

1st Pan-European Hospital & Healthcare Procurement Summit
SEP 20–21, 2022, SQUARE – BRUSSELS

Program

HEALTH
PROC
SUMMIT



www.healthprocsummit.com



1st Pan-European Hospital and Healthcare Procurement Summit

On 20-21 September 2022, over 400 hospital and healthcare procurement professionals and solution providers from around the world will come together at the Brussels Square Conference Centre for the first Pan-European Hospital and Healthcare Procurement Summit.

Dear colleagues,

We warmly welcome you to the 1st Pan European Hospital & Healthcare Procurement Summit, jointly hosted by EHPPA – European Health Public Procurement Alliance - and Health Proc Europe Association here in Brussels, the European centre of international governance and business.

Brussels is the place to be for all European hospital procurers to gain perspective on new developments, discover new opportunities and ideas, bond with like-minded peers and colleagues, share knowledge, expertise and best practice and achieve excellence in the procurement field.

We hope that networking and top level content will form the central pillars of this meeting of healthcare procurers.

The Summit will provide a unique opportunity to participate in an engaging and informative program, away from the stresses of the office and everyday life. You will get the chance to meet with key players, industry peers and healthcare procurement experts from hospitals throughout Europe and beyond, to:

- Connect, share ideas and experiences, explore new collaborations and approaches to today's challenges
- Gain insights into the healthcare procurement of tomorrow and decision-making in the wake of the pandemic around sustainability, supply chain management, digitalization, innovation, re-industrialization and transparency
- Meet and network with experts and innovators from the industry and healthcare authorities
- And of course, enjoy our famous Belgian hospitality and gastronomy!

On behalf of all the board members of EHPPA and Health Proc Europe, it's our sincere pleasure to have you here and we very much hope you enjoy this exciting Summit.



Danny Havenith
Chairman The European Health Public Procurement Alliance



Elisa Frenz
CEO & Co-Founder Health Proc Europe Association

About the Event

Procurement is an important post-Covid topic for the European healthcare sector, and is subject to EU legislation. The Health Proc Summit is an excellent opportunity to hear the latest developments and innovations from selected thought leaders, solution providers and for purchasers to share best practices and exchange ideas about transparency, as well as the future challenges for the industry including sustainability, supply chain issues and digitalization.



400+
PARTICIPANTS

30+
COUNTRIES

100+
SPEAKERS

5000+
HOSPITALS REPRESENTED

50+
BN & PROCUREMENT VOLUME REPRESENTED

4
LANGUAGES

20+
SESSIONS

15+
SPONSORS

9+
MONTHS PREPARATIONS & 10 PEOPLE INVOLVED

Connect & Network in 5 simple steps

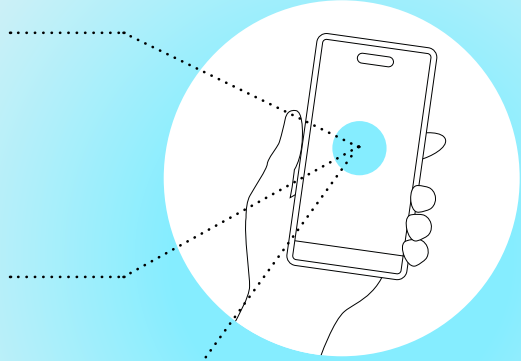


- 1 SCAN THE QR CODE WITH YOUR PHONE
- 2 FILL IN YOUR DETAILS
- 3 CREATE A PASSWORD
- 4 CHECK YOUR EMAIL TO CONFIRM THE REGISTRATION
- 5 GET STARTED TODAY!

Get your access to thought leaders, solution providers, purchasers and other participants of the summit.

Connect, network, showcase your offers / requests and schedule 1:1 meetings.

Receive detailed information about the summit and keep up with industry trends.



In-collaboration with **INNOLOFT**

GET CONNECTED!

The Summit is the start to our future largest Hospital & Healthcare Procurement Ecosystem in Europe and the world. Join us and benefit from first mover advantages.

Organisers

The European Health Public Procurement Alliance

The European Health Public Procurement Alliance is a consortium of non-profit Group Procurement Organisations which aims to pool expertise, leverage performance and provide its members with a strategic position in the European health procurement market. Founded in 2012 EHPPA is a registered association under French law and has its headquarters in Paris.

Contact

www.ehppa.com
[/company/ehppa](https://www.linkedin.com/company/ehppa)

Health Proc Europe Association

The European non-profit association of the buyers of hospitals and healthcare facilities. Since its foundation in 2019, the Association has become the largest European healthcare procurement ecosystem. Being the transformation partner by ensuring superior performance and turning procurement into a critical business driver, the Health Proc Europe community unites like-minded procurement experts & professionals in Europe with a passion for driving change and improvement in healthcare procurement.

Contact

www.healthproceurope.org
[/company/healthproceurope](https://www.linkedin.com/company/healthproceurope)



Summit Team



**ELISA
FRENZ**
CEO & Co-Founder
 Health Proc Europe
 Association



**DANNY
HAVENITH**
President
 European Health
 Public Procurement
 Alliance



**KAROLINA
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Secretary General
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**TEJA KIKELJ
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Head of Projects
 Health Proc Europe
 Association



**LOUIS
POTEL**
*VP External
 Relationships,
 European Health Public
 Procurement Alliance*



**DIETER
ZOCHOLL**
*Founder &
 Chairman of the
 Board*
 Health Proc Europe
 Association

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Program Overview

Sep 20
– Sep 21



FOYERS

08:00–09:00 REGISTRATION

GOLD HALL

09:00–09:15 WELCOME BY HOSTS
Danny Havenith (BE), President, European Health Public Procurement Alliance
Elisa Frenz (DE), CEO, Health Proc Europe Association

09:15–09:30 KEYNOTE
Hubert Gambs (AT), European Commission, Deputy Director-General DG GROW

Moderation: *Ingmar de Gooijer (NL), Healthcare Observer* SUSTAINABILITY | TRANSPARENCY | SECURING SUPPLIES | INNOVATION PROCUREMENT

