

# Medtech Canada 2024 Pre-Budget Submission



January 31, 2024

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's innovative technologies offer solutions to meet patient needs and addresses challenges that governments face as they continue to tackle the challenges facing the health sector.

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 2024

### 1. Procurement Modernization in Health Care

Supply Ontario should maintain momentum and set up ongoing collaborative forums to engage with the medtech sector, as well as other key stakeholders to transform the current procurement practices.

In health care, procurement is the activity that can drive strategies and processes to acquire medical technologies and other products and services. Currently, there is no consistent model for procurement across Canada - let alone in Ontario itself - nor a consistent set of procurement policies or practices. The result is a complex procurement landscape for healthcare in Ontario, which historically has not optimized the taxpayer dollar spend, ensured the best patient outcomes, or created an ideal business climate.

Medtech Canada strongly supports Ontario's move to a centralized procurement agency

as first announced in the November 2020 Fall Economic Statement. Government healthcare purchasing and supply chain models should include a central entity that sets and enforces overall policy to create consistent, streamlined and standardized approaches, terms, conditions, and standard practices. As our members are both suppliers and customers of the procurement system, our association has developed perspectives on what we see are key principles of success in health care procurement at Supply Ontario. [Click HERE](#) to read our full position paper.

## 2. Innovation Pathway for Medical Technologies

The government should implement an innovation pathway as committed to in the 2023 Budget and should allocate funding to this initiative.

Innovative medical technologies provide ways to reduce demand on the system while also improving patient experiences and outcomes. The continuous adoption of innovative, modern medical technologies into healthcare systems aids in reducing length of stay, readmittance, complications, and need for in-person visits. Providing innovative medical technologies can also help attract and retain clinicians, since these technologies can help them provide the best possible care to their patients.

## 3. Ontario Life Sciences Strategy

The Ontario Life Sciences Council should become a permanent advisory committee to the government. Further to this, the recommendations of the Ontario Life Sciences Council, that the government will be moving forward on, should be made publicly available with attached funding for implementation.

This permanent table will allow provincial governments and the life sciences sector to work together to not only support the implementation of a provincial life sciences strategy, but also to identify any future opportunities to contribute and grow the life sciences sector in each province. To see the medtech perspective of a successful life sciences strategy, please [click HERE](#).

On behalf of Medtech Canada and its members, 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.

Sincerely,



Nicole DeKort  
President & CEO  
Medtech Canada