

Lars Dahl Allerup (born 1976)

New Business Development Manager, The Capital Region of Denmark, www.regionh.dk

Lars Dahl Allerup is New Business Development Manager at Corporate Procurement in The Capital Region of Denmark - a group of 11 public hospitals (app. 8,500 beds) around the city of Copenhagen accounting for more than 30 % of the total Danish healthcare system. His responsibilities include innovation and business development within the group's procurement activities (EUR 1.5B / USD 1.7B / DKK 11.1B annual volume) as well as strategic partnerships within public-private innovation and Value Based Healthcare.

Lars Dahl Allerup has more than 15 years of experience in strategic procurement. Since 2007 he has been responsible for the procurement category of medical equipment to the hospitals around Copenhagen. Since 2008 Lars has also been leading the group's investment strategy for life science technology. His expertise lies in combining a very commercial approach with public procurement in healthcare. Lars holds further expertise in combining commercial, legal, technological, political and clinical insights.

In 2017 Lars Dahl Allerup founded a new pioneering unit within the group's department of corporate procurement. A unit that since the summer of 2017 has focused its activities on projects which expand public-private innovation and Value Based Healthcare. Whilst being both highly commercial, agile and strategic the new unit is committed to add value to the patient pathway. Within its first 12 months the unit has initiated, funded and partly realized 7 large-scale projects within public-private innovation. The new unit is planning to double the current portfolio by adding another 7 projects in 2019/2020.

Lars Dahl Allerup is an experienced key-note speaker and he has delivered presentations at several national and international conferences and roundtables. He has also provided strategic advice and consulting ideas to both multinational medtech corporations, domestic SMEs, public authorities abroad as well as partnering with the Ministry of Foreign Affairs of Denmark to attract foreign investments. Lars is a leading promoter of Value-Based Procurement and internationally acclaimed for pioneering Next-Generation Public Procurement to leverage healthcare innovation. Lars is actively involved in the medtech start-up industry and he holds various positions on advisory boards within Value-Based Procurement and the life science environment:

- The national board of healthcare innovation in Denmark (Danish Regions)
- Texas-Denmark BioBridge - strategic alliance, Danish Ministry of Foreign Affairs
- Health Tech Hub Copenhagen - www.healthtechhub.org
- The partnership for innovative healthcare procurement - Danish Ministry of Industry, Business & Financial Affairs