

« Business Models and Advanced Simulation for Sustainable Outcomes »

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Danielle Dupont, B.Pharm., Ph.D.

Chief Scientific Officer

Data Mining International



Dr Dipak Kalra

President, The EuroRec Institute

Professor of Health Informatics, UCL

Visiting Professor, University of Gent



Overview

- Adaptable approach
- Advanced simulation modelling
- Business Plan

Business Model Innovation

An Adaptable Approach



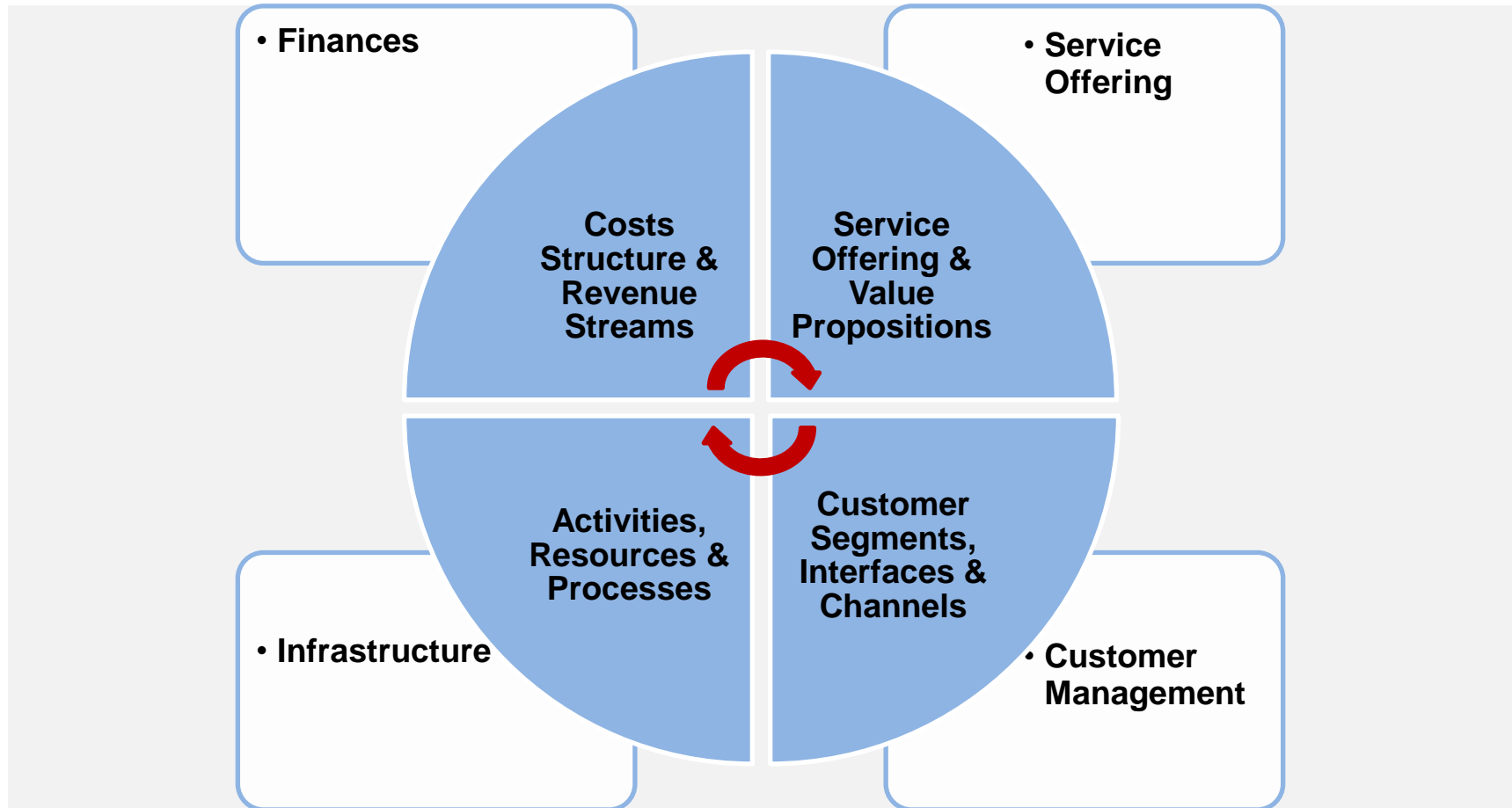
**Unmet Needs
Innovation**

**Business Model
Prototypes and
Advanced Simulation
Modelling**

**Sustainable Business
Model and
Business Plan**

Adaptable Business Model Approach

Business Model Template



Business Model Innovation

Advanced Simulation Modelling to Assist Funding Decisions

- **Cost-benefit assessment**

- Costs versus expected benefits compared to current practices
- Establishes the « value for money » of new services and interventions



- **Budget impact analysis**

- Projects the financial impact on primary payers versus current practices



- **Business model simulation**

- Forecasts the expenses and revenues related to a given business model
 - P&L (revenues minus expenses)
 - Profitability ratio (revenues divided by expenses)
 - Uses different time horizons



- **Robust uncertainty management**

- Monte-Carlo simulations
- Uses the full distribution of probabilities (minimum-maximum value ranges)
- Generates probabilities of success to support investment & funding decisions



Business Model Implementation

Strategic & Business Planning

