



The Value-Based Procurement Community of Practice explained

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VALUE-BASED PROCUREMENT

Partnering for patient-centric,
sustainable health care

Formalization



CoP with clear ambition

Partner for patient-centric,
sustainable health care

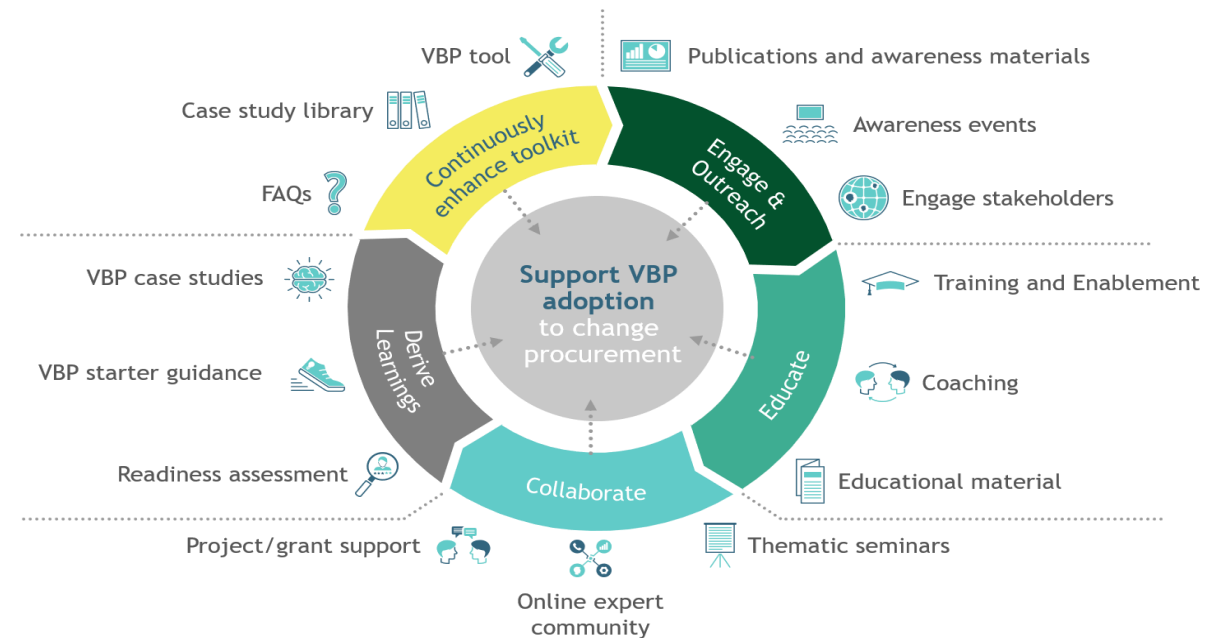
by supporting adoption of
value-based procurement
and changing procurement
practice



- **Objectives of the VBP CoP:**

- Establish cross-stakeholders' **vision** to drive the VBP adoption in practice;
- Address **challenges** to the adoption of VBP;
- Build **network** for its members and partners;
- Foster **partnership** of procurers and medtech suppliers in line with procurement and competition legislation

- **Area's of focus :**



Members -VBP CoP

1. **Procurement professional** affiliated with a healthcare provider organization, PPO or GPO
 2. **Procurement/Provider Leadership team executive** representing the procurement department of a healthcare provider organization, PPO or GPO (including C-level managers)
 3. **Medtech industry expert** involved in procurement (of companies that provide a financial contribution)
 4. **Nominated representative** from the **founding partners** (currently MedTech Europe, BCG, under discussion EHPPA,...)
- Those persons meeting the subscription criteria and wishing to apply for membership can subscribe by completing the VBP CoP **subscription letter**

