

Open Market Consultation

June 2021



Open Market Consultation Thessaloniki

June 17, 2021 1:00 pm local time



www.incareheart.eu



Incareheart has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 965134.

Housekeeping rules



This session will be entirely recorded and published on the INCAREHEART channels.



All participants except speakers and moderators will be **muted by default**.



Feel free to post your questions in the **zoom “questions and answers” box**



If you would like to speak, raise your hand and wait for the moderator to give you the floor

Objectives



- 1** Introduce the INCAREHEART project and the Call for Tenders
- 2** Explain the Pre-Commercial Procurement (PCP) mechanism
- 3** Consult with potential suppliers the draft specifications
- 4** Facilitate the establishment of partnerships

Presenters



Konstantinos Michailidis

Director

Innovation and
Entrepreneurship Directorate

Region of Central Macedonia



Manthos Didaggelos

Cardiologist

A' Cardiological Clinic

AHEPA University Hospital



Vassilis Tsanidis Dr. Jur

Senior Policy Officer

Innovation and
Entrepreneurship Directorate

Region of Central Macedonia

Agenda



1. WELCOME & INTRODUCTION

2. MAIN CHALLENGES & SCOPE

QUESTIONS

3. PRE-COMMERCIAL PROCUREMENT AS A TOOL

4. INCAREHEART PCP PHASES

5. NEXT STEPS

QUESTIONS

1 IN BRIEF





Konstantinos MICHAILIDIS

Director

Innovation and Entrepreneurship

Directorate

Chronic Heart Failure (CHF)



15 million people
living with CHF in Europe

4% to 10%
hospital death rates

\$108 billion p.a.
managing heart failure costs

“

GOAL



To procure R&D services that delivers an ICT-enabled integrated care solution to effectively support the management of a multidisciplinary care and support model for people living with Chronic Heart Failure



MINISTRY OF HEALTH

Turkey



REGION OF CENTRAL MACEDONIA

Greece



**UNIVERSITÀ DEGLI STUDI DI NAPOLI
FEDERICO II**

Italy



**SANTA CASA DA MISERICORDIA DA
AMADORA**

Portugal



REGION JÄMTLAND HÄRJEDALEN (LEAD PROCURER)

