

colloque international sur le financement des établissements de santé

Mark Spit, Head of Sales University Medical
Center Groningen (UMCG)

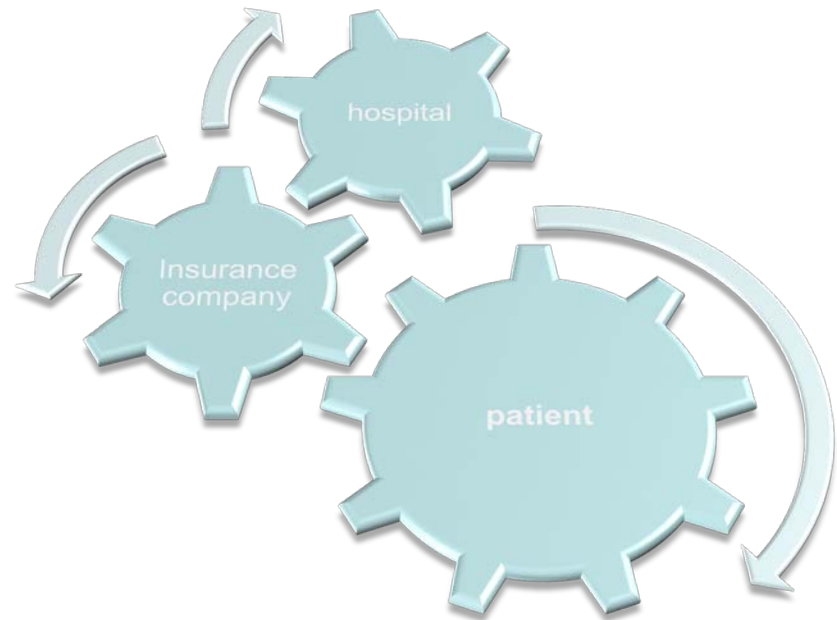
Marco Tieleman, Contractmanager

healthcare insurance company Menzis



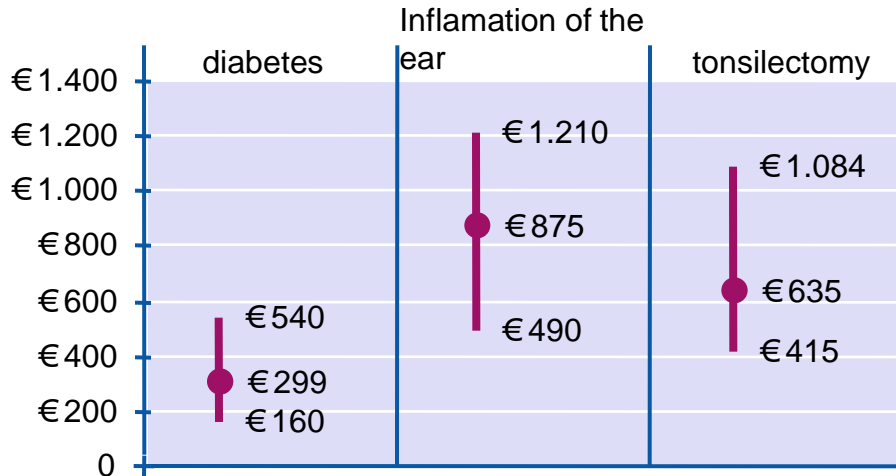
Contracting Hospitals in the Netherlands

- Perspectives negotiations
 - Insurance company
 - Hospital
- Outcome of Negotiations
 - types of contracts
- the ICD case



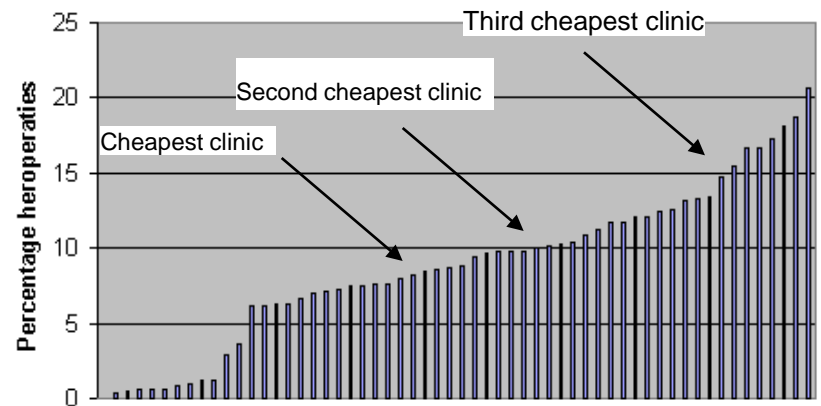
Prices variation

Contractprices (2008)



source: Menzis contractprices 2008

Percentage heroperaties bij een hernia inguinalis (n=58)