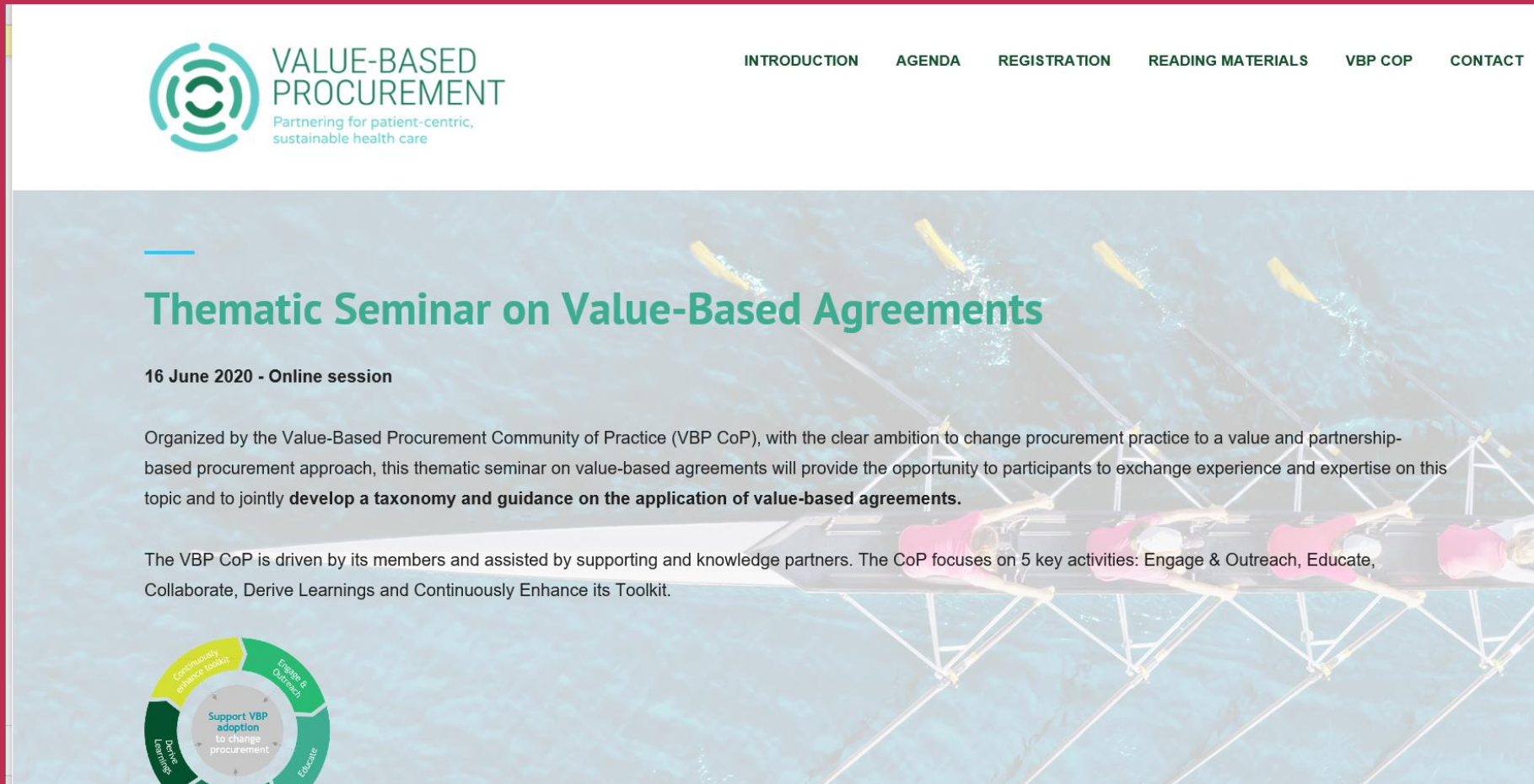
Partners – VBP CoP

- A Partner is an organisation
- Supporting partners:
 - Support the awareness building on VBP within their organization and network
 - Open to all organizations endorsing the VBP-approach and signing the ‘partner agreement letter’ or for industry financial contribution agreement
- Knowledge partners:
 - Closely cooperate with the VBP CoP on e.g. development/ dissemination of educational training programs, organisation of thematic sessions & conferences and/or expanding knowledge and build out experience (pilots or real-life procurement cases (‘knowledge partner MoU’)
- Founding partners and supportive Secretariat

■ Key Activities for 2020

- Report of the 1st VBP Conference (Dec 2019);
 - Publication of the MTE/BCG paper 'How Procurement unlocks value based health care';
 - Guidance document on 'How to successfully implement VBP';
 - Publication of a monthly blog series on MedTech Views;
 - Two thematic events on **value based agreements (key focus 2020)**;
 - Supporting individual procurement organisations in the uptake of the VBP approach;
 - Development of good practice deep-dive case studies;
 - Organization of the 2nd annual VBP Conference 2020
- (1 December 2020 , Brussels)

VBP CoP event # 1: Thematic seminar – 16 June 2020



The screenshot shows the website for the Value-Based Procurement (VBP) CoP. At the top left is the VBP CoP logo, which consists of three concentric circles with a central 'C' shape, and the text 'VALUE-BASED PROCUREMENT' and 'Partnering for patient-centric, sustainable health care'. To the right of the logo is a navigation menu with the following items: INTRODUCTION, AGENDA, REGISTRATION, READING MATERIALS, VBP COP, and CONTACT. Below the navigation menu is a large banner image of a rowing team in a boat on water. Overlaid on the banner is the title 'Thematic Seminar on Value-Based Agreements' in a large, bold, teal font. Below the title is the date and format: '16 June 2020 - Online session'. The main text describes the seminar, organized by the VBP CoP, and states its purpose: to provide an opportunity for participants to exchange experience and expertise, and to jointly develop a taxonomy and guidance on the application of value-based agreements. Below this is a paragraph about the VBP CoP's mission and its five key activities: Engage & Outreach, Educate, Collaborate, Derive Learnings, and Continuously Enhance its Toolkit. In the bottom left corner of the banner, there is a circular diagram with five segments: 'Continuously enhance toolkit', 'Engage & Outreach', 'Educate', 'Derive Learnings', and 'Support VBP adoption to change procurement' in the center.

VALUE-BASED PROCUREMENT
Partnering for patient-centric, sustainable health care

INTRODUCTION AGENDA REGISTRATION READING MATERIALS VBP COP CONTACT

Thematic Seminar on Value-Based Agreements

16 June 2020 - Online session

Organized by the Value-Based Procurement Community of Practice (VBP CoP), with the clear ambition to change procurement practice to a value and partnership-based procurement approach, this thematic seminar on value-based agreements will provide the opportunity to participants to exchange experience and expertise on this topic and to jointly **develop a taxonomy and guidance on the application of value-based agreements**.

The VBP CoP is driven by its members and assisted by supporting and knowledge partners. The CoP focuses on 5 key activities: Engage & Outreach, Educate, Collaborate, Derive Learnings and Continuously Enhance its Toolkit.

Continuously enhance toolkit
Engage & Outreach
Educate
Derive Learnings
Support VBP adoption to change procurement

- *Look forward to welcome you as an official member of the VBP Community of Practice*