

Value-Based Access Programs

An alternative funding for MedTech?

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#1 Company in Europe for demonstrating the **Value** of medical technologies

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Local presence drives results

- **Network of 36 local associates across 28 different countries**

- Europe (Western and Eastern)
- United States
- South America
- Middle East
- South Africa

- More than 100 projects completed in all regions

- Each ValueConnected associate has **previous commercial experience and market access knowledge** to quantify and demonstrate value to clinical and economic stakeholders



Value-Based Access Programs Methodology



Create methodology to classify the existing Value-Based Access Programs across Europe

Scope of Assessment

Only agreements considering **both costs* and outcomes**

Available mechanisms for payers to **reward the value of innovation**

Focus on **initial market access** for medical technologies

Legal framework established at the **national level**

*Costs related to treatment/diagnostic process, and not only price of medical technology

Definition of Payers

National or regional **public organizations** holding and allocating the budget and/or deciding on reimbursement for medical technologies

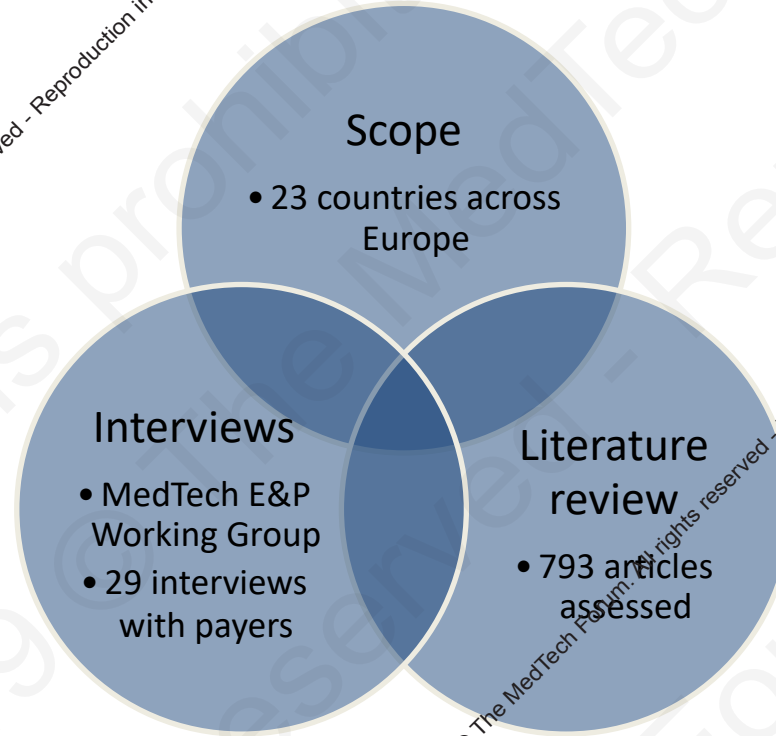


Responsible or involved in funding medical innovations



Scope of funding must include device and/or diagnostic

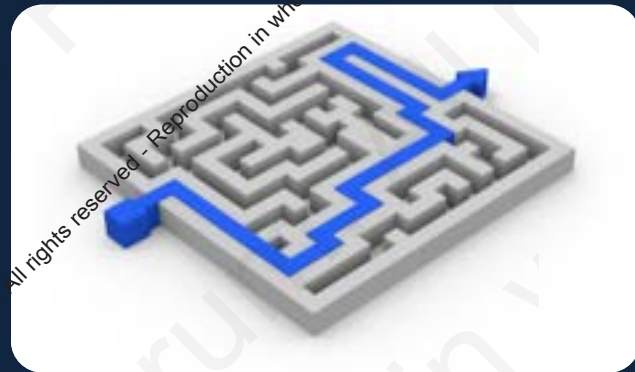
Methodology



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Value-Based Access Programs Results



Addressing key uncertainties from Payers

Economic outcomes

What is the financial impact considering our patients' pathways?

