



# 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 vast cityscape at sunset. The city is densely packed with buildings, and the ocean is visible in the distance. The sky is a mix of orange, pink, 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



**HOSPITAL**  
Complex

## Providers & procurers improve patient care and financial sustainability through multidisciplinary teams

**Patient centric care** enhanced by measuring patient outcomes and involving suppliers in care improvement

**Financial sustainability** improved due to focus on improved efficiency across pathway and, if possible, value-based contracts with suppliers

**Multidisciplinary teams** formed by clinicians, nurses, procurers & budget owners with shared purpose of finding best value solution for patient 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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