



Usage of e-health solutions in Europe. Evaluation of Denmark, Poland and Spain.

Marcin Kautsch, Mateusz Lichoń

2015 European Health Property Network
Workshop

**Brussels
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- European Procurers Platform – E-Health – Transforming the Market for E-Health Solutions (EPP-eHealth)
- The goal: to **transform the market for eHealth solutions through dialogue and innovation procurement** (understanding the opportunities that e-Health offers, promotion of new approaches to collaborative procurement of eHealth).
- Timeframe: 2015-2016
- Participating countries:
 - Denmark
 - Poland
 - Spain
 - The UK
- Funded by the EC: Grant Agreement 644461

<http://innovationithospitals.com/index.html>



- Aim: assess the potential for the development of Joint Statement of Unmet Needs in various European countries.

Introductory study



Desk research



Qualitative research



Quantitative research

Methodology

- Structured interviews. Gathered data underwent thematic analysis.
- Analysis was conducted on semantic level with latent level involved in cases of reoccurring themes.

Research sample

- Denmark: 3 buyers, 3 suppliers and 4 experts.
- Poland: 6 buyers, 4 suppliers and 4 experts.
- Spain: 3 buyers, 4 suppliers, 4 experts and 2 end users.

e-health

refers to tools and services using information and communication technologies (ICTs) that can improve prevention, diagnosis, treatment, monitoring and management

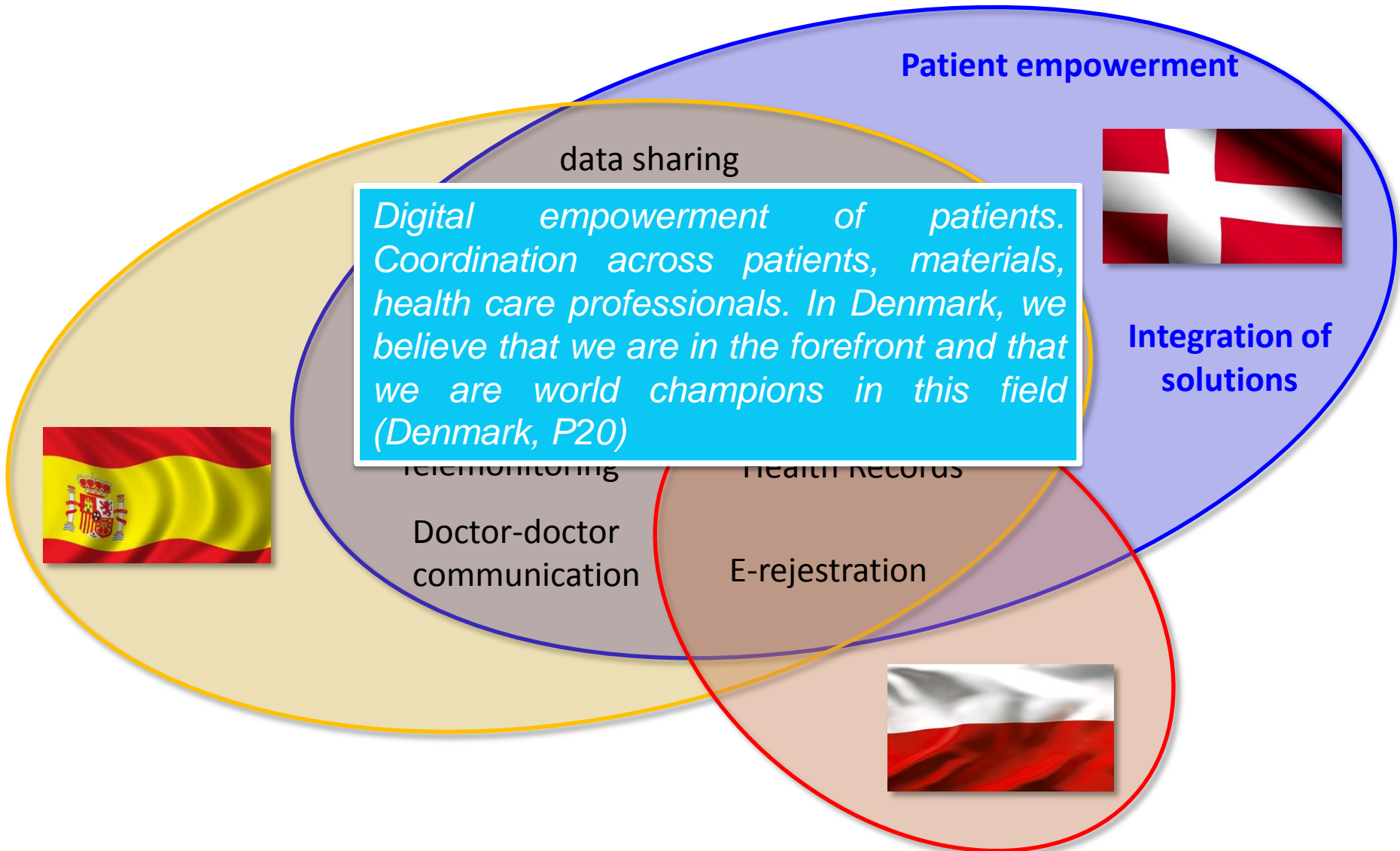
can benefit the entire community by improving access to care and quality of care and by making the health sector more efficient