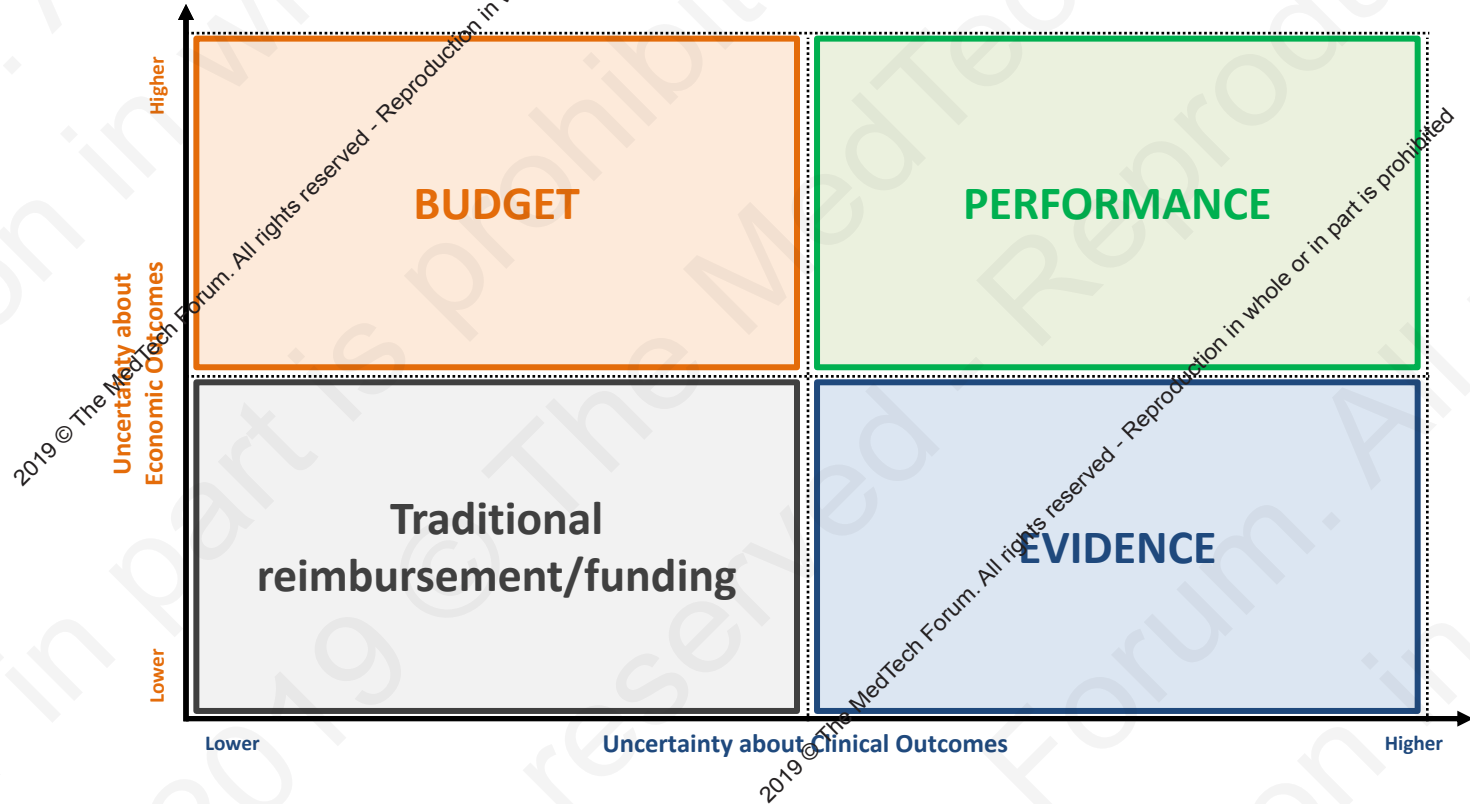
What is the financial impact to our healthcare budget?