Sweden

5 procurers

1,320,000
people living with heart failure

€4,650,000
for procurement



EMPIRICA



TICBIOMED



INTERNATIONAL FOUNDATION FOR
INTEGRATED CARE

3 supporting
organisations

Supported by an Advisory Board

2 CHALLENGES & SCOPE



Manthos DIDAGGELOS

Cardiologist

AHEPA University Hospital

Aim of the procurement



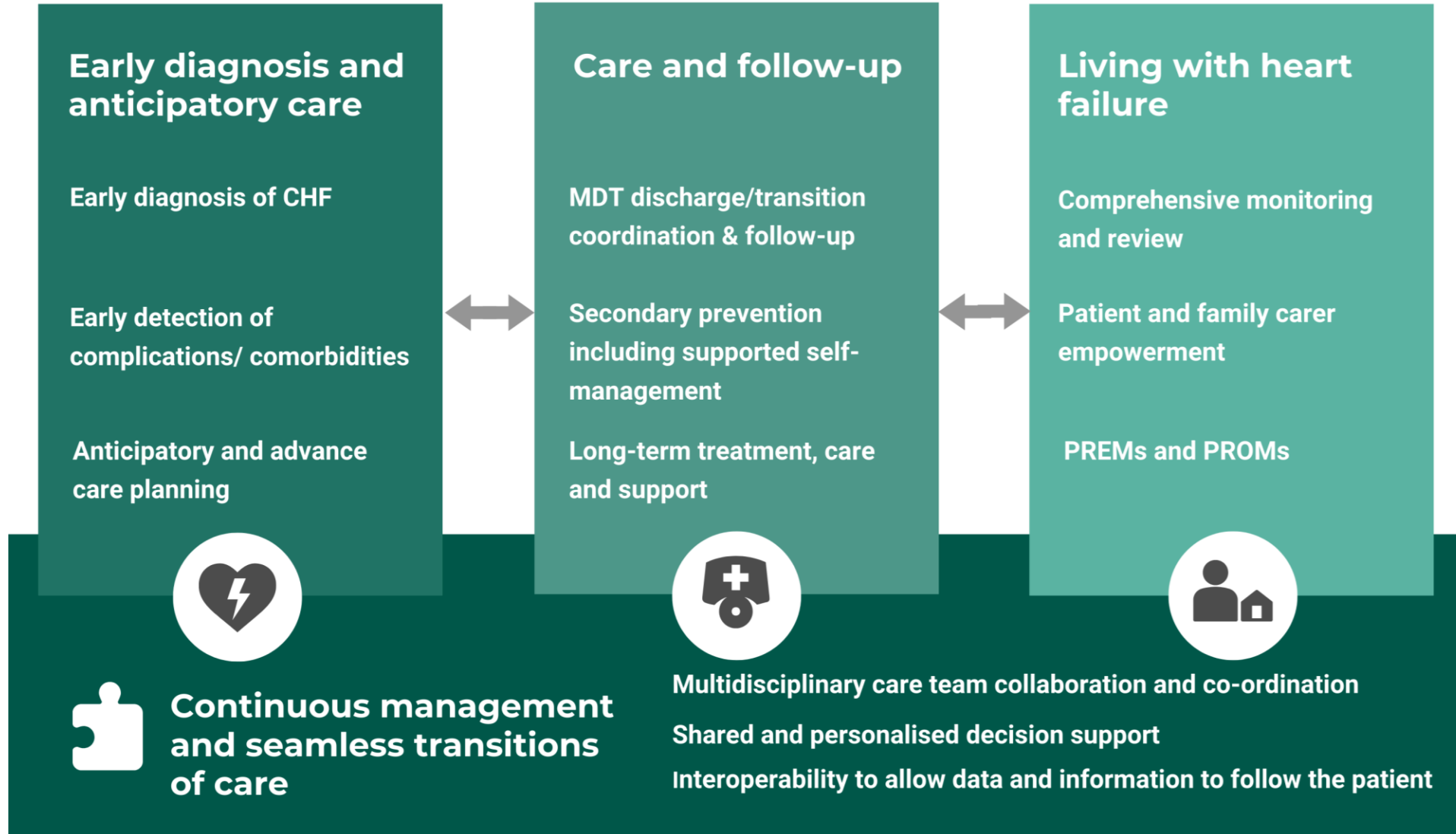
TO ADDRESS UNMET NEEDS

of the procurers relating to
different aspects (building
blocks) of chronic heart
failure

INTEGRATED SOLUTIONS

there are individual
solutions for some of these
blocks, but the procurers
have showed that **there is
no solution currently
available on the market
that integrates seamlessly
all blocks** and is
interoperable with the
procurers' existing systems

INCAREHEART building blocks



INCAREHEART solution



The INCAREHEART solution shall enable procurers to provide better health and care for CHF patients with a special focus on...

Radical improvement of the **hospital discharge processes** and other care transitions

Profound increase of collaboration efficiency and **improvement of patient experiences**

Tailored provision of secondary **prevention measures**

Patients being able to access their **telehealth records** and communicate with their healthcare professionals regardless of device is important

Digitally enabled real **patient empowerment** and self-management support

Innovative performance monitoring, including new ways of **PREMs and PROMs** collection