includes information and data sharing between patients and health service providers, hospitals, health professionals and health information networks; electronic health records; telemedicine services; portable patient-monitoring devices, operating room scheduling software, robotized surgery and blue-sky research on the virtual physiological human

**European
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e-health





Managers – lack motivation

Doctors – more
opposing to

The access to mobile phones has largely contributed to the widespread use of health applications. On one side, people in industrialized countries have become more aware of the importance of caring about health and feel rewarded when realizing they're doing good! On the other side, phones have allowed e-health applications in poor countries where medical assistance can be remotely delivered (Spain, P20)

Digital exclusion

9.5 M people
(25% population)

Majority - pensioners



Difficulty in keeping up
to date with technology

If you have already planned how the solutions should be designed then you have already put the lid on innovation. Innovation is something bigger. Innovation is when you do not know the answer yet (Denmark, Buyer).

Buyer-supplier
communication

Efficient procurement

Don't know what it is

Something complicated
and unnecessary

All those justifications of innovations come down to getting money from the European Union for any kind of informatization and all elements including 'e-' are exaggerated (Poland, Supplier).

Innovation procurement



'Not invented here'
syndrome

Many small pilot
projects

There are too many stand-alone solutions and processes are not coherent. An example: a hospital in our region where every ward / hospital has its own app – but not coherent with the rest of the system (Denmark, P21)

