Integrated Care in Germany: Potential route for medical devices

Dr. Mathias Flume
Kassenärztliche Vereinigung Westfalen-Lippe
Physicians Association providing ambulant medical care with GPs and specialists in a designated area

Covering approx. 11% of Germany with > 13,000 physicians

Prescription budget approx. 3 bn Euro

Physicians prefer standardized solutions für more than one sick fund
• From 01.01.2004 – 2009 1% of all Payments for ambulant and hospital care
  (§140 d, SGB V)

• 01.01.2011: Pharmaceutical Industry and Manufactures of Medical Devices can be parties of Integrated care Contracts

• 2016. New legislation intends to allow also Physicians Associations to be part of IV contracts
### Tabelle 1: Gemeldete Verträge zur integrierten Versorgung 2004 - 2008

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>davon Meldungen zu Verträgen mit Beginn ab dem 01.04.2007</td>
<td></td>
<td></td>
<td></td>
<td>756</td>
<td>1424</td>
</tr>
<tr>
<td>davon im jeweiligen Kalenderjahr gemeldet</td>
<td>1.913</td>
<td>3.309</td>
<td>5.069</td>
<td>6.183</td>
<td></td>
</tr>
<tr>
<td>davon im Kalenderjahr neu abgeschlossene Verträge</td>
<td>1.374</td>
<td>1.995</td>
<td>1.597</td>
<td>1.652</td>
<td>756</td>
</tr>
</tbody>
</table>
Content:

- Most Contracts focused on ambulant surgery and multi-indication projects

Allocation of financial volume:

- Focus on cardiology, orthopaediy and surgery
• New partners (KV) may help to establish new contracts

• New models will not be supported by extra funding, therefore direct cost savings will be very important
Take aways from a Physicians Association perspective

- Current structure is very fragmented
- Regional implementation difficult due to usually low numbers of patients
- Potential for using this route i.E. for telemedicine or continuous blood glucose monitoring
- Physicians prefer standardized solutions für more than one sick fund
Questions and answers

Dr. Mathias Flume
Geschäftsbereich Verordnungsmanagement
E-Mail: Verordnungsmanagement@kvwl.de
Telefon: 0231 9432-3941