

# Needs-driven healthcare policy and innovation

A matter of science, policy and  
collaboration

*Irina Cleemput, Scientific Director KCE, NEED project lead*

*16 October 2024*



# Background



- First half 2024: Belgian Presidency of the Council of the EU  
    **“Towards a needs-driven approach for innovation and health care policy to better address unmet needs”**
- High-level conference:  
    **“Health-related needs as drivers for healthcare policy and innovation”**

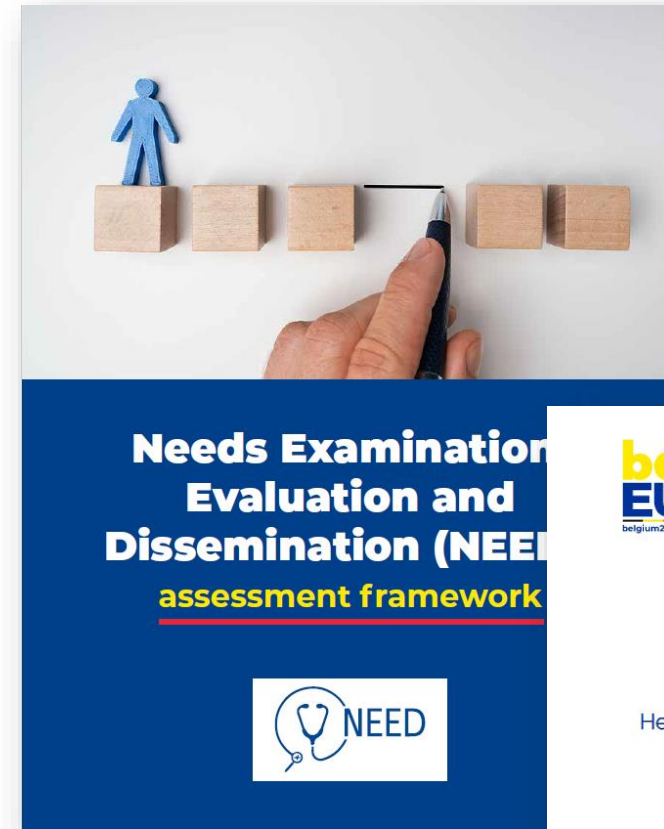


FINANCIALLY SUPPORTED BY



# Content

- Presentation of NEED approach
- Outcomes from high-level conference
- EU Council conclusions



