

1st Pan-European Healthcare Procurement Summit

Brussels 20-21 September 2022

Where Procurement Meets

Transparency · Sustainability · Digitalization

Your Hosts



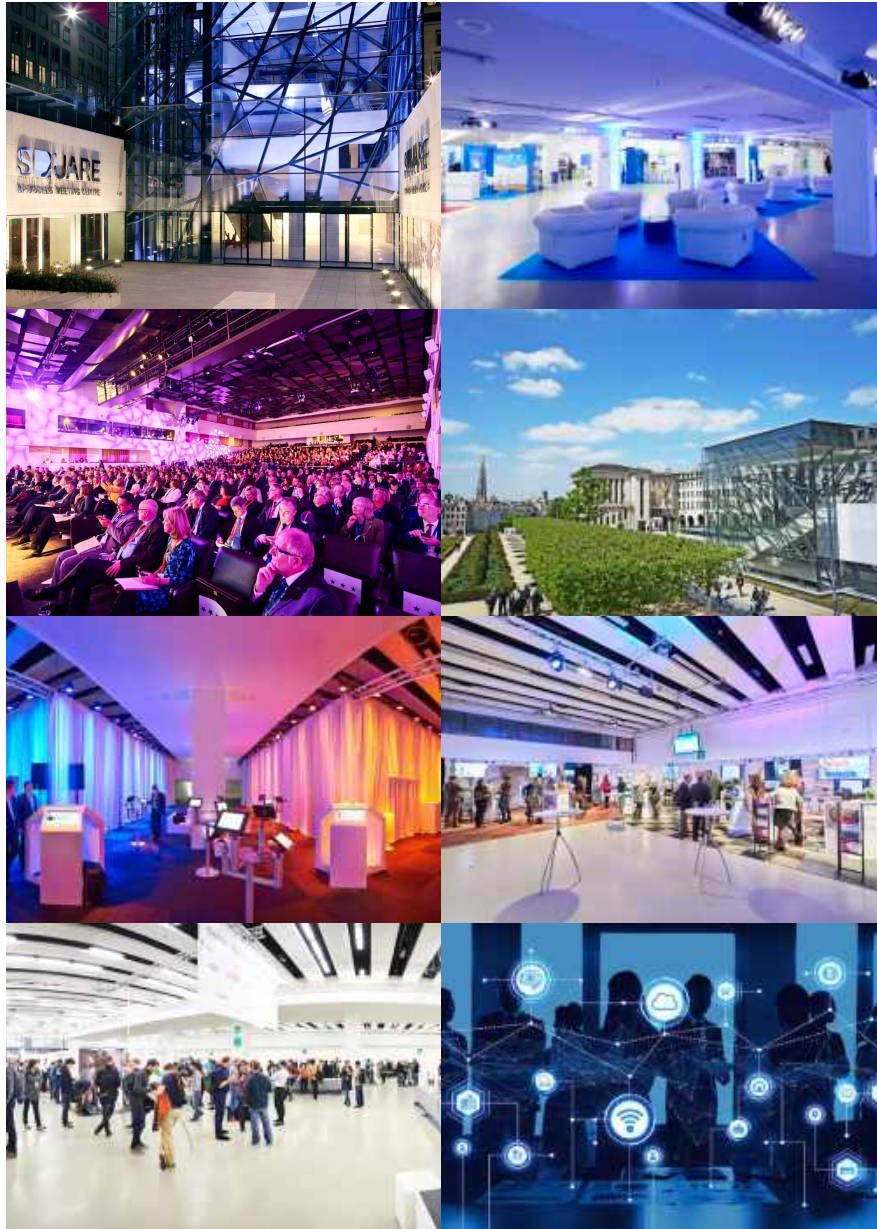
Supported by

European
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Innovation Ecosystem Partner





ABOUT THE SUMMIT



Brussels



**20-21
September 2022**



**English, German &
French (translated)**



ANTWERPEN – 25 MIN

GENT – 35 MIN

A VIBRANT EUROPEAN CAPITAL

BRUSSELS





AN INCREDIBLE VENUE

BRUSSELS SQUARE CONFERENCE CENTER



Your Summit Hosts



EHPPA represents the alliance of non-profit Group Procurement Organisations.

