IHF Study tour

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Resah is ...
589 members including:

- 126 support hospitals of the Territory Group Hospitals
- 31 CHU – CHR
- 43 non-profit hospitals
- 14 Services Départementaux d’Incendie et de Secours (SDIS) – fire department
- 124 nursing homes
- ...

Annual amount of purchases: 1 billion euros in 2018
A global and transversal approach
Procurement categories

**PHARMACY**
- Medicines, Medical gas...

**BIOLOGY**
- Equipments, consumables...

**BIOMEDICAL ENGINEERING**
- Imaging, operating rooms...

**PATIENT MANAGEMENT**
- Equipments, consumables...

**ACCOMODATION**
- Catering service, cleaning service...

**BUILDING & TECHNICAL SERVICES**
- Building work,...

**ENERGY & SUSTAINABLE DEV**
- Electricity, gas...

**TELECOMMUNICATION & IT SERVICES**
- Telecommunication equipment...

**SUPPORT SERVICES**
- Insurance, documentation...

**INTELLECTUAL SERVICES**
- Human ressources...
International projects

Innovation center

Created in 2019, 4 main activities:

- Innovation by offer
- Innovation by demand
- Formation (including study trip)
- New economic patterns

International partnership

An alliance of public and non-profit
Group Procurement Organisations
*inDemand* is a new model where Healthcare organizations and companies cocreate Digital Health solutions, with the economic support of public regional funds.
Hospital pharmacy of the future

Robotization / automation
- How can we automate the drug delivery in territorial hospital group?

IA
- How can IA help the pharmacy? (Review of medication orders ...)

Management
- Make a better tracking of medical devices
- Is outsourcing a solution for hospital pharmacy?
Others innovation projects

Innovation solution sourcing

• Anti-fall system
• HR innovation solution
• ...

Exoskeleton for nurses

• Co-creation of an exoskeleton to help nurses

Art dans la cité

• Co-creation of works of art adapted to the hospital environment:
  • Reception
  • Traffic corridors
  • The waiting room
  • The rooms
  • The treatment
Go from purchasing cost to Value Based Healthcare

New economic patterns

Core of value: outcomes & costs
Core value creation in terms of outcomes, that matter for patients vs. the related product/solution and provider costs

Other benefits for key stakeholders
Secondary benefits for patients, healthcare professionals, providers and the health system a whole

Broader impact on society
Broader impact on society in terms of socio-economics, sustainability and innovation
Total Cost of Ownership

Latex chirurgical gloves vs synthetic chirurgical gloves

Purchasing: 0,35 € vs 0,80 €

In TCO?