CONCEPT

# Value Analysis in Healthcare: Committees, Product Standardisation and Value Management

30 August – 3 September 2027
London - Central London four-star



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**Ref:** 953_21727 **Date:** 30 August – 3 September 2027 **Location:** London - Central London four-star **Fees:** 23000 SAR

## Introduction:

Value analysis in healthcare breaks down when new clinical products enter the hospital on a single request, near-identical items multiply across wards and nobody can show whether a product switch saved money or affected patient outcomes. This Core Concept course gives supply chain, clinical engineering, nursing, finance and quality leaders a practitioner method to charter and run a value analysis committee, screen product requests, weigh clinical evidence, compare total cost against outcome, run product trials and value management workshops, and validate savings. Participants produce a Value Analysis Charter and Product Review for a case hospital product category.

## Course Objectives:

- Explain the healthcare value equation and value-based purchasing concepts to clinical and non-clinical colleagues and apply them to product selection
- Draft a value analysis committee charter that sets membership, decision rights and clinician engagement routes
- Screen and prioritise new product requests with a standard intake form and weighted scoring matrix
- Review clinical and device evidence and compare products on total cost and patient outcome before a standardisation decision
- Plan structured product trials and facilitate value management workshops for clinical services and care pathways
- Validate and report savings and outcomes and apply conflict-of-interest controls to committee decisions

## Target Audience:

- Supply chain and materials managers who coordinate product sourcing decisions and prepare committee reviews
- Clinical engineering and biomedical managers responsible for device assessment and equipment standardisation
- Nursing managers who represent ward users in product trials, conversions and in-service training
- Finance managers who analyse product spend and confirm the savings reported to executives
- Quality and patient safety managers who track outcomes and incidents linked to product changes
- Value analysis coordinators who run committee agendas, request queues and decision records

## Course Outline:

### Day 1: Healthcare Value Concepts and Current Product Decision Practice

- Healthcare Value Equation: Outcomes, Patient Experience and Cost per Episode of Care
- Value-Based Purchasing Concepts and Their Link to Clinical Product Selection
- Function-to-Cost Logic from Value Engineering Applied to Clinical Products
- Current Product Decision Pathways: Physician Preference Items, Sample Drift and Off-Contract Buying
- Value Analysis Maturity Self-Assessment and Product Decision Gap Log

### Day 2: Value Analysis Committee Structure, Charter and Request Intake

- Value Analysis Committee Charter: Scope, Decision Rights and Escalation Routes
- Committee Membership Model: Clinical Leads, Nursing, Clinical Engineering, Infection Prevention, Finance and Supply Chain
- Clinician Engagement Tactics: Physician Champions, Specialty Sub-Teams and Decision Feedback Loops
- New Product Request Form and Intake Screening Criteria
- Request Prioritisation Scoring Matrix: Patient Impact, Spend, Clinical Risk and Strategic Fit

### Day 3: Evidence Review, Total Cost and Outcome Analysis and Product Trials

- Evidence Grading for Clinical Products and Devices: Published Studies, Evidence Summaries and Manufacturer Claims
- Human Factors and Usability Checks for Devices Used at the Bedside
- Total Cost and Outcome Worksheet: Acquisition, Utilisation, Reprocessing, Waste and Complication Costs
- Product Trial Protocol: Trial Wards, Evaluation Forms, Trial Length and Success Criteria
- Supply Formulary List and Product Standardisation Decision Record

### Day 4: Value Management Workshops, Supplier Dialogue and Governance Controls

- Value Management Workshop Phases for Services and Care Pathways: Function Analysis, Idea Generation, Evaluation and Implementation Planning
- How-Why Function Diagram for a Clinical Service or Pathway
- Supplier Engagement Meetings: Evidence Requests, Pricing Conversations and Conversion Support
- Conflict-of-Interest Disclosure Register and Vendor Representative Access Controls
- Failure Cases: Rejected Conversions, Clinician Pushback, Supply Disruption and Recall of a Standardised Item

### Day 5: Case Work: Value Analysis Charter and Product Review

- Case File: Hospital Product Category with Duplicate Brands and Rising Utilisation
- Case Evidence Summary and Total Cost and Outcome Worksheet Built with the Day 3 Tools
- Case Savings Validation: Baseline, Price Effect, Utilisation Effect and Hard Versus Soft Savings
- Case Value Analysis Dashboard: Conversion Rate, Outcome Indicators and Request Cycle Time
- Value Analysis Charter and Product Review Presentation to a Mock Committee

## Skills You Will Gain:

- Value Analysis Committee Facilitation
- Product Request Prioritisation
- Clinical Evidence Appraisal
- Total Cost and Outcome Comparison
- Product Trial Design
- Function Analysis
- Savings Validation
- Conflict-of-Interest Management

## Why Attend This Course:

- Leave with a Value Analysis Charter and Product Review for a case hospital product category, tested before a mock committee
- Replace preference-driven product additions with a transparent intake route and decision record that clinicians accept
- Show finance and executive teams savings that hold up to scrutiny, separated from price changes and volume shifts
- Compare committee practice with supply chain, nursing, engineering and finance peers from public, private and non-profit hospitals

## Conclusion:

Hospitals gain value from clinical products only when each addition, switch or standardisation is judged on outcome and total cost rather than habit or price alone. The course moves from the healthcare value equation and value-based purchasing, through committee charters, membership and request intake, to evidence review, total cost and outcome analysis, product trials, value management workshops, supplier dialogue and conflict-of-interest controls. The final day applies the method to a hospital product category and produces a Value Analysis Charter and Product Review with validated savings.