



OPEN MARKET CONSULTATION WORKSHOP

24TH May 2017

Murcia



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Welcome and introduction: Goal of the day

proEmpower and main challenges and scope

Procurement of Innovation and tender Process

Next steps



Gorka Sánchez_SMS

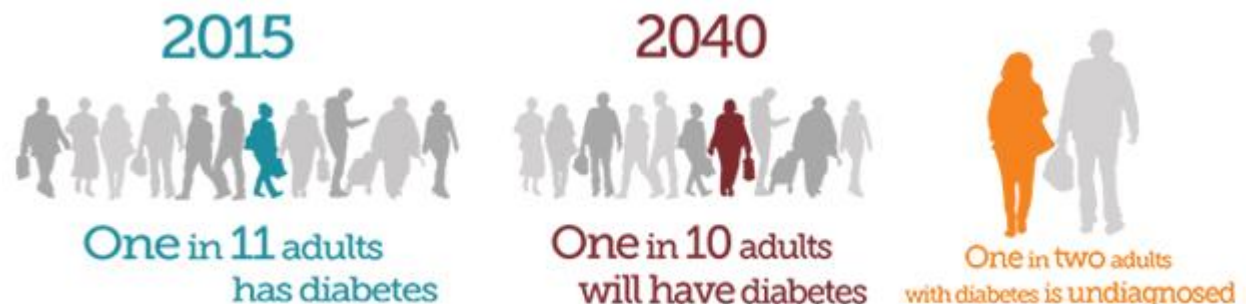


Pilar López Acuña_FFIS

proEmpower: main challenges

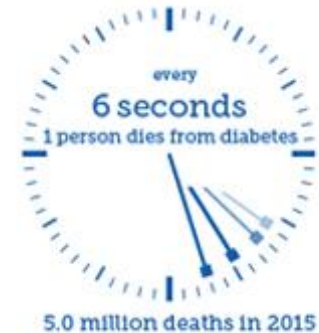
Why diabetes?

- The procurers' care systems are facing an increasing prevalence of diabetes. The disease is expected to grow globally from 8.8% in 2015 to 10.4% in 2040 if no effective counter measures are put in place.
 - Diabetes is seen more and more in younger years...
 - ...but is also increasing among older people, with the age group 80+ seeing a strong onset of diabetes.



The costs of diabetes

- The costs associated with diabetes include increased use of health services, loss of productivity and disability.
 - As a result, diabetes imposes a large economic burden on individuals and families, national health systems and countries.
 - Diabetes treatment accounts for 12% of healthcare spending.



proEmpower: Procuring innovative ICT for patient empowerment and self-management for type 2 diabetes mellitus

- **Call:** H2020-SC1-2016-CNECT
- **Topic:** SC1-PM-12-2016_PCP eHealth innovation in empowering the patient
- **Starting:** 1-10-2016
- **Duration:** 42 months



proEmpower is initiative aiming to procure €3M on a personalised diabetes management solution to support patients with Diabetes Mellitus type 2



Turkey



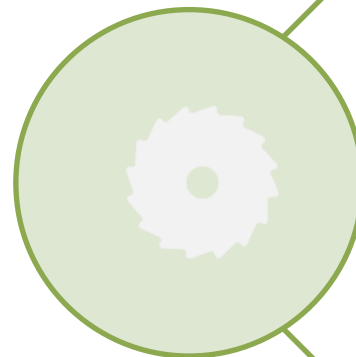
Campania
(Italy)



Portugal



Murcia (Spain)



The instrument to jointly purchase the technology is Pre-commercial Procurement (PCP)