Solution target users



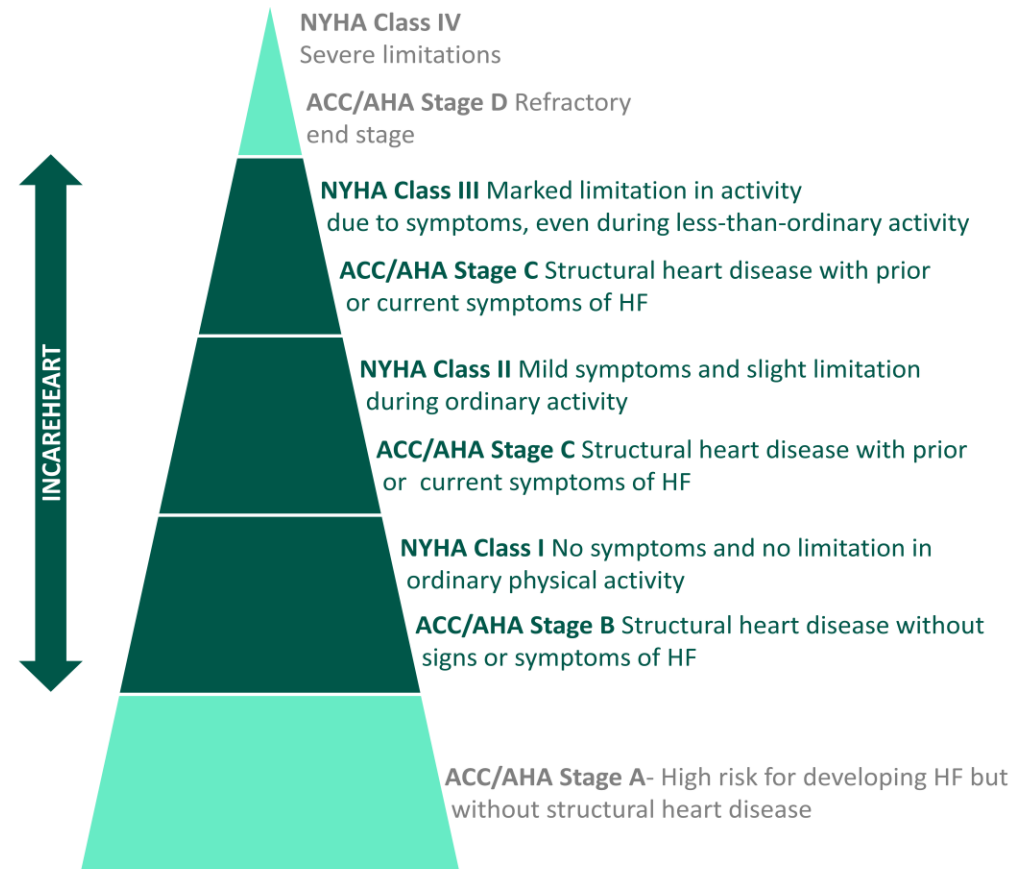
PATIENTS

FAMILY CARERS

HEALTH & SOCIAL CARE
PROFESSIONALS

DECISION MAKERS

Stratification of the heart failure population (according to
NYHA classification and ACC/AHA)



