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ASL
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Clínic
Barcelona

Pro care AVS

COMPENDIUM of LESSONS

*ProCare-AVS
Twinning*

ASL Città di Torino & Hospital Clinic Barcelona

Innovations in Procurement for
optimized Care of Aortic Valve Stenosis

1° luglio 2024 – 31 dicembre 2024



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Lesson 1

The potential of Procure4Health community by Twinning

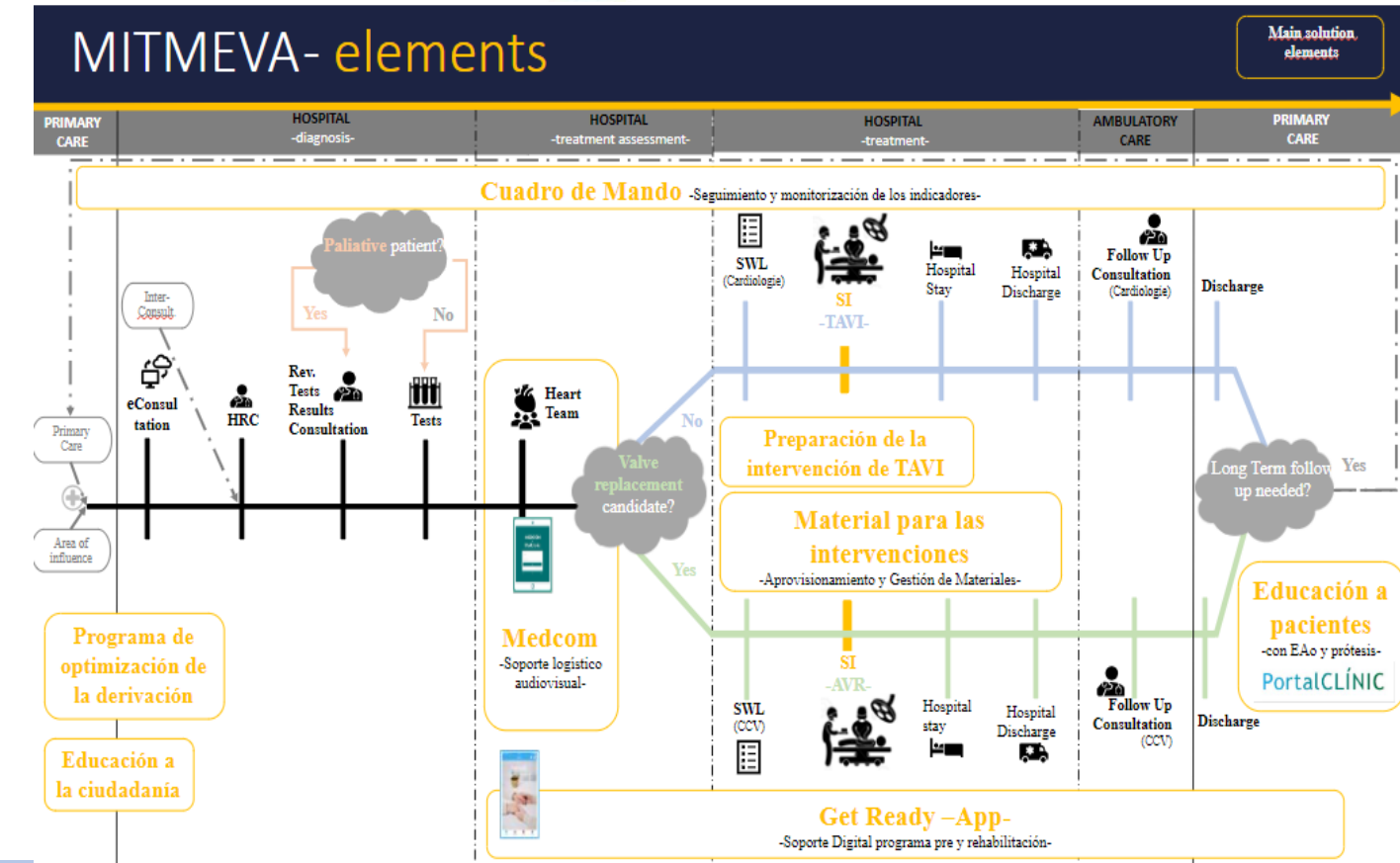
- First consideration: learning about the potential of the Procure4Health community and the possibility of adopting good practices, innovative procurement tools, approaches and policies for the implementation of sustainable and innovative solutions in health and social care.
- Twinning has added value to our way of working and has been much more than a community tool for the exchange of knowledge between experienced partners and less experienced partners.
- Preparatory phase for structured visits, workshops, training sessions and knowledge transfer internships required an analysis of one's own national health situation, regional and internal organization which has enabled the obstacles to be tackled and overcome, resistance to change to be overcome, solutions to be found and potential stakeholders identified that can contribute to the development of future projects.