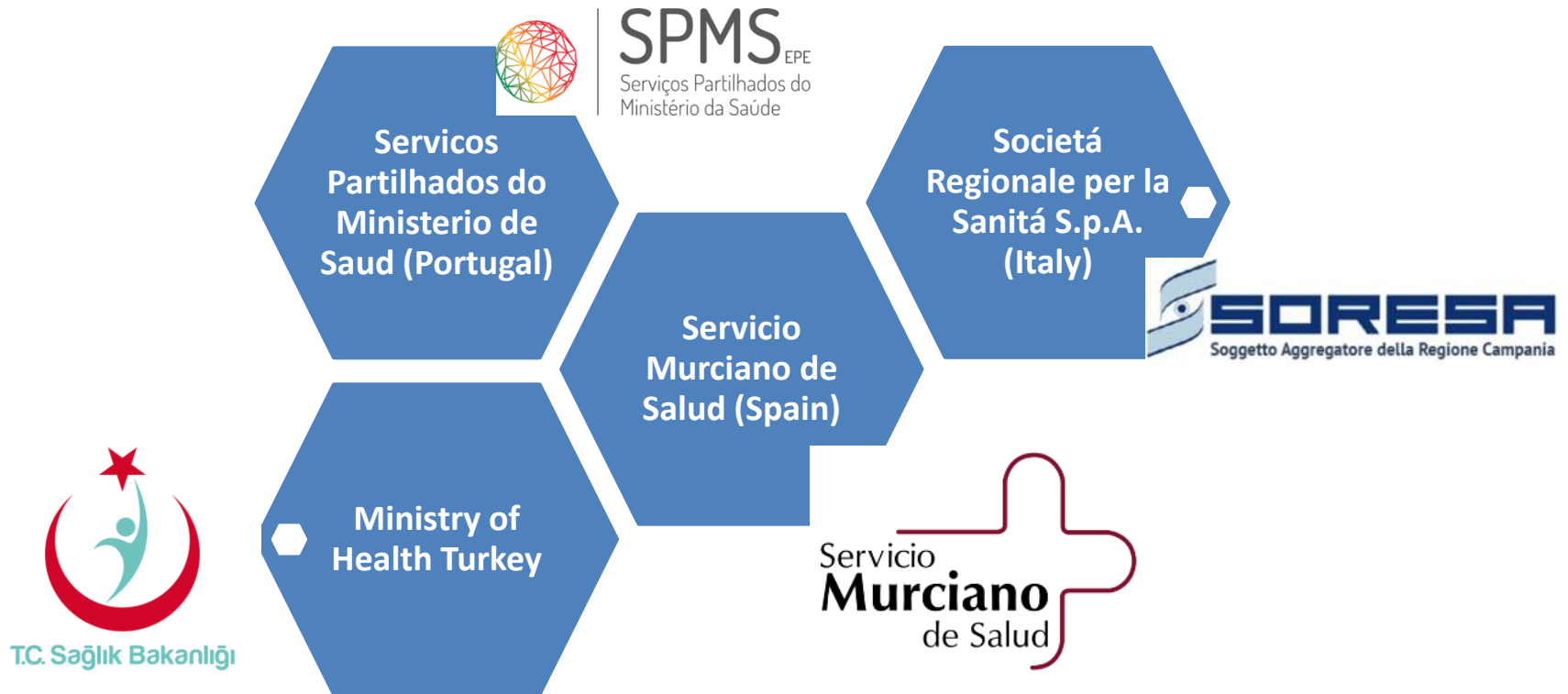
Who we are: partnership



A map of Europe serves as the background, with various partner logos overlaid. The logos are:

- empirica**: A white box with the word "empirica" in black lowercase letters, positioned over Germany.
- SPMS**: A red-bordered box containing a colorful globe icon and the text "SPMS EPE Serviços Partilhados do Ministério da Saúde".
- santa casa da misericórdia AMADOR**: A logo with blue and green stylized letters and the text "santa casa da misericórdia AMADOR".
- Servicio Murciano de Salud**: A red-bordered box containing a white cross icon and the text "Servicio Murciano de Salud".
- Fundación para la Formación e Investigación Sanitarias de la Región de Murcia**: A logo with red and blue squares and the text "Fundación para la Formación e Investigación Sanitarias de la Región de Murcia".
- +tcbiomed**: A logo with a green plus sign and the text "+tcbiomed".
- SORESA**: A red-bordered box containing a blue eye icon and the text "SORESA Soggetto Aggregatore della Regione Campania".
- TC Sağlık Bakanlığı**: A red-bordered box containing a red crescent and star icon and the text "TC Sağlık Bakanlığı".
- Azienda ospedaliera universitaria Federico II**: A logo with a building icon and the text "Azienda ospedaliera universitaria Federico II".
- Stipendium Salernitanum**: A circular logo with a crown and the text "HIPPOCRATICA CIVITAS STIPENDIUM SALERNITANUM".

