Open Market Consultation

June 2021

INCAREHEART

Open Market Consultation Jämtland, Sweden

June 10, 2021 09:00-11:00 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

Agenda

INCAREHEART

1. WELCOME & INTRODUCTION
2. MAIN CHALLENGES & SCOPE
3. PRE-COMMERCIAL PROCUREMENT AS A TOOL
   - QUESTIONS
4. INCAREHEART PCP PHASES
5. NEXT STEPS
   - REFLECTIONS

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

Ioannis Amarantidis

Horizon Grants Expert

RJH R&D ProjectCentre

Mikael Lilja

Clinical Manager

RJH R&D ProjectCentre

Marie Sherman

Strategist
ProjectCentre Manager

RJH R&D ProjectCentre

Klaus Piesche

Senior Consultant

EMPIRICA

Myriam Martin

Project Management

TICBIOMED

1 MAIN CHALLENGES & SCOPE

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Ioannis Amarantidis

Horizon Grants Expert

REGION JÄMTLAND HÄRJEDALEN

Chronic Heart Failure (CHF)

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15 million people

living with CHF in Europe

4% to 10%

hospital death rates

€ 108 billion

managing heart failure annual costs

“ GOAL

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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

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REGION JÄMTLAND HÄRJEDALEN (LEAD PROCURER)

Sweden

REGION OF CENTRAL MACEDONIA

Greece

UNIVERSITÀ DEGLI STUDI DI NAPOLI FEDERICO II

Italy

SANTA CASA DA MISERICORDIA DA AMADORA

Portugal

MINISTRY OF HEALTH

Turkey

5 procurers

1,320,000

people living with heart failure

€4,650,000

for procurement

Source: https://flickr.com/ (Labelled for non-commercial reuse)

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EMPIRICA

TICBIOMED

INTERNATIONAL FOUNDATION FOR INTEGRATED CARE

3 supporting organisations

Supported by an Advisory Board

Mikael Lilja

Clinical Manager

REGION JÄMTLAND HÄRJEDALEN

Aim of the procurement

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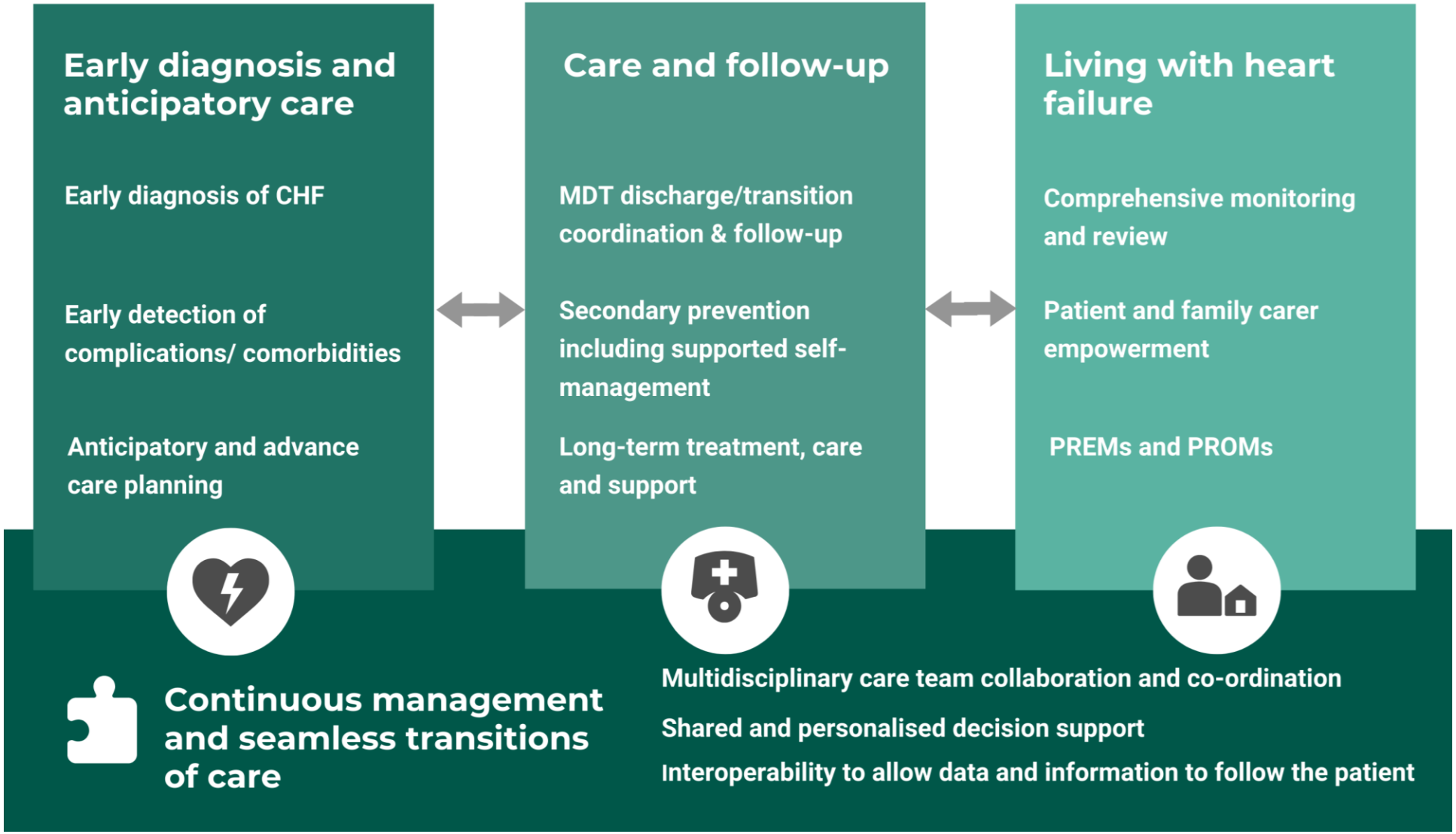
TO ADDRESS UNMET NEEDS

