

Value Based Healthcare and HIV

Sebastian Vermeersch is an employee of Hict. Hict has received consultancy fees from Gilead.

Spending wisely on health is a *good idea*

“Health expenditure is recognized as a growth-friendly expenditure.

Cost-effective and efficient health expenditure can increase the quantity and the productivity of labor by increasing healthy life expectancy...

Eur. Commission. Investing in Health, Brussels, 2013

Spending in hiv has a high likelihood of being wise



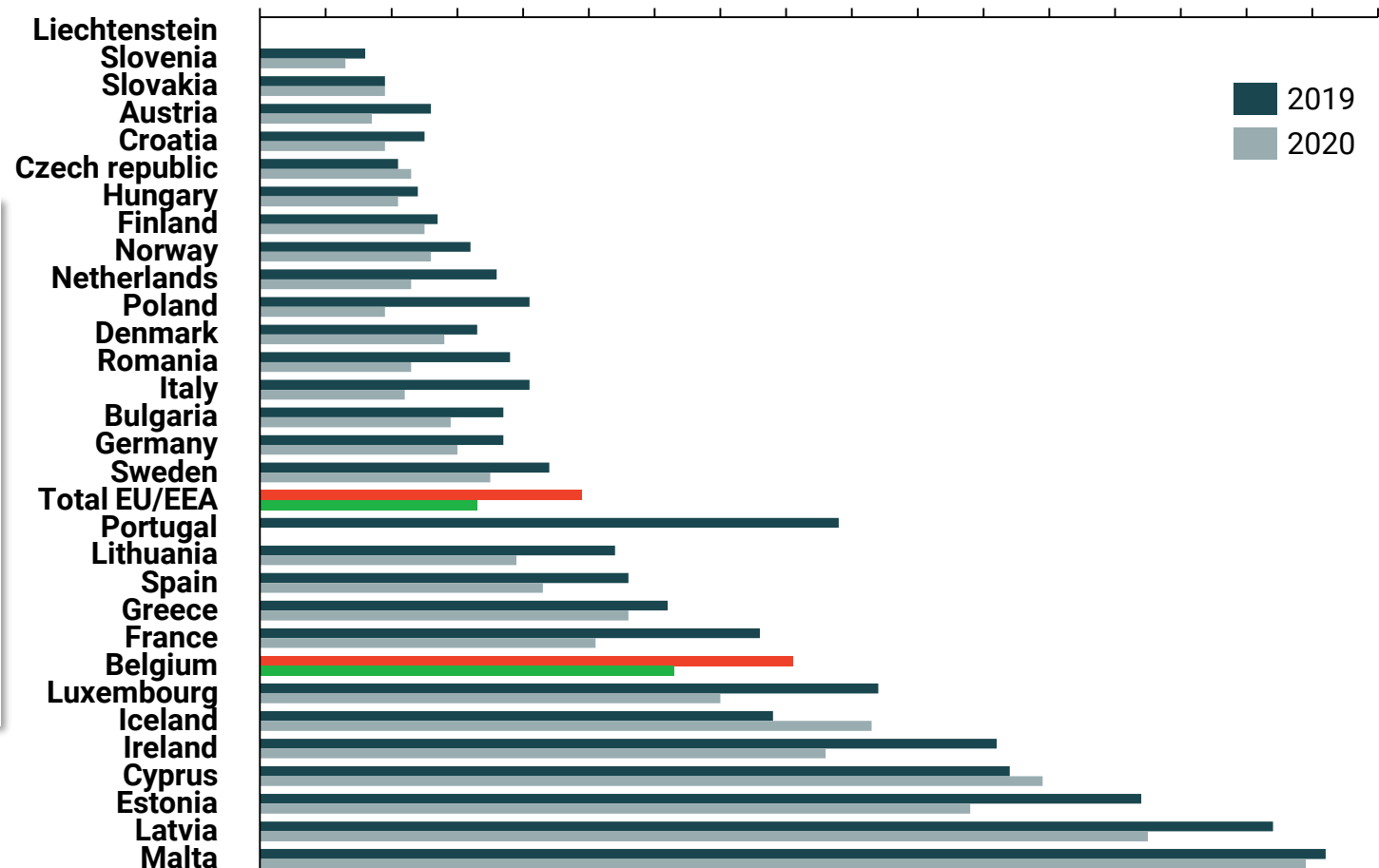
22 November 2022

Aantal hiv-diagnoses licht gestegen: “België moet een tandje bijsteken”

