

# Transforming Purchaser/Supplier Cooperation to Improve Healthcare Efficiency: A Global Challenge

Conference, 4 & 5 November 2014, Beffroi de Montrouge (Paris), France

"Transforming Purchaser/Supplier cooperation to improve healthcare efficiency: a Global challenge" Conference  
4-5 November 2014- Paris, France

What is the Impact of group purchasing on Healthcare systems? Moving towards a new model in group purchasing?  
Meeting of international experts to discuss the way forward in building hospital/supplier relationship in healthcare procurement

for more information: [www.ihf-fih.org/Events](http://www.ihf-fih.org/Events)

An event organized by: International Hospital Federation  
Hosted by: resah  
Supported by: EHPPA  
GOLD SPONSOR: MÖLNLYCKE HEALTHCARE

Key stakeholders and representatives of national and international procurement organizations, hospital supply chains, and industry and healthcare facilities were brought together in this unique forum, organised by the International Hospital Federation, to engage in direct discussion of needs and projects as well as to exchange and share experiences and accomplishments in purchaser / supplier relations. The conference was held in conjunction with the 4<sup>th</sup> session of "Les Journées de l'Achat Hospitalier,

a national event organized by Resah-IDF ([www.resah-idf.com/](http://www.resah-idf.com/)).

In organizing the event, the IHF had the objective of ushering in new purchaser/supplier cooperation strategies to improve healthcare efficiency.

Healthcare organizations across the world are quickly reorganizing and pooling their procurement power, having recognized that strategic purchasing is the way forward in improving efficiency and promoting change in healthcare systems at a national and international level. Purchaser/Supplier relations in a number of countries have attained levels of maturity that currently warrant growth.



Roundtable discussion panel: What Do Buyers Expect?

**The scientific programme of the event enabled participants representing 17 countries to engage positively and constructively in roundtable discussions on:**

- Emerging trends on the role of procurement to support improvement in efficiency and to enable better responses

- from healthcare organizations, as they face a major need for change in delivering patient-centered care during an era dominated by multi chronic conditions
- Building the purchaser/ supplier relationship in healthcare procurement, and
- Improving efficiency and promoting change in healthcare systems at national and international levels



Messrs. Haroun (right) and Alame (left), President and Vice President of the Lebanese Syndicate of Hospitals



**Key conference expectations, all of which were realized in varying degrees, included:**

- Setting the stage for a move towards development of new relationships between purchasers and suppliers;
- Building cooperation between purchasers and suppliers to create value for the healthcare system of tomorrow;
- Taking initial steps towards launching continuous dialogue under the auspices of the International Hospital Federation and active participation in/among members of its Group Purchasing Organisation – Special Interest Group.

Participants also expressed their appreciation of the extended networking opportunities presented through the social programme, involving a dinner at *La Capoule* sponsored by Mölnlycke Health Care.

## Infos

### Renforcer le Système Immunitaire

En biologie, l'immunité fait référence à la capacité qu'a le corps de se défendre contre des substances menaçantes pour son bon fonctionnement ou sa survie. Ces «menaces» peuvent être de 3 ordres: des microbes (virus, bactéries, champignons, parasites), des cellules devenues cancéreuses ou un corps étranger (une écharde, aussi bien qu'un organe greffé). Il est connu depuis longtemps qu'avec l'âge ou la maladie, l'immunité s'affaiblit et le corps devient plus vulnérable aux infections. Ces dernières deviennent souvent plus fréquentes et plus graves. Une grippe banale peut alors dégénérer en pneumonie et être fatale. Cela dit, on remarque aussi que certains adultes apparemment en bonne santé et possédant une quantité normale

de cellules immunitaires (selon les analyses sanguines) contractent souvent des infections comme le rhume ou la gastroentérite. Au contraire, dans des conditions similaires, d'autres y sont plus résistants. La différence se jouerait essentiellement sur le plan des habitudes de vie. En effet, de nombreuses données provenant d'études épidémiologiques indiquent que l'alimentation, le tabagisme, le sommeil, l'activité physique, le degré de stress, la qualité des relations humaines et le milieu de vie influencent tous la qualité de la réponse immunitaire. Ainsi, santé et immunité sont étroitement liées : prendre soin de sa santé au jour le jour permet d'améliorer son immunité, et vice-versa.