



BARCELONA, SPAIN | 15-18 MARCH 2010

PS24

Procuring for better Health and Innovation

Presenters will analyse trends in eHealth procurement, the prerequisite factors for success in different programme types, how these translate into investment decision-making and procurement processes, and the challenges of balancing local needs/priorities within wider national and pan-European contexts.

Moderator: Dr. Karl A. Stroetmann, Senior Research Fellow, empirica Communication & Technology Research, Germany



Karl A. Stroetmann M.B.A. Ph.D. is Senior Research Fellow with *empirica* Communication & Technology Research in Bonn, Germany. *empirica* has established itself as a European institute with a broad understanding of policy, strategic, business and socio-economic issues surrounding eHealth research, implementation and validation. Karl has been a consultant to the EC, OECD, national governments and global industrial players. He was / is principal investigator of European and trans-Atlantic projects on eHealth policy and strategic issues, on market validation and business development, socio-economic impact assessment, and of health RTD studies (patient safety; interoperability; semantics; telemonitoring/care; business case development for patient data mining applications to improve clinical use of antibiotics, Virtual Physiological Human [VPH] simulation applications for osteoporosis diagnosis and treatment).



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Tom Boyle, Co-Chair, European Connected Health Campus, United Kingdom



Tom Boyle has an extensive background in strategic and tactical business operations. In his current role, Vice President Market Development Healthcare at CA, Inc., Boyle is leading initiatives to develop an ecosystem providing analytical tools enabling the advancement of remote monitoring of “at risk” populations. He is currently working with innovative early stage companies and enterprises to develop the business models that “connected health” will require. As Co-Chair of the European Connected Health Campus he leads initiatives supporting the advancement of remote monitoring deployments across Europe. Boyle is also a member of the Board of Directors of the Continua Alliance and represents CA at ATA. A graduate of Babson College, MBA, and Boston College, BA, he remains active on Babson’s Alumni Technology Council.

Presentation:

eHealth Procurement – a pan-European Development Network

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George MacGinnis., Assistive Technology Lead, NHS Technology Office, United Kingdom



George leads NHS Technology Office's assistive technology programme, which was established in response to growing need to support the development and procurement of telehealth technologies that meet the emerging needs of the National Health Service in England, including integration into the NHS' electronic Care Records Service.

As well as working with the Continua Health Alliance driving the interoperability agenda, George has been involved in setting up a national procurement framework for personal health systems and supporting the Department of Health's large scale "Long Term Condition Whole System Demonstrator" projects in England. George recently conducted a review of the evidence to produce an economic appraisal for mobile working in NHS community services and highlighting current barriers to adoption.

George has been recognised for his contribution to the Continua Health Alliance with a Key Contributor award. He has recently been elected as the Vice Chair of their 'Use Case Working Group', and is leading the work on identifying new opportunities for interoperability in personal health and wellness services.

Presentation:

National Procurement Framework for Telecare/Telehealth – Experience, Lessons Learned, and Plans

The Department of Health established a National Framework Agreement covering equipment and services for telecare and telehealth in 2006. The move was aligned with the publication of new health policies and the provision of £80M (€120M) Preventative Technologies Grant.

A key issue facing procurers has been the availability of common standards for quality and interoperability and since 2006 there has been some significant progress, most notably by the Continua Health Alliance.

Looking to the future procurers face two key challenges:

Firstly, can procurement be used to shape a market by driving the adoption and use of industry standards without facing claims of anti-competitive behaviours and

Secondly, what is the right balance to be struck between the relentless application of standards for interoperability and the need to foster an innovative marketplace in which Intellectual Property is protected and SMEs are able to flourish.



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Karel van Lambalgen, CIO, Leiden University Medical Center, The Netherlands



Karel van Lambalgen graduated in Mechanical Engineering - Industrial Organization from the University of Delft. He became a consultant with Arthur Andersen & Co, specializing in retail and distribution. Subsequently he was the European ICT Director for a Fortune 500 company before he joined the Leiden University Medical Center in 1996 as CIO; a position he currently holds. Mr van Lambalgen is an auditor at NIAZ (an institute that develops and reviews quality standards for Healthcare institutions) and member of the board of Merit Foundation, a not for profit organization that develops and runs a novel worldwide EHR and research database for Rheumatoid Arthritis.

Presentation:

LUMC and UMCU: a Joined Journey to Selecting a New Hospital Information System

Selecting a new Hospital Information System is a large and vitally important task for most any hospital. When the current system is over 35 years of age and functionally very rich, the hospital is a University Medical Center where a new HIS needs to support patient related research and education and two UMC's team to do the selection process together, we have huge challenge.

I will describe the project of Leiden and Utrecht, the stepwise approach to gain widespread support in our UMC organizations, the European tender process and some of the challenges in weighing the various proposals. I will conclude with the joined project organization in the various stages and some observations on the joined project and working together.