

# VALUE-BASED PROCUREMENT MODEL FOR THE PURCHASE OF HYALURONIC ACID FOR INTRA-ARTICULAR USE

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## Background and importance

The purchasing process of medical devices (MDs), unlike that of drugs, is based on the evaluation of the intrinsic quality of the DM linked to the specific construction characteristics and the price offered in the tender.

$$\text{NMB} = \text{WTP} \times (\text{QALYs per pat.}) - (\text{cost of treatm. per pat.})$$

## Aim and objectives

The main purpose of this purchasing competition is to purchase the product with the best cost effectiveness profile by evaluating the quality according to the NMB method and putting drugs and medical devices in competition.



## Materials and methods

The regional technical college used the NMB method as an award criterion, a cost-effectiveness analysis parameter that evaluates the cost and effectiveness of the therapeutic intervention.

The tender lots were defined in accordance with the provisions of DGRT n.1093/2019, then a literature search was carried out to support the chosen endpoints.

The utility and cost values linked to therapeutic failure were sought and the minimum accepted quality was defined.

The starting price was calculated per therapy cycle/patient.

Finally, software was designed to calculate the value-based competition score.

## Results

With resolution no. 209 of 12/5/2023, the tender was announced for the assignment of the supply of hyaluronic acid (AI) necessary for healthcare companies, divided into 3 lots using the most economically advantageous offer. The technical evaluation focuses on the enhancement of the clinical benefit based on the following scores: **price (30)/clinical benefit (70)**. The endpoints chosen for the evaluation of clinical benefit are **deltaVAS** and **deltaEQ-5D**, which measure, respectively, the change in pain and the change in quality of life before and after the intra-articular administration of AI. Both drugs and DM can be offered for each indication of use based on the chemical-physical characteristics of the specific AI.



## Conclusion and relevance

- Example of value-based procurement that uses the evaluation of clinical effectiveness as a quality evaluation criterion.
- The NBM competition score incorporates "clinical evidences"
- The aim is to reward the interventions that produce a greater clinical benefit
- Drugs and MDs in competition in the same tender lot and for the same therapeutic indication to purchase the product with the best cost-effectiveness profile.

## References

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