09:30–10:25 PANEL TALK #1
Rosa Garcia (ES), Financial Director, Clinic Barcelona Hospital Universitario
Prof. Dr. Louise Knight (GB), Public Sector & Healthcare Procurement, University of Twente
Ronald Lavater (US), CEO, International Hospital Federation (IHF)
Niall McDonagh (IRL), Healthcare Sector Director Western Europe, Microsoft
Prof. Dr. Thomas D. Szucs (CH), Chairman of the Board of Directors, Helsana Insurance Company

10:25–11:05 PANEL TALK #2
Serge Bernasconi (BE), CEO of MedTech Europe
Vincent Bonelli (FR), Global Head of Trade & Revenue Management, Sanofi
Alyson Brett (GB), Managing Director, NHS Commercial Solutions
Robert Metzke (DE), Global Head of Sustainability, Philips

11:05–11:20 ☕ COFFEE BREAK

VARIOUS LOCATIONS

11:20–12:10 HANDS-ON WORKSHOPS → See pages 14-18.

12:10–13:10 🍴 LUNCH

13:10–15:00 HANDS-ON WORKSHOPS → See pages 14-18.

15:00–15:30 ☕ COFFEE BREAK

VARIOUS LOCATIONS

15:30–17:50 COUNTRY SESSIONS & HANDS-ON WORKSHOPS → See pages 19-27.

17:50–18:00 ☕ COFFEE BREAK

GOLD HALL

18:00–18:30 THE EUROPEAN HEALTHCARE PROCUREMENT AWARDS 2022 CEREMONY

18:30–19:30 🍷 NETWORKING & DRINKS

STUDIO 202 SPEED DATING — Parallel to workshops

11:20–15:00 Moderation: *Armin Haas (DE), CEO Digital Health PORT and Andy Bleaden (GB), Communities Director, ECHAlliance*

FOYERS & 2ND FLOOR STUDIOS EXHIBITION AREA

ALL DAY See exhibition plans on pages 34-35.

GOLD HALL

09:00–09:15	WELCOME BY HOSTS <i>Danny Havenith (BE), President, European Health Public Procurement Alliance</i> <i>Elisa Frenz (DE), CEO, Health Proc Europe Association</i>
09:15–09:30	KEYNOTE <i>Jean David Malo (FR), Director European Innovation Council</i>
09:30–09:35	PROCURE4HEALTH PROJECT <i>Carlos Larrañeta (ES), PROCURE4HEALTH Coordinator</i>

GOLD HALL

09:35–10:35	PITCHING SESSIONS ON INNOVATION IN PROCUREMENT, LED BY THE EUROPEAN INNOVATION COUNCIL <i>Bertrand Wert (FR), Innovation Maker & Community Manager, EIC & selected procurers</i>
Moderation: <i>Ingmar de Gooijer (NL), Healthcare Observer</i>	EUROPEAN PERSPECTIVE SUSTAINABILITY DIGITALISATION GOVERNANCE & LEADERSHIP PROCUREMENT
10:35–11:35 PANEL TALK	<i>Hadewig De Corte (BE), Board Member ABDH-BVZD</i> <i>Johan van Eldere (BE), Prof. Dr. – University Hospital Leuven and Catholic University Leuven</i> <i>Dr. Paul Garassus (FR), President, European Union of Private Hospitals</i> <i>Praful Mehta (GB), CEO, Vamstar</i> <i>Dieter Zocholl (DE), CEO, XMED iQ International Group</i> <i>Jonathan Wedgbury (GB), CEO, Genmed.me Limited</i>

11:35–12:50  LUNCH

VARIOUS LOCATIONS

12:50–15:40 **HANDS-ON WORKSHOPS**  See pages 28-33.

15:40–15:50  BREAK

GOLD HALL

15:50–16:05 **CLOSING REMARKS**
Danny Havenith (BE), President, European Health Public Procurement Alliance
Elisa Frenz (DE), CEO, Health Proc Europe Association

EUROPE MEETS CANADA

18:00 - 22:00 **PRIVATE ROUNDTABLE BY INVITATION ONLY**

B2B AREA, FOYERS

NETWORKING

ALL DAY

FOYERS & 2ND FLOOR STUDIOS

EXHIBITION AREA

ALL DAY

See exhibition plans on pages 34-35.

Hands-on workshops

DAY 1

Detailed
Program

Track 1-6

Track 1

PARALLEL WORKSHOPS

DAY 1

GOLD HALL

PUBLIC PROCUREMENT & LEGAL ASPECTS

*Moderation: Prof. Mario Comba (IT), former President EHPPA,
Public Comparative Law, University of Turin*

11:20–12:10

**WORKSHOP 1 — HOW TO INTRODUCE SUSTAINABLE ASPECTS
INTO A TENDER?**

Marc van Uytven (BE), Associate Director Antares Consulting

12:10–13:10



LUNCH BREAK

13:10–14:00

**WORKSHOP 2 — JOINT CROSS BORDER PROCUREMENT &
RECOMMENDATIONS FOR TENDER LAW 2.0**

*Martin Schiefer (AT), Lawyer and public procurement law expert,
Schiefer Law Firm*

14:00–14:10



BREAK

14:10–15:00

**WORKSHOP 3 — LEGAL ASPECTS & SOLUTIONS FOR
FULFILMENT OF CONTRACTS IN AN ENVIRONMENT OF RISING
PRICES AND HIGH VOLATILITY**

Jordi Faus (ES), Lawyer and Partner, Law Firm Faus&Moliner

Bernhard Müller (AT), Lawyer and Partner, Law Firm Dorda

*Ferran Cinca (ES), Purchasing and Logistics Coordinator,
Catalan Health and Social Care Consortium*

Track 2

PARALLEL WORKSHOPS

DAY 1

STUDIO 211-212

THE ROLE OF GROUP PROCUREMENT ORGANISATIONS

Moderation: Harald Johnsen (NO), Division Director, National Procurement Services at Sykehusinnkjøp HF

11:20–12:10

WORKSHOP 1 — GPO ROLE TO FACILITATE THE ADOPTION OF INNOVATIVE SOLUTIONS IN HEALTHCARE ORGANISATIONS

Toni Gilabert (ES), Director of Innovation and Partnership, Consorci de Salut i Social de Catalunya (CSC)