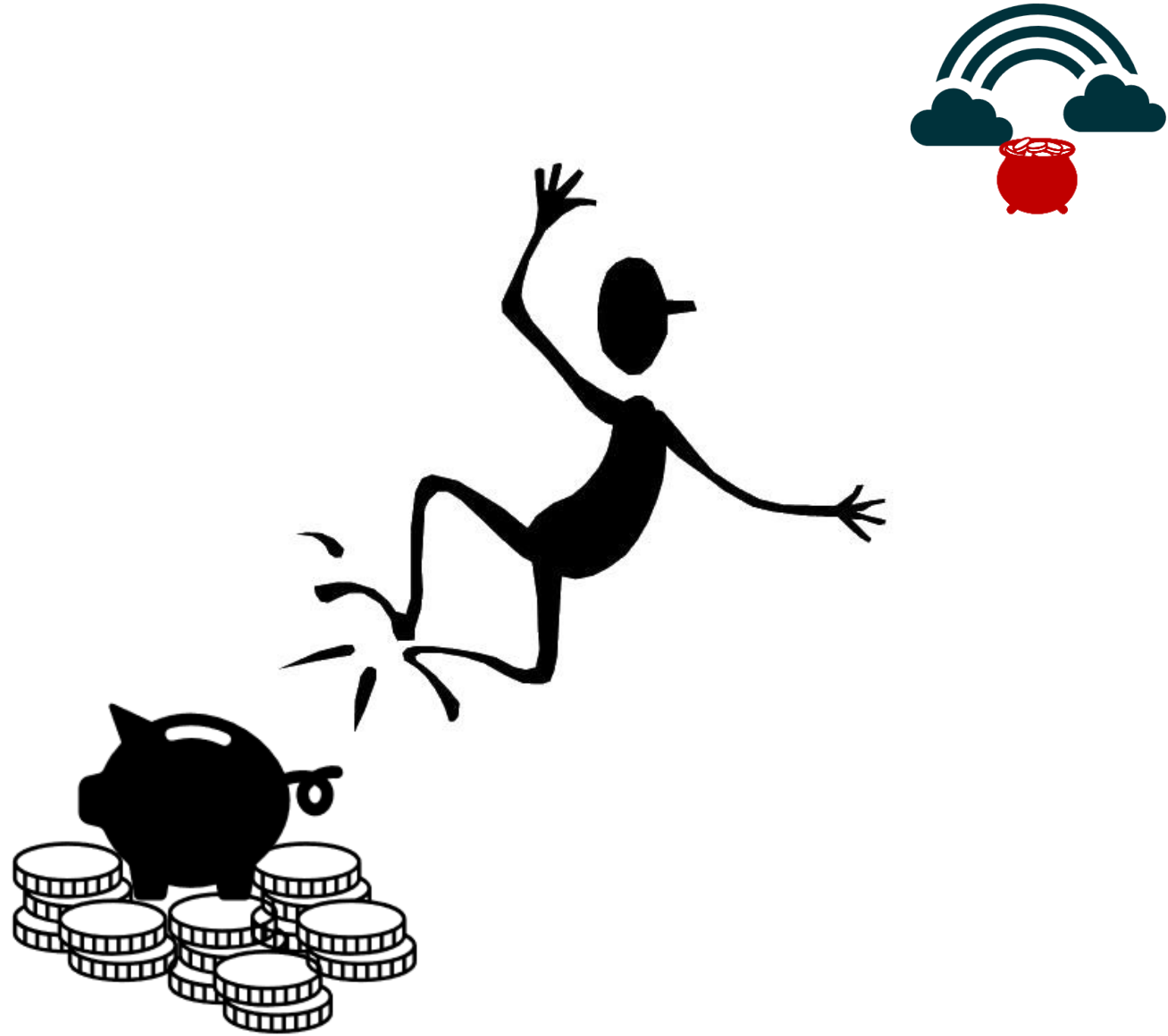
Het aantal hiv-diagnoses in België is in 2021 met 4 procent gestegen. Vorig jaar kregen 781 personen een hiv-diagnose. Dat meldt het gezondheidsinstituut Sciensano vandaag. In een reactie op het onderzoek laat minister van Volksgezondheid Frank Vandenbroucke (Vooruit) weten dat de federale overheid 1 miljoen euro extra budget voorziet voor een hiv-plan om de hiv-epidemie in België onder controle te krijgen. “België moet écht een tandje bijsteken.”

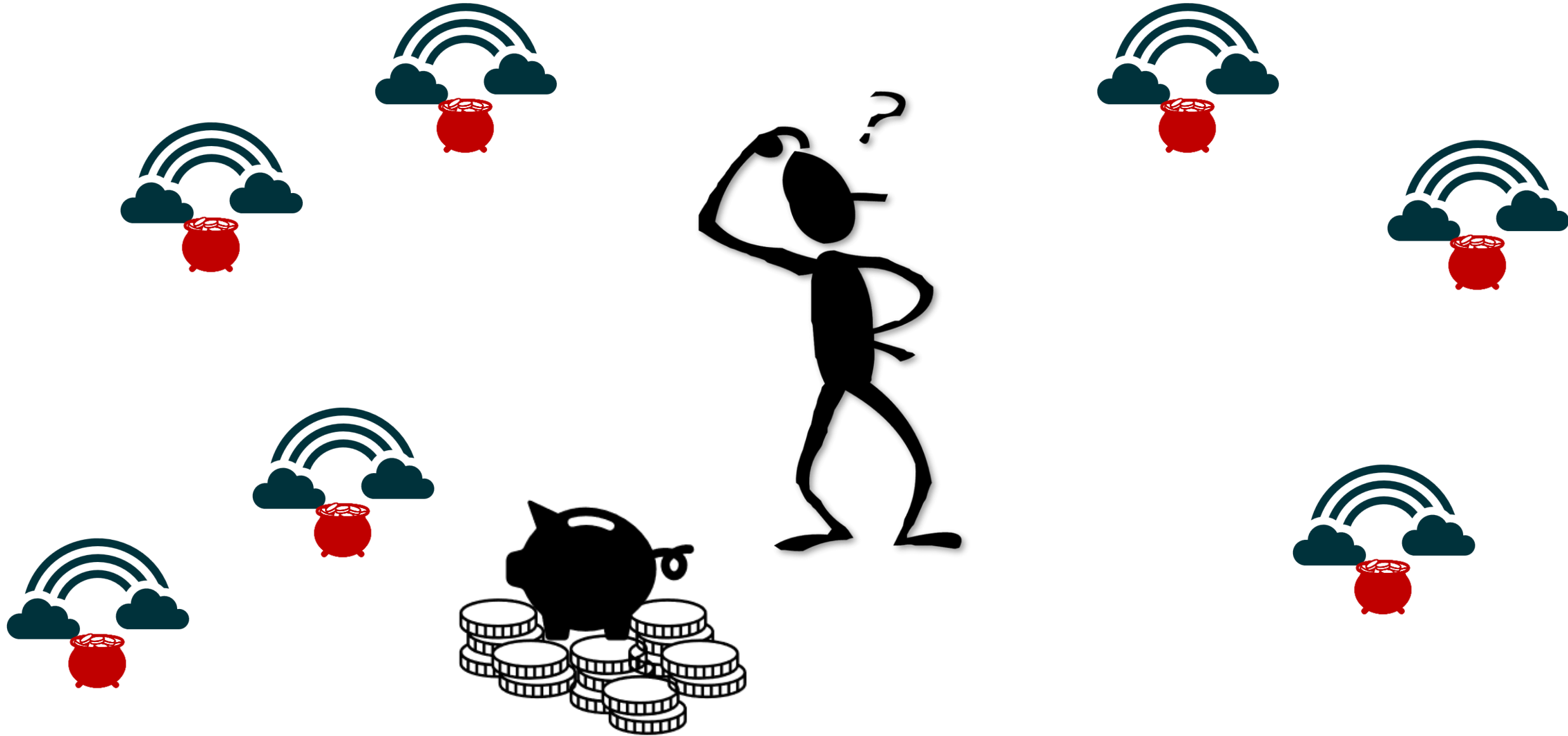
IB 22-11-22, 06:25 Laatste update: 06:48 Bron: BELGA