Founded in 2012, EHPPA is a registered member association under French law (headquarter in Paris) with 13 procurement organizations representing 11 countries.

www.ehppa.com

Some of the objectives are to:

- Pool expertise, leverage performance & provide its members with a strategic position in the European health procurement market.
- Exchange best practices between members and develop joint agreements and initiatives.
- Be a partner for the EU & to transfer healthcare procurement and healthcare innovation strategy into EU politics.
- Develop internal structure to publish public tender for some of the EHPPA member states for PPE and medical devices

Your Summit Hosts



Health Proc Europe (HPE) Association is the interest group of the European healthcare procurers.

Newly founded in 2019, the organisation is creating the European healthcare procurement ecosystem.

Non profit organisation under British law headquarter in London.

www.healthproceurope.org

The Association's tactical focus is on:

Individual hospital purchasers (public & private institutions)

Procurement managers from other healthcare institutions, such as:

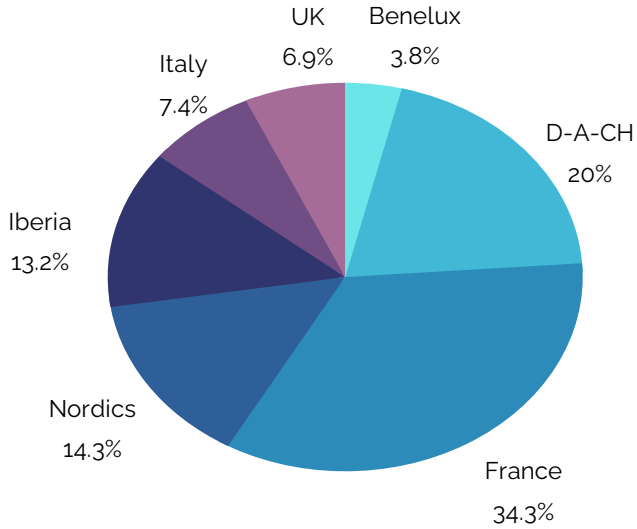
- Laboratories
- Outpatient centres (GP radiology, primary care, etc.)
- Rehabilitation
- Nursing homes

The common interest is rather the same industry (medical devices, medical consumables and the investment goods) than the legal entity.

Therefore we welcome the public and the private sector.

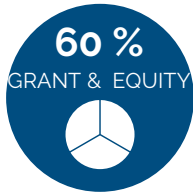
WE ARE HOSPITAL & HEALTH CARE PROCUREMENT

THE LARGEST EUROPEAN HOSPITAL & HEALTH CARE PROCUREMENT ECOSYSTEM



PARTNERS

Supporting Partner



Jean David Malo
Director
European Innovation
Council

European
Innovation
Council



Innovation Ecosystem Partner



Brian O'Connor
Chair
ECHAlliance



TARGET GROUP

400-450 C-Level & Decision-Makers from Hospital / Healthcare Procurement

- **Chief Procurement Officer**
Decision makers for Med Devices/Consumables/Non-Med Tail Spend
 - Mostly procurement representatives from large public or private Hospital Groups from:
 - > than 5,000 European Hospitals
 - > than 15 European Countries & Canada
 - > than 25 billion € medical procurement volume
- **Pharmacists**
- **Chief Financial Officer**
 - Decision makers for large-scale equipment
- **Chief Information Officer/COO**
 - Decision makers for IT

100-150 Industry representatives

- **Sponsoring partners**
SMEs & Startups + Corporates





BENEFITS

- Drive **sales leads** in advance via B2B networking app
- Convert sales leads into **face-to-face appointment on site**
- Create **multi-directional dialogue** for Procurers, Tech-Providers, Innovators, Suppliers
- Support **European Health Care & Hospital Procurement Teams** to have a platform to **exchange best practices**
- Bring together all actors involved in a procurement ecosystem to **rethink & transform healthcare procurement**
- **Showcase innovative** cross-industry procurement **solutions** (SMEs & Start-ups)
Pitch session | Speed Dating | Award
- Offer use cases to be of **practical use to procurers**
➔ Handout documentation available in 3 languages
- ... **and many more**

