

Medtech Canada 2023 Pre-Budget Submission



February 10, 2023

Hon. Peter Bethlenfalvy,
Minister of Finance
c/o Budget Secretariat
Frost Bldg N, 3rd Flr,
95 Grosvenor Street
Toronto, ON M7A 1Z1

Dear Minister Bethlenfalvy,

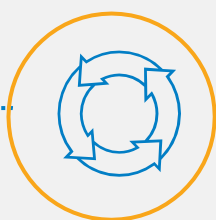
On behalf of the medical technology sector, Medtech Canada advocates for a robust, resilient and reliable health care system through medical technologies ranging from wound care dressings and smart beds to implantable pacemakers and diagnostic imaging. Our industry was at centre stage during COVID-19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

Medtech Canada, through its membership, has focused our pre-budget submission on the three critical areas our healthcare system is facing and how our members can support Ontario on achieving the provincial strategies: A Plan for Connected and Convenient Care and Taking life sciences to the next level.

Medtech Canada Recommendations - Ontario Budget 2023



Life Sciences Strategy



Adoption of Innovation



Digital First for Healthcare

Medtech Canada Recommendations for Ontario:

- A. Leverage the expertise of medtech industry experts to support the growth of Ontario's vibrant life sciences sector and address key health system challenges in the province.
- i. The government should continue the momentum of the Life Sciences Strategy and implement Phase 1 - the Life Sciences Council. With three key pillars of the strategy being focused within the area of Medtech Canada's membership, the voice of life sciences industry experts operating within the medtech sector on this Council will be essential to ensure the government's Life Sciences Strategy remains on target. In a globally competitive market, we need to ensure Ontario is best positioned to establish itself as a world-class jurisdiction of choice and continue to attract new investments and grow the medical technology sector.
 - ii. The medtech industry supports increasing access to publicly funded surgeries and procedures by further leveraging community surgical and diagnostic centres to eliminate backlogs and reduce wait times. We encourage the Government to continue engagement with our industry experts and collaborate on applying solutions from a global best practice perspective to ensure successful and speedy implementation.
 - iii. Ensure technology solutions, automation, and health innovations are built into ongoing and future policy and program planning to address health system capacity challenges, including Ontario's health human resources and wait times strategies.
- B. Create a standard provincial pathway for easier adoption of medical technologies and solutions into Ontario's health system.
- i. Establish value-based healthcare procurement methodologies through Supply Ontario that includes clinical and industry sector input and expertise. 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 and wait times, while improving patient outcomes. Subsequently, this will encourage the growth of high-value jobs in the life sciences sector. 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." Total cost of ownership over the lifecycle of the purchase should be considered as a more expensive device may save on drug expense, staffing, time required in ICU, or other costs. Procurement should strategically link health care spending to economic development targets and initiatives.
 - ii. Supply Ontario should set centralized policy, assign governance and promote transparency over management and finances of purchasing organizations and bring together stakeholders across the healthcare ecosystem to identify pressing challenges across jurisdictions. We look forward to our continuing work with the Supply Ontario team to help develop a plan that sees us through the pandemic recovery and beyond.
 - iii. 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.
 - iv. To increase access and improve patient outcomes, support a pathway that directly links a positive Health Technology Assessment (HTA) recommendation with funding allocations for medical devices. We look forward to measures to help enhance the integration of OHTAC recommendations into healthcare within Ontario (e.g., integration of

- ophthalmology products have been recommended by OHTAC).
- v. Adoption of medical technologies and key infrastructure requests within the province can assist with accuracy and rapidly informed clinical decision making. This can include the incorporating the [2022 Health Technology Trends to Watch](#) from the Canadian Agency of Drugs and Technologies in Health (CADTH). 6 of the top 10 trends include opportunities within the province of Ontario with focuses on Laboratory medicines.

C. **Implement Ontario’s Digital First for Healthcare to its full potential to successfully implement an integrated health care system:**

- i. The use of modern, innovative medical technologies and solutions continue to demonstrate a significant benefit to both patients and providers and are essential for the successful implementation of an integrated health care system.
- ii. Adopting technologies, such as remote patient monitoring tools, point of care technology and improvements to quality of wound care data for tracking and evaluation 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.
- iii. Data informed decision making and real world evidence can contribute to integrated care, new models of care and focused allocation decisions. AI and informatics available within Ontario labs can be used to increase health system capacity and further predictive analytics.
- iv. Utilize the potential of digital technologies and devices to support advances with connectivity amongst key populations including Indigenous, non- urban communities. These new models of care (home care, long- term care as two examples) can support increased sustainable access across the province.

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 and grow Ontario’s economy.

Sincerely,



Nicole DeKort
President & CEO
Medtech Canada