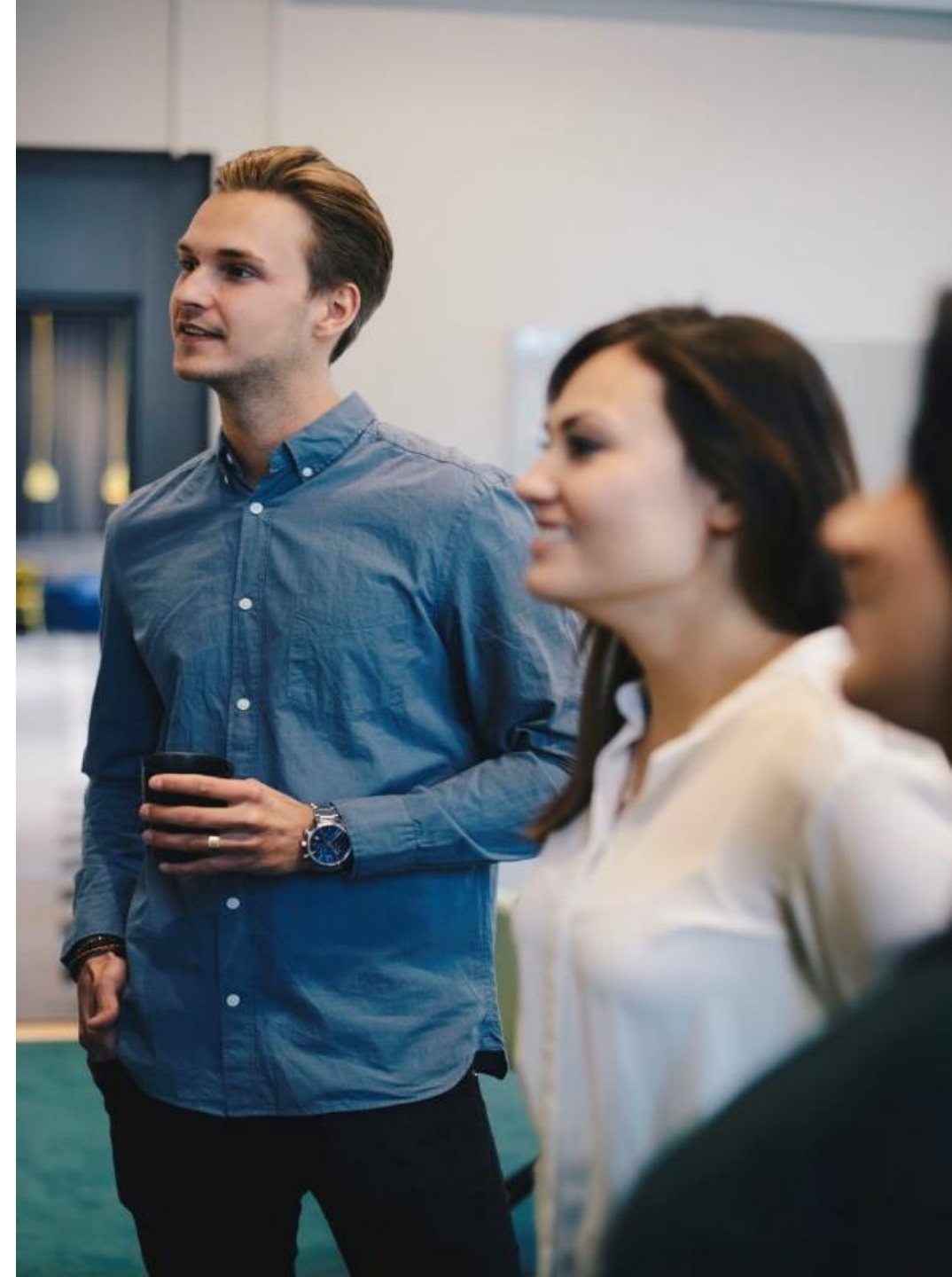
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Sharing your views

Groups 2, 4, 5 to summarize output
via appointed spokesperson

5 min/
group

- 1 Breakout spokesman - group 4
- 2 Breakout spokesman - group 2
- 3 Breakout spokesman - group 5





Next steps

Input from today will be synthesized and used to further develop our Value-Based Agreement framework

Let's continue working together to drive Value Based Health Care

THANK YOU!