WHERE IS THE VALUE IN VALUE-BASED HEALTH CARE?

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MEDTECH PERSPECTIVE

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HEALTH CARE FACES A UNIQUE SET OF CHALLENGES
AND THESE REQUIRE A UNIQUE SOLUTION

1. We need to provide health care to **everyone** at some point in their lives.

2. This health care must be of **high quality**, because health is one of the key enablers for everything we do.

3. We must do this with **finite resources**.

**VALUE-BASED HEALTH CARE (VBHC)**
EVERY HEALTH CARE STAKEHOLDER HAS THE SAME ULTIMATE GOAL
MEDTECH - AIM TO USE TECHNOLOGY TO IMPROVE PATIENT OUTCOMES

THE MEDTRONIC MISSION, TENET ONE:

“To contribute to human welfare by application of biomedical engineering in the research, design, manufacture, and sale of instruments or appliances that alleviate pain, restore health, and extend life.”

MEDTRONIC HAS A SIGNIFICANT OPPORTUNITY TO DRIVE VALUE
USING TECHNOLOGY TO DRIVE INFLEXION POINTS IN VALUE CREATION

RESPONSIBILITY & OPPORTUNITY TO PARTNER WITH PROVIDERS
GO BEYOND THE DEVICE, TO SERVICES AND SOLUTIONS
ADDRESS INEfficIENCIES ACROSS THE CARE PATHWAY
CLINICAL TRIALS AND ECONOMICS EXPERTISE
ENGAGE IN NEW PAYMENT MODELS
Partner to provide better outcomes at lower cost - products and solutions.

Patient-focused reimbursement.

Pay for outcomes rather than volume of services.

PAYMENT BASED ON END-OUTCOMES, NOT VOLUME OF SERVICES

PRE-OP
Risk management and patient education

ACUTE
Clinical protocols and standardisation

POST-OP
Proactive case management, remote patient monitoring, and readmission reduction

90-DAY EPISODE