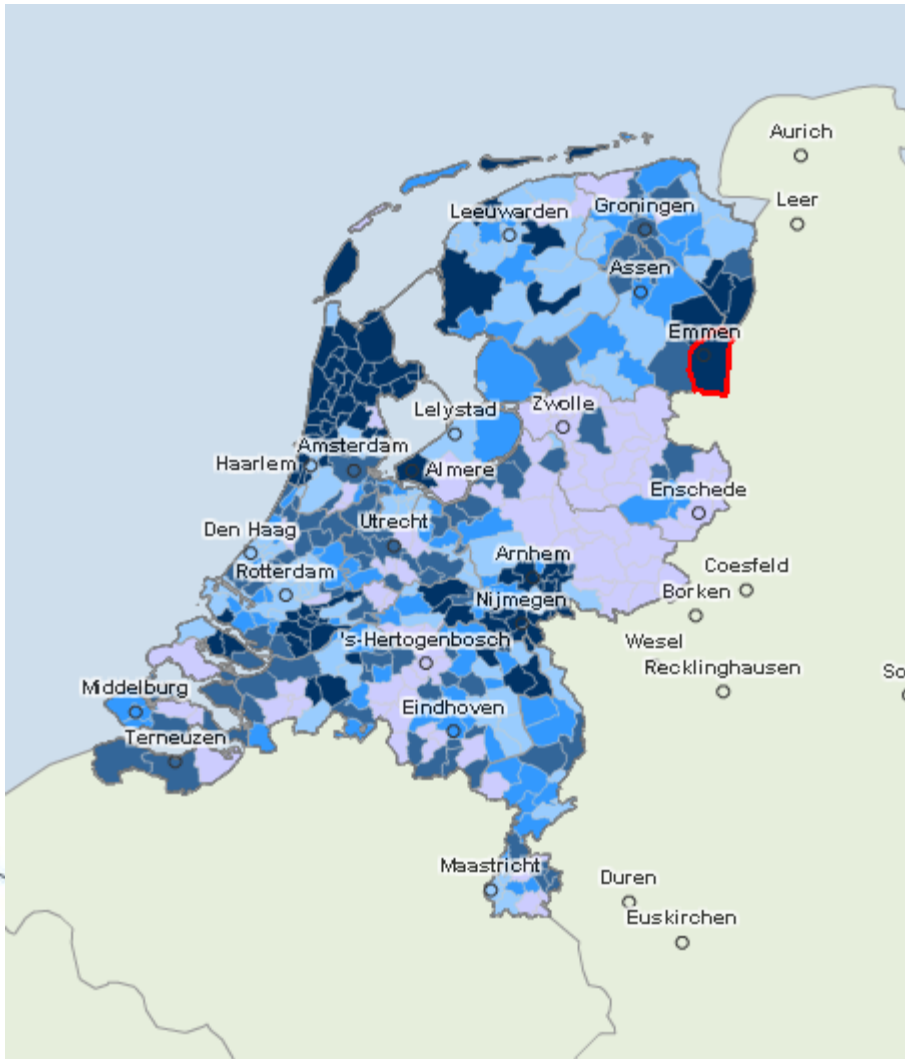
Revision surgery inguinal hernia surgery