Lesson 2

The Procare-AVS Project/1

- Second consideration: the opportunity for knowledge exchange which took place through the Procure4Health Twinning with the ProCare-projectAVS, on a particular topic such as heart valve stenosis, and the possibility of broadening our knowledge of innovative procurement through the study of a project (Mitmeva) carried out by more experienced partners.
- The ASL City of Turin, through its own organization study:
 - ASL organization was able to know his own potential
 - ASL could appreciate the value of multi-professionalism within a hypercomplex organization
 - To learn the possibility of integrating the needs of the patient, always at the center of the path, through innovative technologies and in compliance with the treatment of sensitive data
 - To design the future by expanding the network of stakeholders.



Lesson 3

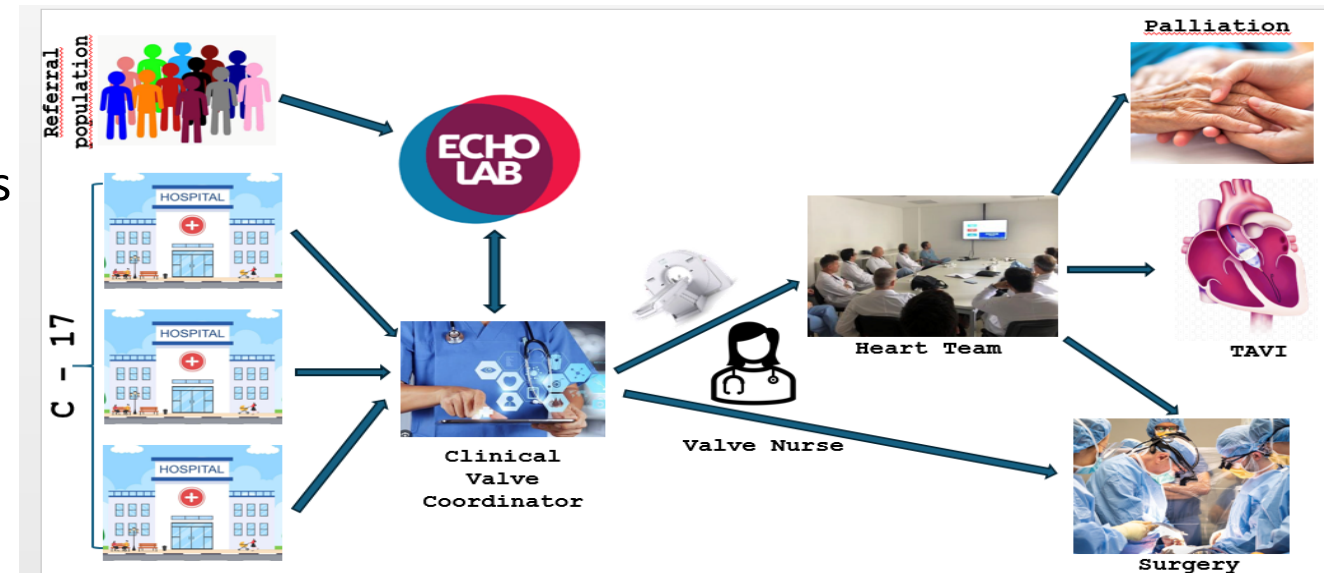
Project key words/1



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1. The Patient

The patient is at the centre of the whole process. Thanks to the integration of innovative technologies (app), a multidisciplinary approach (family doctors, nurses, caregivers, specialist doctors) and training is guaranteed efficiency/effectiveness of the path from diagnosis to treatment.



Lesson 3

The project key words/2

2. Innovative procurements

It is significant the transition from the purchase of a specific asset - in this case, a heart valve - to an integrated service able to respond more fully to the care needs of patients.

What type of innovation does MITMEVA provide?

❖ Innovation through the patient journey:

- ✓ Education (primary care and patients)
- ✓ Innovative techs: navigator; communication system, TAVIs, pre-hab & post-reha apps
- ✓ Organization: one-window shop (virtual & echocardiography high resolution) & integrated care

❖ Innovation in payment: Outcomes based payment

- ✓ Risk –sharing (pace-makers and leaks) (based on scientific literature data & clinical experience)
- ✓ KPI (5% of total amount yearly)



Lesson 3

The project key words/3

3. Technologies

The implementation of technologies developed specifically for the project has significantly improved the ability to monitor and measure clinical outcomes over time.

The role of stakeholders has been crucial: active and participatory involvement has been decisive in achieving common objectives.