Louis Potel (FR), Head of International Affairs & Centre of Innovation through Procurement, Resah

12:10–13:10

 LUNCH BREAK

13:10–14:00

WORKSHOP 2 — A GPO AS ENABLER TO IMPLEMENT SUSTAINABLE PURCHASING

Jens Leveringhaus (DE), CEO P.E.G. eG

14:00–14:10

 BREAK

14:10–15:00

WORKSHOP 3 — GPOS INTERNATIONAL PERSPECTIVE

Jennifer Potvin (CA), VP Marketing, Communication & Public Affairs, HealthPRO Canada

Christine Donaldson, BScPhm, RPh (CA), VP Pharmacy Services, HealthPRO Canada

Kendra Frey, CSCMP (CA), VP Materials Management, HealthPRO Canada

Track 3

PARALLEL WORKSHOPS

DAY 1

STUDIO 213-215

FUTURE OF HEALTHCARE PROCUREMENT

Moderation: Dr. sc. ETH Ivan Tomka (CH), Head of Service Provider Assessment, Helsana Insurance Company

11:20–12:10

WORKSHOP 1 — FROM THE FUTURE ROLE OF INSURANCE IN CONTRACTING WITH MEDICAL SERVICE PROVIDERS

Dr. sc. ETH Ivan Tomka (CH), Head of Service Provider Assessment, Helsana Insurance Company

12:10–13:10

 LUNCH BREAK

13:10–13:40

WORKSHOP 2 — PLAYING THE INTERNATIONAL JOINT-CROSS BORDER PROCUREMENT PLATFORM GAME

Massive price reductions for Med Devices through Europe-wide bundling via a B-t-B purchasing platform

Dieter Zocholl (DE), CEO, XMED iQ International Group

13:40–14:10

Fresenius Procurement Platform

Dr. Birgit Hilberger (DE), Director Procurement and Logistics, Fresenius Helios

14:10–14:20

 BREAK

14:20–15:00

WORKSHOP 3 — THE FUTURE OF OUTCOME BASED CONTRACTING SHOWCASED WITH THE EXAMPLE OF VALUE BASED PROCUREMENT ON BREAST CANCER TREATMENT

Jan-Willem Beijer (NL), Commercialization Manager, Sirius Medical

Track 4

PARALLEL WORKSHOPS

DAY 1

STUDIO 214-216

HEALTHCARE PROCUREMENT FROM A EUROPEAN PERSPECTIVE

Moderation: Simon Clement (DE), Senior Coordinator, Circular Economy, Sustainable Economy and Procurement at ICLEI

11:20–12:10

WORKSHOP 1 — MAIN DEVELOPMENTS IN EU PUBLIC PROCUREMENT POLICY AND INITIATIVES – THE STRATEGIC ROLE OF PUBLIC PROCUREMENT IN THE HEALTH SECTOR

Jana Jichova (CZ), Policy Officer, Strategic Procurement, DG Grow, European Commission

Ivo Locatelli (IT), Team Leader Strategic Procurement, DG Grow, European Commission

12:10–13:10

 LUNCH BREAK

13:10–14:00

WORKSHOP 2 — MANDATE, OBJECTIVES AND STRATEGY OF THE NEW DG HERA & FIRST RESULTS OF THE STUDY ON BEST PRACTICES OF PROCUREMENT OF MEDICINES

Laure Geslin (BE), Policy Officer, DG Sante, European Commission

John Rowan (GB), Deputy Head of Unit, DG HERA, European Commission

14:00–14:10

 BREAK

14:10–15:00

WORKSHOP 3 — SUSTAINABLE ACCESS TO MEDICINES AND HEALTH PRODUCTS IN WHO EURO REGION

Tifenn Humbert (FR), Technical Officer, Access to Medicines and Health Products / WHO Regional office for Europe

Track 5

PARALLEL WORKSHOPS

DAY 1

STUDIO 206

NEXT GENERATION OF DIGITALIZATION IN HEALTHCARE

Moderation: Prof. Dr. Karsten Machholz (DE), Supply Chain Mgmt & Strategic Procurement, University of Applied Sciences Würzburg-Schweinfurt, Germany

15:30–16:10

WORKSHOP 1 — DIGITAL TRANSFORMATION IN HEALTHCARE AND IMPLICATIONS FOR PROCUREMENT

Niall McDonagh (IRL), Western Europe Healthcare Director, Microsoft
Bert Hoorne (BE), Healthcare Industry Advisor, Microsoft

16:10–16:20

 BREAK

16:20–17:00

WORKSHOP 2 — SMART HOSPITALS OF TOMORROW

Thomas Duparque (FR), Healthcare Lead EMEA, Zebra Technologies

17:00–17:10

 BREAK

17:10–17:50

WORKSHOP 3 — NEXT GEN PROCUREMENT DIGITALIZATION: BOOSTING VALUE & PURPOSE WITH COLLABORATIVE STRATEGIC PROCUREMENT

Michael Pleuger (DE), Co-founder, Strategy & Growth, akirolabs
Dr. Christoph Floethmann (DE), Co-Founder, Product & Technology, akirolabs

STUDIO 201 A+B

SHOWROOM: IRELAND - RELIABLE PARTNER FOR SUSTAINABLE HEALTHCARE SUPPLIES

Moderation: N.N., Enterprise Ireland

15:30-16:10

OPENING & OVERVIEW OF IRELAND'S MEDTECH LANDSCAPE

H.E. Ambassador Kevin Conmy (IRL), Irish Ambassador to Belgium

RESHORING TO EUROPE & SECURE SUPPLY CHAINS -
PANEL DISCUSSION HOSTED BY ENTERPRISE IRELAND

*Eric van Veen (NL), International Business
Manager EU, CEE, CIS, Vitalograph*

William Johnston (IRL), Managing Director, AmRay Medical

Sean Cooke (IRL), Irema

16:10-16:20



BREAK

16:20-17:00

WORKSHOP — VALUE-BASED PROCUREMENT - REDUCING COST &
IMPROVING PATIENT OUTCOMES

Michael O'Sullivan (IRL), Director, Meditec Medical

*Dr. Adam Collins (IRL), Postdoctoral Researcher at National University
of Ireland, Galway*