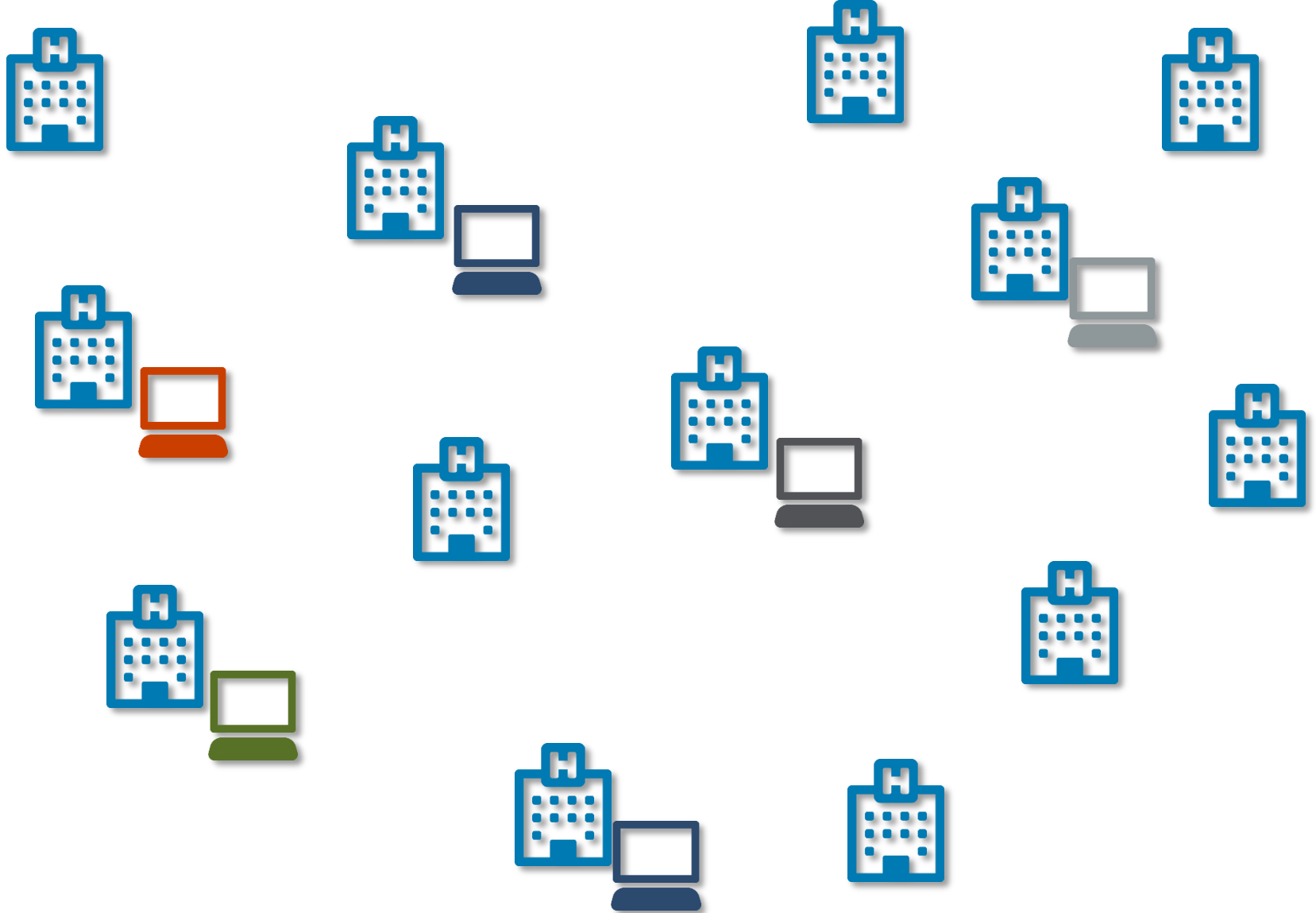
Public procurement
requirements

Bigger involvement of
regional policy makers

Integration



EPP eHealth





Hardly mentioned in Denmark

In Spain it was regarded as an fundamental challenge, but was also – by many stakeholders – perceived as an opportunity for development, and motivation for pursuing new cost-effective solutions

In Poland it was described only as a problem. Lack of money was considered an argument against investing in e-health solutions and lack of e-health financing by public payer, as a barrier for development of the field



- E-health seems to struggle with similar problems as other health care areas.
 - Legal issues (law doesn't follow technology)
 - Technical problems.
 - Financial problems.
 - **Attitudes.... (lack of integration & ahead thinking, risk aversion)**
(LCB Healthcare project SOTA report)
- It simply requires good leadership and good management.

Nihil novi sub sole



We know that in health care we lag at least 10 years behind virtually every other area in the implementation of IT solutions.

We know from a wide range of other services that information technology applications can radically revolutionise and improve the way we do things.

Toomas Hendrik Ilves,
the president of eHealth Task Force
(European Commission, 2012, p. 5)



EcoQUIP: innovative procurement in Polish healthcare

Brussels, 17.11.2015

Marcin Kautsch, Mateusz Lichoń

Required outcomes

- ▶ Solution that provides:
 - ▶ reduction of excessive sunlight in patients rooms,
 - ▶ thermal comfort for patients and personnel of Sucha Beskidzka Hospital,
 - ▶ energetic self-sufficiency of a solution,
 - ▶ meeting health and safety standards,
 - ▶ comfort of usage.
- ▶ If possible the purchased solution will improve thermal comfort in winter time

Improvement of thermal comfort of patients and personnel of Sucha Beskidzka Hospital with the lowest (zero) exploitation costs.

To be kept in mind: Whole life cycle costing

Technical dialogue outcomes

Identification of three groups of solutions

- 1) Solutions and devices limiting sunlight exposure in rooms.
- 2) Solutions of cooling, heating and air exchange in rooms.
- 3) Solutions regarding use of renewable sources of heat energy which will supplement the solution from group 2.

Procurement of a solution from group 1 was announced: **Oct 2014**

Results of the tender announced: **Feb 2015**

Contract signed: **Feb 2015**

Construction of a winning solution started: **Aug 2015**

Planned finish: **Nov 2015**





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How innovative the solution really is?

- ▶ Last year's comments in Budapest
- ▶ National Fund for Environmental Protection CEO's opinion
- ▶ ISO 14 000 auditors' opinions

Was it worth doing?

- ▶ Patients' and personnel opinions: „This sun is no longer so irritating, panels provide a nice shadow".
- ▶ Do awnings darken rooms?: „Not at all, there is no difference and construction works do not hinder our daily duties."
- ▶ Some claim that actually, now the hospital building looks more interesting.

Potential savings:

+ 91 560 PLN a year (+ 22 500 EURO)

Compared to:

**- 93 050 PLN a year (- 23 000 EURO) for a
proposed air-conditioning**

Net value:

+ 184 610 PLN / 45 500 EURO a year

Thank you for your attention

For further information:

www.ecoquip.eu

<http://innovationithospitals.com/>

mateusz.lichon@zozsuchabeskidzka.pl

+48 668 312 900

