

More than 5,000 Integrated Care contracts

Berlin. By the end of 2007, there was a total of 5,069 Integrated Care contracts (Integrierte Versorgung – IV) in Germany with a remuneration volume of 766 million euros. This is indicated by figures recently published by the German National Institute for Quality Measurement in Health Care (BQS). In 1,334 cases, health insurance funds directly entered into contracts with practice-based physicians while 1,010 contracts also involved hospitals. 889 contracts were negotiated by hospitals and health insurance funds.

Competition of the health regions launched

Berlin. The Federal Ministry of Education and Research (BMBF) has launched the competition „Health Regions of the Future“, which is funded with around 40 million euros. Agencies and organizations involved in research, development and healthcare within one region are to be brought together in order to contribute to the development of health region profiles. The healthcare industry in Germany has traditionally been heavily divided into research, development and utilization of medical knowledge. Internationally successful healthcare industry models prove that innovations in healthcare can best be utilized through regionally concentrated cooperation of all partners.

German MedTech industry starts information campaign on healthcare compliance

Berlin. The Medtech companies and their trade association BVMed seek to provide orientation with a new information campaign called „MedTech Compass“ to promote transparent and good cooperation between industry, medical facilities and physicians. The „Compass“ uses its own website (www.medtech-kompass.de), an informative flyer and regular newsletters to advocate the existing recommendations for cooperation in the healthcare market, with the help of clear principles and real-life examples.

This topic is particularly important for Medtech companies and hospitals, since the cooperation between medical facilities, physicians and industry is a prerequisite for medical advances. Politically, such cooperation is also desired. Together with partners in the hospitals and the medical

profession, the Medtech companies in Germany have endeavored for many years to provide a secure and transparent basis for cooperations in the healthcare market.

In order to offer clear recommendations for an effective and transparent cooperation, industry, health insurance funds, physicians and hospital associations in Germany have developed the „Medical Device Code of Ethics“, the „Common Viewpoint“ and numerous model contracts. The contents of these recommendations are lived day in and day out in many places. Nevertheless, questions and uncertainties often arise in practice. The Medtech Compass wants to provide answers to these questions and thus offers more security in daily routine.

More: www.medtech-kompass.de.

Four principles as „pillars“ of the Medtech Compass

Berlin. The basis of an effective and transparent cooperation between industry, medical facilities and physicians are the following four principles:

:: **Separation principle:** We advocate the strict separation of donations, benefits and sales. Specifically, this means, for instance: It is wrongful to sponsor a medical event after being assured that medical technology products will be purchased.

:: **Transparency principle:** Every donation and reimbursement received must be disclosed. The consequence: All services for a medical facility or a physician must be

communicated to the employer and specified in writing.

:: **Equivalence principle:** Performance and recompense must have a reasonable relationship to each other. If, for instance, a physician produces a study relevant to medical technology, his fee must be appropriate to his effort and expense.

:: **Documentation principle:** All services must be documented in writing. The written agreements will stipulate in detail what kind of funding it is, which purpose it has and which services have actually been performed.

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Facts – Opinions – Background



Berlin. MedInform has published a new issue of MedInsight Germany, a background report authored by the German MedTech experts **Joachim M. Schmitt**

and **Manfred Beeres** together with **Sarah Smiley** from AdvaMed. MedInsight gives the latest news on Europe's biggest medtech market.

Topics from the new issue are e. g.:

Dispute about cost-benefit analyses at the IQWiG; Results of innovation clause applications for 2008; Financial situation of German hospitals changes for the worse; Information campaign on healthcare compliance; Documentation: IQWiG concept for cost-benefit assessment methods in the German health care system; 6 million patients enrolled in primary physician model; New medical study by Deutsche Bank; More prevention.

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