17:00-17:10



BREAK

17:10-17:50

MEET IRISH SOLUTION PROVIDERS - NETWORKING &
PULL YOUR OWN PINT OF GUINNESS

Colm O'Dowd (IRL), Ph.D. Senior Researcher, Aquila Bioscience

Simon Bockett (IRL), Director Business Development EMEAA, WellAir

Country Sessions

DAY 1

Detailed
Program

IN GERMAN)))

GOLD HALL

Moderation:

*Florian Distler (DE), COO Paracelsus Clinics**Tim Knipps (DE), CEO & Owner Comed Group***15:30-16:10****BUYERS ROUNDTABLE TALK***Maurizio Bär, Physician & Research Associate, Climate Friendly Hospital Havelhöhe**Jan-Willem Beijer (NL), Commercialization Manager, Sirius Medical**Anjali Menezes, Head of Purchasing, Paracelsus Clinics**Christian Schauer (AT), Director Procurement, Niederösterreichische Landesgesundheitsagentur - Shared Services GmbH***16:10-16:20****BREAK****16:20-16:40****WORKSHOP 1 — IMPROVING INPATIENT BREAST CONSERVING SURGERY WITH OUTPATIENT INNOVATIONS IN GERMANY – HOW TO ORGANIZE AN IMPLEMENTATION?***Jan-Willem Beijer (NL), Commercialization Manager, Sirius Medical***16:40-17:00****WORKSHOP 2 — THE CENTRALIZATION OF PURCHASING FROM FORMERLY 27 INDEPENDENT CLINICS: DATA – PROCESSES – LOGISTICS***Christian Schauer (AT), Director Procurement, Niederösterreichische Landesgesundheitsagentur - Shared Services GmbH***17:00-17:10****BREAK****17:10-17:50****WORKSHOP 3 — COMPREHENSIVE PROCESS OF DIGITIZATION THROUGH MOBILE APP IN MATERIALS MANAGEMENT AT PARACELTUS CLINICS***Tim Knipps (DE), CEO & Owner, Comed Group supporting DIMS GmbH & Co KG**Anjali Menezes, Head of Purchasing, Paracelsus Clinics*

IN FRENCH)))

STUDIO 211-212Moderation: *Louis Potel (FR), Head of International Affairs & Centre of Innovation through Procurement, RESAH***15:30-16:10****BUYERS ROUNDTABLE TALK****Introduction speech***Elvis Fontaine (CH), Director CAIB (Purchasing and Biomedical Engineering Center)**Elisabete Coelho (CH), Head of Department, CAIB (Purchasing and Biomedical Engineering Center)**Coffi Gnanguenon (FR), Purchasing Director, Resah**Danny Havenith (BE), CEO, MercurHosp***16:10-16:20****BREAK****16:20-17:00****WORKSHOP 1 — CONJONCTURE ÉCONOMIQUE : COMMENT MAITRISER LES RÉVISIONS DE PRIX ET ÉTABLIR UNE RELATION FOURNISSEUR DURABLE (VIA LE PRISME ACHAT ET MÉTHODOLOGIE)***Kafia Belkebla (FR), Project Manager, Resah**Jean-Vincent Tuffigo (FR), Project Manager, Resah***17:00-17:10****BREAK****17:10-17:50****WORKSHOP 2 — NOUVELLES ORGANISATIONS DES ACHATS DANS LES ÉTABLISSEMENTS DE SANTÉ: REGARDS CROISÉS ENTRE LES PAYS FRANCOPHONES***Elisabete Coelho (CH), Head of Department CAIB (Purchasing and Biomedical Engineering Center)**Olivier Vargin (BE), Coordinator Purchasing & Public Procurement, Clinique St. Jean*

IN ENGLISH)))

STUDIO 213-215

Moderation:

Mat Oram (GB), CEO & Co-Founder, Adviselnc

Jonathan Wedgbury (GB), CEO, Genmed.me Limited

15:30-16:10

BUYERS ROUNDTABLE TALK

The NHS, Social Value, Sustainability, Anchor Institutes and the need for greater collaboration

Neil Hind (GB), Net Zero & Social Value Consultant

David Lawson (GB), CCPO, Guy's and St. Thomas NHS Foundation Trust and incoming Med Tech Director - Policy, Strategy, Commercial, Department of Health and Social Care

Andy Smallwood (GB), Head of Strategic Sourcing, NHS Wales Shared Services Partnership

16:10-16:20



BREAK

16:20-17:00

WORKSHOP 1 — CHALLENGING CLINICAL VARIATION THROUGH COUNTRY-WIDE SPEND ANALYTICS

Mat Oram (GB), CEO & Co-Founder, Adviselnc

Philip Stoye (GB), Co-Founder, Adviselnc

17:00-17:10



BREAK

17:10-17:50

WORKSHOP 2 — MANAGED SERVICES FOR HOSPITALS: A BREAKTHROUGH APPROACH TO INCREASE QUALITY OF CARE AND REDUCE (PROCUREMENT) – COST

Jonathan Wedgbury (GB), CEO, Genmed.me Limited

IN DUTCH)))

STUDIO 214-216

Moderation: *Lieke van Kerkhoven (NL), Co-Founder FLOWW2*

15:30-15:40

INTRODUCTION OF THE COUNTRY SESSION & KEYNOTE SPEECH

Ruud Plu (NL), Director Intrakoop

15:40-16:45

WORKSHOP 1 — INSIGHTS ON HOW TO LEVERAGE COLLABORATION: ZIN IN NL VERSUS NETWORK STRUCTURES IN BE. HOW TO ENSURE A COHERENT SUPPLY CHAIN MODEL

Gerwin Meijer (NL), CEO InkoopAlliantie Ziekenhuizen (IAZ)

Marc van Uytven (BE), Associate Director Antares Consulting

16:45-17:00



BREAK

17:00-17:50

WORKSHOP 2 — EXAMPLES OF CO-CREATION IN THE AREAS OF SUSTAINABLE PURCHASING:

Use Case: *Peter Dierickx (NL), Director IT & Facilities, AZ Maria Middelaers*

Use Case: *Lieke van Kerkhoven (NL), Co-Founder FLOWW2*

IN ENGLISH)))

STUDIO 202

Moderation: Daniel Jacobsson (SE), CEO, PURCH AB

15:30-16:10

BUYERS ROUNDTABLE TALK

Introduction speech: Andy Bleaden (GB), Communities Director, ECHAlliance

Nicolai Holten (DK), Demand and Supply Manager - Procurement, Amgros

Gustaf Högberg (SE), Procurement Specialist, Purch AB

Harald Johnsen (NO), Division Director - National Procurement Services, Sykehusinnkjøp HF

16:10-16:20



BREAK

16:20-17:00

WORKSHOP 1 — DANISH NATIONAL SAFETY WAREHOUSE & SECURING SUPPLY

Nicolai Holten (DK), Demand and Supply Manager - Procurement, Amgros

WORKSHOP 2 — CROSS BORDER COOPERATION IN THE NORDICS

Harald Johnsen (NO), Division Director - National Procurement Services, Sykehusinnkjøp HF

17:00-17:10



BREAK

17:10-17:50

WORKSHOP 3 — TRENDS IN DIGITALIZATION OF PROCUREMENT IN THE NORDICS

Gustaf Högberg (SE), Procurement Specialist, Purch AB

IN SPANISH)))

STUDIO 204

Moderation: Toni Gilabert (ES), Director Innovation & Partnership Consorci de Salut i Social Catalunya (CSC)

15:30-16:10

BUYERS ROUNDTABLE TALK

Introduction speech Toni Gilabert - focus on innovation & procurement

Neus Colet (ES), General Director of Public Procurement, Generalitat de Catalunya (Government of Catalonia)

Ramon Maspons (ES), Chief innovation officer, AQUAS

Caterina Sampol (ES), Coordinator for Public Procurement of Innovation, Hospital Sant Pau Barcelona

16:10-16:20



BREAK

16:20-17:00

WORKSHOP 1 — PROCUREMENT OF INNOVATION

Caterina Sampol (ES), Coordinator for Public Procurement of Innovation, Hospital Sant Pau Barcelona

17:00-17:10



BREAK

17:10-17:50

WORKSHOP 2 — INNOVATION IN PROCUREMENT

Neus Colet (ES), General Director of Public Procurement, Generalitat de Catalunya (Government of Catalonia)

Hands-on workshops

DAY 2

Detailed Program

Track 7-11

Track 7

PARALLEL WORKSHOPS

DAY 2

GOLD HALL

SECURING SUPPLIES

Moderation: Gerwin Meijer (NL), Director, InkoopAlliantie Ziekenhuizen (IAZ)

12:50-13:25

WORKSHOP 1 — SECURING SUPPLIES OF COMPLEX BIOLOGICAL MEDICINES LIKE VACCINES

Ignacio Saez (ES), General Manager, Ibera Sanofi Vaccines

13:25-13:35



BREAK

13:35-14:10

WORKSHOP 2 — SUPPLY CHAIN RESILIENCE IN HEALTHCARE: HOW DO YOU GET A GRIP ON YOUR SUPPLY CHAINS?

*Tom Hoeben (NL), Manager Procurement, Jeroen Bosch Hospital
Keimpe Zandvliet (NL), Manager Procurement, Deventer Hospital
Jeroen Scheepers (NL), Supply Chain Consultant, Involution*

14:10-14:20



BREAK

14:20-14:55

WORKSHOP 3 AI-BASED SUPPLY CHAIN NETWORK: HOW YOU CAN SECURE SUPPLIES IN THE UNCERTAIN CLIMATE?

Praful Mehta (GB) CEO, Vamstar

14:55-15:05



BREAK

15:05-15:40

WORKSHOP 4 — CLEANING SUPPLIES – A PATHWAY TO GREEN CLEANING

GVS Group supported by:

*Kimberly Clark GmbH
Tana Chemie GmbH
VERMOP Salmon GmbH*

Track 8

PARALLEL WORKSHOPS

DAY 2

STUDIO 211-212

DIGITAL PROCUREMENT

Moderation:

Dr. Jürgen Knipps (DE), CEO & Founder DIMS GmbH & Co KG

Michael Knipps (DE), COO & Owner, Comed Group

12:50-13:25

WORKSHOP 1 — RETHINKING ENTERPRISE PROCUREMENT IN HEALTHCARE

Burkard Schemmel (DE), General Manager Strategic Customers Europe, Amazon Business

13:25-13:35



BREAK

13:35-14:10

WORKSHOP 2 — DIGITAL PROCUREMENT & LABORATORIES - USE CASE REPRESENTED BY GROUP OF LABORATORIES I PURE HEALTH

Michael Knipps (DE), COO & Owner, Comed Group

Mehmet Sait Buruncu (UAE), COO, Group of Laboratories, Pure Health

14:10-14:20



BREAK

14:20-14:55

WORKSHOP 3 — ADVANCED DIGITAL TOOLS FOR HEALTHCARE PROCUREMENT ENABLING BUSINESS INTELLIGENCE: THE PORTUGUESE USE CASE.

Nuno Costa (PT), Healthcare CPB Director at Shared Services, Portugal Ministry of Health

14:55-15:05



BREAK

15:05-15:40

WORKSHOP 4 — THE CHALLENGES OF DIGITALIZATION IN HEALTHCARE PROCUREMENT IN THE POST-COVID-19 ERA

Gabriella M. Racca (IT), Professor of Administrative Law, University of Torino

Christopher Yukins (USA), Lynn David Research Professor of Government Procurement Law, George Washington University Law School

Stephane De La Rosa (FR), Professor of Public Law, Université Paris-Est Créteil, Chaire Jean Monnet

Track 9

PARALLEL WORKSHOPS

DAY 2

STUDIO 213-215

SUSTAINABILITY

Moderation: Lieke van Kerkhoven, Co-Founder Flow2

12:50-13:25

WORKSHOP 1 — THE RELEVANCE OF SUSTAINABILITY FOR PROCUREMENT

Arianna Gamba (IT), Circular Healthcare Program Manager, Healthcare Without Harm (HCWH)