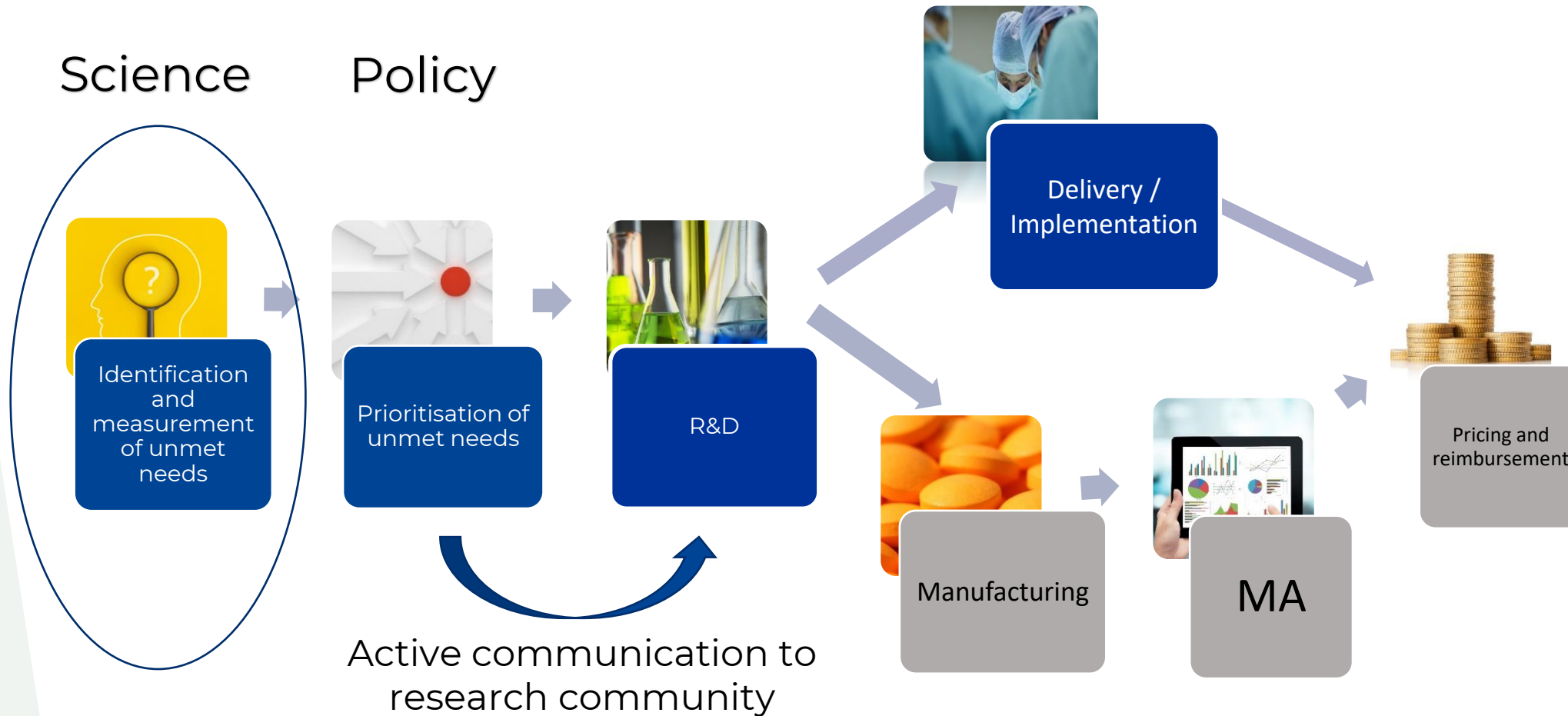
**NEED: Needs Examination Evaluation Dissemination**



# Current pharmaceutical development framework = supply driven



# Desired approach: needs-driven and pro-active



# NEED approach: objective



NEED project (**N**eed **E**xamination, **E**valuation and **D**issemination)

Create an **evidence database on patient and societal unmet needs** in different health conditions, based on a **framework with explicit criteria and indicators for identifying patient and societal unmet needs**