Clinical outcomes

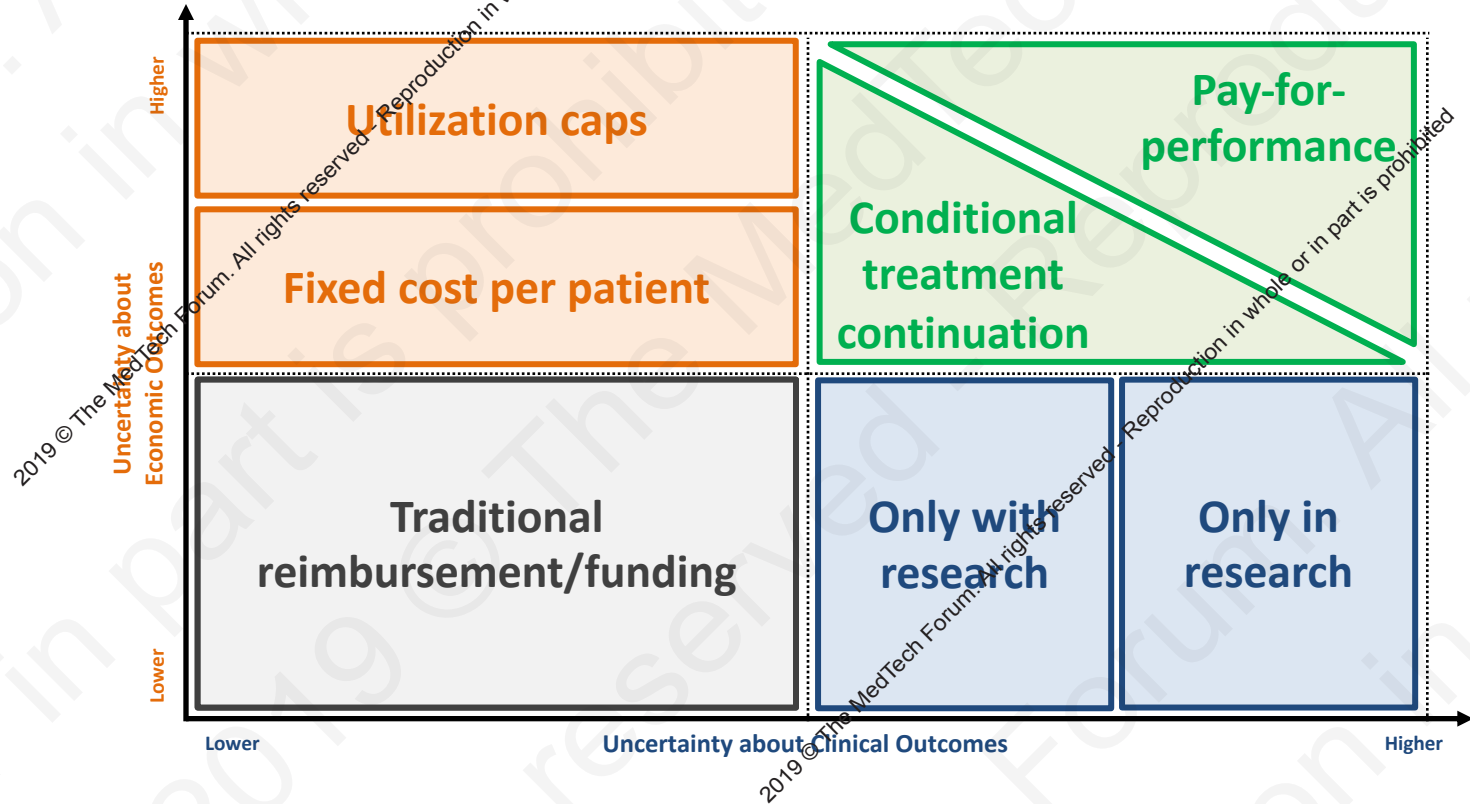
Can we obtain the same clinical outcomes in our setting as in the studies?

Can we confirm the efficacy of the medical technology?