Who we are: proEmpower Procurers



POTENTIAL MARKET: 12 million type 2 diabetes patients



Gorka Sánchez_SMS

proEmpower: main challenges



Pilar López Acuña_FFIS

The unmet need

Healthcare systems world-wide are re-active and fragmented

Personalised care

Multi-disciplinary care

Overreliance on pharmacotherapy is proving insufficient

Lacking patient ownership

Person-centred care

Self-management support

Changing life style & nutrition effectively impedes diabetes

Ineffectiveness of current treatment of diabetes patients

Early detection

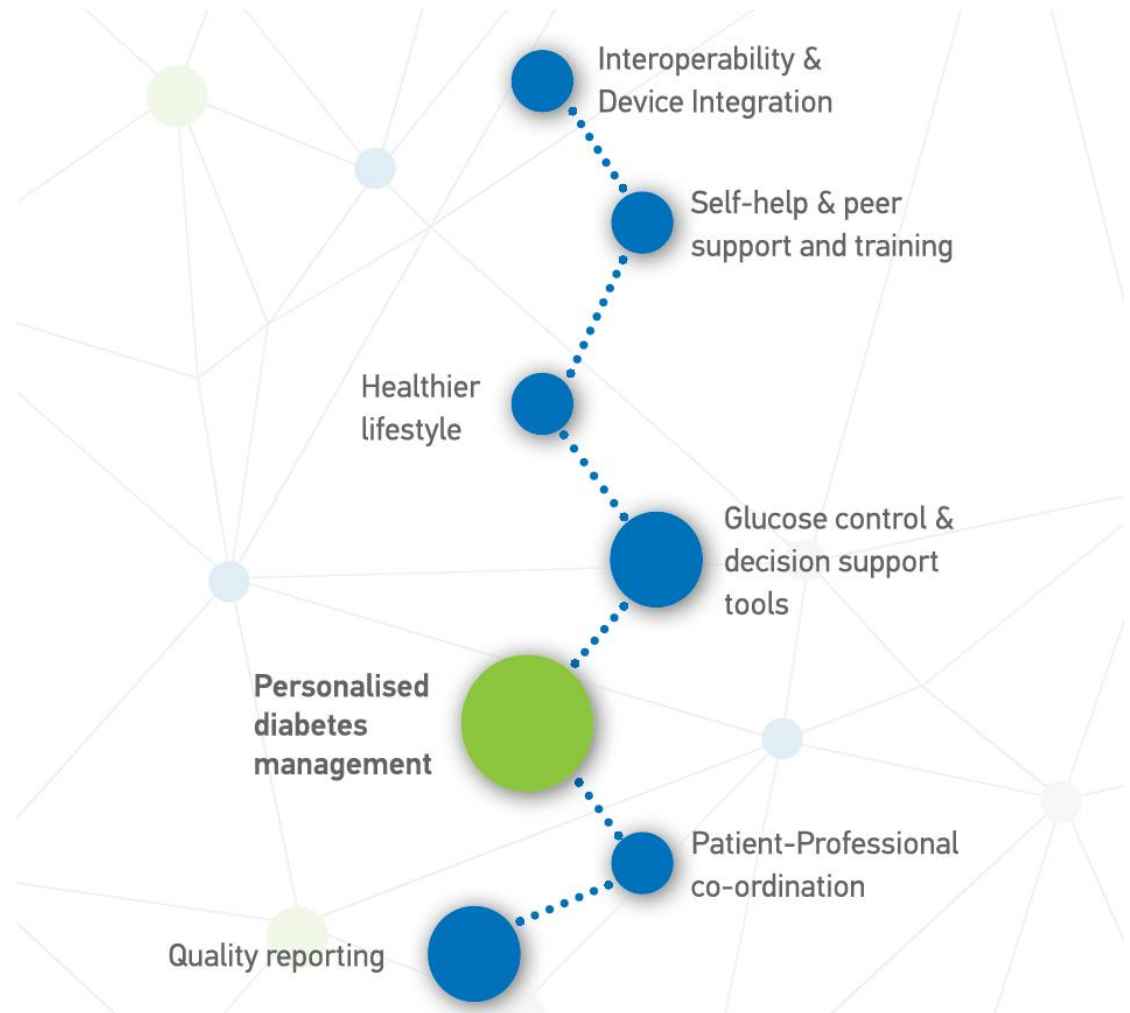
Personalised decision support

A learning healthcare system

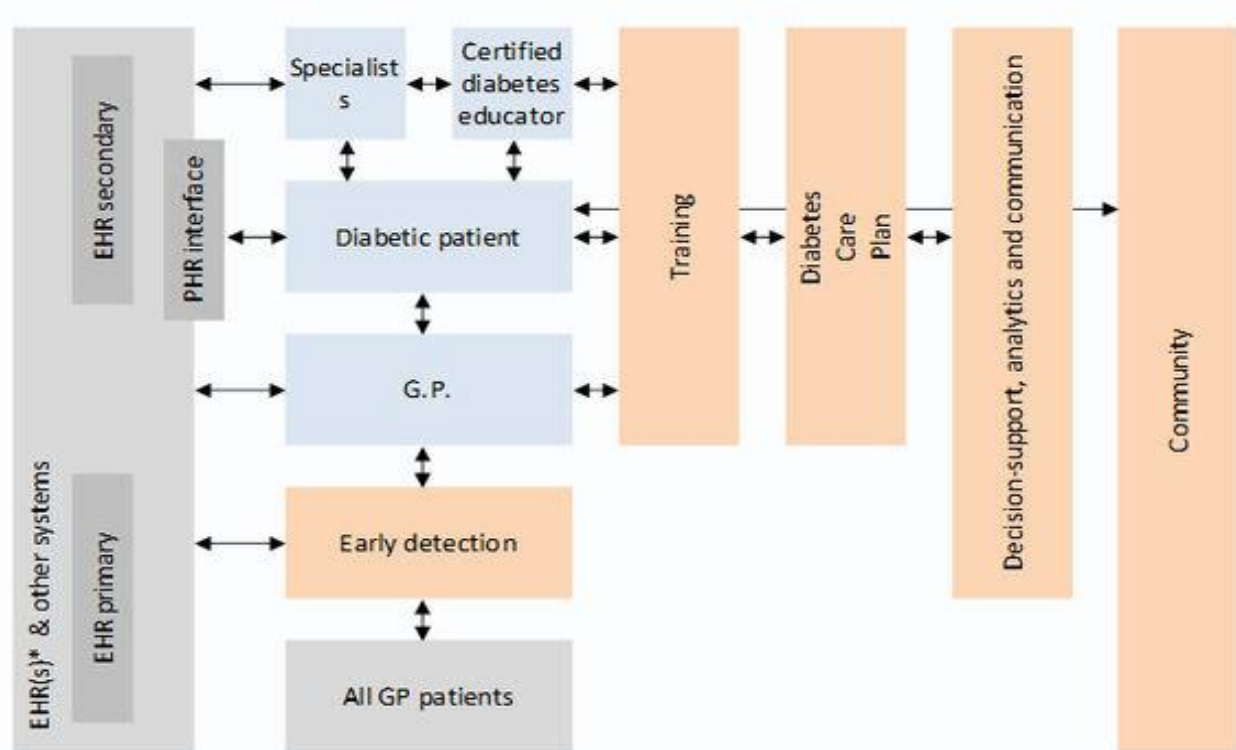
To provide continuous diabetes self-management ICT solution that will make person-centred care a reality, considering all aspects of care

to procure an integrated ICT solution for diabetes self-management which should be offered to the procurers as a managed service.