→ Inform & support needs-driven healthcare policy and innovation

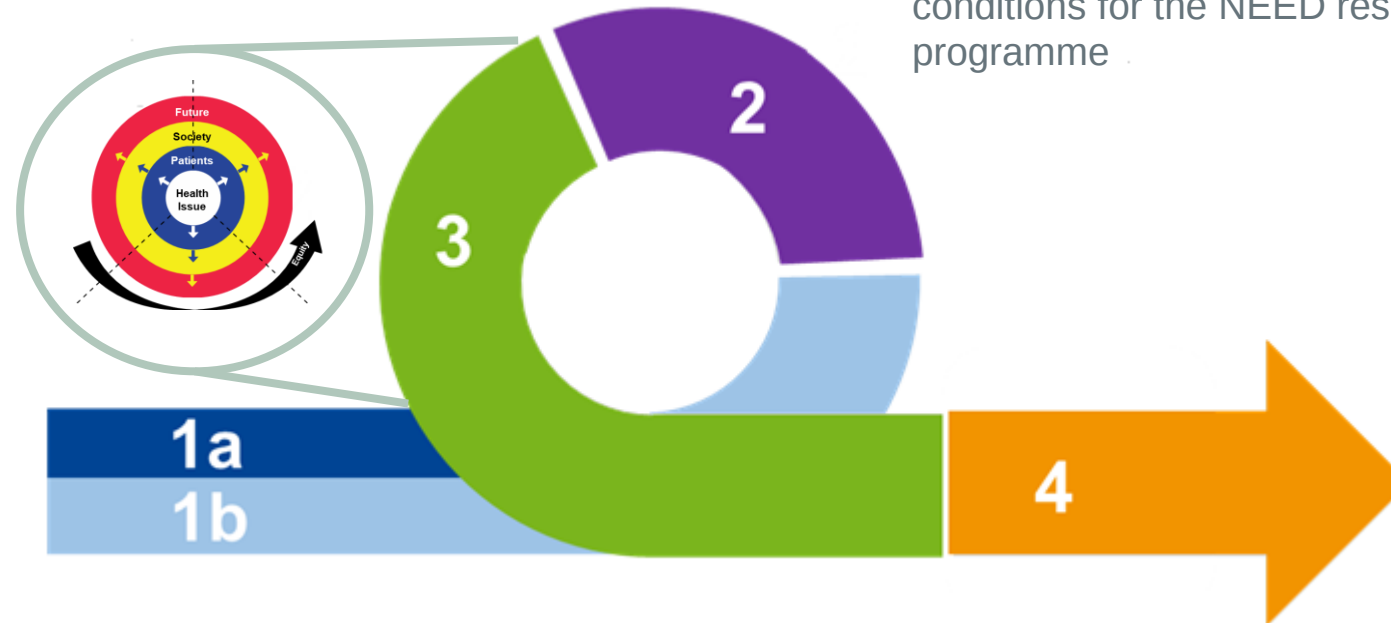


# Research and dissemination model NEED

Evidence collection on the criteria of the  
NEED assessment framework

Prioritisation and selection of health  
conditions for the NEED research  
programme

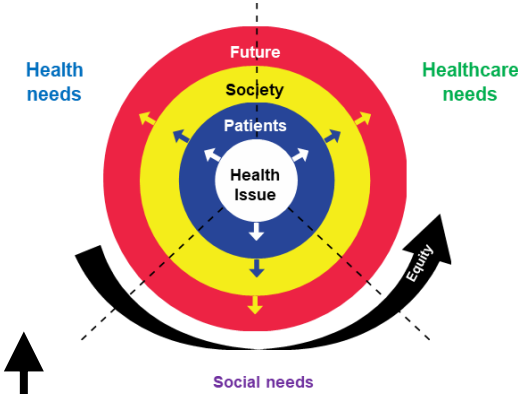
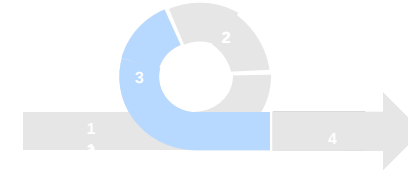
- Existing databases
- Call for topics from patients/healthcare providers/public