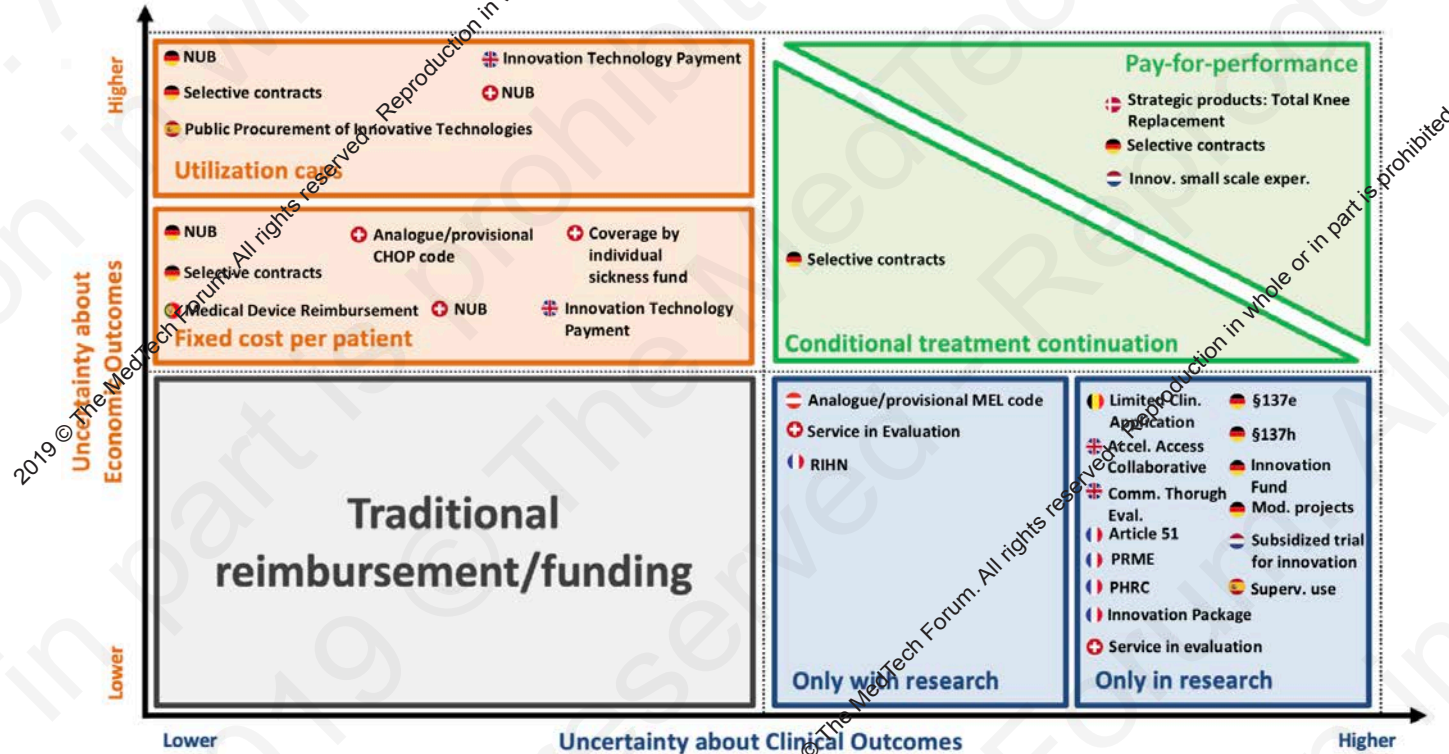
VBA Agreements Matrix



VBA Agreements Matrix

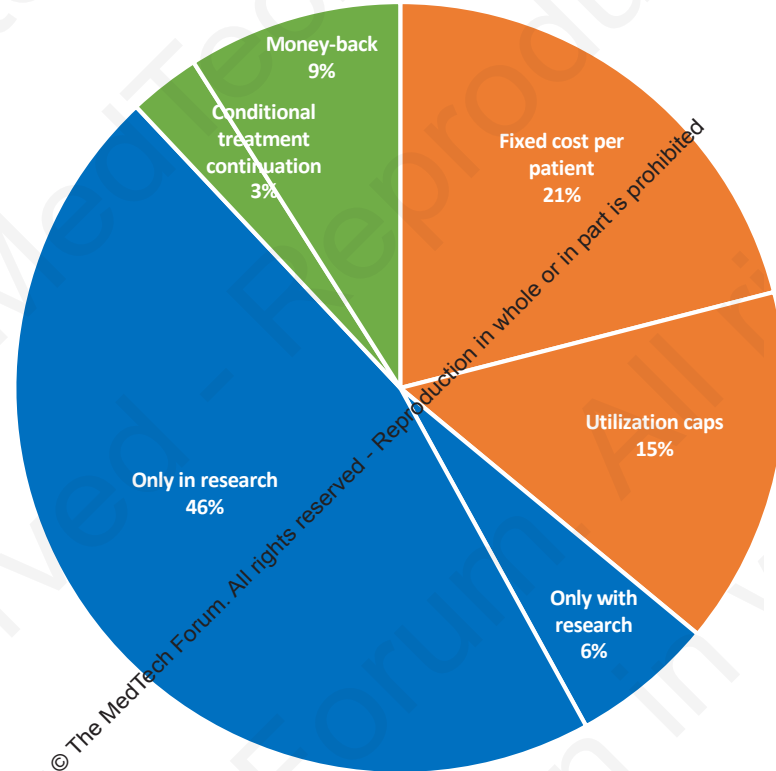


Classification of 33 VBAPs



Where are the strongest uncertainties?