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Volume



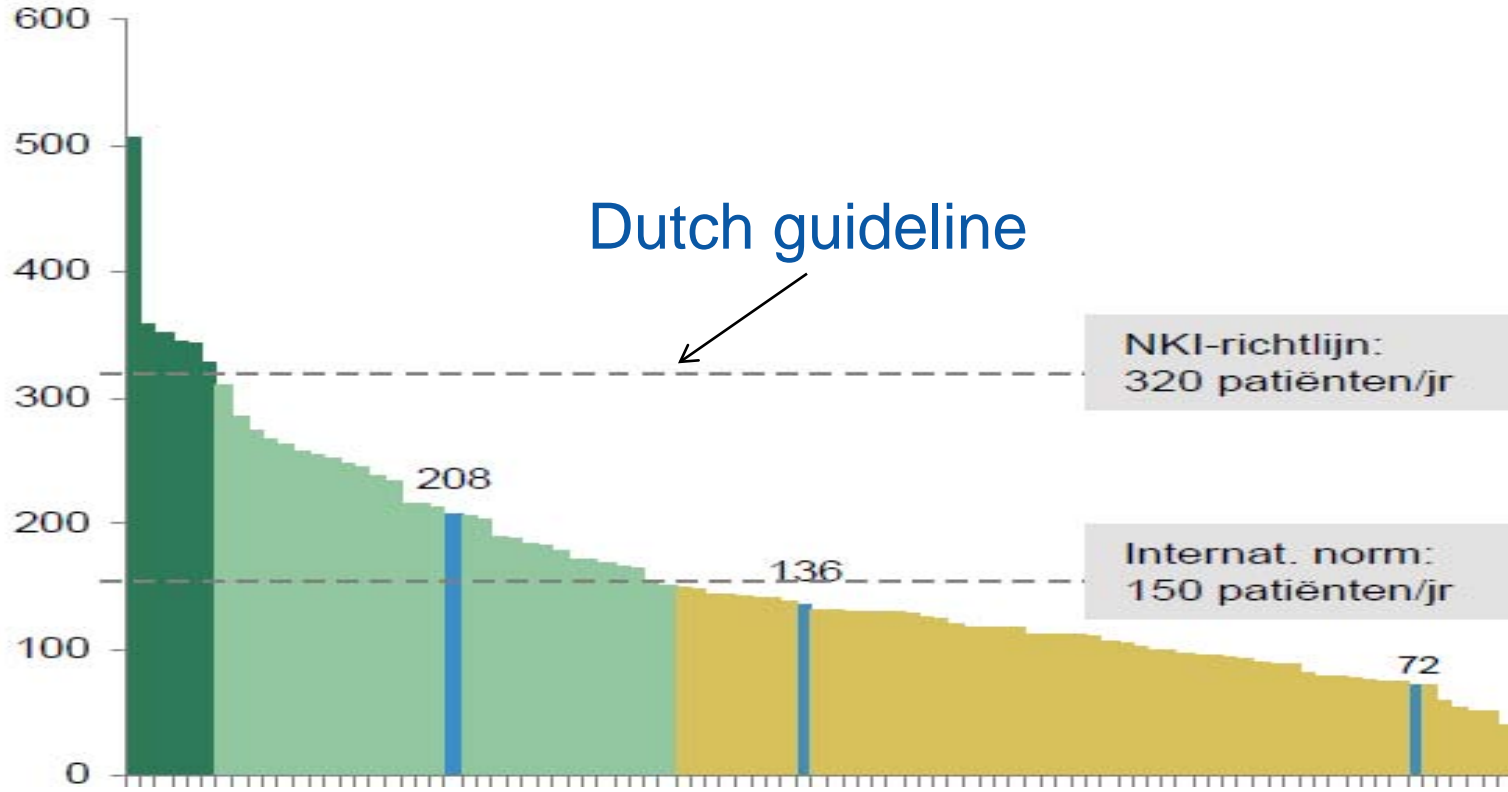
Varicose Veins:
Corrected number of
operations per
100.000 inhabitants



