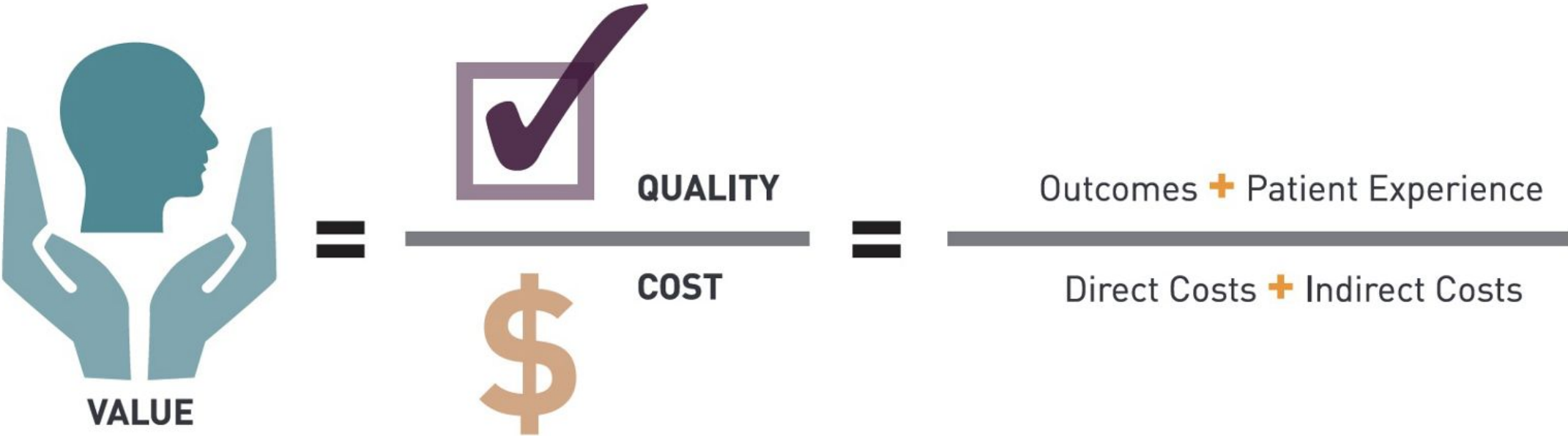


**How value-based healthcare
can be applied to improve
evaluation and funding
decisions in rare diseases and
cancer**

October 23, 2023

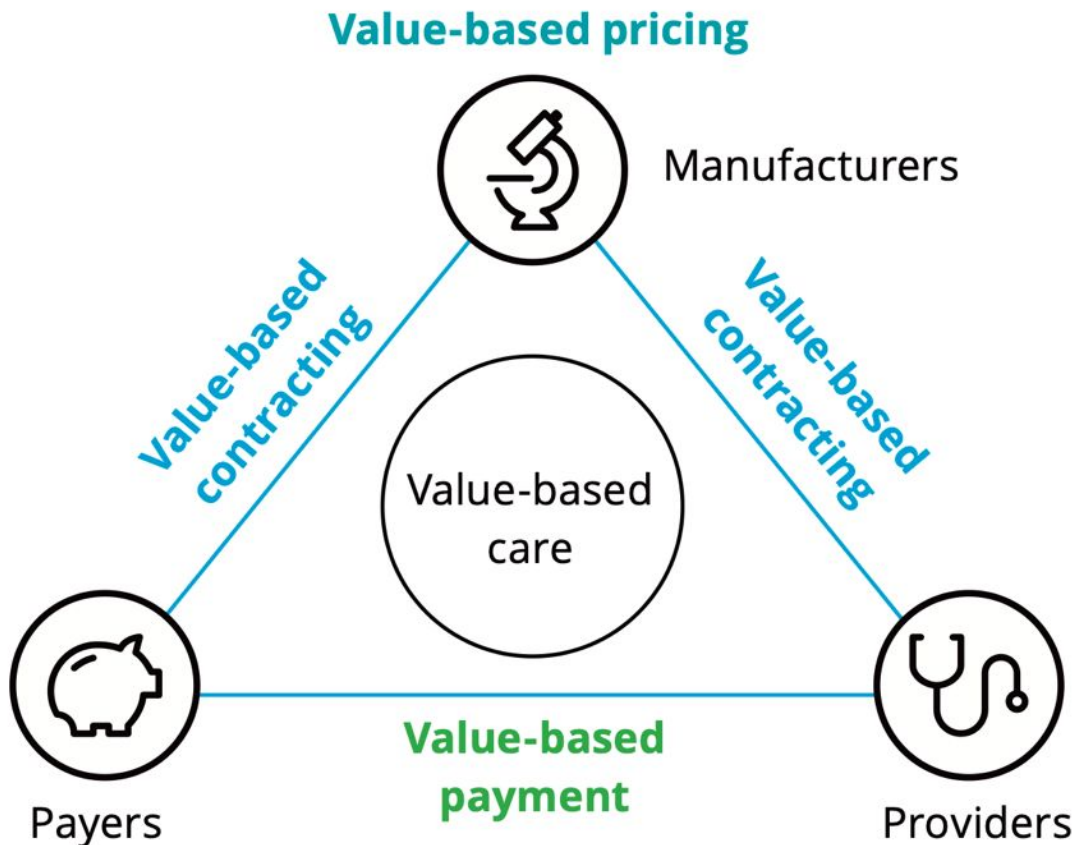


Classic definition of value-based healthcare



Source: Adapted from Porter and Tiesberg 2006, *Redefining Health Care: Creating Value-Based Competition on Results*

Value-based care, pricing, contracts and payment



Source: Deloitte 2021 Value-based contracting is gaining traction... is medtech ready?
<https://www2.deloitte.com/content/dam/Deloitte/us/Documents/life-sciences-health-care/us-med-tech-strategist-article.pdf>

Value-based care

Strategy that maximizes the value for patients by achieving the best outcomes at the lowest cost; value is defined as the health outcomes achieved per dollar spent.

Value-based pricing

A pricing strategy which sets prices primarily, but not exclusively, based on the perceived or estimated value of a solution to a customer rather than the cost of the product or historical prices.

Value-based contracts

Sometimes referred to as value-based agreements, risk-sharing or outcomes-based contract, VBCs are contract models under which a manufacturer gets paid from providers or payers for the outcomes or values its solutions produce, rather than the volume of the solutions being used.

Value-based payment

Form of reimbursement that ties payments for care delivery to the quality of care provided and rewards providers for both efficiency and effectiveness. Emerged as an alternative and potential replacement for the traditional fee-for-serve reimbursement.



QUESTIONS