- **52%: Mainly Clinical Outcomes**
- **36%: Mainly Economic Outcomes**
- **12%: Both Clinical and Economic Outcomes**



Value-Based Access Programs

Case study: Digital Health Services



The offering

Service

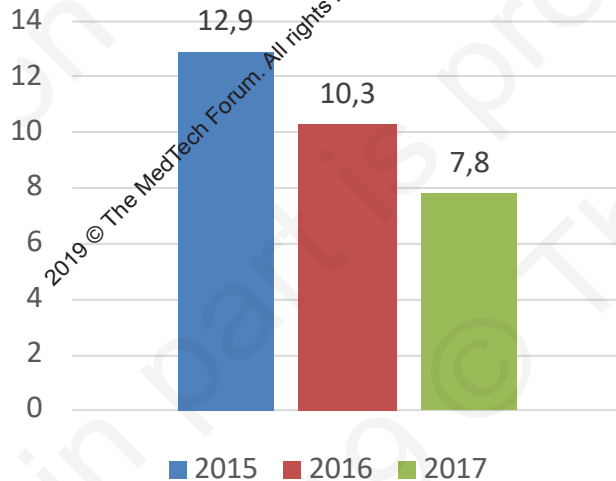


Digital

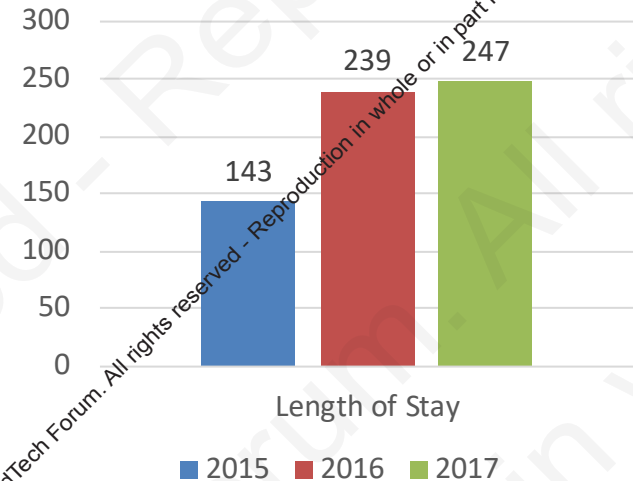


The outcomes

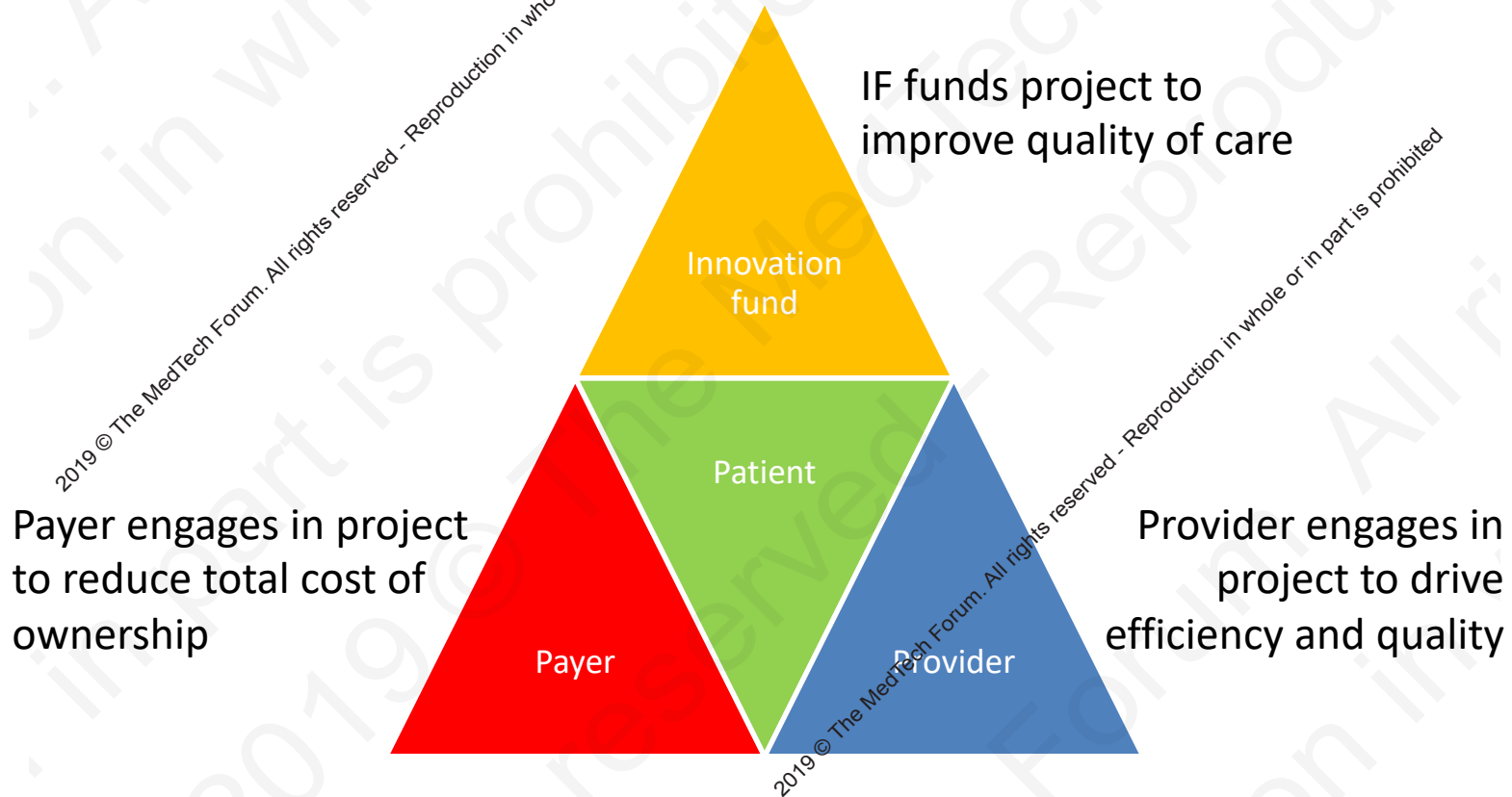
Length of stay



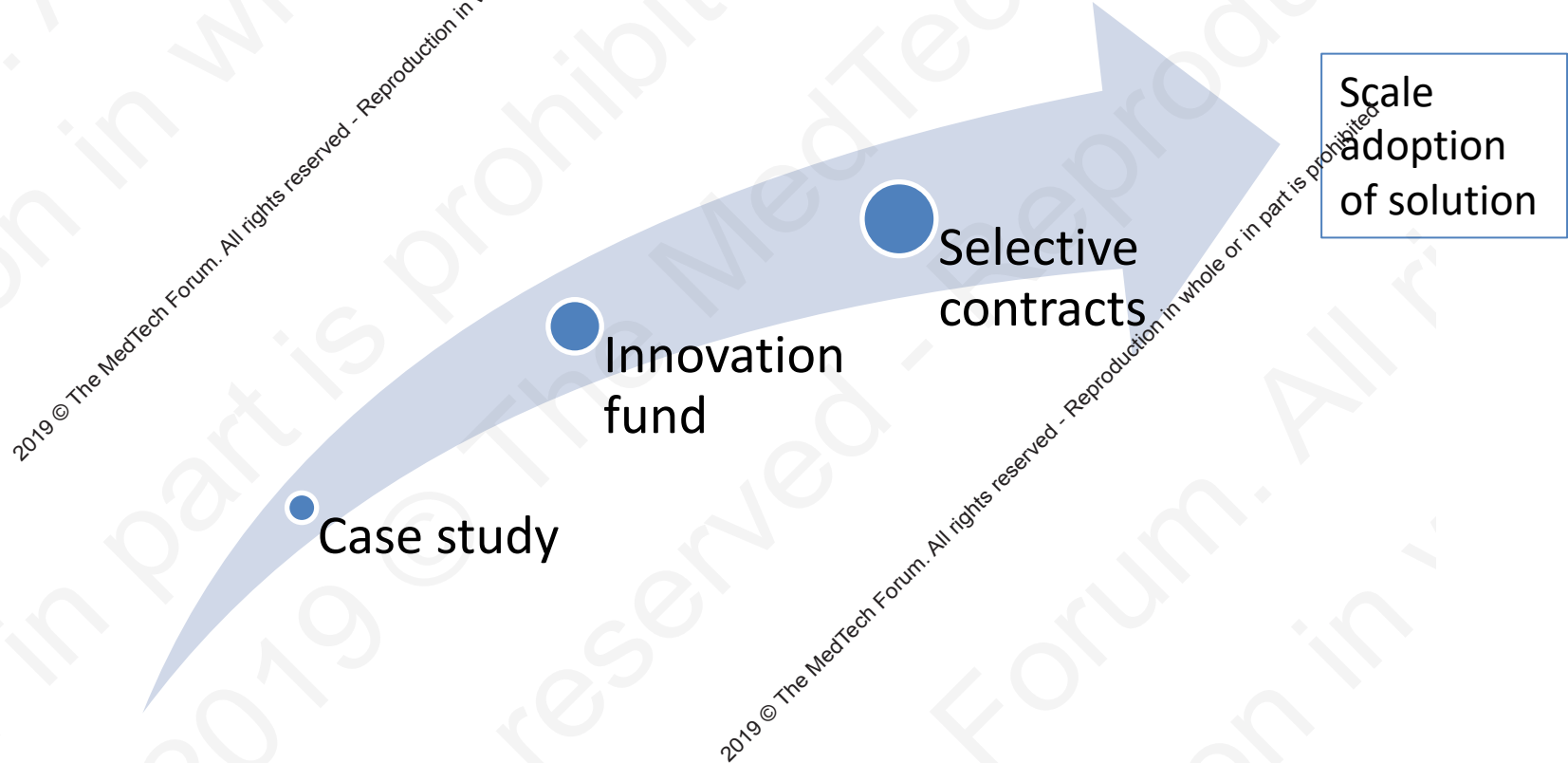