The solution must address the following building blocks of diabetes management



Key aspects and actors of the envisioned proEmpower solution



** There might only be one EHR for both primary and secondary care
e.g. Turkey – e-Nabiz, Murcia – OMI for primary, SELENE for hospital care*

Aspects, for which suppliers need to develop solutions

Existing infrastructure, knowledge or setting

Actors

ANY
QUESTIONS
?



Key concepts about Pre-Commercial Procurement

Jorge Gonzalez_Director of TICBioMed

- **TICBioMed** is a **business association** that promotes digital health across Europe.
- **Support partner** in proEmpower in charge of **dissemination**. We are not a Procurer.
- TICBioMed members do not get special advantages or treatment in proEmpower.
- We participate in other EU projects, mainly delivering **business support** (business modelling, access to private finance, commercialization, legal®ulatory)
- Subscribe to our [mailing list](#) for more opportunities.

What is PCP?



- **Pre-Commercial Procurement (PCP)** is an instrument of public procurement of **Research and Development (R&D)** services when there are no fitting market solutions (unmet need).
- **Public procurers** act as **demanding customers of technology** that promote the **development and testing** of new solutions.
- The **European Commission** is supporting PCP as a tool to stimulate innovation.

Benefits for procurers: Foster of innovation



Enables the **public sector** to steer the development of new solutions tailored to its **unmet needs**



Encourages **new innovative players** (e.g. startups, SMEs) to co-create marketable solutions