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Quality



Number of breastcancer patients



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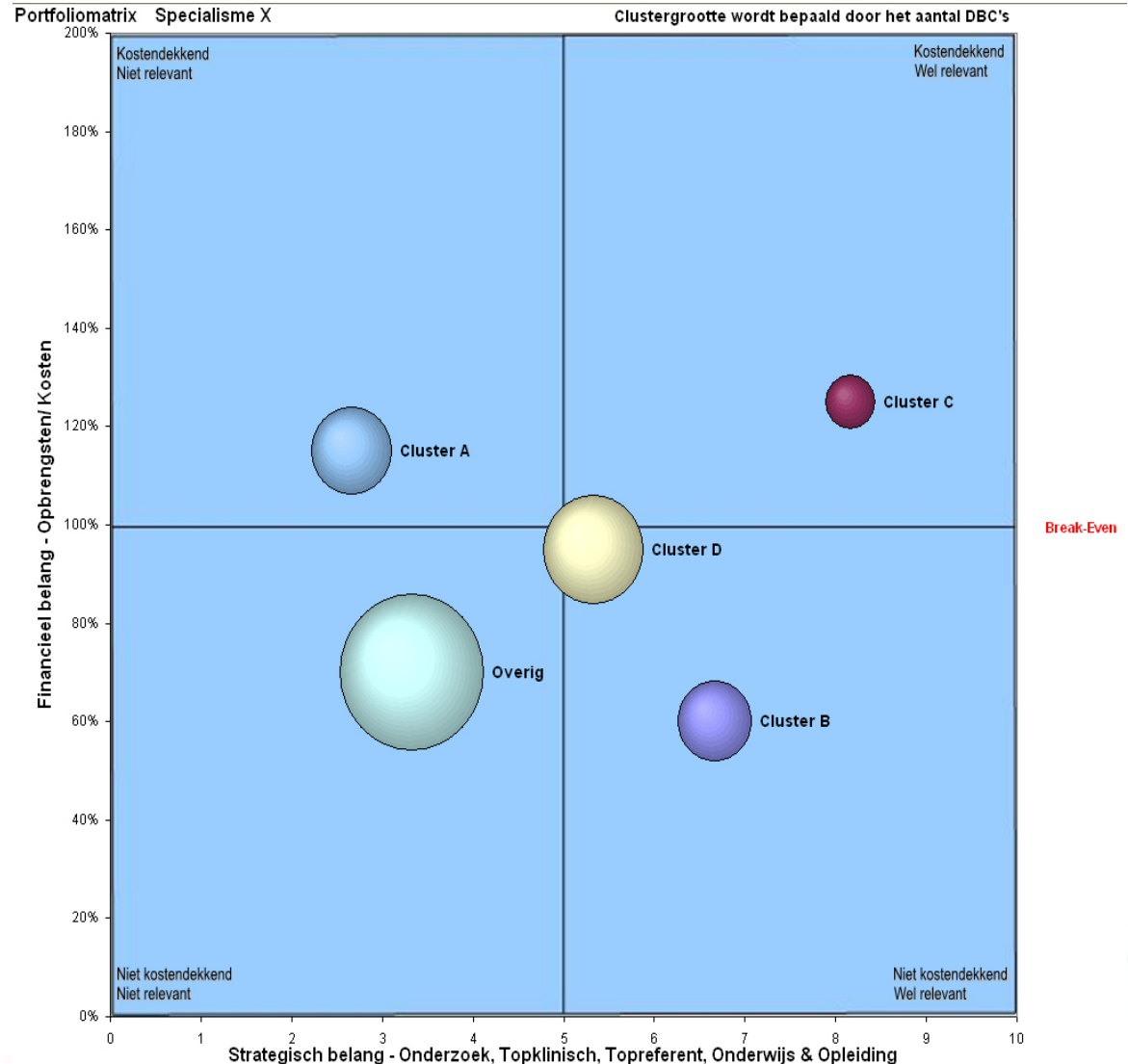


Perspective hospital

- Mission/Vision Portfolio (choices)
- Growth, Costs & Innovations
- Products:
 - Sales letter
 - Care catalogue
 - Proposal



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Negotiations

- UMCG negotiates with 5 health insurance company's/ procurement combinations
- Menzis negotiates with 93 hospitals in 4 negotiating teams
 - 35 key account with physical meetings
 - 58 low profile accounts in an administrative order



Contract variety

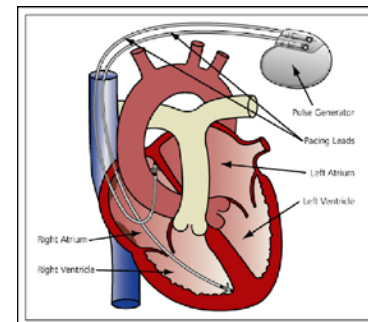
- Price & Quantity agreement
- Contract sum (based on historic costs) with specific quality agreements
- Tender agreement for specific treatments



