

Procurement & HTA

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Who Are we?

- Created in 2007: Not for profit
- « Contracting authority » EU Dir 2014/24/UE
- GPO: « Group Purchasing Organization »
- Purchase both medical & non-medical products & services (scope : 1,5b/y)
- Ressource & expertise center
- 3 levels of activities (regional, national, european)
- Mission of support to the RHA to set up an innovation policy at regional level



What is a GPO?

- **GPO (Group purchasing organization) = CPB (Central Purchasing Body) according to Directive 2014/24/UE**
 - **« A contracting authority providing centralised purchasing activities and possibly, ancillary purchasing activities »**

Centralised purchasing activities

- Acquisition of supplies and/or services intended for contracting authorities
- Award of public contracts or the conclusion of framework agreements

Ancillary purchasing activities

- Technical infrastructure enabling contracting authorities to award public contract
- Advice on conduct or design of public procurement procedures
- Preparation and management of procedures



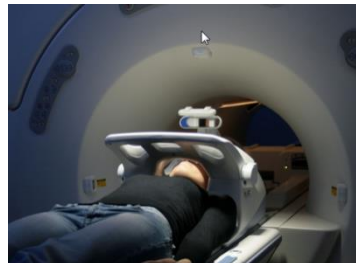
Medical devices portfolio

- Orthopaedics
- Cardiology
- Ophtalmology
- General surgery
- Endoscopy
- Coeliosurgery
- Consumables,....



...but also

- IMR, Scan



EHPPA: Who are we?

- **What is EHPPA?**
 - An association of healthcare GPOs which aim at pooling expertise, leverage performance and provide its members with a strategic position in the European health procurement market

- **Objectives**
 - To facilitate cooperation and exchanges of information between its members
 - To provide a framework for joint procurement policies and strategies shared by the members



EHPPA: Who are we?



Mercure



Procurement process & assessments



Do you use HTA in your procurement process?

1 « No »

2 « Not directly »

3 « On going »



HTA & MEAT

Directive 2014/24/EU

Article 67

Health technology assessment (HTA) is a multidisciplinary process that summarises information about the medical, social, economic and ethical issues related to the use of a health technology in a systematic, transparent, unbiased, robust manner.

Its aim is to inform the formulation of safe, effective, health policies that are patient focused and seek to achieve best value

2. The most economically advantageous tender from the point of view of the contracting authority shall be identified on the basis of the price or cost, using a cost-effectiveness approach, such as life-cycle costing in accordance with Article 68, and may include the best price-quality ratio, which shall be assessed on the basis of criteria, including qualitative, environmental and/or social aspects, linked to the subject-matter of the public contract in question. Such criteria may comprise, for instance:



HTA & Procurement process assessment

Similarities

- Roles of encouraging the best utilization of health technologies
- Helping to make the best choice by giving the best information
- Multi factorial approach

Differences

- Product vs. need
- Not a holistic point of view
- Take account the organization of the contracting authority
- Support for public policies (i.e : SME's)

It's all about assessment!

HTA & Procurement process: synergies



H.T.A



Conclusion

- Roles of procurement is changing fast
 - Change management
 - Ask for the efficiency of organization
 - Improving the supplier relationship management

- Links between HTA agencies and central purchasing bodies should increase





THANK YOU

GRACIAS
ARIGATO
SHUKURIA
JUSPAXAR
DANKSCHEEN
TASHAKKUR ATU
SUKSAMANA
MEHRBANI
KOMAPSUMNIDA
MAAKE
GRAZIE
PALDIES
BOLZIN
MERCY
BIYAN
SHUKRIA
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