



PRESS RELEASE
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GOVERNMENT GUIDELINES ON HEALTH CONTRACTS: TOWARDS VALUE-BASED PROCUREMENT

Montreal, September 27, 2019 – Medtech Canada, the national association representing the medical technology industry in the country, supports the guidelines for contractual requirements and criteria in the health care sector released by Quebec’s Secrétariat du Conseil du trésor. This document, which is the result of the work of Passeport Entreprises – Santé, a group that included Medtech Canada, sets out best practices for awarding contracts in the Quebec health and social services network.

“This document is the first time that the Government of Quebec has explicitly recognized the relevance of value and innovation in procurement. Specifically, these guidelines will help the government make better purchases and better integrate health innovations into our network, as per the Quebec Life Sciences Strategy. So that this guide to good practices does not become an empty gesture, serious work lies ahead to translate these recommendations into a new health care procurement regulation that will add a tender process based on value, defined as the cost-result ratio, and to empower procurement managers to make the most of these guidelines,” said Benoît Larose, Vice President, Quebec, Medtech Canada.

According to the document, value-based procurement is a procurement process that accounts for not only price but also all costs (or cost avoidances) associated with this acquisition, which can include labour and maintenance costs, efficiency rate, processes used, sustainable disposal, and more.

Other aspects addressed in the document include:

- Prior assessment of needs
- Expected level of performance
- Quality aspects
- Sustainable development
- Risk sharing

The *Balises à l’égard des exigences et des critères contractuels dans le domaine de la santé* (guidelines for contractual requirements and criteria in the health care sector) can be accessed here:

https://www.tresor.gouv.qc.ca/fileadmin/PDF/faire_affaire_avec_etat/marches_publics/Balises_sante.pdf

“The release of the Government of Quebec’s guidelines on health contracts is an important step in improving health procurement practices across Canada. We are very happy to contribute our experience and collaborative approach to help Quebec achieve

the highest standards of quality, efficiency and performance in the delivery of care and services to the public,” said Brian Lewis, President and CEO, Medtech Canada.

Medtech Canada is the national association representing the medical technology industry in Canada. In Quebec, this sector consists of 320 companies that make equipment, instruments and digital solutions used to diagnose and treat diseases and health problems and represents nearly 12,000 jobs in the province.

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Source: Medtech Canada

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