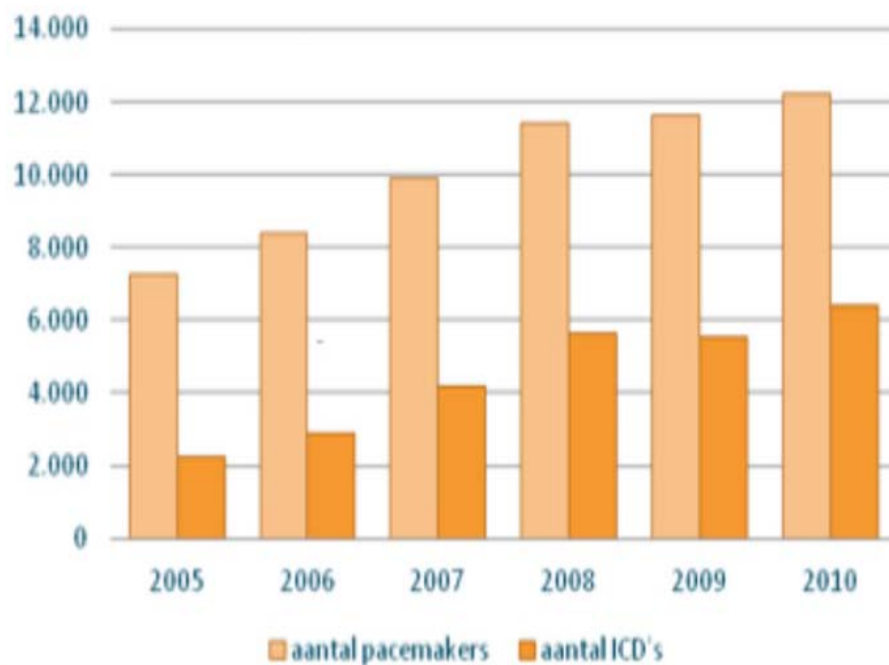
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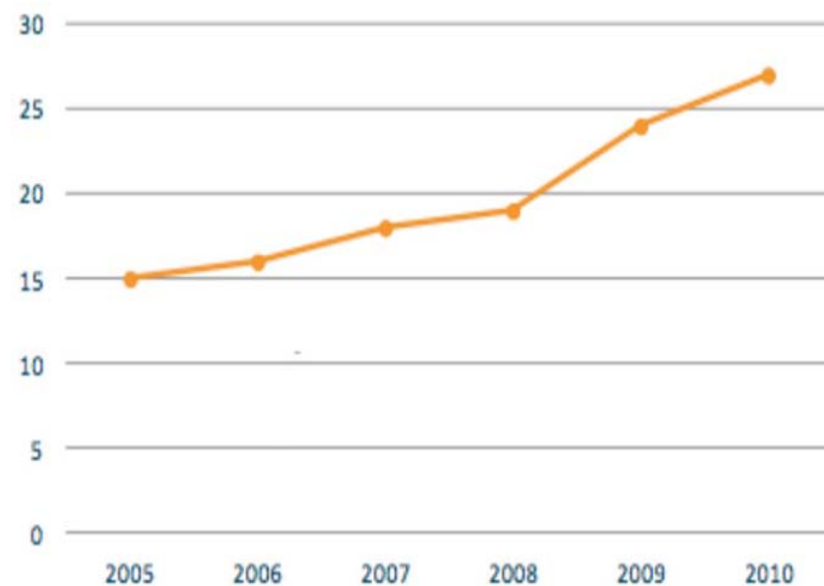
ICD development Netherlands