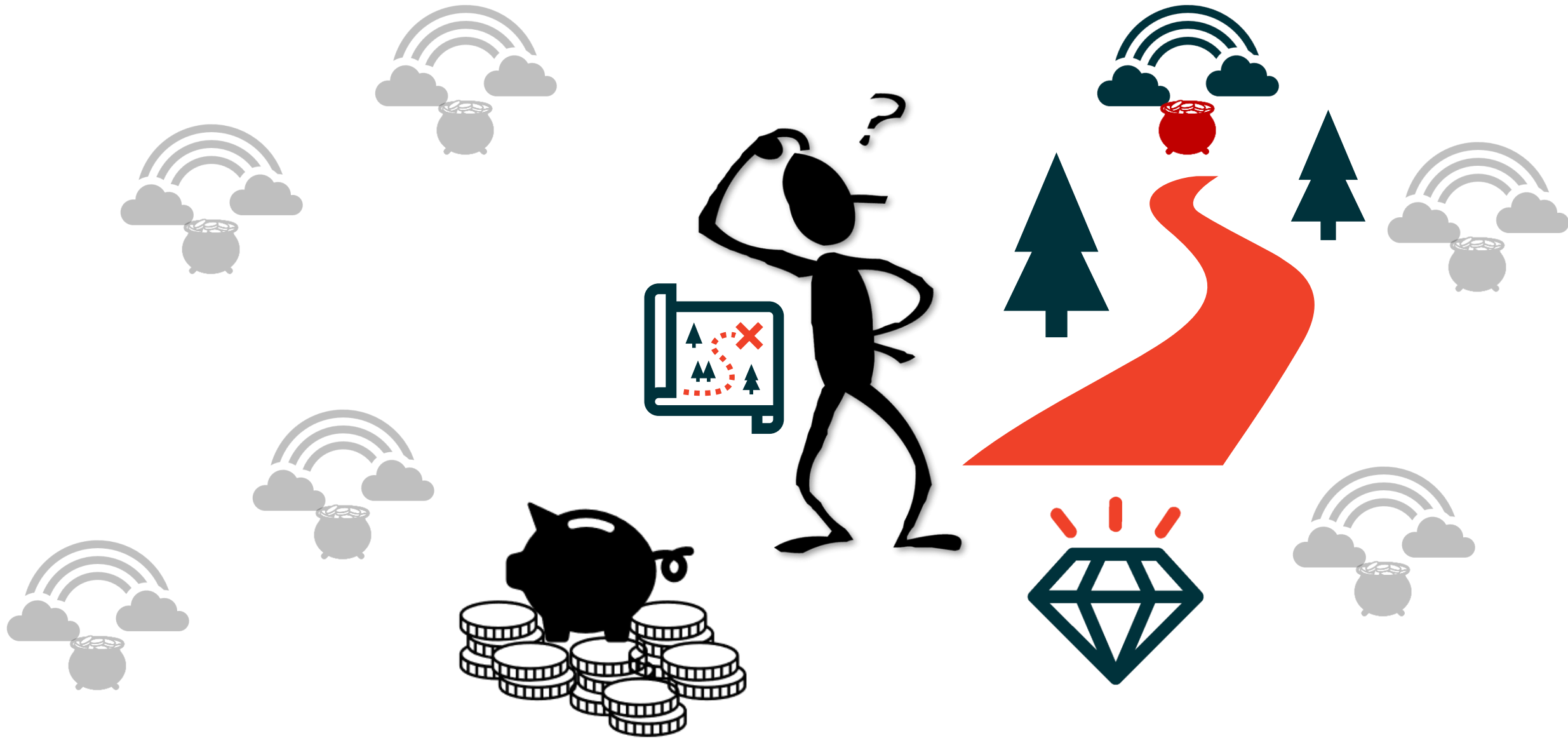
New HIV diagnoses rates per 100 000 population, by country and year of diagnosis (2019 – 2020) in EU/EEA



Source: ECDC, HIV/AIDS surveillance in Europe 2021









- Propose public-health value-based healthcare** as an approach to
- **Clarify** core value drivers in healthcare
 - **Translate** value drivers to practical objectives and concrete activities that deliver the promised value
 - **Make tangible** how activities performed and objectives achieved contribute to measurable outcomes that matter



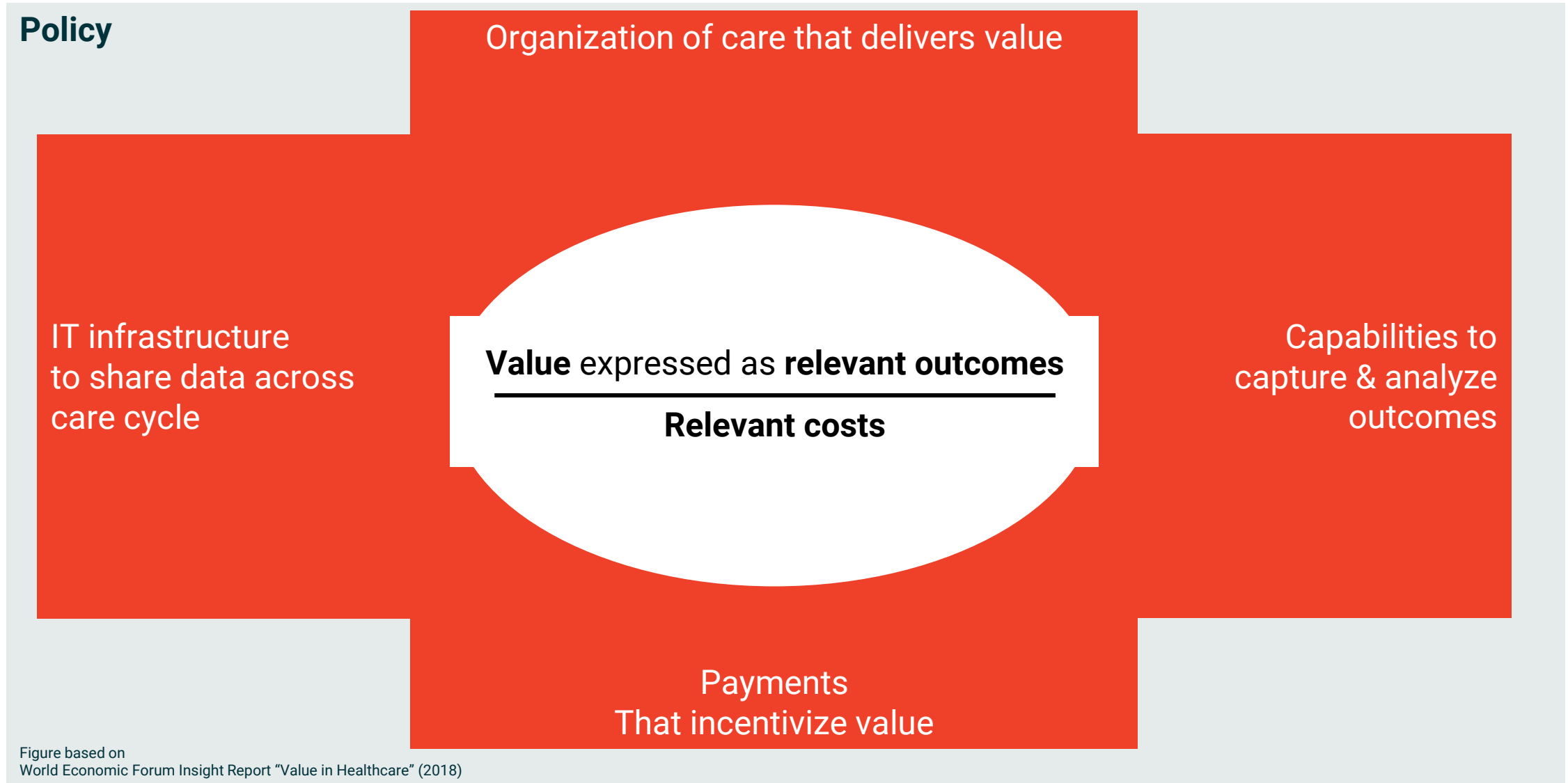
Offer a methodological approach to drive the practical implementation of public health value-based healthcare



