



# EUROPEAN VALUE-BASED PROCUREMENT CONFERENCE

**Navigating the VBP  
challenges and reaching  
destination**

11 December 2023  
Hotel Le Plaza, Brussels

# AGENDA

# 5th EUROPEAN VALUE-BASED PROCUREMENT CONFERENCE

Navigating the VBP challenges and reaching destination

11 December 2023 – Hotel Le Plaza, Brussels

09.00 – 10.00	Registration & Meet the participants
10.00 – 10.10	<b>Welcome and Introduction</b> Ingmar de Gooijer, conference host
10.10 – 10.30	<b>Key note: Value-Based Procurement; the Danish model</b> Lars Dahl Allerup Rethink Value
10.30 – 10.50	<b>Key note: Value-Based Supply</b> Prof. Hamish Laing Swansea University and Director Value-Based Health & Care Academy
10.50 – 11.00	Move to break-out rooms
11.00 – 11.45	<b>Break-out session – round 1</b> Participants will select 1 session out of 4 Sessions 1 & 2 are of special interest to procurers Sessions 3 & 4 are of special interest to suppliers  <b>1. Achieving higher outcomes with Value-Based Procurement</b> Lars Dahl Allerup, Rethink Value (Denmark)  <b>2. Healthcare professionals: key to success !</b> Rossana Alessandrello and Ramon Maspons Bosch, AQUAS (Spain)  <b>3. When the patient is the user; measuring the impact of medical devices on patients' everyday life</b> Ingela Bjorholt, NHE Licence/MedTech20 (Sweden)  <b>4. Creating the medtech Value proposition; making the difference</b> Rob Geraerds, Learning Delta (Netherlands)
11.45 – 12.00	Move to break-out rooms and 'grab a coffee'
12.00 – 12.45	<b>Break-out session – round 2</b> Participants will select 1 session out of 4 Sessions 1 & 2 are of special interest to procurers Sessions 3 & 4 are of special interest to suppliers  <b>1. How to use patient outcome criteria in public procurement processes and tenders; the legal point of view</b> Virginie Dor, CMS (Belgium)  <b>2. Collecting Value impact evidence and how AI can help out</b> Praful Mehta, Vamstar (UK)  <b>3. Value-Based supply; re-imagining Value from within</b> Hamish Laing, Swansea University and VBHC Academy (Wales) James McHale, Mölnlycke Health Care (UK)  <b>4. Designing and implementing a Value-Based agreement</b> Rebecca Sloan, Lane Clark & Peacock (UK) Jonathan Pearson-Stuttard, Lane Clark & Peacock (UK)
12.45 – 14.00	Lunch

<b>14.05 – 14.50</b>	<p><b>Break-out session – round 3</b> Participants will select 1 session out of 4 Sessions 1 &amp; 2 are of special interest to procurers Sessions 3 &amp; 4 are of special interest to suppliers</p> <p><b>1. Achieving higher outcomes with Value-Based Procurement</b> Lars Dahl Allerup, Rethink Value (Denmark)</p> <p><b>2. Healthcare professionals: key to success</b> Rossana Alessandrello and Ramon Maspons Bosch, AQUAS (Spain)</p> <p><b>3. When the patient is the user; measuring the impact of medical devices on patients' everyday life</b> Ingela Bjorholt, NHE Licence/MedTech20 (Sweden)</p> <p><b>4. Creating the medtech Value proposition; making the difference</b> Rob Geraerds, Learning Delta (Netherlands)</p>
<b>14.50 – 15.00</b>	Move to break-out rooms
<b>15.00 – 15.45</b>	<p><b>Break-out session – round 4</b> Participants will select 1 session out of 4 Sessions 1 &amp; 2 are of special interest to procurers Sessions 3 &amp; 4 are of special interest to suppliers</p> <p><b>1. How to use patient outcome criteria in public procurement processes and tenders; the legal point of view</b> Virginie Dor, CMS (Belgium)</p> <p><b>2. Collecting Value impact evidence and how AI can help out</b> Praful Mehta, Vamstar (UK)</p> <p><b>3. Value-Based supply; re-imagining Value from within</b> Hamish Laing, Swansea University and VBHC Academy (Wales) James McHale, Mólnlycke Health Care (UK)</p> <p><b>4. Designing and implementing a Value-Based agreement</b> Rebecca Sloan, Lane Clark &amp; Peacock (UK) Jonathan Pearson-Stuttard, Lane Clark &amp; Peacock (UK)</p>
<b>15.45 – 15.55</b>	Move to plenary room
<b>15.55 – 16.35</b>	<p><b>Key learnings and the way forward</b> Break-out session leaders Moderated by Ingmar de Gooijer</p>
<b>16.35 – 16.45</b>	<p><b>Closing remarks</b> Danny Havenith Chair EHPPA</p> <p>Giovanni Gorgoni President EUREGHA</p>
<b>16.45 – 17.30</b>	After-conference drinks