Procedure volume



The Innovation Fund Approach



Scaling Potential



Value-Based Access Programs Conclusion



Summary

Taxonomy project mapped **33 VBA agreements** mapped into 6 different categories

Payers are **increasingly perceiving** the benefits of accelerating introduction of medical technologies that provide value

VBA agreements are primarily driven by the key **uncertainties** they aim to address for local payers

Lack of clinical evidence is the #1 concern of Payers when they assess innovative medical technologies

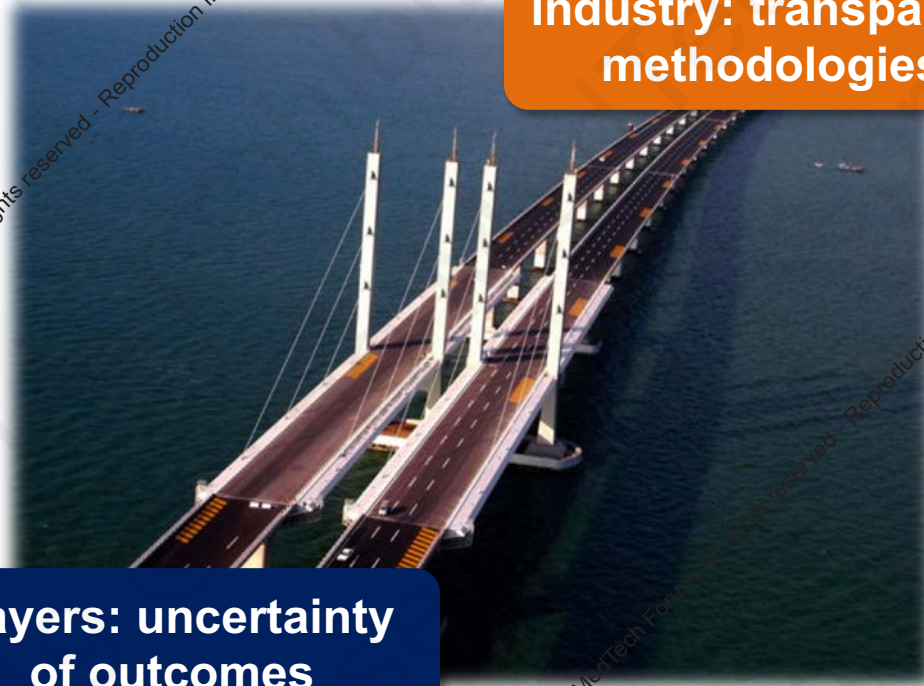
Key take-away

**The problem is not spending but
waste, which is only addressed
by demonstrating **Value****

VBAPs: a call-to-action

Industry: transparent methodologies

Payers: uncertainty of outcomes



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