Present a proof-of-concept implementation of the framework applied to HRC-oriented HIV care

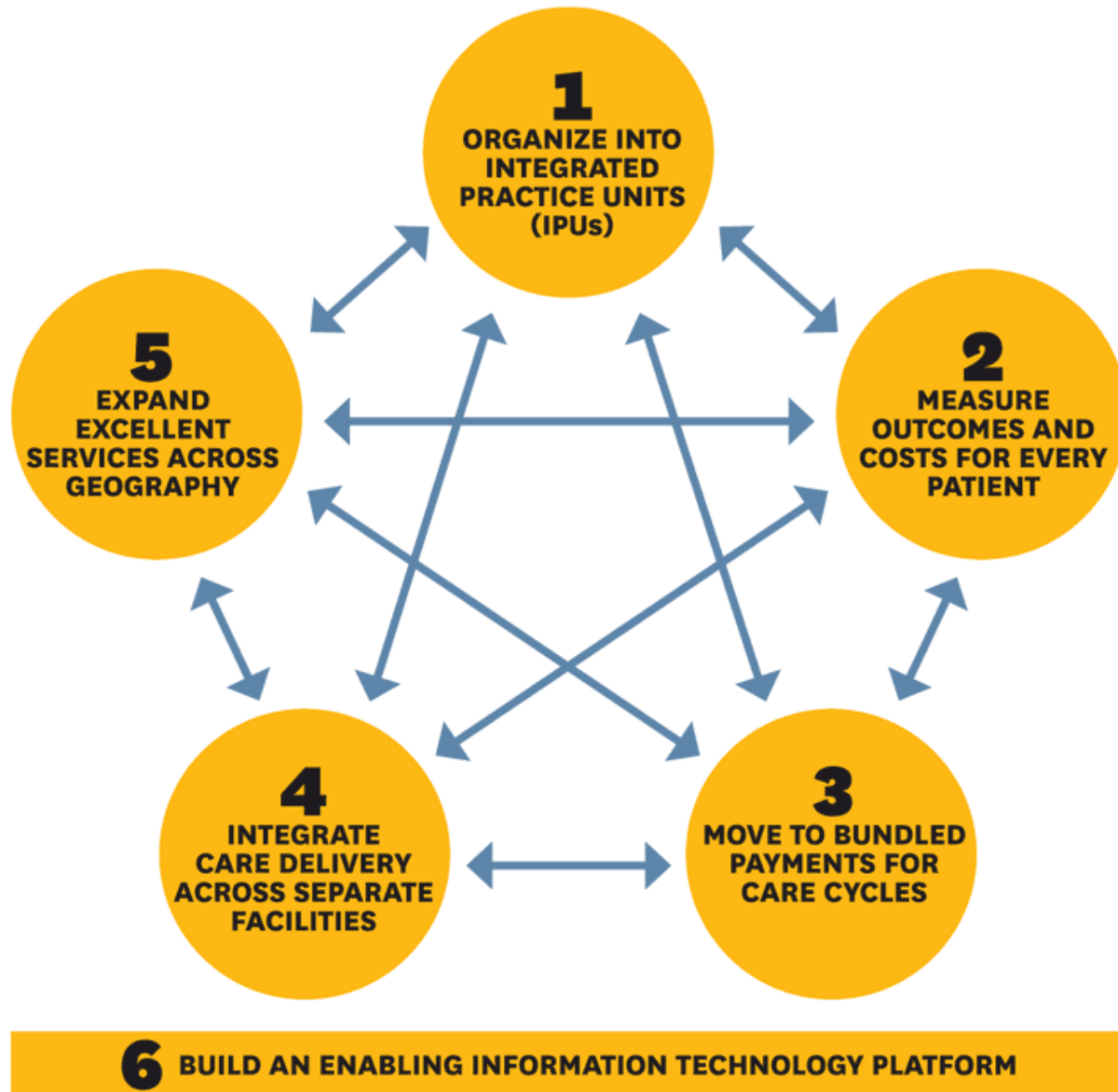
Public health value-based healthcare

Value-based healthcare framework



Value-based healthcare

HICT



**Strong
focus on
hospitals**

Based on M. Porter and T. Lee, "The Strategy that will Fix Health Care," *Harvard Business Review* (October 2013)

VBHC offers a strategy to govern healthcare, but needs careful consideration

Value – based healthcare

Value (relevant outcomes)
Cost (relevant costs)

Avoid narrow focus on efficiency



Care provider QoL

Inequalities

Horizontal thinking

Health promotion

The value of value





Patient = patient outcomes



Payer and provider = optimized delivery of care



Public health = societal value

Value-based healthcare levers

HICT



Align stakeholders on clearly named **value drivers** and **desired outcomes**



Drill down value drivers to **targeted objectives** and **concrete actions**

Define, capture, and analyze **indicators** capturing outcomes, structure, and processes



Incentivize delivery of value over volume





A public health value-based healthcare paradigm for HIV

S. VERMEERSCH, R. DEMEESTER, N. AUSSELET, S. CALLENS, P. DE MUNTER, E. FLORENCE, JC GOFFARD, S. HENRARD, P. LACOR, P. MESSIAEN, A. LIBOIS, L. SEYLER, F. UURLINGS, S. VANDECASTEELE, E. VAN WIJNGAERDEN, JC YOMBI, L. ANNEMANS, S. DE WIT

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RESEARCH Open Access

A public health value-based healthcare paradigm for HIV

Sebastian Vermeersch^{1*}, Rémy P. Demeester², Nathalie Ausselet³, Steven Callens⁴, Paul De Munter⁵, Eric Florence⁶, Jean-Christophe Goffard⁷, Sophie Henrard⁷, Patrick Lacor⁸, Peter Messiaen⁹, Agnès Libois¹⁰, Lucie Seyler⁸, Françoise Uurlings¹¹, Stefaan J. Vandecasteele¹², Eric Van Wijngaerden⁵, Jean-Cyr Yombi¹³, Lieven Annemans¹⁴ and Stéphane De Wit¹⁰



How can we improve and future-proof HIV care?

