

**1. Value-based Procurement - Partnering for patient-centric, sustainable health care – messaging for:**

- [HC System](#)
- [MedTech industry](#)
- [Providers](#)

**2. Why Value-Based Procurement now?**

The infographic “Why Value-Based Procurement now?” visually represents why Value-Based Procurement (VBP) can facilitate the move towards Value-Based Healthcare and why it is relevant for all healthcare stakeholders.

It includes:

- The motivations and incentives behind VBP
- VBP definitions and benefits
- Guidance on how/where to get started and/or accelerate VBP

[View the infographic](#)

**3. How to successfully implement (MEAT) Value-Based Procurement - what we have learned from learning projects & pilots so far**

Based on a study of European value-based procurement learning projects and pilots as well as the lessons learned by both medtech suppliers and procurers, the aim of this paper is to increase the awareness on what value-based procurement can contribute and to suggest some important steps that need to be taken in the procurement process in order to make a successful start

[Read more](#)

**4. MEAT VBP initiative – summary of initiative for:**

- [Procurers](#)
- [Suppliers](#)

**5. Overview and access to the MEAT VBP guidelines & Excel tool**

In order to facilitate procurement in accordance with the "most economically advantageous tender" approach (MEAT) as defined in the 2014 EU Public Procurement Directive (2014/24) and to support the practical implementation of 'VBP', MedTech Europe in partnership with The Boston Consulting Group (BCG) and European procurement experts has developed a supportive tool in Excel format and associated guidelines for procurers and suppliers.

The [current slide deck](#) describes how to get access to the Excel tool and the different Guidelines

## 6. Procurement: the unexpected driver of value-based health care

The global healthcare industry faces two critical challenges: large variation in patient outcomes and continually increasing costs. Value-based health care can address both, but hospitals and health systems must factor value into their procurement decisions for medical products.

[Read more](#)

## 7. MEAT Value-Based Procurement enabling value-based healthcare in Europe

Procurement: a key pillar of value-based healthcare Value-based healthcare is gaining traction across Europe as the way forward to build more efficient and sustainable health systems. This approach takes into account the wider patient and societal outcomes together with the life-cycle cost of healthcare delivery and services. Doing so can provide more economically advantageous solutions and increased quality and value of care for patients, healthcare professionals and health systems as a whole.

[Read more](#)

## 8. Most Economically Advantageous Tender Value-Based Procurement (MEAT VBP): initiative overview (January 2018)

The concept of value-based healthcare is gaining traction across Europe as the way forward to build more efficient and sustainable health systems. This approach takes into account the wider patient and societal outcomes together with the life-cycle cost of healthcare delivery and services. Doing so can provide more economically advantageous solutions and increase quality and value of care for patients, healthcare professionals and health systems as a whole.

[Read more](#)

## 9. DIRECTIVE 2014/24/EU OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 26 February 2014 on public procurement and repealing Directive 2004/18/EC

[View the directive](#)

## 10. The changing landscape of procurement practices: Blog series on Value-Based Procurement

- [Can procurement deliver the 'best value' for money?](#), Hans Bax, Senior Advisor MEAT Value-Based Procurement, 24 June 2019
- [Procurement is on a journey to a 'value-based' future](#), Hans Bax, Senior Advisor MEAT Value-Based Procurement, 17 June 2019
- [Case study: testing a new framework for value-based procurement](#), Gabriela Restovic, Health economist, 19 Jun 2018
- [Value-based procurement: a users' guide to improving outcomes and delivering efficiencies in the UK](#), Brian Mangan FCIPS MSc, Deputy Director NHS NW Procurement Development, 23 May 2018
- [How Public Procurement can Drive More Sustainable Healthcare](#), Dominika Domanska, Sustainability & Engagement Manager, Johnson & Johnson, 21 September 2016

- [Health systems produce value for citizens, the economy and society](#), Hans Martens, Healthcare Consultant, 10 June 2016
- [Can the EU directive on public procurement encourage value-based procurement in healthcare?](#), Caroline Hobson, Partner | Competition, CMS London, 27 April 2016
- [Shift to value-based procurement must come from the top](#), Gunnar Goblirsch, Head of a Unit, Stockholm County Council, 2 March 2016
- [Value-Based Procurement: can the industry just “wait and see?”](#), Eszter Kacs Kovics, Public Affairs Director, SCA Hygiene Products, Incontinence Care Europe, 4 December 2015
- [Can we repair Europe’s health care systems through value-based procurement?](#), Robert McGregor, Project Leader, The Boston Consulting Group's Zurich office & Yves Verboven, Director Market Access and Economic Policies, MedTech Europe, 17 June 2015