Allows **patients** to be empowered through targeted technology design. |

Benefits for vendors: a business opportunity



R&D funded by the potential customers



vendors get access to customers and
can tailor their product to their needs



Testing of innovative ideas under
REAL WORLD conditions



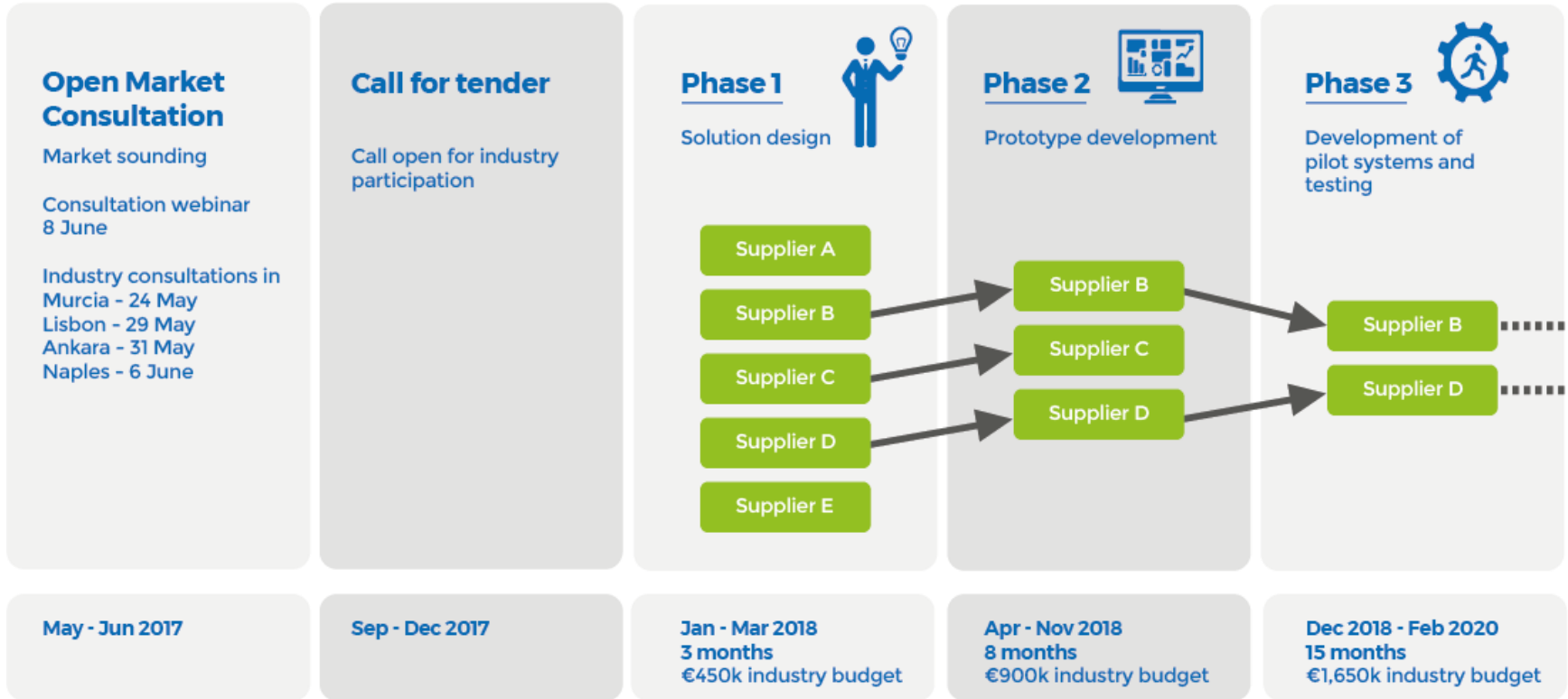
Suppliers retain **IPR ownership**



The proEmpower PCP

Jorge Gonzalez_Director of TICBioMed

How does PCP work?



Phase 1

Solution design



Supplier A

Supplier B

Supplier C

Supplier D

Supplier E

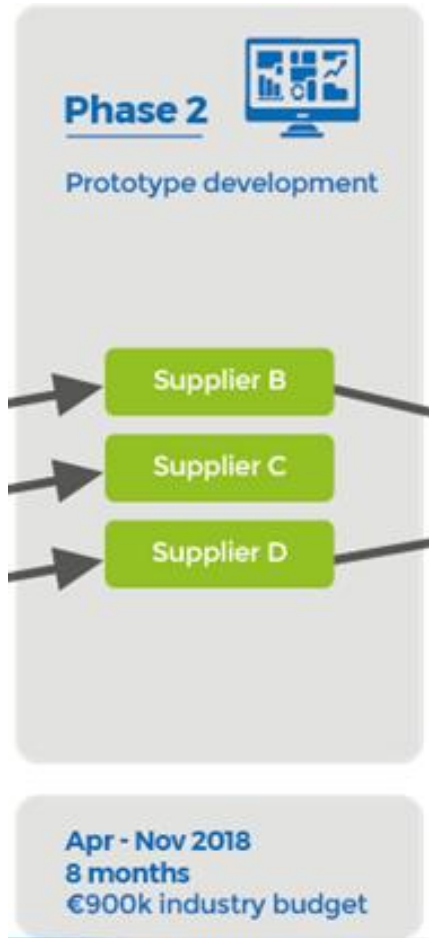
Jan - Mar 2018

3 months

€450k industry budget

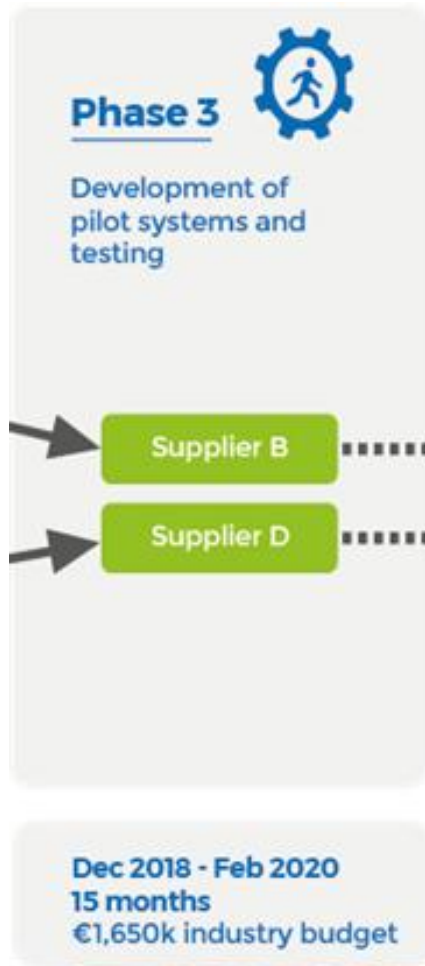
Phase 1: Concept design, solution architecture and technical specifications

- **Develop a feasibility study** of selected technologies to verify technical, economic and organizational feasibility.
- **Expected output** : report describing the results of the feasibility study and the conclusions for the start of the development activities in Phase 2.
- **3 months**
- Budget up to **€450,000**
- The solutions which have the highest evaluation score exceeding a threshold are selected by the procurers group for the next phase.



Phase 2: Development of prototype systems

- **Develop the most promising ideas into well-defined prototypes**
- **Expected output :**
 - Prototype specification
 - Prototype demonstration
 - Plan for development of a limited volume of solutions for field-testing
 - Updated cost/benefits forecast including a preliminary business plan
- **8 months**
- Budget up to **€900,000**
- The solutions which have the highest evaluation score by the procurement team are selected for the next phase.



Phase 3: Development and testing of pilot systems

- **Implement and assess the prototypes in real world conditions**
- **Expected output:**
 - Implementation in the 4 testing sites
 - Overall assessment and success verification
 - Updated cost/benefits forecast, including a preliminary business plan
- **15 months**
- Budget up to **€1,650,000**
- **Maximum tenders awarded: 2**



Phase 4: Commercialization

- **OUT of the scope of the proEmpower project**
- **Choice of the procurer:**
 - It is up to each public body to decide whether to do a commercial procurement
 - To be decided after the project outcomes are assessed.
- Since the companies retain the IP rights they are free to commercialize to other potential customers.