Hulda Steingrimsdóttir (ISL), Environmental Manager, The National University Hospital of Iceland

Anders Bolmstedt (SE), Phd Chemist, Region Västra Götaland, Sweden and Chair of the Board, Health Care Without Harm Europe (HCWH)

13:25-13:35



BREAK

13:35-14:10

WORKSHOP 2 — SUSTAINABLE PROCUREMENT OF MEDICINES

Vincent Bonelli (FR), Global Head of Trade & Revenue Management, Sanofi

PANEL

Christine Donaldson (CA), VP Pharmacy Services, HealthPRO Canada

Dr. Frederik G.S. Vos (DE), Ass. Prof. of Public, Health & Industrial Procurement, University of Twente

Louis Bertin (FR), Member Board Of Directors, EAHP

Adrian van den Hoven, Director General, Medicines for Europe

14:10-14:20



BREAK

14:20-14:55

WORKSHOP 3 — CLIMATE FRIENDLY HOSPITALS: A PERSPECTIVE BY HAVELHÖHE

Maurizio Bär (DE), Physician & Research Associate, Climate Friendly Hospital Havelhöhe

14:55-15:05



BREAK

15:05-15:40

WORKSHOP 4 — 5 THEMES FOR SUSTAINABLE HEALTHCARE PROCUREMENT AND A PHILIPS CASE STUDY FOR ENGAGING THE SUPPLY CHAIN

Leonie Ideler (NL), Sustainability Director, Philips

Jessica Barlow (GB), Sustainability Manager, Philips

Track 10

PARALLEL WORKSHOPS

DAY 2

STUDIO 214-216

BOOSTING INNOVATION: EUROPEAN INNOVATION COUNCIL

Moderation: Bertrand Wert (FR), Innovation Maker & Innovation Procurement, EIC, EC-EISMEA Agency

Vassilis Tzanidis (GR), Innovation Procurement Advisor, EIC, EC-EISMEA Agency

12:50-13:25

WORKSHOP 1 — FUNDINGS AND SUPPORTS WAITING FOR YOU PROCURERS OF INNOVATIVE SOLUTIONS. COME AND CO-CREATE WITH EUROPEAN INNOVATION COUNCIL EIC START-UPS!

Bertrand Wert (FR), Innovation Maker & and Innovation Procurement, EIC, EC-EISMEA Agency

Vassilis Tzanidis (GR), Innovation Procurement Advisor, EIC, EC-EISMEA Agency

Miguel Dias Goncalves (PT), EU Projects Manager, F6S

13:25-13:35



BREAK

13:35-14:10

WORKSHOP 2 — DISCOVER EUROPEAN FUNDING OPPORTUNITIES FOR PROCURERS OF INNOVATION IN HEALTHCARE

Carmen Laplaza Santos (ES), Head of Unit D2 Health Innovations and Ecosystems, DG RTD

Marco Merlino (IT), Senior Project Adviser, EC-EISMEA Agency

Samira Boussetta (FR), Policy Officer, Strategic Procurement, DG Grow, European Commission

14:10-14:20



BREAK

14:20-14:55

WORKSHOP 3 — "HEALTHCARE INNOVATIVE SOLUTIONS OF THE FUTURE": EPITCHING OF EIC COMPANIES

Justyna Tisserand, Proj. Adviser, EIC Accelerator, EC-EISMEA Agency

Anna Bulzacka-Bogucka, Proj. Adviser, EIC Accelerator, EC-EISMEA Agency

14:55-15:05



BREAK

15:05-15:40

WORKSHOP 4 — CONSULTING THE MARKET FOR INNOVATIVE PURCHASES IN THE HEALTHCARE SECTOR: EIC CAN HELP!

Benjamin Raab (DE), Head of Innovation & Business Processes, EuraAG

Stephen Corvers (NL), Corvers Procurement Services BV

Track 11

PARALLEL WORKSHOPS

DAY 2

STUDIO 213-215

PROCUREMENT FROM AN ACADEMIC PERSPECTIVE

Moderation: Dr. Frederik G.S. Vos (DE), Ass. Professor of Public, Health & Industrial Procurement, University of Twente

12:50-13:25

WORKSHOP 1 — NECESSARY SKILLS TO TACKLE FUTURE CHALLENGES IN HEALTHCARE PROCUREMENT

Dr. Klaas Stek (NL), Asst. Prof. of Purchasing and Supply management, University of Twente

Dr. Frederik G.S. Vos (DE), Asst. Prof. of Public, Health & Industrial Procurement, University of Twente

Vincent Delke (DE), PhD Cand. - Purchasing and Supply Management, Univ. of Twente

13:25-13:35



BREAK

13:35-14:10

WORKSHOP 2 — AN INTERNATIONAL STUDY ON LEARNINGS FROM COVID-19 FOR PREPAREDNESS FOR FUTURE CRISIS

Prof. Dr. Louise Knight (UK), Public Sector & Healthcare Procurement, Univ. of Twente

Esmee Peters (NL), PhD Cand. Public Procurement, University of Twente

14:10-14:20



BREAK

14:20-14:55

WORKSHOP 3 — SKILLS, INNOVATION AND SUSTAINABILITY FOR HEALTHCARE PROCUREMENT

Andy Bleaden (GB), Communities Director, ECHalliance

Jorge Gonzalez (ES), Director, Ticbiomed and PROCURE4HEALTH dissemination partner

Lieve Bos (BE), Policy officer pre-commercial procurement and public procurement of innovative solutions, European Commission, DG CONNECT

Irina Kaldaron Libal (BG), Policy Officer at European Commission, DG CONNECT

14:55-15:05



BREAK

15:05-15:40

WORKSHOP 4 — PROFESSIONALIZATION OF THE PROCUREMENT WORKFORCE IN THE HEALTHCARE SECTOR IN THE EU

Gian Luigi Albano (IT), Head of Division Consip S.p.A.