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

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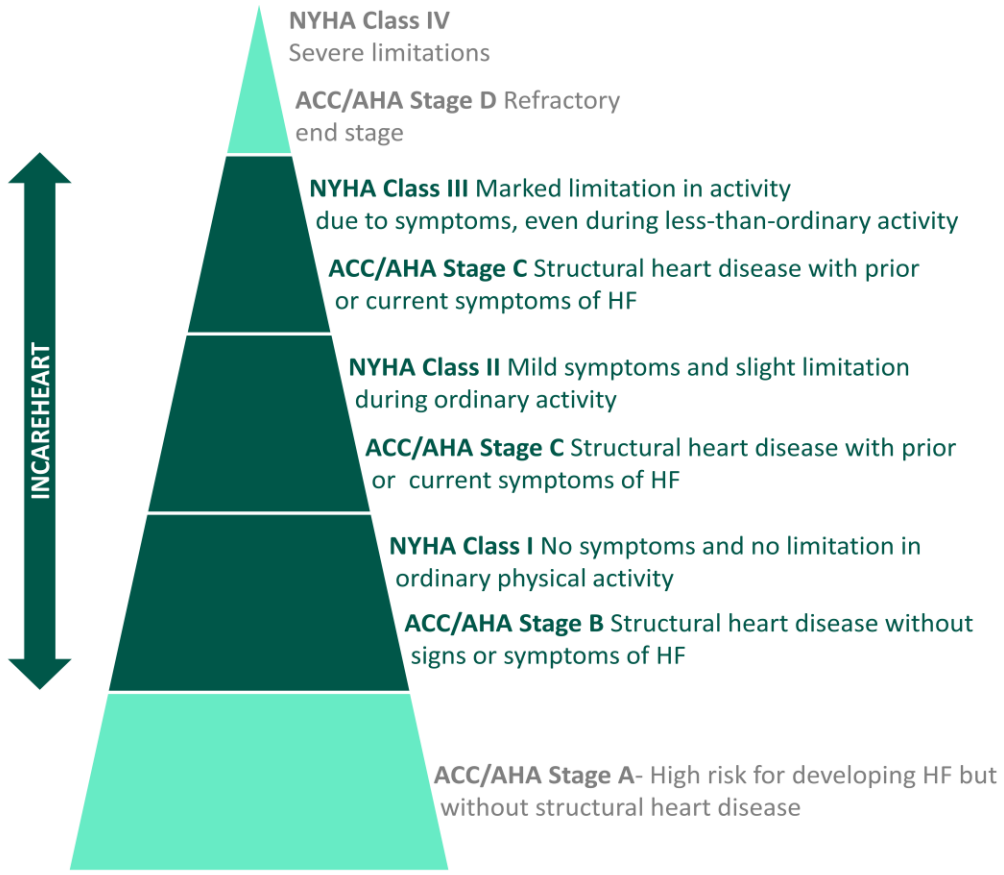
PATIENTS