Towards a common specification of needs



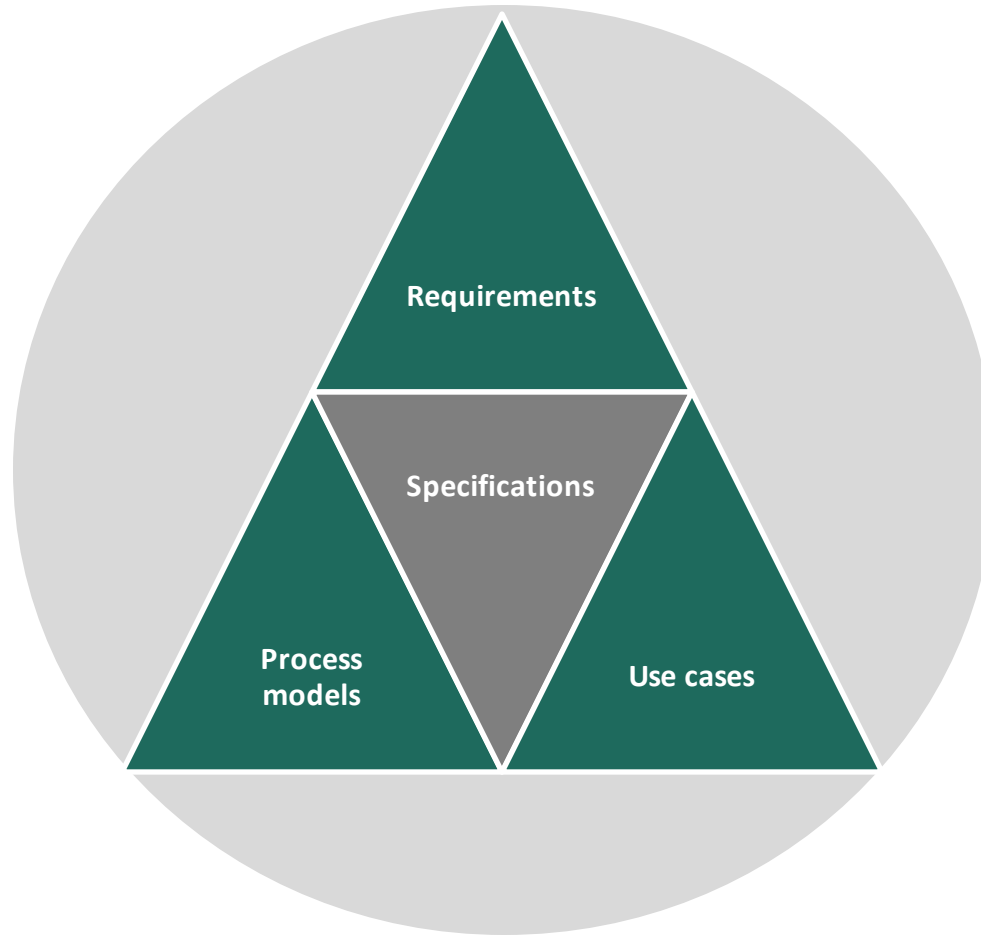
**INCAREHEART
procurers**



Supporting partners



**Advisory
Board**



Suppliers



**External
procurers**



**NOW IT'S YOUR
TURN!**

- OMC events
- OMC questionnaire
- Email

Draft requirements and use cases available online

UC1: CHF early detection

UC2: Enrolling people with CHF, the MDT care team and carers/family members

UC3: Supporting empowerment & self-management of the person living with CHF and their family carers

UC4: Optimising cardiac rehabilitation and treatment adherence

UC5: Ensuring seamless transitions of care and support

UC6: Treatment adjustment

UC7: Slow or no internet connection

UC8: Regular MDT assessment

UC9: Multidisciplinary team decision support

UC10: Early detection of complications and co-morbidities

UC11: Interoperability

Read the scope document for the Open Market Consultation



DO YOU HAVE ANY
QUESTIONS?



3 PCP AS A TOOL





Vassilis TSANIDIS Dr. Jur

Senior Policy Officer

Innovation and
Entrepreneurship Directorate

Innovation procurement

Innovation procurement happens when public procurers procure the development (PCP) or deployment (PPI) of pioneering innovative solutions to address specific mid-to-long-term public-sector needs

- **Pre-Commercial Procurement (PCP)** is the procurement of R&D services to develop pioneering innovative solutions, before they are commercially available
- **Public Procurement of Innovative solutions (PPI)** happens when the public sector uses its purchasing power to act as early adopter of innovative solutions which are not yet available on large scale commercial basis

Pre-Commercial Procurement

A win-win for demand & supply

Benefits for procurers (demand)

- Public sector buys R&D services to **steer development of solutions to its needs**
- Gather knowledge about **pros/cons of alternative solutions** to avoid supplier lock-in later.
- PCP generates several solutions, ensuring creativeness and innovativeness, and enables the procurers to **select the best option**
- Public procurers can drive **innovation from the demand side**

Benefits for suppliers (supply)

- Creates opportunities for companies to **gain leadership in a sector or enter new markets**
- Suppliers **retain IPR ownership rights** and can exploit the solution beyond the PCP while procurers keep limited usage and licensing rights.
- Testing of innovative ideas under **real world conditions**
- Demand-driven innovation helps **shortening time-to-market** for innovative products/services

What former procurers say



“

PCP is very effective in closing the innovation gap
[...] and it brings experts to stimulate innovation
[...] Now, we're doing also a PPI to deploy THALEA's
solutions

Extracted from the EAFIP video [THALEA PCP Telemedicine for Intensive Care Units \(Public procurer\)](#)

What former suppliers say



“

It prepares you for an international network and
there are funds provided [...]

Winning this challenge increased our credibility
towards other hospitals. We're doing a lot of
business development now. We're in talks with 4
different hospitals interested in a similar solution.

Extracted from the EAFIP video [THALEA PCP Telemedicine \(Supplier\)](#)



