

THE KING'S FUND ROUNDTABLE DISCUSSION

EVENT SUMMARY

Medtronic worked with The King's Fund, a UK-based non-profit dedicated to improving health and healthcare in England, and sponsored a private, roundtable luncheon with top policy experts and officials from the NHS during the annual Integrated Care Summit. The purpose of the luncheon was to discuss opportunities and challenges in creating and sustaining integrated care partnerships.

TURNING WORDS INTO ACTION: PARTNERSHIP IN HEALTHCARE

London, October 2015

VALUE-BASED HEALTHCARE CONTEXT

In 2013, the United Kingdom's National Health Service (NHS) made a commitment to bring together local authorities, care and support providers, housing services, public health and others to make further steps towards better integrated care. The partnership looks to shift from episodic care toward a holistic approach that puts the needs and experiences of the patient first and foremost. The UK is not alone in this quest; around the world, many health systems are struggling to stem the growth of chronic disease rates, since they are designed largely around treating acute needs rather than long-term interactions with patients. If we are to reach an era of value-based healthcare, our communities need to work together to find new ways to improve patient outcomes and reduce costs—while continuing to spur and reward innovations that help achieve these aims.

PARTICIPANTS

- 18 of the NHS' top policy experts and officials
- Health policy experts from The King's Fund
- Jackie Ganley Fielding, Vice President and UK Regional Director for Medtronic
- Rob ten Hoedt, Executive Vice President and President of Europe, Middle East and Africa at Medtronic

Learn more:

www.kingsfund.org.uk/, and
medtronic.com/furtherthetogether.com

KEY TAKEAWAYS

Some of the key takeaways from the conversation were:

- Private companies working in partnership with public providers **should be paid for the promised outcomes from their therapies.**
- Companies wishing to collaborate with health providers need to recognize that **charities and privately owned providers have fundamentally different cultures**, that require partners to align their values in order to work together effectively.
- **When it comes to integrated care, localization is key.** Even within countries, systems operate quite differently, so a process that is successful in one location needs to be adapted when it is exported in order to ensure that it can be replicated with success.
- **Being open and willing to collaborate with new partners to find the solution (not coming in with a prepared solution) is critical to successfully integrating care and providing the most value to patients.**

"Partnerships in healthcare delivery where commercial parties and public parties work together in optimizing care is the way of the future,"

Executive Vice President and President of the Europe, Middle East and Africa Region for Medtronic, Rob ten Hoedt explained during the roundtable discussion at The King's Fund.

MEDTRONIC'S PERSPECTIVE

As a global organization that works with stakeholders and professionals across the healthcare system, Medtronic is stepping forward to put the full power of our technologies, services, resources—and our people—to work with new partners, in new ways, to usher in a new era of value-based healthcare.

We acknowledge we don't have all of the answers in this new space. However, we are committed to working with our partners to co-develop and deploy solutions that align with value-based healthcare principles and frameworks. At Medtronic, we define value-based healthcare as an effort to develop and deploy products, services and integrated solutions that improve patient outcomes per dollar spent by the healthcare system by improving the quality of care and/or reducing the associated expense. Throughout many engagements, we've aligned ourselves with customers around the notion that the value derived from the quality of care isn't determined at a specific point in time that focuses on transactional value, but rather, value should be measured holistically over a longer time horizon and be patient-centric. To this end, we're working with many customers who are leveraging our patient care management capabilities that utilize at-home care, remote monitoring and better coordination between service providers to improve outcomes.

Medtronic is working along these lines in the UK through many partnerships within the NHS as well as others across the globe. We're integrating care in many systems using our care management telehealth solution that helps hospitals monitor patients once they leave the hospital. By allowing people to resume their lives without routinely coming back to the hospital or shift a non-emergency process from the hospital to their home, we're co-creating a patient-centric process while reducing costs.

The process of integrating care in local markets presents unique market-specific obstacles, including patient location and proximity to quality health providers, existing relationships among providers of care in the market, the number of quality trained specialists and healthcare practitioners, and the sophistication of the existing infrastructure and facilities to be ready for integrated care. For these reasons and others, it's critical to take a localized approach to integrate care. What worked in one market may or may not work in another market. By realizing this and taking a collaborative approach when working with partners like those in the NHS to localize strategies, we're working together to implement value-based healthcare principles.

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The integration of care in partnership with like-minded players across the industry and NHS is a transformative opportunity to improve value in healthcare. We invite you to join us. Learn more about what we can do together at medtronic.com/furthertogether.com.