



PPP – Payment Per Procedure

Trade variability for predictability

Boston Scientific's commercial **risk-sharing solution** ensuring **financial predictability and clinical flexibility for each patient**. Our **set procedure price** includes all devices.

- To what extent can you effectively monitor and control costs associated with complex procedures?
- To what extent does stock management consume your clinical team's time, consequently reducing the time available for direct patient care?
- Have you considered that reducing transactions, streamlining order management, and minimizing deliveries, alleviates your administrative workload while simultaneously supporting sustainability in healthcare?

The PPP solution



Fixed Price

- The entire procedure is covered by a pre-determined and mutually agreed-upon **fixed cost**
- **This fixed price remains constant**, unaffected by the quantity or variety of products utilised during the procedure



Risk-sharing partnership

- **Boston Scientific shares the risks** associated with clinical variability.
- **Unplanned procedural costs are absorbed by Boston Scientific**, ensuring financial stability for healthcare providers.



Driving efficiency

- The aim of PPP is to **streamline and simplify operational, financial and clinical activities**

Advantages at a glance

Physicians	Nursing	Purchasing	Management
<ul style="list-style-type: none"> • A broader range of products available on the shelf without the risk of expiration costs • Removes the burden of cost considerations during procedures • Improved access to new technology by spreading the costs • Improved visibility and control over costs 	<ul style="list-style-type: none"> • Reduced time spent on stock management • Ensured stock availability • Minimised wastage of expired products • Simplified order and stock processes for increased efficiency 	<ul style="list-style-type: none"> • Immediate cost savings through consignment implementation • Streamlined ordering and invoicing processes, with only 1 monthly invoice • Complete annual budget predictability • No risk of fluctuating procedure costs 	<ul style="list-style-type: none"> • Budget predictability for financial planning • Detailed insights into the procedure costs and profitability • Transparency of contract performance • Minimization of product expiry risk • Contribute to sustainability goals

Key implementation steps



Historic product utilisation review



Clinical evaluation



Defining the price per procedure



Consignment stock setup



Go-live, monitoring and reporting

We offer you different ways to operationalise the PPP model

PPP

Powered by **ezPro**

Implementation of PPP with our digital inventory management platform ezPro*

- Effortless recording of consumed products at the patient level
- Direct insights into the costs associated with procedures
- Analysis of product consumption and real-time stock status updates

[Learn more about ezPro](#)

PPP

Powered by **Arvato**

Implementation of PPP with our stock management partner STOK Arvato*

- Stock room management supported by a Boston Scientific management partner to significantly alleviate the burden on clinical professionals' time

* ezPro and Arvato are the 2 operational models most used, but we always work with you to define the optimal solution for you.

Why PPP in ERCP?

ERCP is one of the most common procedures in endoscopy with high material usage. Budget management and predictability is a primary challenge when managing endoscopy departments that perform complex procedures. Variability in the procedures leads to high complexity and low planning security.

Impactful outcomes of a recent implementation*

- **87% reduction of time management** (over 200 hours saved per year) of warehouse, product and administrative processes.
- **Diminished environmental impact** due to fewer individual orders placed, thus fewer shipments and deliveries
- **5% cost reduction vs. standard billing model** thanks to PPP model and optimized VAT rates
- **Limitation of reporting & ordering errors** inherent to complex manual procedures
- **Complete inventory transparency** of stock levels and expiry dates for augmented tracking through ezPro

Implemented in over 45 hospitals across Europe – learn more from our reference centers by contacting your Boston Scientific sales rep



Christian Dopheide
Head of Nurses,
Endoscopy Dept.
Diakonissen-Stiftungs-
Krankenhaus Speyer,
Germany

“ After a very smooth onboarding, the PPP model using ezPro revolutionized my team's workflow, with a totally digitalized process for stock management and product ordering. Now, we have real-time, one-click visibility over the entire supply chain – and it's all paperless. ”



Get in touch with your Boston Scientific sales rep or visit our website to find out more about our PPP solution

[Learn more](#)

Every Patient. Multiple Solutions. One Partner.

* Casa di Cura Maria Rosaria Hospital – Pompei, Italy.

Results from case studies are not necessarily predictive of results in other cases. Results in other cases may vary.

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