Number of pacemaker and ICD implantation



Number of clinics with ICD implantation



* *Implantable Cardioverter Defibrillator*



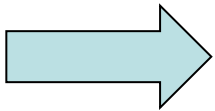
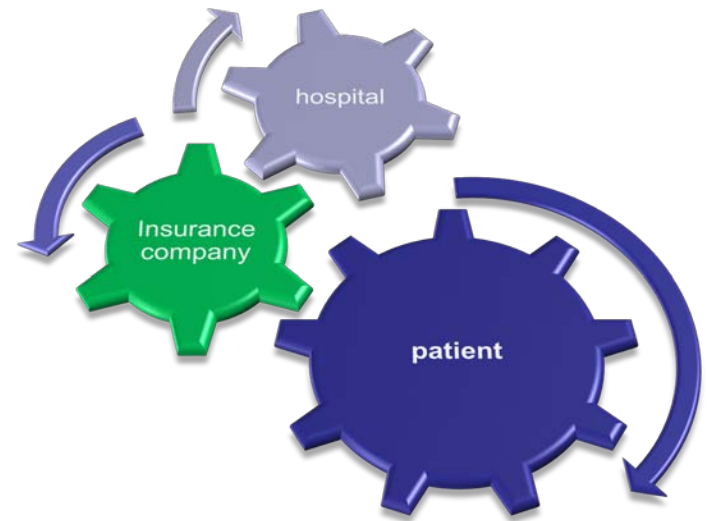
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Tender/ Limited Submission

Thou shall offer

- the lowest price
- the best quality...
- ...
- And if not...
- No contract!!!!



» Martini Hospital in Groningen had as a starting clinic not enough patients for this treatment and got no contract

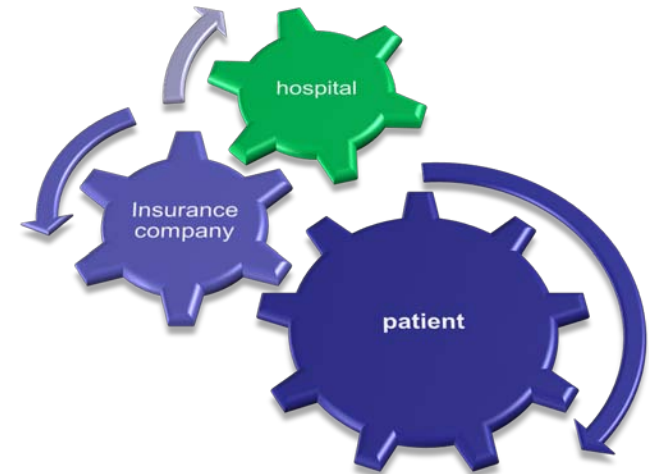


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Reaction Hospitals

- Outcome would lead to
 - Risk in continuity
 - Exceed capacity of UMCG
 - Not compatible with UMCG strategy

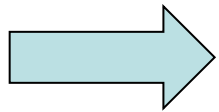
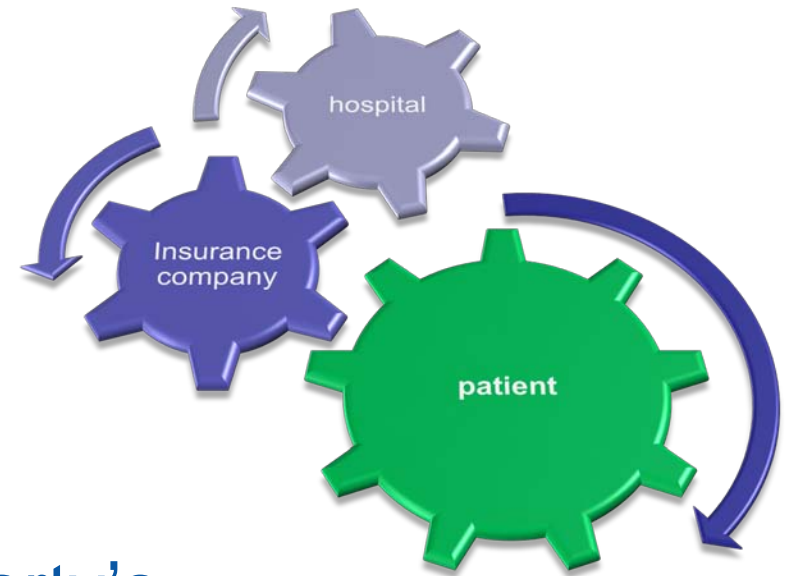


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Alternative approach

- Search for the best patient outcomes for the region
- What do we have to achieve for sustainable and good care
- Low costs



Dialogue with all party's
including the patient
association



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Agreement Hospitals in Groningen and Menzis

- Both clinics implantate the ICD device with a collaboration between the both clinics
- Transparency about indication
- Volume per clinic within guidelines
- 5 yrs guarantee on device and leads
- Commitment on total volume
- Significant costs decline
- Improvement of the logistics and patient information in coöporation with patient association



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