



**Integrated Healthcare Association (IHA)
and Berkeley Center for Health Technology (BCHT)**

**Physician-Hospital Alignment in Device Selection:
Challenges and Opportunities
Best Practices Roundtable
October 2, 2009
Berkeley, California**

Roundtable Summary

Background

Working effectively with physicians to evaluate and purchase medical implants such as artificial joints and coronary stents is a key issue for hospitals in California and nationally. While many hospitals have established technology or value assessment committees, maintaining engagement and compliance with selection protocols has proven to be a significant challenge. Complex financial relationships among the manufacturers of these implants, the physicians who select the devices, and the hospitals who pay for them are widely viewed as exerting an inappropriate influence on selection decisions, but the impacts of voluntary disclosure protocols, the Department of Justice settlement with orthopedic device manufacturers, and state and federal sunshine legislation remain unclear. Clinical evidence to inform selection decisions, particularly with respect to device performance in large numbers of patients over time is often missing or inadequate, leading to increasingly urgent calls for device registries to fill these important evidence gaps.

Meeting Objectives

This roundtable brought together 29 hospital executives and thought leaders in the medical device, physician, employer, and public policy communities to discuss the current context and emerging best practices for improving data and aligning incentives in device selection. The three principal sessions of the day explored best practices for technology assessment and selection, considered the challenges of managing financial relationships that may influence device selection, and provided an overview of orthopedic and cardiac device registries, both existing and proposed.

Introduction: Physician-Hospital Alignment in Device Selection: Challenges and Opportunities

Session I: Best Practices for Technology and Value Assessment Committees

- Logistics: Who should be on committee? Who should chair committee? How are active physician engagement and compliance maintained over time?
- Technology evaluation: what are best practices in terms of using evidence to inform selection decisions?

- Value: How do successful committees incorporate price and cost info into discussions with physicians?

Session II: Managing Potential Financial Relationships Surrounding Device Selection

- Define: What is a conflict of interest vs. an appropriate financial relationship?
- Disclose: Who tracks and validates?
- Manage: What is the experience of operating under stringent COI regulations?

Session III: Device Registries

- Logistics: Who pays for registry? How is it established? How is it maintained?
- Value: How can existing registry data be used effectively in technology evaluation and selection?
- Expansion: What is going on currently with respect to development of additional orthopedic joint registries; any expansion of cardiac registry data planned?