OCHIS: Value-Based Innovation Framework – a new way of doing business
MassMedic, Boston, March 6th, 2018

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Ontario's medical technology sector at a glance

1,300+ companies

more than $12 billion in annual revenues

$1.7 billion in exports

24,000 people employed

Invest in Ontario – www.investontario.com/medtech#big-business

Over half of Canada’s (approximately) 1,100 medical device companies are located in the Toronto area.

The Canadian medical devices sector is 7th largest in the world. Ontario is largest medical devices producer in Canada – with annual sales over $2 billion. Ontario producers export approximately 90% of products made.
The Health Innovation Imperative
The Office of the Chief Health Innovation Strategist was created in September 2015 to drive collaboration across the health system and accelerate the adoption and diffusion of new innovative health technologies and processes that:

- Improve patient outcomes
- Optimize the impact of investment in health innovation
- Scale health innovation companies
Catalyst for Collaboration and Commercialization

**Purpose**
- Improve Patient Outcomes
- Optimize the Impact of Investment in Health Innovation
- Scaling Health Innovation Companies

**Priorities**
- Pathways to Adoption and Scalability
  - Better Care Closer to Home
  - Empowerment Through Digital Health
  - Enhanced Indigenous Health
- Procurement of Innovation

Alignment and Collaboration Across the System
• In alignment with Ontario’s *Patients First: Action Plan for Health Care*, OCHIS will support the move towards patient-centred **value-based care**.
• We have established a **value-based innovation framework** - a new way of doing business.

“From a patient perspective, in two years, what will I see that’s different as a result of your work”
OCHIS Update: Value-Based Innovation as a Framework

Our value-based innovation framework supports value-based care and creates jobs in Ontario through health innovation. It incorporates all OCHIS activities.

Improving patient outcomes

Optimizing investment in health innovation

Scaling health innovation companies

Value-Based Innovation

Empowering Demand Drivers

Generating Evidence and Facilitating Evaluation

Empowering Innovators

Innovation Brokers

EXCITE

VBIP

HTF

Enhanced Capabilities

Collaboration and Alignment Across the Health System
Priority: Optimizing pathways to accelerate adoption and diffusion of new health technologies and processes into Ontario’s health system.

• Field-based brokers finding out what’s happening in the system and why
• Working with Ontario’s innovators and health care providers to foster an even greater culture of innovation across the province
• First three Innovation Brokers focusing on brokering deals, providing resources and business advice for start-ups and increasing health service provider receptor capacity of innovation into the system
• Calling for Expressions of Interest for next three Innovation Brokers in 2018
• Working with MaRS EXCITE to create a streamlined pathway
• First graduate to optimize pathway of at-home sleep apnea diagnosis
• Working on general process for executing EXCITE value proposition
• MaRS EXCITE first graduate: at-home sleep diagnosis device

Priority: Optimizing pathways to accelerate adoption and diffusion of new health technologies and processes into Ontario’s health system.
Enable effective procurement of innovation by shifting the health care system to strategic, value-based procurement and removing barriers for small- and medium-sized enterprises to participate.

• OCHIS is driving the shift towards value-based procurement
• Working with Ministry colleagues on new health system funding reform: bundled payments
• Ministry of Government and Consumer Services released Health Sector Supply Chain Strategy
• Recommendations enabling innovation and making value-based procurement a core part of the health system supply chain
The Value-Based Innovation Program (VBIP) supports the Value-Based Innovation framework for leveraging Ontario’s health system as a demand driver for innovative services and technologies that support health system priorities.

**VBIP will:**

- Be **demand-driven**, to pull innovation in that is designed to help solve Ontario's most pressing health system challenges.
- Use **modern procurement techniques**, including outcomes-based procurement as well as **value-based procurement**.
- **Call openly for industry solutions** rather than prescribing the details of tactics and approaches.
- **Break down the silos** of health care delivery by aligning this work with health system funding across the patient journey.
- **Share risk with vendors** through prudently managed risk and gain-sharing arrangements to finance innovation.
Provide better care closer to home by supporting home and community care enabled by virtual, mobile and digital health technologies.