Elisa Frenz (DE), CEO Health Proc Europe Association

Exhibition Area

SILVER FOYER

- 1 AdviseInc
- 2 Genmed.me Ltd
- 3 Amazon Business
- 4 Philips
- 5 XMED iQ

MAGRITTE FOYER

- 6 Sirius Medical
- 7 Vamstar
- 8 Comed Group
- 9 DIMS GmbH & Co. KG
- 10 Nevi
- 11 EHPPA / HPE
- 12 GVS Group
- 13 Kimberly Clark GmbH
- 14 VERMOP Salmon GmbH
- 15 Tana Chemie GmbH
- 16 Microsoft
- 17 Sanofi

DELVAUX FOYER

- 18 T-Pro
- 19 AmRay Medical
- 20 Vitalograph
- 21 Novaerus
- 22 Meditec Medical
- 23 Irema Ireland
- 24 Fleming Medical
- 25 Aquila Bioscience

FOYERS

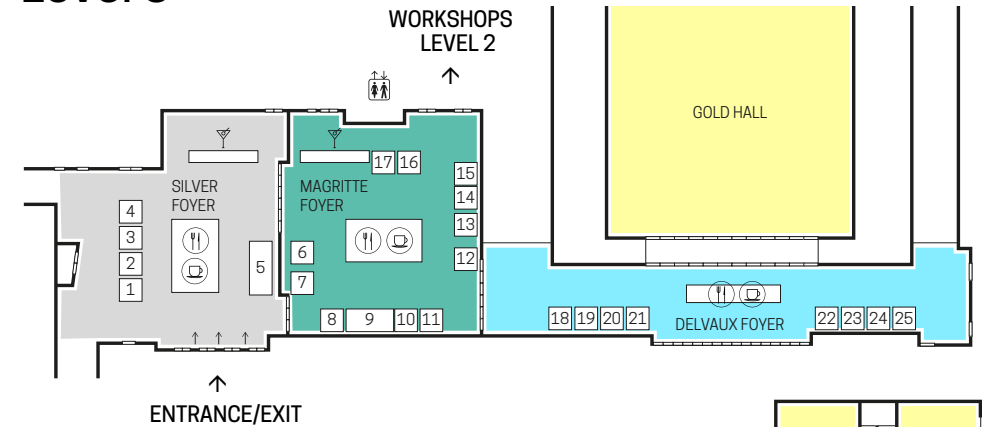
Networking and coffeee

STUDIO 203, 210, HALLWAY

EIC Exhibition area

List of exhibiting companies updated on 01/09/2022. Subject to change at any time.

Level 0



Level 2



European Healthcare Procurement Awards 2022

CATEGORIES

As part of the Summit, we are holding the European Healthcare Procurement Awards, which recognise outstanding professional achievement in three categories: Sustainability; Innovation & Procurement Excellence and Digitalisation & Transparency. The purpose of the awards is to inspire and motivate individuals and teams and help propel procurement into a more sustainable future, by placing best practice and showcasing some of the most innovative, influential solutions and initiatives in the field. The winning project in each category will be given the chance to present their project to an audience of their peers during the event.



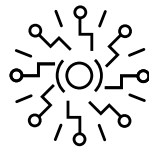
Sustainability Award

Hosted by
SANOFI



Innovation & Procurement Excellence Award

Hosted by
XMED iQ



Digitalisation & Transparency Award

Hosted by
ZEBRA

Sustainability



Description of organization

PharmaSwap helps reduce spillage of medication approaching its expiration date. On this unique sharing marketplace, pharmacists can share supply and demand of subscription medication. Wholesale organizations can share stock approaching the expiry date as well. By optimizing usage of medication already in the market we contribute to enormous cost savings in healthcare, whilst at the same time working on a more sustainable system.

Description of the problem

Medication wastage is a hotly debated topic, especially since the production process is so polluting - the third most polluting process in healthcare - and it is a worthwhile part of the supply chain to make improvements. Avoiding unnecessary destruction of good products greatly contributes to footprint reduction. Each pill traded through PharmaSwap is a pill that does not need to be reproduced and also a pill that does not end up in waste streams. Moreover, healthcare costs are rising. The average value of a package traded on PharmaSwap is around €100, but some are worth more than €5.000.

Contact

www.pharmaswap.com
[/company/pharmaswap](https://www.linkedin.com/company/pharmaswap)



NOMINEE:
PHARMASWAP
 **NETHERLANDS**

Piter Oosterhof
*Co-founder PharmaSwap,
pharmacist at OLVG Hospital
Amsterdam, hospital
pharmacist in residence at
Amsterdam UMC*



Sustainability



Description of organization

The Norwegian Trust for Hospital Procurement is a young organization, but procurement/tendering of medicine has been a focus since 1995. Providing for 21 hospitals in Norway is challenging because of the small market and population differences between regions.

Description of the problem

Preventing environmental damage from the production of antibiotics has been on the agenda in Norway for some years, and the Norwegian government has pushed for action through legislation. As a procurement organization we have pioneered the creation of environmental evaluation criteria as a part of antibiotic tenders. We also pioneered environmental criteria in tenders of high volume products, focusing on waste reduction and transport efficiency.

Contact

www.sykehusinnkjop.no
[/company/sykehusinnkjop](https://www.linkedin.com/company/sykehusinnkjop)



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Maja Anette Flønes Monsen
Pharmaceutical Adviser



Sustainability



NOMINEE:
**FORSCHUNGSINSTITUT
HAVELHHÖHE**
GERMANY

Christian Grah
*Leading medical doctor,
Coordinator of the
Pneumology and Lung Cancer*



Description of organization

The Community Hospital Havelhöhe (GKH) is an acute care hospital with an integrative approach and an academic teaching hospital of the Charité (University Hospital Berlin). With 400 beds and 14,000 patients annually we cover a broad spectrum of medical care in 14 specialist departments and thus make our contribution to standard care in Berlin.

Description of the problem

The transformation of hospitals is a particularly significant challenge because, as energy-intensive, high-tech large-scale organizations in continuous operation, they consume enormous amounts of resources and emit a lot of greenhouse gases.

On a day-to-day basis, one of the biggest problems of making hospitals more environmentally-friendly is the current overload of employees. As a result, employees have extremely little capacities for inventing and implementing new projects in addition to their work activities. At the same time, employee involvement in new projects from the very beginning is crucial, as projects will only be successful if the employees accept them. At the same time, climate managers are currently not included in the payment of hospitals by health insurance companies. Also, there is no central fund for cost-intensive investments such as renovation and insulation of hospital buildings.