The process

Jorge Gonzalez_Director of TICBioMed

Submission of offers

- **Electronic submission** (via proEmpower Website)

- **Different sections:**
 - ADMINISTRATIVE
 - TECHNICAL (plan, innovation, pre-existing rights, business plan, risk assessment and risk mitigation strategy, etc.)
 - FINANCIAL

- **3 months** to submit offers

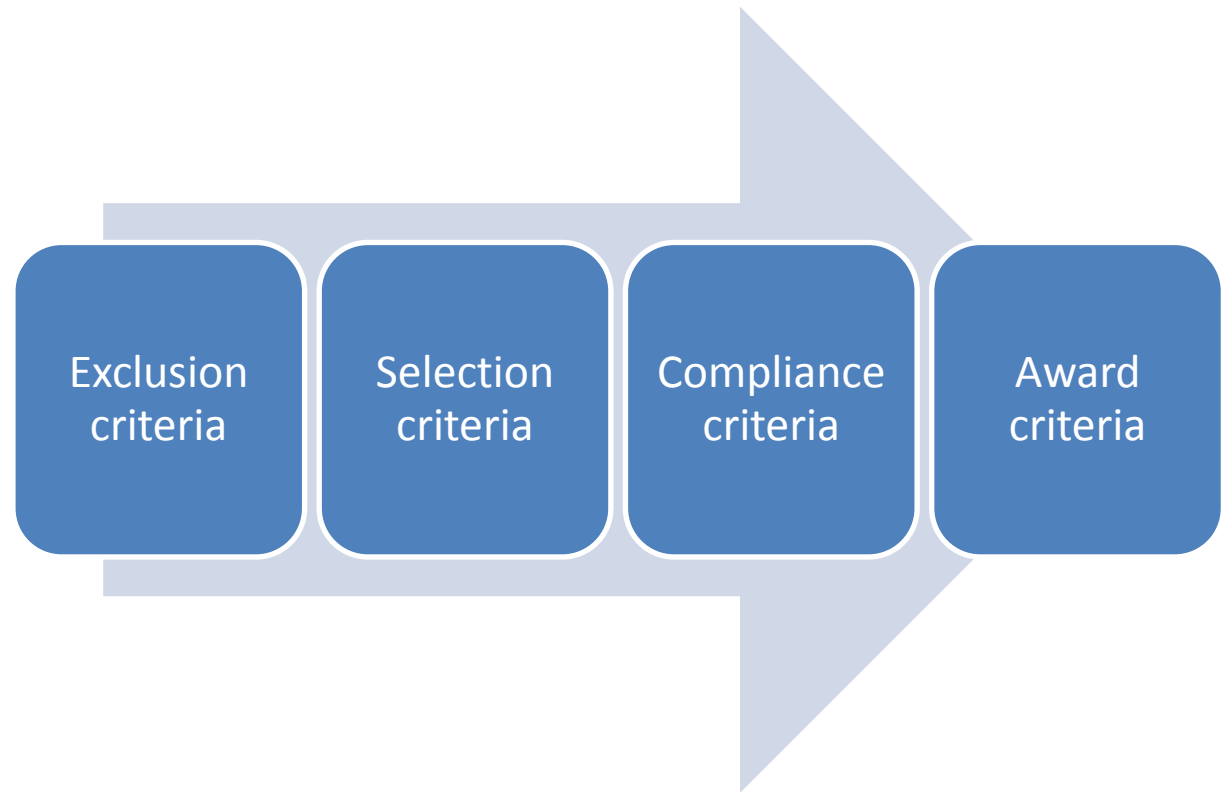
- Official language is **ENGLISH**

Under discussion

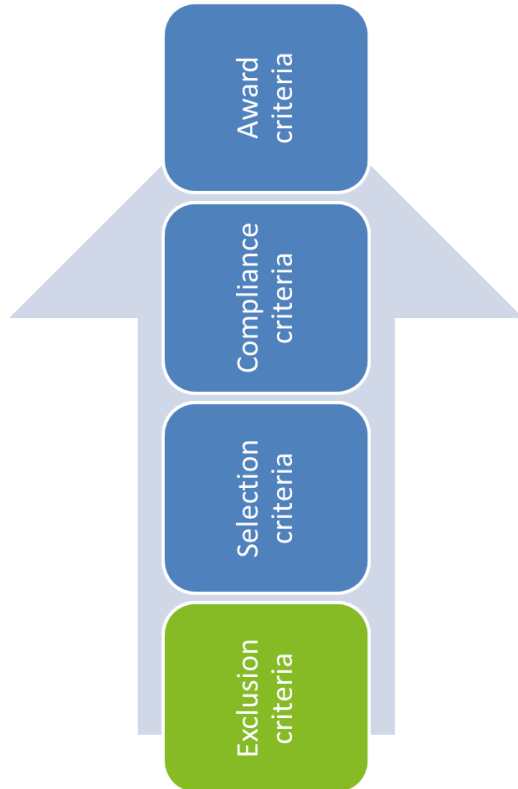
Elegibility

- Open to **all types of operators** (companies or other type of legal entities) regardless of their size or governance structure.
- **Single entity** or **joint tender offer** (consortia)
- The organisation or consortia of organisations from industry and research must be able to **cover the whole continuous diabetes management solution.**
- Participation in the **open market consultation** is not a condition for submitting a tender