INCAREHEART

4

INCAREHEART PCP PHASES & TENDER PROCESS

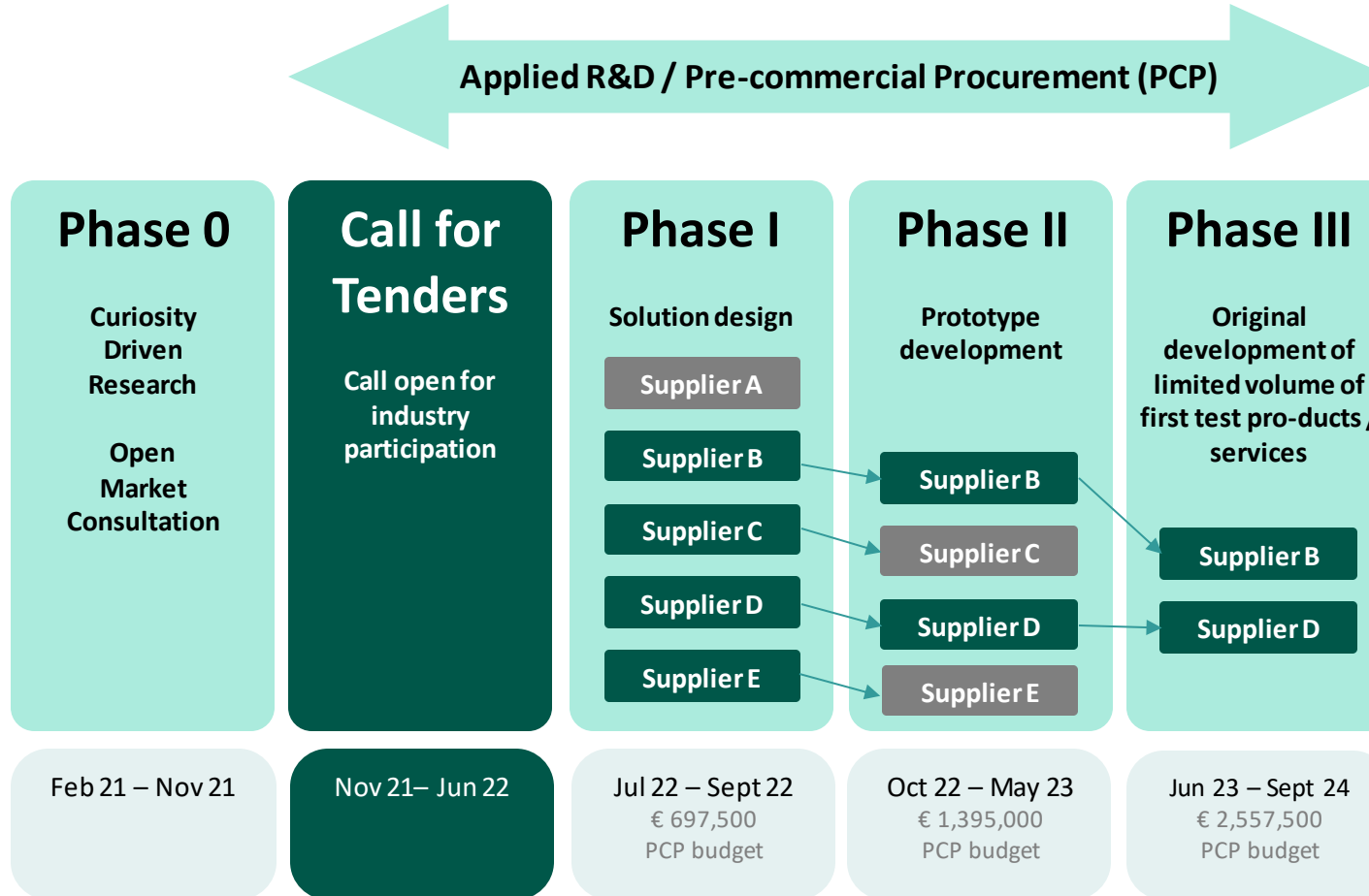


Vassilis TSANIDIS Dr. Jur

Senior Policy Officer

Innovation and
Entrepreneurship Directorate

Overview – phases, timeline, budget



- ▶ Lead Procurer: RJH, overall co-ordination of the procurers, acting on their behalf vis-à-vis the suppliers
- ▶ Procurers (also Buyers Group: RJH, UNINA, SCMA, RCM, MOH)
- ▶ Suppliers (later Contractors) = organisations or consortia competing in the PCP process

Phase I

Concept design, solution architecture and technical specifications based on procurers' requirements, use cases and process models

Phase I

Solution design

Supplier A

Supplier B

Supplier C

Supplier D

Supplier E

Jul '22 – Sept '22
€ 697,500
PCP budget

- ▶ 5 suppliers expected to be awarded [minimum of 3]
- ▶ **Expected output:**
 - Detailed report describing the solution and a detailed plan for the prototyping and testing activities in Phases II & III.
- ▶ **3 months**
- ▶ Maximum phase total budget: **€697,500**
 - The offers are ranked according to **quality – price ratio**
 - Contracts are awarded **until the remaining budget for that phase is insufficient** to fund the next best tender

