

Connected Hospital Bed - Erasmus MC, Netherlands



Procedure/product focus:

Connected hospital bed solution

Population segment:

All hospitalized patients

Care pathway:

All in-hospital patients

Tender procedure:

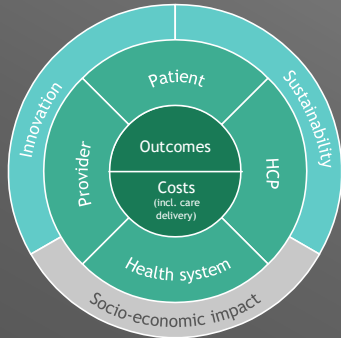
Competitive dialogue

Procuring entity:

Erasmus MC (NL)

Supplier bid winner:

Hillrom



Key value criteria used

Outcome focus

- Patient safety
 - Falls prevention
 - Prevention of HAI
- Pressure ulcers
- Patient mobilisation

Cost of care focus

- Workflow efficiency
- Nurse staff time/bed
- Length of stay (LOS)
- Replacement with specialised beds

Other benefits for stakeholders

- Staff safety
- HCP satisfaction
- Nurse staff availability
- Continuous monitoring of patients' outcome

Broader impact on society

- CO₂ footprint
- Evidence based research
- New improved techn. developed

Value created for hospital

Quantitative impact (clinical and economic)

- Substantial total cost of care savings expected due to improved workflow/reduced staff time
- Improved financial performance due to avoided capital cost & flexible solution adapting to needs

Qualitative impact

- 15-yr long partnership enables adaption to care needs, workflow efficiency and future value proof
- Improved patient safety (decreased # of falls & pressure ulcers, prevention of HAI)
- Reduced carbon footprint
- Nurses' availability for patient centric care
- Improved patient experience tracked by KPIs

Cultural change

- Higher employee satisfaction/presence at work

Value created for bid winner

Quantitative impact (clinical and economic)

- Large contract for ~ 840 hospital beds and mattresses over 15 years
- Financial reward for innovative solution

Qualitative impact

- Shorter R&D cycles due to opportunity and easy access to test and co-design future bed service products with academic center of excellence
- Reward and enhanced reputation for integrated bed and mattress service

Cultural change

- Fostered collaboration in multidisciplinary teams to prepare for VBP tender
- Built trusted partnership with provider



Value impact on stakeholders