

Procedure/product focus:

Anti-coagulation Point of Care Solution

Population segment:

Patients in need for anti-coagulation

Care pathway:

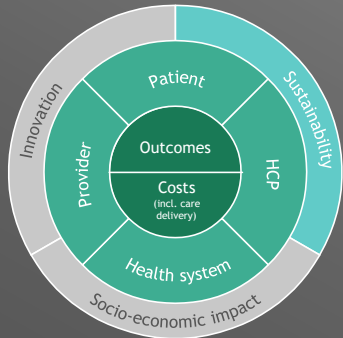
Entire pathway (acute, outpatient & home)

Tender procedure:

Open Procedure - incl. open market consultation

Procuring entity:

NHS Wales



Anti-coagulation PoC - NHS Wales, UK



Key value criteria used



Outcome focus

- INR value in therapeutic range
- Complications due to coagulation e.g., stroke



Cost of care focus

- Total solution life cycle cost
- Staff training
- Techn. Support
- IT & Network



Other benefits for stakeholders

- Connectivity of PoC meter to database
- Therapeutic advice w/o staff time



Broader impact on society

- Sustainable products
- Waste disposal
- Patients' ownership of their health

Value created for hospital

Quantitative impact (clinical and economic)

- It is anticipated that there will be a 10-20% reduction in ER admissions due to increased consistent patient monitoring
- Reduction in total cost of care/patient by shifting monitoring to outpatient/home care

Qualitative impact

- Patient convenience and reduced burden to HCP due to at/near home testing
- Ability to build up data and analytics to test intervention and improve care pathway
- Better symptom management and interconnectivity to secondary care

Cultural change

- Patient empowered to be more active & independent in own monitoring

Value created for bid winner

Quantitative impact (clinical and economic)

- Increased revenue per patient due to full solution offering (PoC testing equipment plus 3rd party contract on dosing software)

Qualitative impact

- Jointly developing integrated care solution within long term partnership model
- Data offers insights into clinical pain points and solution impact along care pathway
- Improved reputation for VBP (e.g. value claims supported by measured evidence)

Cultural change

- Patient empowered to be more active & independent in own monitoring



Value impact on stakeholders