Value-based healthcare is an effective tool to meet current and future HIV care needs, provided:

- It considers a **comprehensive definition of value** that includes a **public health perspective**
- Its value drivers are translated into concrete **value-based objectives and activities**
- Its implementation explicitly considers a **comprehensive set of indicators** to measure performance and quality

A PUBLIC HEALTH VALUE-BASED HEALTHCARE PARADIGM FOR HIV

Background

HIV patients have considerable acute and chronic healthcare needs and battling the HIV epidemic remains of the utmost importance. By focusing on health outcomes in relation to the cost of care, value-based healthcare (VBHC) proposes a strategy to optimize quality of care and sustainability. Its implementation may provide an answer to the increasing pressure to optimize spending in healthcare while improving patient outcomes. This paper describes a pragmatic value-based healthcare framework for HIV care.

Methods

Roundtable discussions:
16 clinical stakeholder representatives from Belgian HIC 2 value-based healthcare experts

VBHC principles

Value drivers → Objectives & activities → Indicators

Value drivers

Proposed for discussion: Patient, Payer, Society

Objectives & activities

Proposed for discussion: Clinical outcomes, Patient experience, Cost-effectiveness

Indicators

Proposed for discussion: Clinical outcomes, Patient experience, Cost-effectiveness

Results - Our Value-based HIV care framework

Domain	Value drivers	Objectives & activities	Indicators
Healthcare delivery	1. Patient-centered care	1.1. Patient-centered care	1.1.1. Patient satisfaction
Healthcare delivery	2. Evidence-based care	2.1. Evidence-based care	2.1.1. Clinical outcomes
Healthcare delivery	3. Cost-effective care	3.1. Cost-effective care	3.1.1. Cost-effectiveness
Healthcare delivery	4. Patient experience	4.1. Patient experience	4.1.1. Patient experience
Healthcare delivery	5. Patient engagement	5.1. Patient engagement	5.1.1. Patient engagement
Healthcare delivery	6. Patient empowerment	6.1. Patient empowerment	6.1.1. Patient empowerment
Healthcare delivery	7. Patient participation	7.1. Patient participation	7.1.1. Patient participation
Healthcare delivery	8. Patient involvement	8.1. Patient involvement	8.1.1. Patient involvement
Healthcare delivery	9. Patient collaboration	9.1. Patient collaboration	9.1.1. Patient collaboration
Healthcare delivery	10. Patient partnership	10.1. Patient partnership	10.1.1. Patient partnership
Healthcare delivery	11. Patient alliance	11.1. Patient alliance	11.1.1. Patient alliance
Healthcare delivery	12. Patient coalition	12.1. Patient coalition	12.1.1. Patient coalition
Healthcare delivery	13. Patient network	13.1. Patient network	13.1.1. Patient network
Healthcare delivery	14. Patient ecosystem	14.1. Patient ecosystem	14.1.1. Patient ecosystem
Healthcare delivery	15. Patient landscape	15.1. Patient landscape	15.1.1. Patient landscape
Healthcare delivery	16. Patient environment	16.1. Patient environment	16.1.1. Patient environment
Healthcare delivery	17. Patient context	17.1. Patient context	17.1.1. Patient context
Healthcare delivery	18. Patient culture	18.1. Patient culture	18.1.1. Patient culture
Healthcare delivery	19. Patient identity	19.1. Patient identity	19.1.1. Patient identity
Healthcare delivery	20. Patient reputation	20.1. Patient reputation	20.1.1. Patient reputation
Healthcare delivery	21. Patient image	21.1. Patient image	21.1.1. Patient image
Healthcare delivery	22. Patient brand	22.1. Patient brand	22.1.1. Patient brand
Healthcare delivery	23. Patient logo	23.1. Patient logo	23.1.1. Patient logo
Healthcare delivery	24. Patient slogan	24.1. Patient slogan	24.1.1. Patient slogan
Healthcare delivery	25. Patient motto	25.1. Patient motto	25.1.1. Patient motto
Healthcare delivery	26. Patient tagline	26.1. Patient tagline	26.1.1. Patient tagline
Healthcare delivery	27. Patient catchphrase	27.1. Patient catchphrase	27.1.1. Patient catchphrase
Healthcare delivery	28. Patient slogan	28.1. Patient slogan	28.1.1. Patient slogan
Healthcare delivery	29. Patient motto	29.1. Patient motto	29.1.1. Patient motto
Healthcare delivery	30. Patient tagline	30.1. Patient tagline	30.1.1. Patient tagline
Healthcare delivery	31. Patient catchphrase	31.1. Patient catchphrase	31.1.1. Patient catchphrase
Healthcare delivery	32. Patient slogan	32.1. Patient slogan	32.1.1. Patient slogan
Healthcare delivery	33. Patient motto	33.1. Patient motto	33.1.1. Patient motto
Healthcare delivery	34. Patient tagline	34.1. Patient tagline	34.1.1. Patient tagline
Healthcare delivery	35. Patient catchphrase	35.1. Patient catchphrase	35.1.1. Patient catchphrase
Healthcare delivery	36. Patient slogan	36.1. Patient slogan	36.1.1. Patient slogan
Healthcare delivery	37. Patient motto	37.1. Patient motto	37.1.1. Patient motto
Healthcare delivery	38. Patient tagline	38.1. Patient tagline	38.1.1. Patient tagline
Healthcare delivery	39. Patient catchphrase	39.1. Patient catchphrase	39.1.1. Patient catchphrase
Healthcare delivery	40. Patient slogan	40.1. Patient slogan	40.1.1. Patient slogan
Healthcare delivery	41. Patient motto	41.1. Patient motto	41.1.1. Patient motto
Healthcare delivery	42. Patient tagline	42.1. Patient tagline	42.1.1. Patient tagline