Phase II

Development of prototype systems in two iterations

Phase II

Prototype
development

Supplier B

Supplier C

Supplier D

Supplier E

Oct '22 – May '23
€ 1,395,000
PCP budget

- ▶ 4 suppliers expected to be awarded [minimum of 3]
- ▶ **Expected output:**
 - Prototype specification (v1)
 - Prototype demonstration (v2)
 - Plan for development of a limited volume of solutions for field-testing
 - Updated cost/benefits forecast including a preliminary business plan
- **8 months**
- Maximum phase total budget: **€1,395,000**
 - The offers are ranked according to **quality – price ratio**
 - Contracts are awarded **until the remaining budget for that phase is insufficient** to fund the next best tender

Phase III

Final development and testing of a limited volume of services in real world conditions

Phase III

Original development of limited volume of first test products / services

Supplier B

Supplier D

Jun 23 – Sept 24
€ 2,557,500
PCP budget

- ▶ 2 suppliers expected to be awarded [minimum of 2]
- ▶ **Expected output:**
 - Implementation in 5 testing sites
 - Overall assessment and success verification
 - Updated cost/benefits forecast, including a preliminary business plan
- **16 months**
- Maximum phase total budget: **€2,557,500**
 - The offers are ranked according to **quality – price ratio**
 - Contracts are awarded **until the remaining budget for that phase is insufficient** to fund the next best tender

Tendering process



Submission of tenders

ELECTRONIC
SUBMISSION
(**VIA EMAIL**)

**DIFFERENT
SECTIONS**
ADMINISTRATIVE
TECHNICAL
FINANCIAL

5 MONTHS TO
SUBMIT
OFFERS (TBC)

OFFICIAL
LANGUAGE IS
ENGLISH

Eligibility and evaluation criteria

- 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**
If the proposal covers all the requirements
- OMC participation is **voluntary**
Participation in the open market consultation
is not a condition for submitting a tender
- Exclusion, selection, compliance
and award criteria are **yet to be
developed**
- Quality-price ratio will put a focus
on **quality**



Quality / price ratio example

A weight of 80/20 is given to quality and price, respectively

**Score
for
tender**



Cheapest
Price/Price of
tender X



100



Price
weighting
(20%)



Total quality
score (out of
100) for all
award criteria
of tender x



Quality criteria
weighting
(80 %)

The tender ranked first after applying the formula will be awarded the contract

Contract, monitoring and payments



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

Intellectual property rights

SUPPLIERS KEEP OWNERSHIP OF THE INTELLECTUAL PROPERTY RIGHTS

attached to the results generated
during the PCP implementation

A FINANCIAL COMPENSATION

is to be calculated in the financial
section of the tender. The **actual
price** is the price quoted by the
supplier.

The **market price** is the price that
the supplier would have quoted

VAT

- The procurement budget is centralised with the Lead Procurer (RJH). RJH is entitled to a deduction for input VAT. **Suppliers from Sweden** uses national VAT procedures
- **Suppliers from EU member states:** Invoicing without VAT using the reverse charge procedure. RJHs full data and VAT number must be included. Suppliers VAT number must appear.
- **Suppliers from third countries:** VAT is calculated and reported by RJH. If the supplier upon import is obliged to report VAT according to the rules of the home country and the invoice contains VAT, that VAT is non-deductible in Sweden. Instead, VAT amount is to be considered as a cost of the service
- Tenderers to calculate if their net amount + VAT is still under or equal to the ceiling amount, and not higher. Example: Budget procured 100, suppliers VAT 20 %, max. value of the service without VAT is 83,3.

5

OMC & NEXT STEPS



Vassilis TSANIDIS Dr. Jur

Senior Policy Officer

Innovation and
Entrepreneurship Directorate

Why an Open Market Consultation?



The OMC aims to bring the market perspective to a procurement process



It helps the procurers to prepare an effective pro-innovation tendering approach



It enables the suppliers to work in advance and prepare competitive offers.



() Participation in the Open Market Consultation is not a prerequisite nor gives any advantage for the Call for Tenders*

OMC activities

June to August 2021



Local events

Each INCAREHEART procurer offers an event in their local language



International Event

29th June. Webinar in English for market players in addition to the local events.



OMC questionnaire

For market players to let us know about their experiences, existing solutions and further feedback on the PCP scope.