Evaluation process



Exclusion criteria

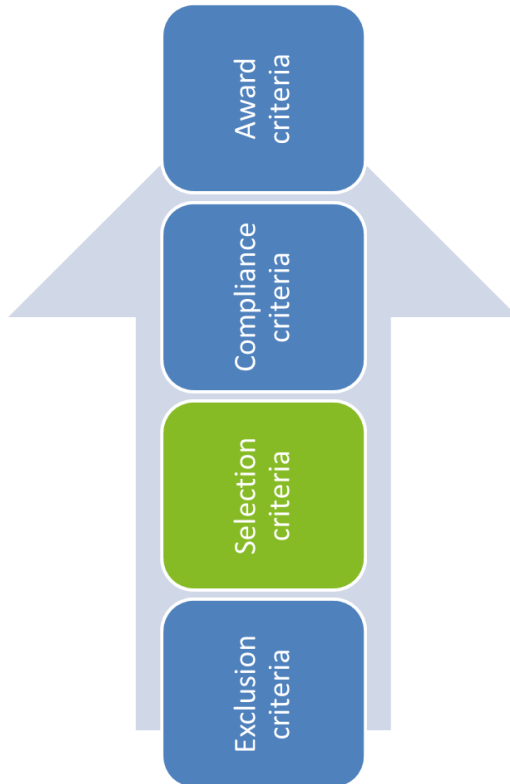


Standard **exclusion criteria** as in most public tenders:

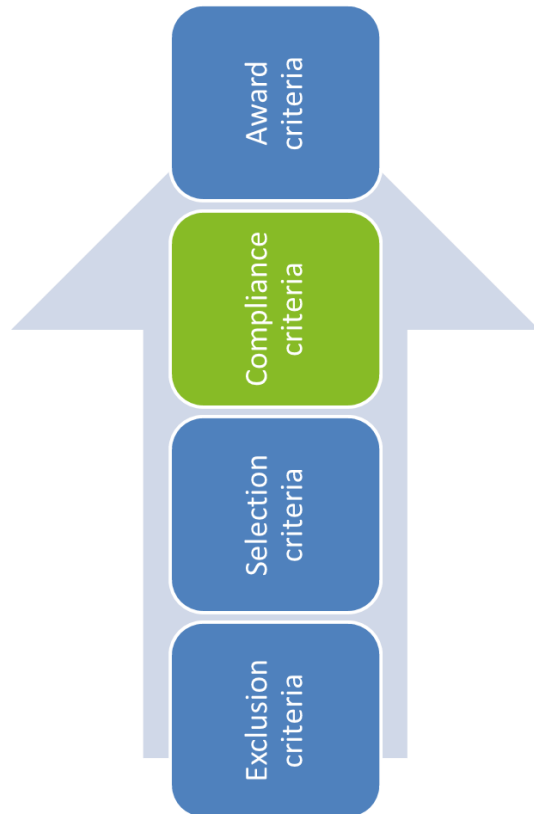
- Bankruptcy
- Conflict of interest
- No conviction for an offence relating to professional practice
- Professional misconduct
- Fulfil obligations relating to tax, etc.

Selection criteria

Under discussion



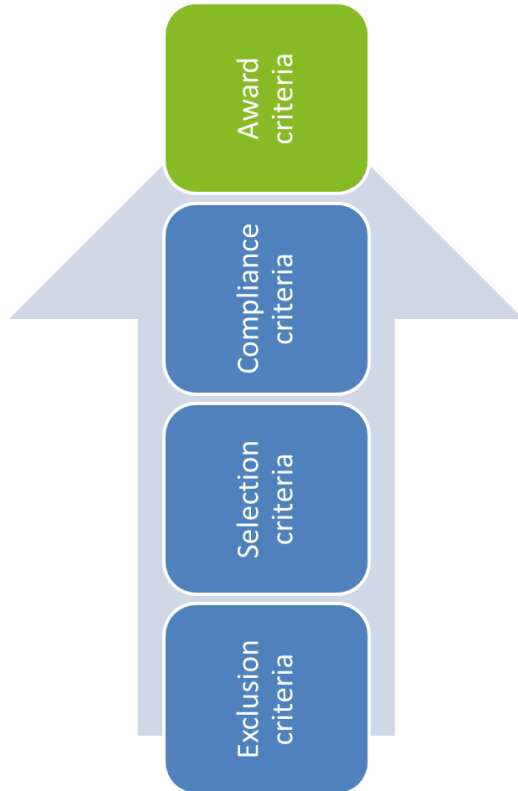
- **Ability to perform the R&D**, i.e. the development of a solution that meet the requirements from design to implementation.
- Capacity to **commercially exploit** the results of the PCP
- **Financial and organizational structures:** A minimum of liabilities, etc.