Dissemination of  
NEED results



# The NEED Framework: criteria

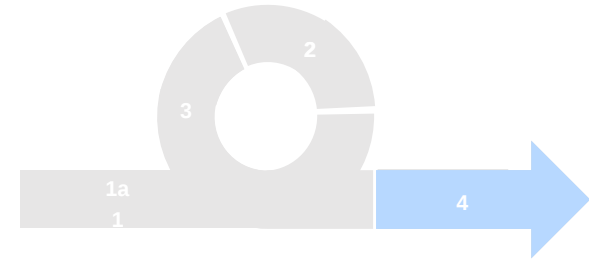


Dimensions

| Domains             | Dimensions                                                                                                                                                                                                        |                                                                                                                              |                                                                            | Equity |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|--------|
|                     | Patients                                                                                                                                                                                                          | Society                                                                                                                      | Future                                                                     |        |
|                     | <b>Health needs</b><br>Impact on: <ul style="list-style-type: none"> <li>Life expectancy</li> <li>General HRQoL</li> <li>Physical health</li> <li>Psychological health</li> <li>Autonomy</li> </ul>               | <ul style="list-style-type: none"> <li>Frequency</li> <li>Transmissibility</li> <li>Burden on informal caregivers</li> </ul> | <ul style="list-style-type: none"> <li>Future burden of disease</li> </ul> |        |
|                     | <b>Healthcare needs</b><br><ul style="list-style-type: none"> <li>Effectiveness of Tx</li> <li>Quality of care</li> <li>Burden of Tx</li> <li>Accessibility</li> <li>Availability of clinical evidence</li> </ul> | <ul style="list-style-type: none"> <li>Preventability</li> <li>Value for money of standard of care</li> </ul>                | <ul style="list-style-type: none"> <li>Future economic burden</li> </ul>   |        |
| <b>Social needs</b> | Impact on: <ul style="list-style-type: none"> <li>Social life</li> <li>Education</li> <li>Work</li> <li>Financial consequences</li> </ul>                                                                         | <ul style="list-style-type: none"> <li>Productivity losses</li> <li>Environmental impact of standard of care</li> </ul>      |                                                                            |        |



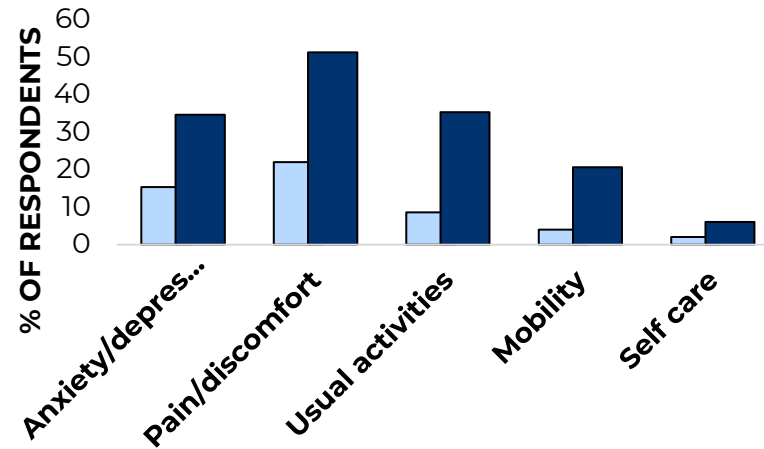
# NEED database



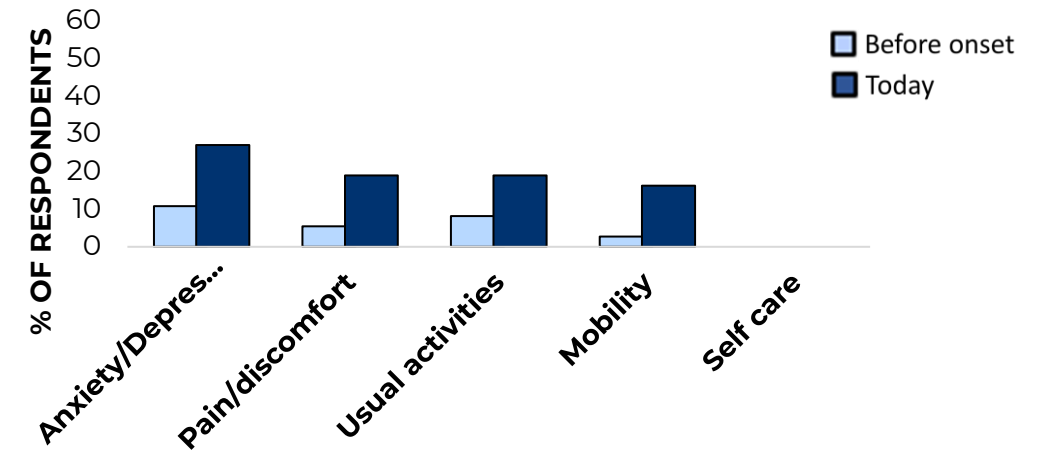
## Health needs

### Impact on general HRQoL

#### Crohn's disease



#### Melanoma



## Healthcare needs

### Accessibility of care

- **Crohn's:** 13% of those surveyed did not always receive care when they needed it
- **Melanoma:** 50% waited >3 months before consulting

