



European Commission
Information Society and Media

Procuring for health benefits: critical factors for beneficial deployment of innovative eHealth and telemedicine services

Invitation only workshop

Thursday, November 06, 13:00-17:15

Room 19, 1st floor

World of Health IT 2008, The Bella Center, Copenhagen, Denmark

<http://www.worldofhealthit.org>

The objectives of this workshop organised by the European Commission (EC) are to identify and share valuable **recommendations for beneficial deployment of larger scale eHealth and telemedicine services** (e.g. regional scale).

Invited speakers will briefly present their experiences, challenges encountered and lessons learnt. This will stimulate the active involvement of all participants in their respective roles as procurers, health professionals, industry representatives and scientific experts. The outcome will take the form of a set of criteria and recommendations for successful deployment of eHealth that could lead to better health services, cost effectiveness and/or productivity gains. These lessons are expected to be valuable to all those that are or will be directly involved in deployment of eHealth services, in particular telemedicine services on a large scale.

The EU dimension is of importance not only for gathering the evidence and expertise but also for supporting cross border activities where they occur and for assisting in defragmentation of the market based on standardised and interoperable systems that lead to services of better quality and price.

Specific questions or **discussion points** include:

- Why and when do health professionals support investment in eHealth and telemedicine solutions?
- How does this translate into investment decision-making and procurement processes of their organisations?
- How can cross border common tendering and procurement foster the development of a single European eHealth market?
- How can good practices and lessons learnt improve strategic decision making and (large-scale) procurement of telemedicine services across the Union?

The European Commission is currently supporting one large scale pilot to foster interoperability, the "Smart Open Services - eHealth initiative for a European large scale pilot of patient summary and electronic prescription", and intends to support next year a pilot on telemedicine services as well as a network of people involved in procurement of such services on a larger scale. The outcomes of this workshop are also expected to assist the EC in its efforts to build an empirical basis and trust in telemedicine services, to review existing evidence of benefits and risks, to better understand the role and interdependence of different stakeholders (authorities, providers, payers, industry, patients) and to identify major barriers to deployment such as legal issues and reimbursement.

The conclusions of this invitation-only workshop will be made public by the European Commission.

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and telemedicine services**

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13:00-13:30	<i>Light lunch and networking</i>
The stakeholders' experience	
13:30-13:45	<i>Introduction by the Chair:</i> Setting the context: European Union eHealth strategy in support of Member State health policy priorities <i>Ilias Iakovidis, Deputy Head of Unit ICT for Health, European Commission</i>
13:45-14:00	Procuring for health benefits: lessons learnt to date in moving towards large scale application of remote telemonitoring <i>Andrew Hamilton, CEO, European Centre for Connected Health, Northern Ireland</i>
14:00-14:15	Telemonitoring of heart disease patients - the medical perspective <i>Prof. John Cleland, HeartCycle project, University of Hull, UK</i>
14:15-14:30	National procurement framework for telecare / telehealth – experience, lessons learned, and plans <i>George Mac Ginnis, Programme Manager, Assistive Technology, NHS CfH, UK</i>
14:30-14:45	Telemedicine and regional development in Southern Denmark <i>Claus Duedal Pedersen, Project Manager Odense University Hospital, Region of Southern Denmark</i>
14:45-15:00	<i>Coffee break</i>
Strategic decision making and the role of procurement	
15:00-17:00	Panel and plenum discussion
	<i>Panellists</i> <i>Josep Roca, Director, Lung Function Unit, The Hospital Clinic, Spain</i> <i>Joan Guanyabens, Secretary Strategy & Coordination, Dept. of Health, Catalonia, Spain</i> <i>Mario Romao, Co-chair EU Policy Working Group, Continua Health Alliance</i> <i>Klaus Juffernbruch, Director Healthcare, Internet Business Solutions Group, Cisco</i> <i>Christof Szymkowiak, Strategy Dept., Techniker Krankenkasse, Germany</i> <i>Karl A. Stroetmann, empirica Communication & Technology Research, Germany</i> <i>All</i>
17:00	Summary and outlook <i>Ilias Iakovidis, Deputy Head of Unit ICT for Health, European Commission</i>
17:15	<i>End</i>
Rapporteurs:	<i>Tom Jones, Tanjent, UK, Veli Stroetmann, empirica, Germany</i> EC study: Financing eHealth, www.financing-ehealth.eu