SUMMIT CONTENT PILLARS

- Practical workshop sessions
- Engaging plenary discussions
- EU future vision & innovation from
- Procurers only lounge for cross-border exchange & interaction
- B2B exhibition area: meet the suppliers
- Evening cocktail for networking
- Country specific sessions
- Supplier Sustainability Award / Healthcare Procurement Award





HIGHLIGHTS WORKSHOP TOPICS

- Sustainable procurement solutions
- Procurement: The path to net zero
- Public Procurement (incl. legal aspects)
- Value Based Healthcare / Sustainability
- Procurement Innovation / New Tech
- Supply Chain Management
- Procurement Communities & Collaboration
- Digital Procurement Solutions / Marketplaces
- Procurement post Covid-19

DRAFT OUTLINE DAY 1*

8.30-9.30 REGISTRATION AND WELCOME BY HOSTS

9.30-10.00 OPENING

10.00-10.30 KEYNOTE 1

10:30-11:45 Panel Discussion

AFTERNOON: HANDS-ON WORKSHOP SESSIONS (TOPICS 1-6)

WORKSHOP TOPICS →	1: PUBLIC PROCUREMENT	2: VALUE BASED HEALTHCARE	3: INNOVATION PROCUREMENT / NEW TECH	4: PROCUREMENT START-UPS & SMES	5: VIEW & NEEDS EU POLICY MAKERS, SOCIAL SECURITY & HEALTHCARE INSURERS	6: INTERNAL CONNECTIONS: MEDICAL USER & PROCURER	NETWORKING
13.00-13.45	Workshop 1a	Workshop 2a	Workshop 3a	Workshop 4a	Workshop 5a	Workshop 6a	B2B area
14.00-14.45	Workshop 1b	Workshop 2b	Workshop 3b	Workshop 4b	Workshop 5b	Workshop 6b	B2B area
15.15-16.00	Speed Dating	Speed Dating	Speed Dating	Speed Dating	Speed Dating	Speed Dating	B2B area
16.15-17.00	Workshop 1c	Workshop 2c	Workshop 3c	Workshop 4c	Workshop 5c	Workshop 6c	B2B area
18.00-21.00	Cocktail & Award Ceremony - (Sustainability & Procurement Award)						

*IN FINAL DISCUSSION WITH VIP SPONSORS AS PART OF PROGRAM COMMITTEE

DRAFT OUTLINE DAY 2*

8.45-9.00 WELCOME BY HOSTS

9.00-9.15 KEYNOTE 2

9.15-10.30 PITCH SESSION ON INNOVATION PROCUREMENT LED BY EUROPEAN INNOVATION COUNCIL

10.45-11.30 Panel Discussion

AFTERNOON: HANDS-ON WORKSHOP SESSIONS (TOPICS 7-12)

WORKSHOP TOPICS →	7: PROCUREMENT INNOVATION & HOSPITALS	8: DIGITAL PROCUREMENT SOLUTIONS	9: PROCUREMENT POST COVID-19	10: SUSTAINABILITY / CSR	11: COUNTRY SESSION	12: EUROPEAN INNOVATION COUNCIL SESSION	NETWORKING
12.45-13.30	Workshop 7a	Workshop 8a	Workshop 9a	Workshop 10a	Workshop 11a	Workshop 12a	B2B area
13.45-14.30	Workshop 7b	Workshop 8b	Workshop 9b	Workshop 10b	Workshop 11b	Workshop 12b	B2B area
15.00-15.45	Workshop 7c	Workshop 8c	Workshop 9c	Workshop 10c	Workshop 11c	Workshop 12c	B2B area
16.00-16.15	CLOSING REMARKS						

*IN FINAL DISCUSSION WITH VIP SPONSORS AS PART OF PROGRAM COMMITTEE

LIVE EVENT



3 digital follow-ups in 2023

Regional / National Working Groups will be established based on challenges and needs identified during 1st Pan-European Health Procurement Summit in September 2022 in Brussels.

