



VALUE-BASED PROCUREMENT

Partnering for patient-centric,
sustainable health care

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



Health care systems are under mounting pressure:

- ⚡ Large, unwanted variation in quality of care
- ⚡ Unsustainable cost increases, inefficiencies and waste
- ⚡ Wide variation in care delivery

A person wearing a dark jacket, light shorts, a cap, and glasses stands on a rocky cliff edge, looking out over a city at sunset. The city is densely packed with buildings, and the ocean is visible in the distance. The sky is a mix of orange and blue.

To address these challenges, HC systems need to improve **value** in care delivery, not focus solely on volume, costs, or single clinical indicators

Value-based procurement (VBP) centers on **value** by offering a multidisciplinary, collaborative approach to...

...overcome short-term cost containments



and partner for patient-centric, sustainable health care





VBP puts **patient** outcomes at center and offers a win-win situation with clear benefits for all stakeholders

Providers & procurer improve patient care and financial sustainability, bring clinicians, nurses, procurers and budget owners together to jointly improve care

Medtech suppliers become part of the solution and are rewarded for full value contribution and innovation in care improvement

Health care systems leverage innovation to enhance integration, improve population health, and ensure greater value from resources invested



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Becoming part of the solution

via a stronger dialogue with procurers enabling a solution approach for specific pain points, improved patient outcomes and cost containment

Reward for value contribution

recognized due to a comprehensive value focus beyond price with relevant incentives and KPIs

Innovation for care improvement

rewarded by providers and HC systems for medtech suppliers' contribution to eliminate pain points in care delivery

Now is the time to partner among stakeholders and realize the full potential of value-based procurement

Providers & procurers

drive VBP with comprehensive value perspective relating outcomes to cost of care across pathway

Medtech suppliers

develop evidence-based value propositions to address provider needs and enable own teams for value-based selling


HC systems

foster collaboration across stakeholders, incentivize value and enable healthcare digitalization



Let's act now!

 The status quo is not sustainable

 A win-win for all stakeholders

 VBP is ready to move at scale



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