Lesson 3

The project key words/4

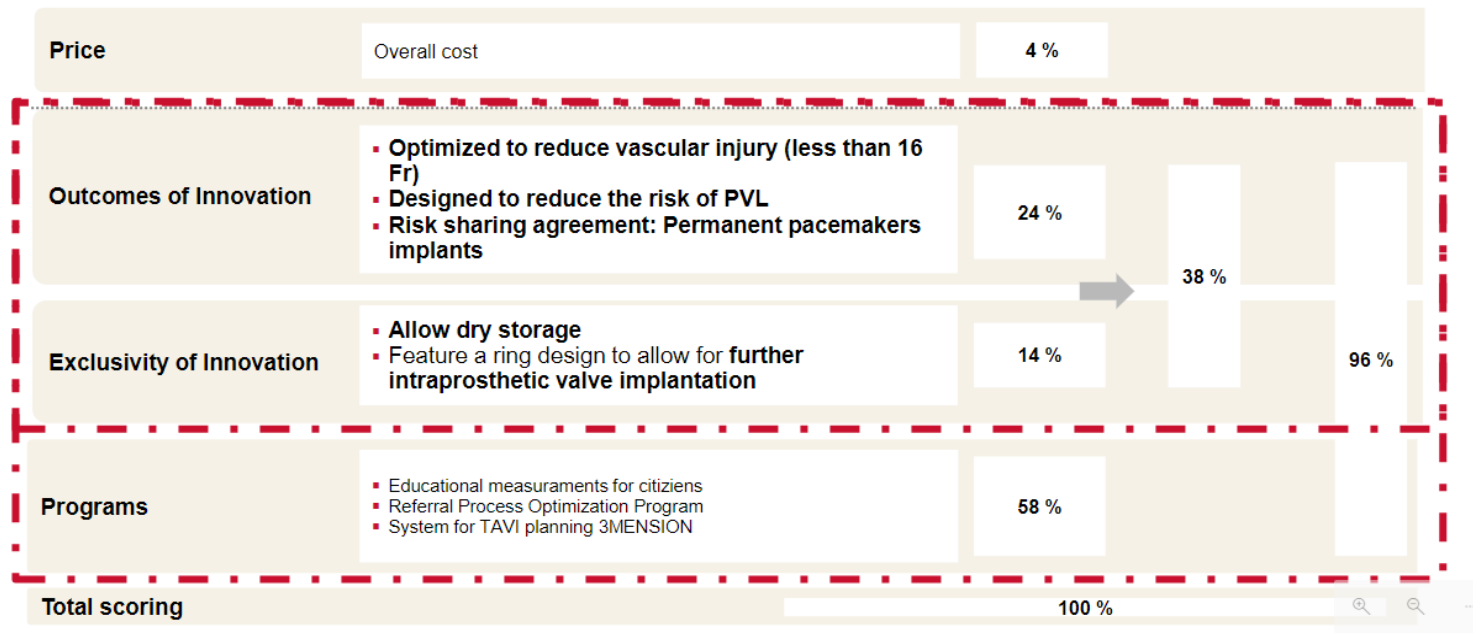
4. Quality

The transformation of the concept of 'Quality', no longer limited to product characteristics but extended to clinical outputs, balanced by a shared management of risk between the parties involved.



Edwards Lifesciences
Andrea Rappagliosi

MITMEVA - Building the bridge to increase recognition of Quality and Outcomes



Lesson 3

The project key words/5

5. Dissemination

Final event was the culmination of a process that saw the consolidation of relations for a future project involving public and private.

'To Share', 'To know', 'To have Vision', the words keys for future projects.



Participated:

Federico Riboldi, Assessore alla salute Regione Piemonte

Carlo Picco, Direttore Generale ASL Città di Torino

Loredana Masseria, Responsabile Progetti Europei ASL Città di Torino

Monica Robilotta, Esperta in relazioni istituzionali, comunicazione e politiche europee

Tiziana Patrizi, Referente Regione Piemonte dell'area Welfare / Policy advisor in Health, Culture, Social Affairs, Tourism and Migration°

Giacomo Boccuzzi, Direttore Cardiologia, Ospedale San Giovanni Bosco

Marta Sitges, Director Cardiovascular Institute, Hospital Clínic Barcelona (video)

