

Dear Sir or Madam,

Eucomed is the voice of the medical technology industry in Europe. Eucomed represents directly and indirectly 4500 designers, manufacturers and suppliers of medical technology used in the diagnosis, prevention, treatment and amelioration of disease and disability. Small and medium sized companies make up more than 80% of this sector. The European medical technology industry invests some €5.8 billion in R&D and employs near to 529,000 highly skilled workers. The mission of Eucomed is to improve patient and clinician access to modern, innovative and reliable medical technology.

The health workforce are the human face of health systems to the patient. To keep that close and human interaction, while at the same time dealing with the challenges facing future health systems, is indeed a puzzle we have to solve. We have increasing aging populations requiring more care and carers coupled with greater demands on controlling health budgets. Eucomed believes that one of the following are key components of a solution:

- Efficiency through investment in innovation
- Education of the health workforce

The challenge of providing the same or even better level of service with fewer resources is not a new one to society and is usually solved in the same way, by use of **innovative technology**. We all apply innovative technology - in our homes, in our cars, in the workplace and indeed we all walk around with the latest innovative technology in our mobile phones. All are aimed at making the passage of our daily lives easier in the face of increasing social and economic demands.

Properly applied, **investment in innovative medical technology** allows us to do more with less. Properly applied, innovative medical technology in prevention and patient care can help eliminate health worker's time spent on non-patient-value-add activities and allow more time for the vital patient-carer interaction. Technology can also be a multiplying factor; newer technology often allows more patients to be seen and treated in a given day, with the potential to vastly increase a hospital's efficiency. Investment in the application of innovative medical technology is often hampered by silo budgeting. A given technology may have an overall benefit to the patient and society in terms of reduced pain, reduced time in hospital, quicker recovery and an earlier return to productive life. But very often the costs are not calculated in the same way, with hospital budgets not being able to recover and justify the up-front investment in technology. For better efficiency and effectiveness we need to **change the way we view the cost benefit analysis and budgeting** within our future health systems.

Tied to this is a need to ensure correct and proper education of the health workforce in the use of medical technology. Untrained, health workers may often not use purchased technology – leaving it to gather dust on hospital shelves or not use it to its full potential. From a patient safety point of view, the better the

education the lower the risk 'use error' creating harm to the patient or indeed the user. It is evident, therefore, that **education in medical technology** and even we may add, **education on the latest available technology**, is another key component of a future sustainable workforce for health.

Thank you in advance for considering our comments.

Yours sincerely,

John Brennan

Director Regulatory Affairs

Eucomed

Place des Maieurs, 2

1150 Brussels

Tel: +32 2 775 92 32

Fax: +32 2 771 39 09

Mobile: +32 49 351 80 03

More on www.eucomed.org

This paper represents the views of its author on the subject. These views have not been adopted or in any way approved by the Commission and should not be relied upon as a statement of the Commission's or Health & Consumers DG's views. The European Commission does not guarantee the accuracy of the data included in this paper, nor does it accept responsibility for any use made thereof.