Healthcare delivery	43. Patient catchphrase	43.1. Patient catchphrase	43.1.1. Patient catchphrase
Healthcare delivery	44. Patient slogan	44.1. Patient slogan	44.1.1. Patient slogan
Healthcare delivery	45. Patient motto	45.1. Patient motto	45.1.1. Patient motto
Healthcare delivery	46. Patient tagline	46.1. Patient tagline	46.1.1. Patient tagline
Healthcare delivery	47. Patient catchphrase	47.1. Patient catchphrase	47.1.1. Patient catchphrase
Healthcare delivery	48. Patient slogan	48.1. Patient slogan	48.1.1. Patient slogan
Healthcare delivery	49. Patient motto	49.1. Patient motto	49.1.1. Patient motto
Healthcare delivery	50. Patient tagline	50.1. Patient tagline	50.1.1. Patient tagline
Healthcare delivery	51. Patient catchphrase	51.1. Patient catchphrase	51.1.1. Patient catchphrase
Healthcare delivery	52. Patient slogan	52.1. Patient slogan	52.1.1. Patient slogan
Healthcare delivery	53. Patient motto	53.1. Patient motto	53.1.1. Patient motto
Healthcare delivery	54. Patient tagline	54.1. Patient tagline	54.1.1. Patient tagline
Healthcare delivery	55. Patient catchphrase	55.1. Patient catchphrase	55.1.1. Patient catchphrase
Healthcare delivery	56. Patient slogan	56.1. Patient slogan	56.1.1. Patient slogan
Healthcare delivery	57. Patient motto	57.1. Patient motto	57.1.1. Patient motto
Healthcare delivery	58. Patient tagline	58.1. Patient tagline	58.1.1. Patient tagline
Healthcare delivery	59. Patient catchphrase	59.1. Patient catchphrase	59.1.1. Patient catchphrase
Healthcare delivery	60. Patient slogan	60.1. Patient slogan	60.1.1. Patient slogan
Healthcare delivery	61. Patient motto	61.1. Patient motto	61.1.1. Patient motto
Healthcare delivery	62. Patient tagline	62.1. Patient tagline	62.1.1. Patient tagline
Healthcare delivery	63. Patient catchphrase	63.1. Patient catchphrase	63.1.1. Patient catchphrase
Healthcare delivery	64. Patient slogan	64.1. Patient slogan	64.1.1. Patient slogan
Healthcare delivery	65. Patient motto	65.1. Patient motto	65.1.1. Patient motto
Healthcare delivery	66. Patient tagline	66.1. Patient tagline	66.1.1. Patient tagline
Healthcare delivery	67. Patient catchphrase	67.1. Patient catchphrase	67.1.1. Patient catchphrase
Healthcare delivery	68. Patient slogan	68.1. Patient slogan	68.1.1. Patient slogan
Healthcare delivery	69. Patient motto	69.1. Patient motto	69.1.1. Patient motto
Healthcare delivery	70. Patient tagline	70.1. Patient tagline	70.1.1. Patient tagline
Healthcare delivery	71. Patient catchphrase	71.1. Patient catchphrase	71.1.1. Patient catchphrase
Healthcare delivery	72. Patient slogan	72.1. Patient slogan	72.1.1. Patient slogan
Healthcare delivery	73. Patient motto	73.1. Patient motto	73.1.1. Patient motto
Healthcare delivery	74. Patient tagline	74.1. Patient tagline	74.1.1. Patient tagline
Healthcare delivery	75. Patient catchphrase	75.1. Patient catchphrase	75.1.1. Patient catchphrase
Healthcare delivery	76. Patient slogan	76.1. Patient slogan	76.1.1. Patient slogan
Healthcare delivery	77. Patient motto	77.1. Patient motto	77.1.1. Patient motto
Healthcare delivery	78. Patient tagline	78.1. Patient tagline	78.1.1. Patient tagline
Healthcare delivery	79. Patient catchphrase	79.1. Patient catchphrase	79.1.1. Patient catchphrase
Healthcare delivery	80. Patient slogan	80.1. Patient slogan	80.1.1. Patient slogan
Healthcare delivery	81. Patient motto	81.1. Patient motto	81.1.1. Patient motto
Healthcare delivery	82. Patient tagline	82.1. Patient tagline	82.1.1. Patient tagline
Healthcare delivery	83. Patient catchphrase	83.1. Patient catchphrase	83.1.1. Patient catchphrase
Healthcare delivery	84. Patient slogan	84.1. Patient slogan	84.1.1. Patient slogan
Healthcare delivery	85. Patient motto	85.1. Patient motto	85.1.1. Patient motto
Healthcare delivery	86. Patient tagline	86.1. Patient tagline	86.1.1. Patient tagline
Healthcare delivery	87. Patient catchphrase	87.1. Patient catchphrase	87.1.1. Patient catchphrase
Healthcare delivery	88. Patient slogan	88.1. Patient slogan	88.1.1. Patient slogan
Healthcare delivery	89. Patient motto	89.1. Patient motto	89.1.1. Patient motto
Healthcare delivery	90. Patient tagline	90.1. Patient tagline	90.1.1. Patient tagline
Healthcare delivery	91. Patient catchphrase	91.1. Patient catchphrase	91.1.1. Patient catchphrase
Healthcare delivery	92. Patient slogan	92.1. Patient slogan	92.1.1. Patient slogan
Healthcare delivery	93. Patient motto	93.1. Patient motto	93.1.1. Patient motto
Healthcare delivery	94. Patient tagline	94.1. Patient tagline	94.1.1. Patient tagline
Healthcare delivery	95. Patient catchphrase	95.1. Patient catchphrase	95.1.1. Patient catchphrase
Healthcare delivery	96. Patient slogan	96.1. Patient slogan	96.1.1. Patient slogan
Healthcare delivery	97. Patient motto	97.1. Patient motto	97.1.1. Patient motto
Healthcare delivery	98. Patient tagline	98.1. Patient tagline	98.1.1. Patient tagline
Healthcare delivery	99. Patient catchphrase	99.1. Patient catchphrase	99.1.1. Patient catchphrase
Healthcare delivery	100. Patient slogan	100.1. Patient slogan	100.1.1. Patient slogan

Requirements external to the framework

- Support from a payment model that rewards delivery of value in care over volume in care;
- A performance (IT) system to support integrated care and the measurement of costs and outcomes.

