

2024-2025 Pre-Budget Consultations

Quebec



PATIENTS FIRST:
FOR GREATER EFFICIENCY IN
QUEBEC'S HEALTH CARE SYSTEM

February 1, 2024

PATIENTS FIRST: For greater efficiency in Quebec's health care system

Medtech Canada is the national association leading the effort to develop and advance Canada's innovative medical technology industry. Representing Quebec-based, Canadian-owned, and multinational medtech companies, Medtech Canada works closely with the federal and provincial-territorial governments, health professionals, patients, and other stakeholders to deliver a safe, accessible, innovative, and sustainable universal health care system that is patient-centred and supported with medical technology.

In Quebec, the medical technology industry consists of over 340 companies that provide equipment, instruments and services used to diagnose and treat diseases and health problems and represents nearly 12,000 jobs.

Medtech Canada is using the Quebec government's pre-budget consultations as an opportunity to present our industry's recommendations for a more efficient Quebec health care system with our shared vision of putting **patients first**.

HEALTH AND PATIENT SERVICES

Santé Québec

The creation of Santé Québec will bring a trove of opportunities for Quebec's health care system, and rest assured that Medtech Canada will support the Quebec government throughout every stage of this agency's development.

Recommendations:

1. Patients first
Patients must be the top priority so that we can create a truly global vision of the care pathway and its required resources, especially in relation to health care workers and how we can support their care delivery by integrating technologies and best practices.
 - To put patients first, we crucially need new tendering methods that are not based on the lowest tender but rather on value criteria that account for the overall cost of the care pathway.
2. Connected health
Quebec's health care system must make a digital transition to increase the efficiency of not only the care pathway, but also the allocation of resources throughout the network.

LabCANDx - Diagnostics

Precision, patient-tailored medicine has the potential to transform lives. Making new digital and data processing technologies more accessible in diagnostics would increase how often patients get the right medication at the right time.

Recommendations:

3. Medtech Canada, which is a member of the [LabCANDx Laboratory Medicine Coalition](#), recommends continuing to reinvest in these activities, whose critical role was illustrated in particular during the pandemic.
4. Invest in a strategy to address antimicrobial resistance (AMR), which is a serious threat to our health care system. To change how antibiotics are used, rapid diagnostic tests can indicate whether an infection is viral or bacterial, identify the type(s) of bacteria causing the infection, and assess their antibiotic resistance or susceptibility.
5. Increase and facilitate access to point-of-care testing (POCT) to act quickly when pharmacological solutions, such as antivirals for certain respiratory diseases (influenza, COVID-19), can prevent complications and reduce emergency room crowding.

Act respecting French, the official and common language of Québec (Bill 96)

Bill 96, which was passed and assented to in summer 2022, ensures that all Quebeckers can work and be served in French in Quebec. This law poses some inadvertent challenges for the Quebec health care system, particularly when it comes to the procurement of medical goods, for which Quebec should be aligned with Health Canada's existing requirements.

Recommendations:

6. We recommend that Quebec align with Health Canada's existing requirements for products that are intended for use by health care professionals.
7. Flexibility in terms of packaging and labelling is essential to avoid supply chain disruptions and other impacts, such as delays in care (e.g., postponed surgeries) that lead to longer waiting lists.
8. Digital options for a number of product aspects (such as product use information) would be a solution to increase the amount of French available to the Quebec users of these products.

GOVERNMENT ADMINISTRATION

Administering the state and managing its ministries are an immense challenge for the Quebec government. Quebec's health care system is also an enormous structure that takes up the lion's share of our province's resources.

This major shift that our health care system is poised to make is an opportunity to reshape government procurement from an administrative function (purchasing) into a strategic one that accounts for the global cost of the care pathway and puts patients first.

Recommendations:

9. A first major improvement would be to avoid silos by decompartmentalizing health care budgets and building a global view of the costs of the care pathway.
10. To integrate more innovation into public procurement and particularly to integrate more medical technologies into the health care system, we recommend that all tenderers, and SMEs in particular, be allowed to offer innovative alternative solutions. This measure will also directly support Quebec's small and medium-sized enterprises.

11. Easing the regulatory burden is essential to make the health care system more efficient. Training suppliers; developing expertise and information and management systems; optimizing administrative processes; and adopting best practices are some of the ways the Quebec government can ease the administrative burden instead of adding steps and processes, which are barriers to productivity and the integration of innovation that could potentially accelerate and improve care delivery and quality for Quebeckers.

ECONOMIC DEVELOPMENT

Quebec Life Sciences Strategy (QLSS)

The QLSS 2022-2025 is an important pillar implemented by the Quebec government, and we are eager to work with the Minister of Economy, Innovation and Energy (MEIE) to discuss the impacts of this strategy and what the next QLSS could bring.

To help the MEIE meet the QLSS goal of improving the climate of the medical technology sector by growing this sector and improving the business environment, we are making the following recommendation:

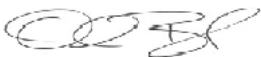
Recommendation:

12. The following three measures from the 2022-2025 strategy should also be part of the next QLSS, with new success indicators set for these measures by the MEIE:
 - Measure 1: Capitalize on expertise to accelerate innovation
 - Measure 2: Innovate by leveraging the use of health information
 - Measure 9: Support the local commercialization of innovation

Thank you for considering our recommendations.

We look forward to continuing to work with you to make Quebec's health care system more efficient while keeping our shared vision of **patients first** top of mind.

Sincerely,



Olivier Bourbeau
Vice-President, Quebec
Medtech Canada