

Willingness-to-pay-method (W2P) | Karolinska infusion pump tender

Key aspects of tender

Organization:
Karolinska University Hospital, Sweden



Medical device or service:
Infusion system

Main objective:
Infusion system to support optimized patient flows and working methods, and to ensure high quality and patient benefit;
Chosen supplier to become long term innovation partner

Main criteria used

Outcome: Safety for patient

Cost of care: Price for product and service types. Total price is calculated with a predetermined (expected) shopping basket

Other benefits: HCP usability and ergonomics, plan for innovation cooperation with hospital

Technical specifications: Functionality on top of mandatory requirements, e.g. special functions, settings, power supply, detergent durability

Example calculation

Level of fulfillment of criteria is translated into *monetary value* (not points) and summed up. This sum is then subtracted from the total price to get the *comparison price* which is used to determine the most economically advantageous tender (MEAT)

Winning tender from supplier X:

Total price	188 MSEK
Deductions from fulfillment of criteria	-296 MSEK
Comparison price	-108 MSEK

Results reported

Supplier with the lowest comparison price—and thus considered to be most economically advantageous—was awarded the contract