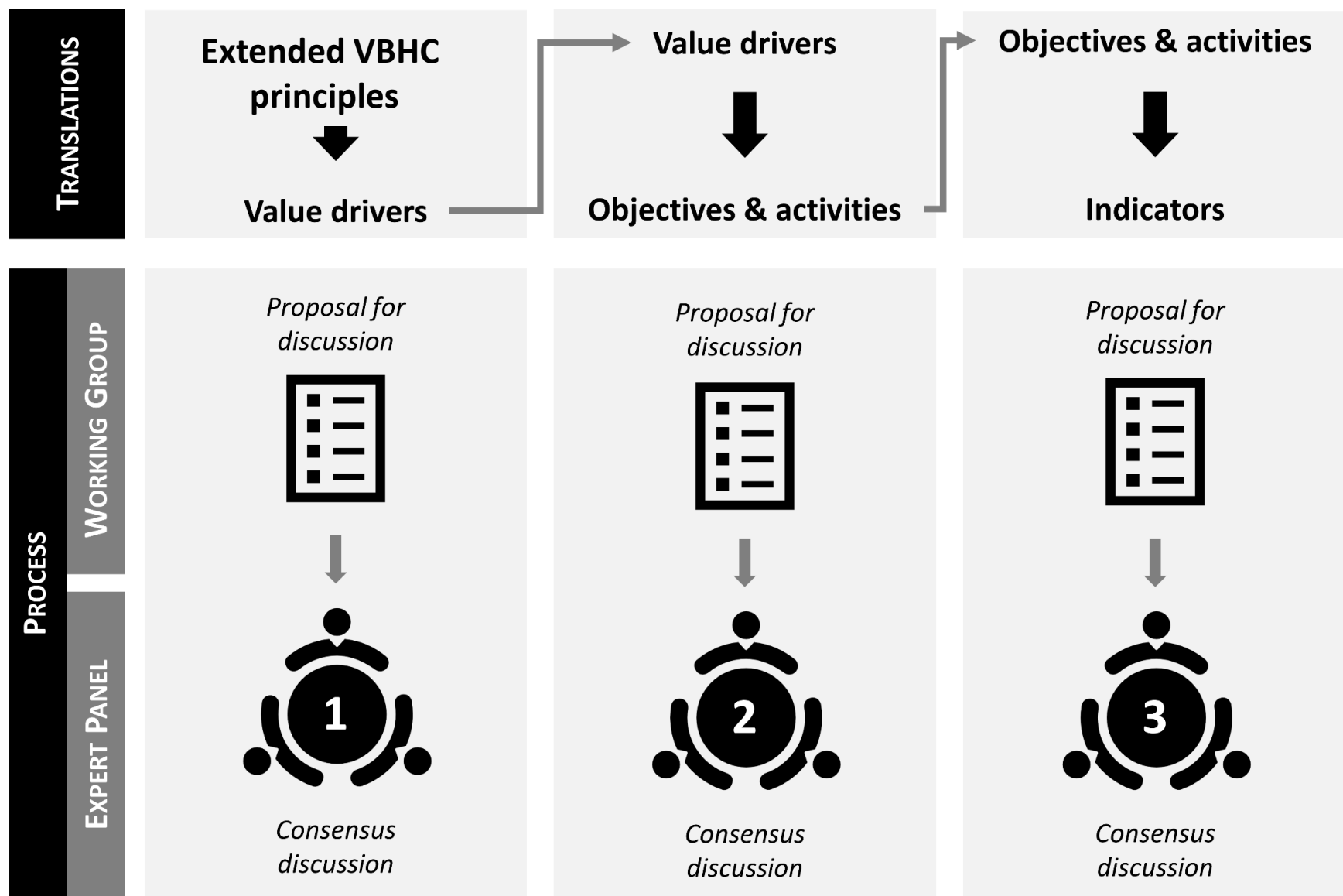
Limitations

- The framework was developed by HIV physicians and VBHC experts only; no other stakeholders have been directly involved;
- Our proposed framework may not be fully translatable to settings with an HIV epidemiology and/or healthcare structure strongly different from the Belgian setting;
- Explicit economic indicators are not included.

Future work

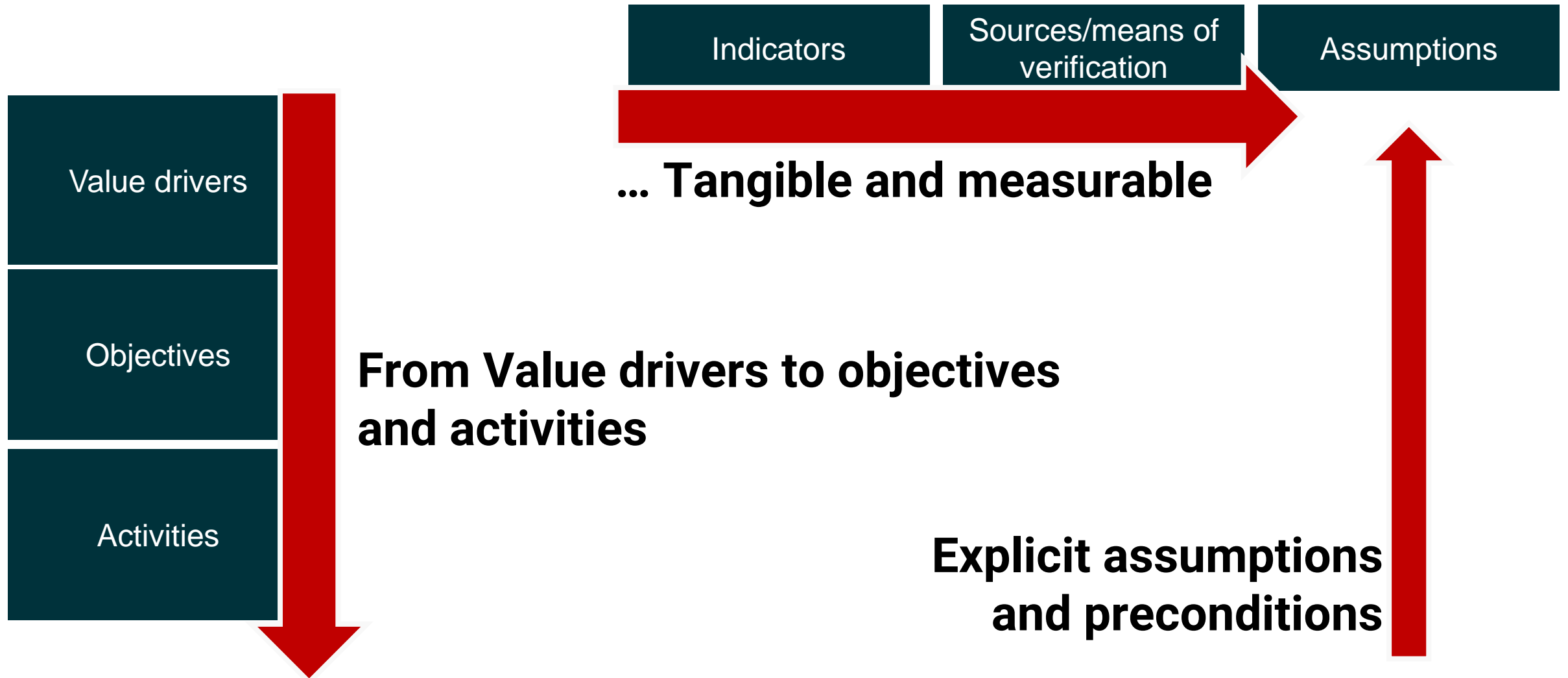
- More explicit involvement of patient and payer stakeholders;
- Pilot implementation that includes evaluation of its economic impact, including on a health system and societal level.