Laura Sampietro Colom, Deputy Director of Innovation, Hospital Clínic Barcelona°

Matteo Mascia, Senior regional access Manager Edwards Lifesciences

Fabio Albertalli, Value & policy Manager Medtronic

Alessandra Comoglio, Direttrice Acquisti ASL Città di Torino

Francesco Enrichens, Project Manager del progetto Pon Gov Cronicità Agenas°

Adriano Leli, Direttore Azienda Zero Regione Piemonte°

Damiano Lipani, Founder e Managing Partner Studio Legale Lipani

Giovanna Perino, Responsabile Area Salute, IRES Piemonte

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Stakeholders group

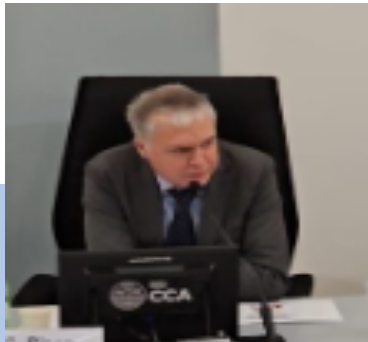


Lesson 3

The project key words/6

6. Leadership

The importance of leadership was evident and it must be authoritative, visionary and qualified; The Leader has the ability to support the group and to give strength to face resistance to change.



Carlo Picco



Marta Sitges



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Lesson 4

Project SWOT ANALYSIS



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Internal

Transform

- Presence of a Multiprofessional Team
- Better knowledge of the company organization
- Analyse the open market and the possibilities for new solutions
- Better efficiency of the whole process

- Resistance to change
- Longer procurement process and more meetings
- More expensive 'overall' than traditional sourcing
- Increase of 30% in the number of staff involved

Match

- Opportunities to create a network of stakeholders
- Opportunities for developing innovative procurement in other areas as well
- Opportunities for new institutional alliances.
- Risk-sharing
- High patient and professional satisfaction
- Scalability

- Poor awareness of family doctors
- National/regional telematics support to be improved

Transform

External

Lesson 5

Future actions plan in comments

Carlo Picco, General Director Asl Città di Torino: *«A future made of innovation... that also looks at telemedicine, Artificial Intelligence...with the patient in the centre of the path and the 'Network' with diversified partners».*

Marta Sitges, General Director Cardiovascular Institute of Hospital Clinic Barcelona: *«This approach has been shown to improve access to therapy and quality of care for both patients and the professionals involved»*

Adriano Leli, General Director Azienda Zero Piedmont: *«... I believe it is important to network and as Zero Company we have the capacity to make a contribution to Health Authorities in Piedmont, starting to map all the European projects in which we participate to have more space and more chances to collect funds».*

Alessandra Comoglio, Direttore SC Acquisti: *«A significant change in the approach to healthcare procurement. It is a shift from purchasing individual products to purchasing global solutions to address specific health problems such as aortic stenosis. A new approach and greater public-private sector co-responsibility».*

Francesco Enrichens, Project Manager Pon Gov Chronicity Project, Agenas. *«European projects, also thanks to Ministry of Health institutional capacity and scientific technical coordination of Agenas, are an opportunity for the emergence of good practices and development to synergy between central bodies and territorial bodies».*

Giovanna Perino, Director of Istituto di Ricerche Economico Sociali del Piemonte: *«A major project that focuses on strategies for the transformation or innovation of the hospital network and the territorial network, seeking appropriate forms of integration into organizational and management models sustainable in relation to SRG challenges, the objectives of health planning and available resources».*



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Federico Riboldi, Health Piedmont Region Assessor: *«The comparison and networking of good practices are at the basis of innovation in health. Patient-centred innovation, multi-professional and integrated approach to patient management and procurement: three areas on which the experience of the two companies can be the basis of a path that will give important results not only in the context of Aortic Valve Stenosis».*

Giacomo Boccuzzi, SC Cardiologia2 Director ASL Città di Torino: *«Objective is to ensure a more efficient and high quality clinical management for patients suffering from aortic stenosis who require surgical or percutaneous interventions, which emphasizes the importance of optimizing available resources through exchange knowledge and experience"».*

Loredana Masseria, European Projects Manager ASL Città di Torino: *«As Project Leader, we have improved our reputation not only regionally but also at a European level. Twinning has enabled the change in mentality and pace needed for innovation. Innovating requires courage, a cultural change that can no longer be postponed».*

Mario Iannaccone, Medical Executive, SC Cardiology: *«Technological innovation, patient education and public - private partnership, transmuted by the Catalans, are growth opportunities for our territory characterized by an increase in the elderly population line».*

Laura Sampietro, Adjunta Innovaciç, Direcciò de recerca I Innovaziò, Hospital Clinic Barcelona : *«To the above, I can add that it was important in the project Mitmeva include innovative solutions and services to increase awareness of the disease and the relationship between territory and hospital».*

Monica Robilotta, Communication expert, institutional relations and project trainer: *«ProCare-AVS demonstrates how a targeted training path can transform the internal competencies of the health system, preparing it to drive innovation, with access to European funds and through advanced tools such as Public Procurement of Innovation».*



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Thank you!

*New opportunities for
growth and development
to improve the quality of
care offered to patients.*

