



Swansea
University
Prifysgol
Abertawe

School of Management
Yr Ysgol Reolaeth



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Value-Based Supply Workshop

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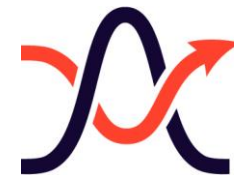
Competition law reminder



Agenda

- **Aim:** *To consider the behaviours, skills and strategies suppliers should exhibit to support a VBHC system*
- Introduction
- Small Group work
- Exit poll

The outcomes of this workshop and the survey will inform a report to be published in Q1 2024, under the Chatham House Rule.



Introduction

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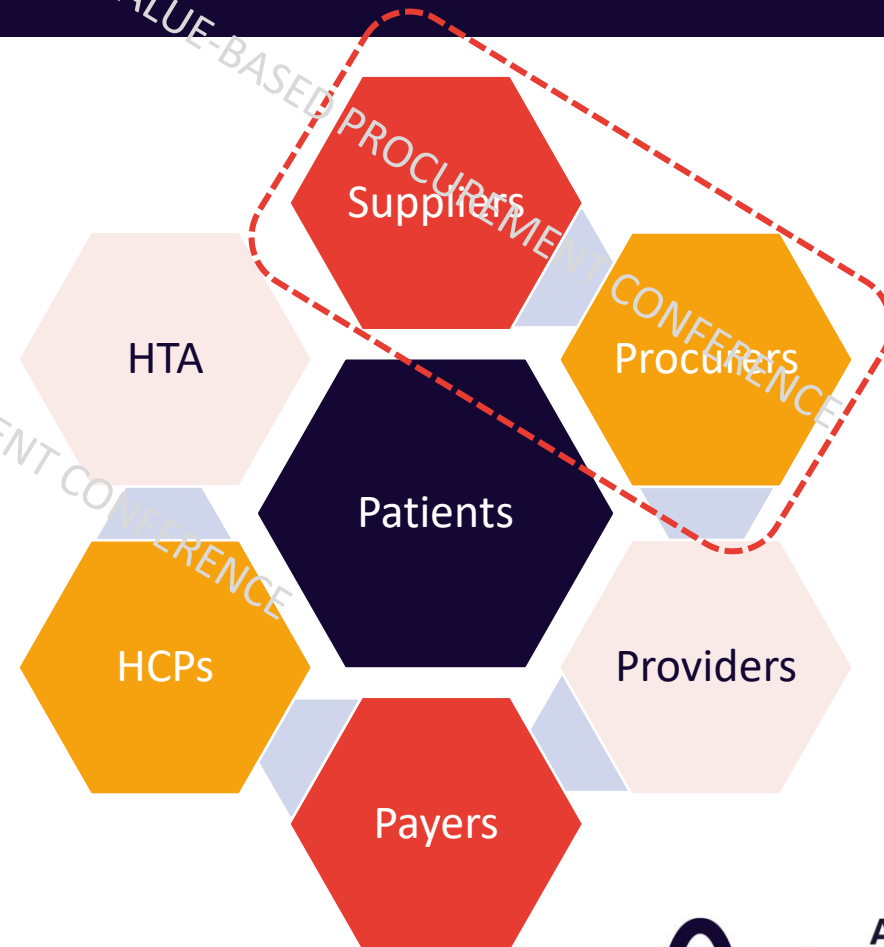
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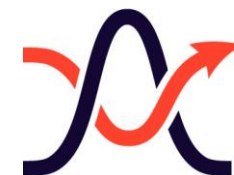
The Value-Based Healthcare Ecosystem

A successful Value-Based system needs all parts to align on a common purpose

- Getting the best possible outcomes for patients within the resources available
- Achieving what matters to patients
- Ensuring economic and environmental sustainability
- Value-Based Procurement can drive Value-Based Healthcare and achieve shared value for all parties



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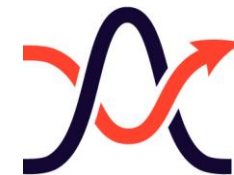
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Value-Based Supply: it's important!



The internal readiness of a Life Sciences business to engage successfully with health system customers in a Value-Based Healthcare environment

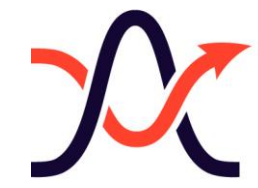


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Small Group Work

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Small Group Work (Facilitated)

- Aim: *Share your views on what MedTech suppliers should be focusing on to derive shared value from a VBHC system.*

1. Split into groups of 3/4 people.

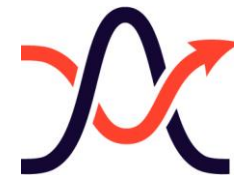
Flip chart 1:

Rank the top 5 behaviours, skills and strategies suppliers should be exhibiting to support a VBHC system. Most important at the top! Use Post-It's to explain your thinking

Flip Chart 2:

Use Post-It's to define what it means / should mean to be a Value-based Supplier.

Are there other things that are important? What difference should the health system expect from their suppliers?



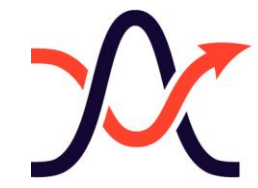
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Summary

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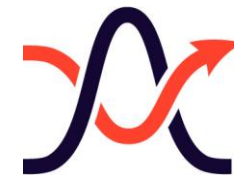
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Thank You!

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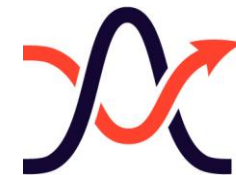
Exit Poll

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Exit Poll

- *Aim: To gauge where we are now with Value-Based Supply*

As you leave, please stick a dot on the appropriate flip chart to give your honest reflection of the current level of Value-Based Supply

Flip chart A: If you work in the Life Sciences Industry Sector

Indicate how ready your company is for Value-Based Healthcare

Flip Chart B: If you don't

Indicate how ready you think Life Science companies are for Value-Based Healthcare





What next?

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Download our white papers on VBS

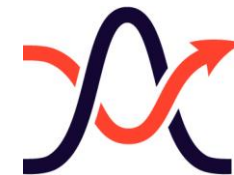


- Join in the discussion on LinkedIn [@Value-Based Supply](#)
- Look out for final white paper in Q1 2024
- Support the implementation of *Value-Based Supply* in the Life Sciences Industry sector



Affiliated Organisation of the
European Alliance for Value in Health

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