

**Procedure/product focus:**  
Connected hospital bed solution

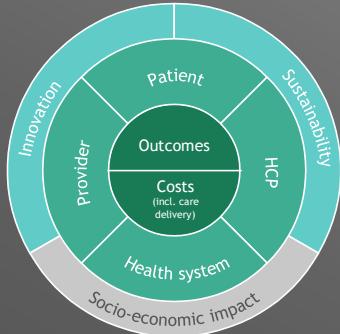
**Population segment:**  
All hospitalized patients

**Care pathway:**  
All in-hospital patients

**Tender procedure:**  
Competitive dialogue

**Procuring entity:**  
Erasmus MC (NL)

**Supplier bid winner:**  
Hillrom



# Connected Hospital Bed - Erasmus MC, Netherlands



## 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

- CO<sub>2</sub> footprint
- Evidence based research
- New improved techn. developed



## Value impact on stakeholders

### 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