## Social needs

### Impact on work

- **Crohn's:** 45% reduced work or stopped working
- **Melanoma:** 20% reduced work or stopped working



# **High-level conference Belgian Presidency**

## Health-related needs as drivers for healthcare policy and innovation



# Conference programme

- Session 1      Assessing disease-specific health-related unmet needs:  
                         creating the evidence base
- Session 2      Steering innovation: smart research funding and regulatory incentives
- Session 3:      A needs-driven approach is a holistic approach
- Session 4:      Towards needs-driven health care systems

Closing session – High-level debate

Full report published: [EU presidency high-level conference: brochure & report \(health-needs.eu\)](https://health-needs.eu)



# Scientific evidence base

## Needs-driven system $\neq$ demand-driven system

- Move away from **supply-driven** approach and **emotions**

## Urgent **need for scientific evidence** on unmet health-related needs

- **Evidence-based choices** require evidence
- Regional **variations** in needs and hence possible solutions

## Rare diseases

- Rare  $\neq$  high unmet need
- Focus on rare diseases is a political choice

## Holistic approach

- medical needs  $\rightarrow$  health-related needs (incl psychosocial)
- physical diagnostic models not applicable to **mental health**



# Lifecycle approach

## Lifecycle approach is needed, involving

1. the **identification** of the highest unmet needs on the individual and on the societal level
2. the creation of **smart and predictable** incentives towards health technology developers to steer R&D activities towards the highest needs
3. approval and reimbursement processes that take **performance** of new products on these needs into account

## This requires a strong **collaboration** at the EU level:

- Identification of unmet needs in different regions / countries
- Focus on equity, rights, values
- Co-creation with patients, early engagement with patients: *“Patients often prefer management strategies over medication”*



# Paradigm shift regulatory decision // reimbursement decision (HTA)

## Evidence requirements

- Almost 60% of new drugs have not provided proof of added therapeutic value at MA (*Wieseler et al., BMJ, 2019*)  
→ better alignment of **evidentiary requirements** regulatory and HTA level needed
- Coordination of public funding of **research and solutions** to unmet needs

Regulatory barriers & inequalities → challenges to implementing solutions (e.g. orphan devices)

- Breaking the silos

Incentives pharma legislation, scientific policy, pricing and reimbursement to be improved to cost-effectiveness and evidence requirements

- maintaining **simplicity** in the system and **guiding** developers



# EU HTA Regulation

## Unmet needs in the EU HTA Regulation (clinical assessment only!):

- Art 7: criterion for **choosing medical devices** to be assessed
- Art 17: criterion for **selecting products for JSC** → discuss whether evidence going to be provided incorporates outcomes that address unmet needs
- Art 22: criterion for **identifying emerging health technologies**, with potential of doing **assessment early**
- Voluntary cooperation: how to assess “impact on patients, public health and healthcare systems”

... but no definition provided in the HTA Regulation



*“Gearing the system towards the most pressing needs is complex and we have to cope with an existing ecosystem. This won’t be easy as it involves complex ethical and conceptual issues, but it is badly needed.”*

*Minister F. Vandenbroucke*



# Council conclusions



# Council conclusions (9900/24)



Set up independent needs-evidence database, identifying patient and societal needs using scientific approach



Set up member-state driven mechanism for appraisal & prioritization of highest needs



Different types of (health) interventions may provide solutions to identified patient and societal needs



Use the evidence in research funding programmes, at EU and national level.



[https://data.consilium.europa.eu/  
doc/document/ST-9900-2024-  
INIT/en/pdf](https://data.consilium.europa.eu/doc/document/ST-9900-2024-INIT/en/pdf)

- For more information, please visit:  
<https://www.health-needs.eu>
- Irina.Cleemput@kce.fgov.be



# Thank you for your attention



The NEED team and its partners