Matchmaking

To facilitate the creation of competitive consortia among potential suppliers



Innovative ICT-enabled integrated care solutions
to advance multidisciplinary health and care for
patients with chronic heart failure

**OMC
Jämtland**

June 10, 2021

**OMC
Turkey**

June 15, 2021

**OMC
Naples**

June 15, 2021

**OMC
Thessaloniki**

June 17, 2021

**OMC
Lisbon**

June 18, 2021

**OMC
International**

June 29, 2021

We are aiming to improve the requirements with your feedback prior to the call launch

Complete the OMC questionnaire and let us know your thoughts!

QUESTIONNAIRE

SCOPE DOCUMENT

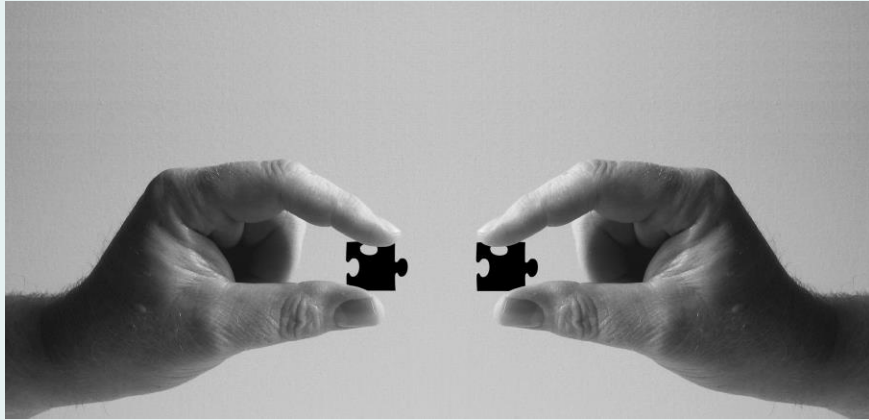


Obtain market feedback

Key for the procurement success

Creation of a competitive consortium

We encourage suppliers that cannot cover the whole INCAREHEART solution to team up with other organisations.



MATCHMAKING TOOL

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

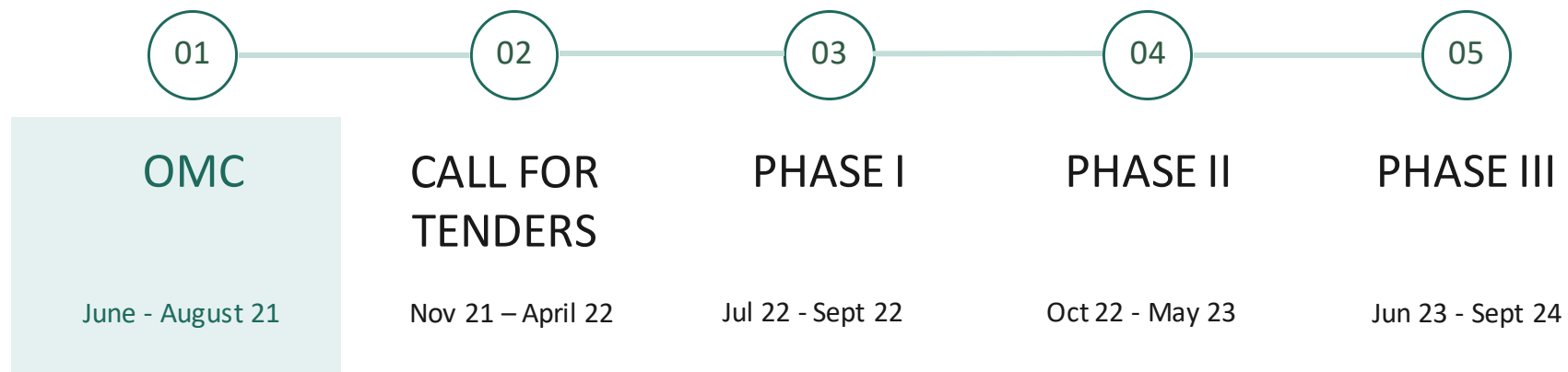


PITCHING AT THE INTERNATIONAL WEBINAR

Participate in Breakout Room 1 to meet other suppliers / organisations looking for partners

Our Roadmap

Tentative timeline





CONTACT

ALL INFORMATION RELATED
TO THE INCAREHEART CALL
WILL BE AVAILABLE AT

incareheart.eu

ALL QUESTIONS SHOULD BE
ADDRESSED TO

suppliers@incareheart.eu



DO YOU HAVE ANY
QUESTIONS?





THANKS

www.incareheart.eu
[@incareheart](https://twitter.com/incareheart)

#ChronicHeartFailure
#digitalhealth
#Horizon2020