To maintain this momentum digital follow up sessions are planned throughout the course of the following year.

Special rates for existing sponsors of the previous live event apply

Creation of connected healthcare procurement community as a continuation of the Summit

LIVE EVENT



1ST DIGITAL FOLLOWUP

2ND DIGITAL FOLLOWUP

3RD DIGITAL FOLLOWUP

1st Pan-European Health Procurement Summit

Kick-Off
Regional Procurement Chapters

Cross-Border Challenges & Projects

Project Objectives & Advancements

Brussels | September 2022

Establishment of regional WG
(D-A-CH, FR, UK, Nordics)

Challenges will be defined and projects set in order to advance the knowledge transfer of procurement practices.

Driving change and transformation with technology to ensure desired project outcomes and acceleration of innovation.

Virtual | Q1 2023

Virtual | Q2 2023

Virtual | Q3 2023

SPONSORSHIP OPTIONS

- Social media / Website communication announcing sponsorship
- Video interview for social media (pre-Summit)
- Topic host incl. designated workshop (45 minutes)
- Roll-ups at workshop session / Stands at exhibition space
- Logo visibility on slides during workshops and in follow-up newsletter
- VIP area for networking
- Summit tickets
- B2B Networking App for Lead generation (launch 2 months before Summit)
- Speaking opportunity at panel discussion
- Hosting session during 1 online follow-up meeting
(any additional follow up for 7,500 € each for VIP sponsor, 15.000€ for workshop sponsor)
- Sponsored cocktail
- Host Procurement Award / Sustainability Award
- VIP Event
- Advisor role/seat Program Committee

2/4 available

VIP Sponsor
60,000 €



2

One large stand



16



Guaranteed appointments



1



6/11 available

Workshop Sponsor
30,000 €



1

Small stand each



7



Inquiry only

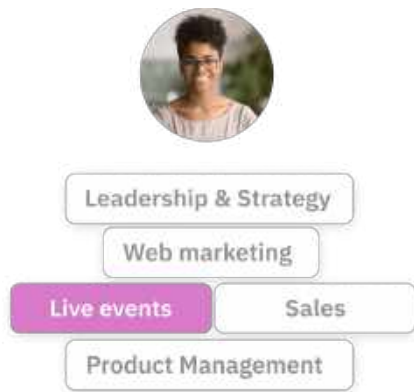
Tailored offering

Individual Sponsor
7,500-15,000 €

e.g. exhibition only

Lead Generation I

B2B Networking Via App Launched 2 months before summit



Interests & Intents

Attendees select topics related to their industry & event, then add the reasons they want to network with other interested parties.



Find Relevant Matches

AI technology then uses analysis from thousands of previous events to make matches for the attendee.



Easy Connections

Once a match is made, attendees can suggest a meeting at a time that works for both of them.

Lead Generation II

B2B Networking Via App

Launched 2 months before summit

Sponsors, Partners and Exhibitors

- Sponsor website
- Sponsor bio
- Sponsor social links
- Virtual booths
- Live chat
- Sharable content
- Hosted Buyer Program

Event Schedule

- Live events
- Schedule management
- Locations
- Calendar Sync
- Attendee schedule
- Dedicated Speaker Sections

Available on all Platforms

- iOS
- Android
- Web

OPERATIONAL SUMMIT TEAM



Karolína Hurníková
Project Coordination
Resah & EHPPA

k.hurnikova@resah.fr



Elisa Frenz
Managing Director
HPE Association

e.frenz@healthproceurope.org



Danny Havenith
Vice Chairmen
EHPPA Association

danny.havenith@mercurhosp.be



Dieter Zocholl
Founder & CEO
HPE Association

d.zocholl@healthproceurope.org



Louis Potel
Head International
Affairs GIP Resah

l.potel@resah.fr

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Currently in the evaluation process of additional media partners

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