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Roundtable discussions:

- 16** clinical stakeholder representatives from Belgian HRC
- 2** value-based healthcare experts



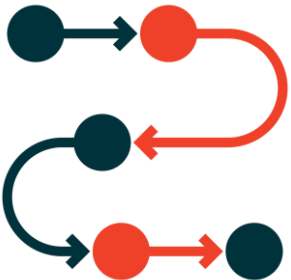
<https://www.sswm.info/content/logical-framework-approach>

https://en.wikipedia.org/wiki/Logical_framework_approach; [AusAid AusGuideline \(2005\)](#); [EU commission Project Cycle Management Guidelines \(2004\)](#)



Structure indicators

Requirements & assumptions



Process indicators

How to improve



Outcome indicators

What to improve



Valid



Reliable

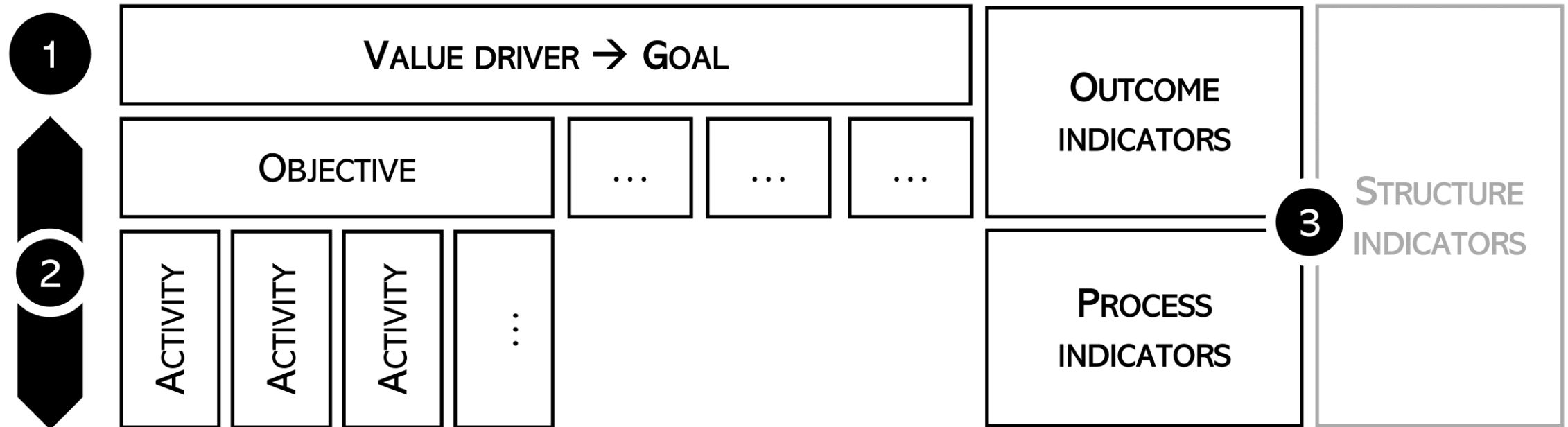


Relevant



Applicable

Value-based HIV care framework



4 value areas

12 actionable core objectives

Prevention

- Provide & support combined prevention
- Provide education & increase awareness
- Provide prevention services

Improving the cascade of care

- Reduce the number of undiagnosed patients
- Link diagnosed patients to care
- Retain in care
- Achieve and maintain virologic control

Providing patient-centered HIV care

- Support patient's quality of life
- Prevent & manage comorbidities
- Maintain sexual & reproductive health

Sustaining a state-of-the-art HIV disease management context

- Support public health surveillance
- Improve knowledge through research & training

Area	Objective	Activity	Indicators	
Prevent New Infections			#	of new HIV infections
			Rate	hiv incidence per 100 000 population
	Provide and support combined prevention			
	PrEP	<i>Ensure that people at risk of hiv acquisition have access to PrEP</i>	#	of individuals who were newly enrolled on oral antiretroviral PrEP
			#	of individuals, inclusive of those newly enrolled, that received oral antiretroviral PrEP
	PEP	<i>Provide access to PEP</i>	#	of individuals who receive PEP
	Prevent mother-to-child transmission		%	children newly infected with HIV from mother-to-child transmission
		<i>Provide ART to pregnant women living with hiv</i>	%	Pregnant women with controlled VL
	Provide education and increase awareness			
	To/in target populations (MSM, migrants, PWID, ...)	<i>Increase number of people informed about existing prevention measures towards HIV/STI</i>	%	Target population informed on existing prevention measures towards HIV and STI
	To/in the healthcare professionals	<i>Ensure that all HCPs receive training on combination prevention tools</i>	% and #	Of health care providers who receive training on combination prevention tools
	Provide prevention services (condom use, counseling on risk reduction strategies, chemsex, hiv testing, ...)			
	To/in target populations (MSM, migrants, PWID, ...)			
		<i>Increase number of people who receive prevention services</i>	% and #	Of target population who receive prevention services

What have we achieved?



The upside

- We put forward a public health value-based healthcare principle that can **align stakeholders** around **common incentives** and a **commitment to delivering better outcomes that matter at lower cost** while simultaneously **driving better quality and efficiency**
- We have provided a **methodological approach** to support its **implementation**
- We have demonstrated a (partial) **proof of concept implementation** in HRC-driven **HIV** care



The other side

- The implementation was **developed by HRC physicians and VBHC experts only**
- Our framework **does not (yet) include economic or structure indicators**
- The framework **does not (yet) link with an adapted financing framework**



**“Instead of thinking outside the box,
get rid of the box.”**

-Deepak Chopra



**“I don’t think inside the box,
I think of what I can do with the box.”**
-Henri Matisse



**“If everyone has to think outside the box,
maybe it is the box that needs fixing.”**
-Malcolm Gladwell

Thank you!

- Rémy Demeester
- Nathalie Ausselet
- Steven Callens
- Paul De Munter
- Eric Florence
- Jean-Christophe Goffard
- Sophie Henrard
- Patrick Lacor
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