Contact
www.fih-berlin.de



Innovation & Procurement Excellence



NOMINEE:
AMGROS I/S
DENMARK

Rasmus Syberg
*Hazelton International
Specialist*



Description of organization

Amgros is the Danish region's purchasing organization for medicine and hearing aids. Amgros aims to procure and secure the supply of medicines to public hospitals in Denmark through efficient procurement and tendering procedures

Description of the problem

In recent years, Amgros has seen growing challenges in increasing medicine prices and securing supplies of medicines to Danish hospitals. Securing supplies is especially challenging with older medicines that have been on the market for some time. This is a global challenge facing all countries, but especially smaller markets like the Nordics.

This was the main reason why, together with Norway and Iceland, Amgros wanted to seek out joint tenders and negotiations – thereby creating a larger and hopefully more attractive market for suppliers of these types of medicine. Cross-border challenges demand cross-border solutions.

Contact
www.amgros.dk
[/company/amgros-i-s](https://www.linkedin.com/company/amgros-i-s)



Innovation & Procurement Excellence



NOMINEE:
**MADRID REGIONAL
HEALTH SERVICE**
SPAIN

Susana Alvarez
*Deputy General Public
Procurement*



Description of organization

The Sub-Directorate General for Public Procurement (SGC), is part of the Directorate General for Economic-Financial Management and Pharmacy of the Madrid Health Service, and its functions include processing the administrative procurement files of the Madrid Health Service, including the procurement of healthcare services with external resources; drawing up and controlling medical and health product supplier contracts; and implementing and evaluating new procurement formulas, especially for goods, services and medicines with a high economic impact.

Description of the problem

The pandemic required the adoption of immediate and effective measures to deal with this situation to respond to the demands for procurement of supplies and services that were made available to the health service as a whole. Health authorities found themselves in fierce competition for dwindling PPE supplies, while masks and other supplies of poor or at least dubious quality began to appear on the market, putting health workers at risk of exposure to the virus. With the state of health emergency, a new, more agile form of procurement was initiated, which focused mainly on the purchase of extraordinary materials and equipment.

Contact
www.ihf-fih.org/beyond-the-call-of-duty-for-covid-19/organizations/ministry-of-health-madrid-health-service
[/company/comunidad-de-madrid](https://www.linkedin.com/company/comunidad-de-madrid)



Innovation & Procurement Excellence



NOMINEE:
ALLPRIV
FRANCE

Mickael Leal
CEO



Description of organization

Allpriv is an Edge cybersecurity company, delivering to market out-of-the-box patented and internationally awarded solutions to protect already deployed medical devices, industrial machinery, military devices, and remote workforce.

Description of the problem

80% of connected medical devices deployed since years have no cyber protection, they are the main target & source of dramatic growing hacks. Legacy cybersecurity is not able to counter all those hacks: You can't solve new problems with old responses! Creating multiple small encrypted networks, we fill the gaps and faults in all legacy cybersecurity deployed up to today.

Contact
www.allpriv.com



Digitalisation & Transparency



NOMINEE:
AMGROS I/S
DENMARK

Lars E Munck
Senior Demand Supply
Manager



Description of organization

Amgros is the Danish region's purchasing organization for medicine and hearing aids. Amgros aims to procure and secure the supply of medicines to public hospitals in Denmark through efficient procurement and tendering procedures. The core task of Amgros is, with hospital pharmacies, to secure the right medicines for patients at public hospitals. At the right time, at the right place, at the right price, and always with an eye to protecting the environment.

Description of the problem

There was no formal procedure for hospital pharmacies to process their expected purchase volume for drugs on national tenders. Amgros established a national Sales & Operations Planning (S&OP) unit to develop and implement a national process for drugs on national tenders, implementing a national S&OP for all drugs. National estimates for each item-number are shared on our digitized national supplier web portal and suppliers are also advised about new estimates by email.

Contact

www.amgros.dk
[/company/amgros-i-s](https://www.linkedin.com/company/amgros-i-s)



Digitalisation & Transparency



NOMINEE:
**GERMANTECH
OPERATIONS
GMBH**
GERMANY

Lukas Kreimeier
Innovation Manager



Description of organization

Germantech is a company builder and implementation partner for innovations based in Berlin. Since 2016, our multi-faceted and future-oriented team has been supporting companies in successfully mastering the digital transformation in a long-term and sustainable way, both structurally and in terms of products. Our service portfolio covers three main and essential pillars: Education, Ventures and Ecosystems.

Description of the problem

Too few nursing staff have to deal with too much documentation work, which has to be done primarily by hand and manually. There are also major errors in data collection during fluid balancing, which can ultimately have dangerous effects on the patient and his or her well-being. One solution cannot solve the entirety of problems within the intensive care unit, but processes can be digitized and simplified step by step in order to sustainably relieve the nursing staff and decisively increase the quality of treatment for patients. With these important insights, we decided to develop a solution that automates and digitizes the process of fluid balancing and thus equalizes the error-proneness of manual recording and clearly relieves the nursing staff.

Contact

www.german.tech
[/company/germantech-berlin](https://www.linkedin.com/company/germantech-berlin)



Digitalisation & Transparency



NOMINEE:
**SERVIÇOS
PARTILHADOS DO
MINISTÉRIO DA SAÚDE**
PORTUGAL

Nuno Costa
CPB Director



Description of organization

The shared services of the Ministry of Health, E.P.E. (SPMS, E.P.E.) has the nature of a legal person under public law of a business nature, endowed with legal personality, administrative and financial autonomy and assets under the legal regime of the Public Business Sector.

Description of the problem

The information relating to acquisition processes was dispersed in a set of files and network folders, making it extremely difficult to aggregate management information with performance and management indicators that allow the public purchaser to assess the best purchase strategy.

Contact

www.spms.min-saude.pt
[/company/spms-epe](https://www.linkedin.com/company/spms-epe)



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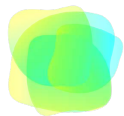
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