- Aligned with the definition of **R&D services** ([EU R&D and Innovation state aid framework](#))
- Not-compatible with other public financing:
Double funding is not acceptable
- Place of performance of the contract : **at least minimum of 50 % of R&D** performed in EU Members States or H2020 associated countries
- Ethics and research integrity
- Security
- Usability and Interoperability

Award criteria

Under discussion



- Technical quality criteria
- Business Plan
- Expected impact
- Price

Ensure best value for money: It is NOT permitted to use either:

- lowest price as the sole criteria, without taking quality into account,
- or highest quality as the sole criteria, without taking price into account.

- **Contracting:** framework agreement with specific contracts in each phase.
- **Monitoring:** During each phase, contract implementation will be monitored periodically and reviewed against the expected outcomes (milestones, deliverables and output or results) for the phases.
- **Completion criteria:**
 - ***Satisfactory completion of milestones and deliverables: Requirement for payment***
 - ***Successful completion: Prerequisite for passing from one phase to the next.***

Declaration of pre-existing rights (Background)

- Remain UNCHANGED by the PCP, but should be listed in the offer.

Ownership of results (Foreground)

- Each contractor keeps ownership of the IPRs attached to the results generated during the PCP implementation.

BUYERS GROUP have the right to:

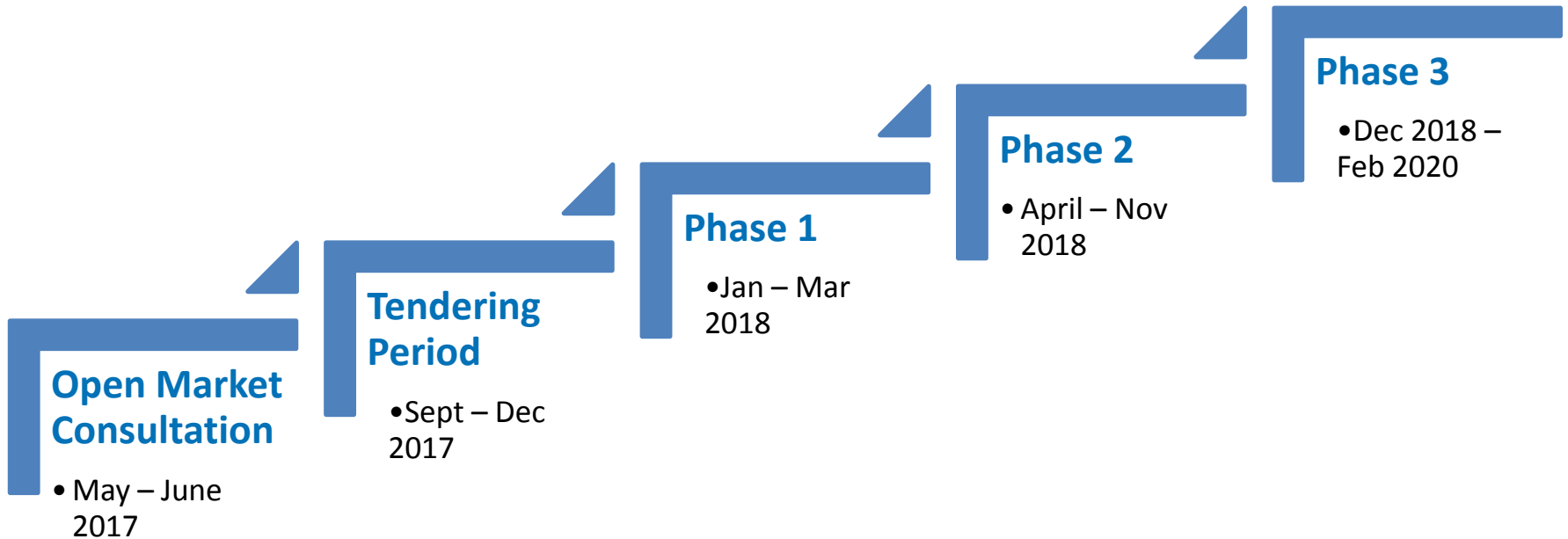
- Grant (or to require the contractors to grant) non-exclusive licences to third parties to exploit the results under fair and reasonable conditions (without the right to sub-license)



Timeline and next steps

Jorge Gonzalez_Director of TICBioMed

Timeline



- The first month in each of the phases will be devoted to evaluation
- Dates are subject to approval from the EC

Creation of a competitive consortium



We encourage companies that cannot cover the whole proEmpower solution to **team up with other companies.**



Fill out the **Market Consultation questionnaire** to get support for your partner search

<http://proempower-pcp.eu/market-consultation/matchmaking-find-partners.html>

For more information



T.C. Sağlık Bakanlığı

- Ministry of Health of Turkey acting as **lead procurer** representing the 4 procurers.
- **All information** related to proEmpower tender will be available at:
<http://proempower-pcp.eu/call-for-tender.html>
- **Channels to ask** any related tender question will be available ay proEmpower website
- Mail to vendors@proempower-pcp.eu

ANY
QUESTIONS
?



Thank you for your attention!

www.proempower-pcp.eu



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