- $20M fund to support collaboration accelerating commercialization of Ontario-based companies
- Value is in collaboration: technology, health service provider and academic researcher
- Round 1: 230 applications, 15 recipients
- Round 2: 60 applications, 12 recipients
- Round 3 applications to be announced early 2018
'I am here today because of this': A high-tech solution to one of Ontario's biggest health care challenges

EIZABETH PAYNE
Marc Ivan Elizabite Payne
Published on: December 27, 2017 | Last Updated: December 27, 2017 6:24 PM CST

Rick O'Neill says tablet device saved his life

RICK O'NEIL
Use now "TouchAway" tablet to stay in touch with his healthcare team

Rick O'Neill had just about given up on life when he was asked whether he would try some new technology to keep him in touch with medical professionals and others.

Source: Ottawa Citizen

Digital tablet helps Stouffville senior breathe easier, manage condition

Unveiled at Markham-Stouffville Hospital, technology will save on hospital trips, stays

Source: CTV News

Our collaboration with @Revera_Inc discussed on @CTVNews #MachineLearning #Alzheimers

Source: YorkRegion.com
Digital Health

Empower Ontarians through digital health by building a dynamic market of tools and supports to navigate and personalize their path to health and wellness.

**API Policy.** A policy to guide digital health delivery partners to enable access to their digital health assets via APIs.

**Digital Health Playbook.** Formalized pathways to enable digital health innovators to connect to provincial digital health assets.

**HIS Renewal.** Published HIS requirements and the establishment of HIS Collaboratives and service delivery hubs to allow hospitals to obtain high-quality, vendor-managed, cloud-based HIS services and to move out of the IT business, so that hospitals’ primary focus remains on the delivery of high-quality clinical care.

**SPARK.** A pathway for innovators to connect their digital health products to Ontario’s digital health assets in order to give patients access to their personal health information.

**eReferral.** Projects to be scaled across 8 Local Health Integration Networks in Ontario.
Indigenous Health

Enhance Indigenous health by advancing opportunities for innovation to address health challenges in their communities.

• Working with ministry team to support Ontario’s First Nations Action Plan
• Continue exploring programs such as HTF to assist communities with access and advancement in health care
• In the process of hiring an Indigenous Innovation Broker
OCHIS in 2018 and Beyond

1. **Call to action against risk aversion**
   - Address risk aversion – the number one hurdle/barrier
   - Clarity, confidence and champions

2. **Outcomes-based drivers as part of value-based care**
   - From volume to value: outcomes based
   - Integrate innovation across multiple providers and innovators

3. **Continuum of care rather than silos**
   - Focus on the continuum of care not silos
   - Strengthen collaboration between providers and industry
   - Co-develop, evaluate and adopt more technologies
   - Work with all stakeholders, including federal and provincial colleagues
Data and data analytics

- Ramp up use of data and data analytics to understand the barriers, establish baselines, set metrics and continuously improve

Openness

- Encourage open innovation whenever and wherever we can
- Let new ideas and creativity lead to new solutions we could not have anticipated
- Innovation thrives when ideas developed together
How Do We Measure Success?

Improving Patient Outcomes:
• Qualitative and quantitative measures of improved patient experiences and outcomes – following technology adoption and diffusion

Health System Change:
• Number of HSPs actively testing, adopting and scaling health technologies and processes
• Capture short-term and long-term system performance improvements resulting from adoption and diffusion of new innovation
• Increase in funding, procurement, and care pathways that are updated to support and use innovation

Scaling Health Innovation Companies:
• Innovators guided and advised through adoption, validation, and piloting of their products and ideas
• Number of jobs that have been created
• Growth of company sales and exports
If you haven’t thought about Ontario, *now* is the time to think about us.

If you have thought about Ontario, *now* is the time to *do business with us.*
Thank You!

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Ontario.ca/healthinnovation