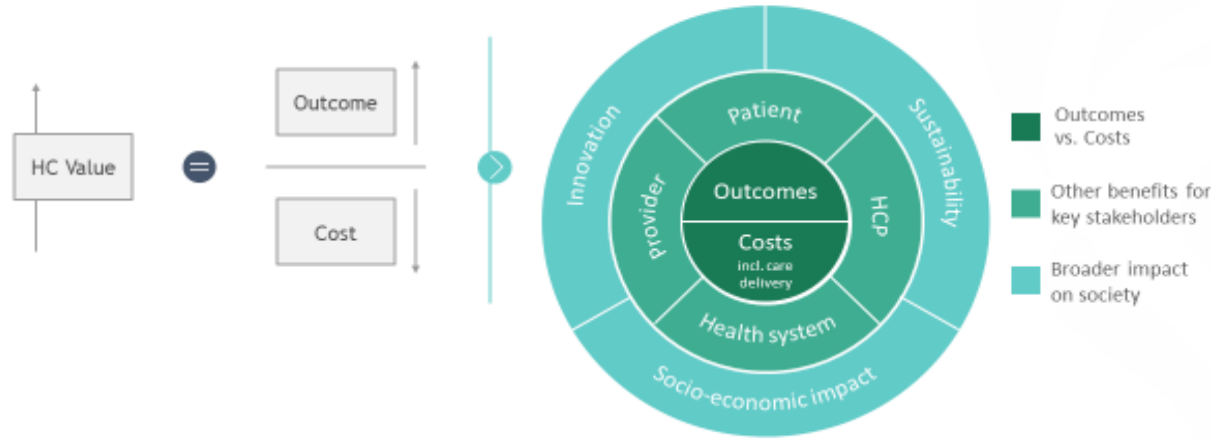


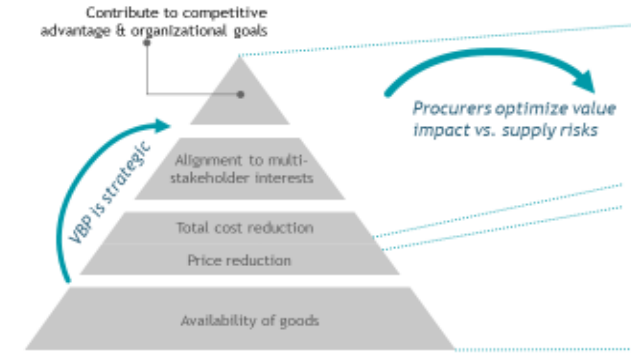
VBP Community of Practice

Value-based procurement Framework



Procurers to take up the strategic perspective

Typical hierarchy of procurement objectives



Adapted Kraljic procurement portfolio



Projects spread across Europe



Six success factors for the procurer



Message to senior budget holders on VBP to generate awareness and buy-in



Start with pain points, then identify clinically and economically relevant criteria for those



Set-up multidisciplinary teams and ensure early and consistent buy-in from clinicians



Ensure some data transparency (on outcomes and costs) as baseline and to measure success



Engage supplier in dialogue to optimize requirements for product/solution sought



Engage supplier in monitoring success and co-creating evidence