

**HOSPITAL PRODUCTIVITY SERVICE**

Hospital Insights **CAN HELP** Pharma and Medtech

# What is Hospital Insights?

## unique knowledge of the activities and care paths

Hospital Insights has a single database with:

- Breakdown of procedures (surgery, oncology, imaging and radiotherapy).
- Associated resources / activity costs (HR, equipment, consumables) using a vocabulary adapted to the establishment.
- Definition of care pathways and clinical paths from the references established by Hospital Insights or shared with other institutions (covers 80% of surgery) up to the care plan. Hospital Insights integrates the training of caregivers, care plans, and tracer paths of the hospital systems

Hospital Insights is a tool for analyzing the patient journeys taken care of in the institution: deviations from the reference system, continuous improvement and risk management (e.g. complications).

Hospital Insights is a clinical and economic performance measurement tool. Hospital Insights makes it possible to describe each treatment derived from the real world data for each patient, for each activity according to the reference defined with Hospital Insights and understandable by all.

# How Hospital Insights helps Hospitals?

## The contributions of the Hospital Insights database

Hospital Insights is a repository platform for activities and care pathways resulting from more than 10 years of applied research in partner institutions offering an exhaustive vision of acts and pathways.

### Hospital Insights allows to:

- improve and homogenize care
- facilitate the work of caregivers and their training
- improve risk management and continuous quality improvement
- control and optimize the cost of care
- attribute the economic value and involve the nursing staff in the management of their activity
- ensure the reliability and consistency of data

# What reports do Hospital Insights provide?

## E.g. applications for the Hospital pharmacy, management and purchasing

- Medico-economic analyses
- Analysis of care pathways
- Impact measurement of;
  - Rx Products
  - Medical devices
  - Route modifications
  - Processes involving Healthcare Technology and AI
- Validation; In association with the structures of the Health Data Hosting (HDH), and part of the chain of the data of the Smart Network Data Systems (SNDS)
- Provide a perspective; hospital general medicine up to certain rare pathologies

# Benefit of Hospital Insights services to Pharma/Medtech companies;

- Positioning;
  - a. Better present the Value proposition ;
    - i. When; If Doctors are prescribing limited quantities of the Brand while they are not convinced of the efficacy.
    - ii. Proof; How does Brand benefit the patient or improve therapy outcomes.
  - b. Promotion of Product use in one Hospital to other hospitals (Best Practice Sharing of Formularia and Results);
    - i. When; if one hospital is using the Brand and another not;
    - ii. Proof; Provide evidence of usage to convince other hospitals to purchase/prescribe
  - c. Product cost vs the total treatment;
    - i. When: if price is an issue for the prescription/purchase.
    - ii. Proof; Brand cost is low vs total treatment cost,
  - d. Competitive benefit;
    - i. When; HCP (Doctor or Nurse) is not convinced of benefit of Brand vs other Products
    - ii. Proof of better efficacy, cost benefit
- Promotional use of the Analysis;
  - i. if possible it should be followed by publication; this is more reliable e.g. in well known magazines health.
  - ii. Goal; provide tools for sales force and marketing

# Exemple; Farapulse reduces the intervention time with 50 % saving average cost of the intervention with 1114 €

## EXEMPLE D'ANALYSE D'IMPACTS D'UN NOUVEAU DISPOSITIF

Postes de coûts	Coûts Biosense	Coûts Boston	Coût Cryo
Anesthésie	838 €	838 €	838 €
Infirmier	102 €	102 €	102 €
Infirmier 2	108 €	108 €	108 €
Médecin	842 €	842 €	842 €
Préparation du patient	25 €	25 €	25 €
Surgical dressing	5 €	5 €	5 €
Drapage	10 €	30 €	30 €
Petits équipements	42 €	42 €	42 €
Prothèses DMI	4 134 €	5 058 €	3 996 €
Pansements	2 €	2 €	2 €
Frais généraux	1 140 €	1 140 €	1 140 €
<b>Total Intervention moyenne</b>	<b>6 748 €</b>	<b>7 672 €</b>	<b>6 630 €</b>
Total séjour moyen	1 864 €	1 864 €	1 864 €
<b>CHARGES MOYENNES</b>	<b>8 612 €</b>	<b>9 536 €</b>	<b>8 494 €</b>

RECETTES MOYENNES	9 981 €	9 981 €	9 981 €
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Résultat moyen	1 369 €	445 €	1 507 €
Nombre interventions	129	51	3
Pourcentage type intervention	70%	28%	2%

Résultat moyen pondéré	1 114 €
Nbre interventions (Mono)	183

Coût Farapulse
419 €
51 €
94 €
173 €
25 €
5 €
10 €
42 €
5 470 €
2 €
1 140 €
<b>7 339 €</b>
1 864 €
<b>9 203 €</b>

L'utilisation de la technique Farapulse permet une réduction du temps d'intervention de 50%. Dans l'approche comptable les coûts d'anesthésie sont de 4,41 € la minute. Ils comprennent les temps IADE et Anesthésistes ainsi que les médicaments et DM utilisés.

Augmentation des salaires (effet Segur) +7,4%

Augmentation du GHS de 8% en mars 2021

Pour les interventions patients « Mono Rums » la projection de résultat est excédentaire de 203 809 €

- Industry specific report, statistics or graphic overview
- 1 Brand, 1 year, 1 hospital - analysis.
  - Start on proof of concept (POC),
  - Resources; participation of 1 Analyst with data of 1 hospital and 1 product.
  - Output; This generates minimal viable project ( MVP);
  - Your benefit; proof if the analysis adds value for you
  - Assess which further data analysis should be developed.
  - Time duration; Half day
- 2 days Workshop
  - Validating POC and extending MVP;
  - Resources: with more consultants, e.g. Doctor for validation, add more hospitals, products
  - Output; market research and positioning data for key brands
  - Your Benefit; Provides tools for promotion and insights for brandplan
  - Time duration 2 meetings of several hours during 2 days ,
- Full analysis
  - Number of brands and Hospitals according to your need:
  - Resources; Depending on headcount and time required
  - Output; market research and positioning data for all brands
  - Your Benefit; Provides complete set of tools for promotion and insights for brandplan
  - Time duration : period of 3-4 weeks- 2 month;

- Want to have a free ½ hour chat on the possibilities of Hospital Insights for your division ?
- Contact us now for more information!





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