

Poland

Potential business figures in 5 years: Polish Healthcare system is under a transition phase due to its legislative changes and EU support. The government of Poland decided to increase healthcare spending from current 4.7% of GDP up to 6% of GDP 2024. The public sector is prioritizing to raise overall standard of the healthcare infrastructure and to eliminate operational inefficiencies in care provisions.

Typical buyer of health services: CEOs, Technical Directors of the hospitals, specialized clinics and senior house operators. Private sector is predominant in providing primary healthcare, outpatient care, rehabilitation, long-term care and spa care. The healthcare sector is dominated by public financing schemes, which accounts on average for 70% of total spending. System of Fundamental Hospital Care Coverage, commonly known as “Hospital Network” divides hospitals into six levels. These levels are financed by general budgets assigned to them by the National Health Fund.

Governmental or legislative climate to support new services/innovations on health: Healthcare sector is a top priority for the government and the country has developed innovation-friendly policies and incentives recently. In 2017 the bill on a “network of the hospitals” with guaranteed public funding and a new legislation on improving oncology reform package came into force. The package abolished the fund limits for diagnosis and treatment. In addition, new e-prescription and e-medical services were introduced.

Typical buying and/or acceptance process in the country for new solutions: Public entities make orders based on public procurement law and purchasing processes are decentralized. Every hospital is obliged to apply public procurement law. However, each hospital makes orders individually and there is no one decision centre. Private sector can freely choose and negotiate with suppliers. Foreign companies are well represented by Polish partners, who can support them building business relations and e.g. in tender competitions.

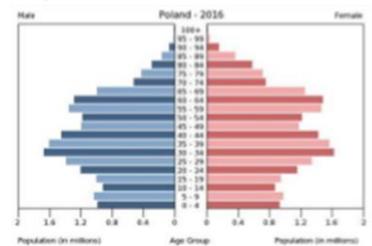
Opportunities for Finland: Modernization or construction of facilities, Hospital equipment, patient monitoring, infection preventative products and safety products, products that reduce hospital time, infections prevention & innovative solutions for e-health.

Regulation & Reimbursement environment: 97.9% of the population is covered by tax collected public health insurance contributions. The National Health Fund (NFZ) is the sole distributor of social security healthcare funds, purchasing services from hospitals and doctors. The state pays the health insurance premiums of small farmers.

Trends & Strategy: In Poland people aged 65+ will increase by 3 million in the coming 20 years, up to 8.5 million people.

Quick Facts about Poland

Population: 38 million
Life Expectancy: 77.95 years
GDP (PPP): \$1.19 trillion, per capita \$31,343
Official Languages: Polish
Physician density: 2.4 / 1000 pop.
Digitalization Maturity: 35th
DEI Index: 2.53/ Break out
Urbanization rate: 60.1%
Hospital Bed density: 6.5
Median age: 38.8
Health expenditure: 6.3% of GDP
Population Growth rate: 0.01%



Source: World Fact Book

National challenges:

Ischemic heart diseases, Stroke, Alzheimer's disease

Link to opportunities:

<https://bit.ly/2z0yutE>

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