

February 11, 2022

Hon. Peter Bethlenfalvy
Minister of Finance
Frost Bldg S 7th Flr,
7 Queen's Park Cres
Toronto, ON
M7A 1Y7



Dear Minister Bethlenfalvy,

Re: 2022 Budget Submission from Medtech Canada

On behalf of the medical technology sector, Medtech Canada advocates for a robust, resilient and reliable health care system through medical technologies ranging from wound care dressings to implantable pacemakers and diagnostic imaging. Our industry is at centre stage during COVID-19 with unprecedented demand for diagnostic tests, PPE, ventilators and as our health system begins recovery, tackling the surgical backlog across Canada.

Using value-based healthcare procurement methodologies to ensure the adoption of innovative medical technologies can help Ontario address the challenges we see with surgical backlogs, wait times, health human resources (HHR) and, in turn, improve patient outcomes. Medtech Canada, through its membership, has focused our pre-budget submission on the four critical areas our healthcare system is facing and how our members can support Ontario on the path to recovery from COVID-19.



**MEDICAL SERVICES
BACKLOGS**



**HEALTH HUMAN
RESOURCES**



**HEALTH SYSTEM
TRANSFORMATION
& CAPACITY**



**SUPPLY CHAIN
MODERNIZATION**

Medtech Canada Recommendations for Ontario:

1. Medical Services Backlogs

- a. Actively engage with the medical technology industry to identify solutions from a global best practice perspective to address the current medical services backlog. Building future strategies for tackling all aspects of the backlog (HHR, technology, etc) would benefit from a strong and active presence of the medical technology industry.

2. Health Human Resources

- a. Leverage technology, automation, and health innovations to assist with the development and implementation of a comprehensive health human resources strategy. The medical technology industry should have a seat at the table to assist in building future strategies.

3. Health System Transformation & Capacity

- a. Address long-term care challenges through innovative medical technologies: Ramp up current investments to follow the patient in an integrated health care system. Adopting technologies, such as remote patient monitoring tools will enable care providers to follow the patient journey along the continuum of care. This use of technology ensures care decisions follow the “right care at the right place at the right time” model.

4. Supply Chain Modernization/Supply Ontario

- a. Implement a robust Supply Ontario operational plan that addresses pandemic recovery: With global supply chain and shipping crises worsening, the province must have essential supplies readily available. We are ready to work with the Supply Ontario team to help develop a plan that sees us through the pandemic recovery and beyond. Procurement should strategically link health care spending to economic development targets and initiatives
- b. The responsibility for the establishment of purchasing policy, contract management and execution, and supply delivery across the province should be the centralized within Supply Ontario: Supply Ontario should set and enforce overall policy and help streamline and create consistency in contract terms, conditions, and standard practices.
- c. Use value-based procurement methods for healthcare products by ensuring that clinical and health care sector input and expertise are considered: The procurement system should assess the current and future market and evaluate proven or potential differences in products to establish value other than merely the quoted “price to buy.” A more expensive device may save on drug expense, staffing, the time required in ICU, or other costs.
- d. Create a third-party mechanism to facilitate dispute resolution related to procurement processes: Suppliers and providers to have an impartial and safe place to manage disputes and offer constructive feedback. This entity could help manage dispute resolution and ensure fairness, transparency, and accountability.

I appreciate your consideration of our recommendations. We look forward to working with you as we all strive to provide better health care for Ontarians, protect current infrastructures from future COVID-19 waves, and recover and grow Ontario’s economy.

Sincerely,



Nicole DeKort

President & CEO

Medtech Canada

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