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

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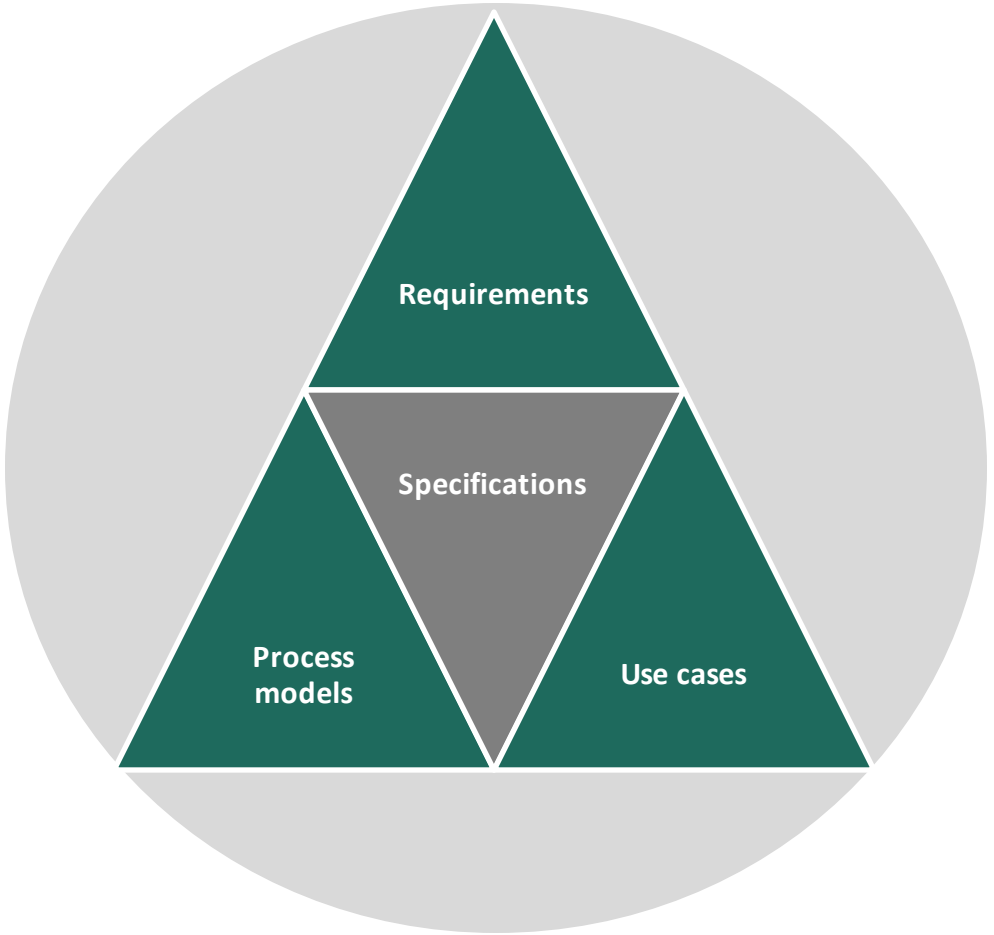
INCAREHEART procurers

Supporting partners

Advisory Board



Suppliers

External procurers

NOW IT'S YOUR TURN!

- OMC events
- OMC questionnaire
- Email

Draft requirements and use cases available online

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- 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

3 PCP AS A TOOL

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Klaus Piesche

Senior Consultant

EMPIRICA

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

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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

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“

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)

DO YOU HAVE ANY QUESTIONS?

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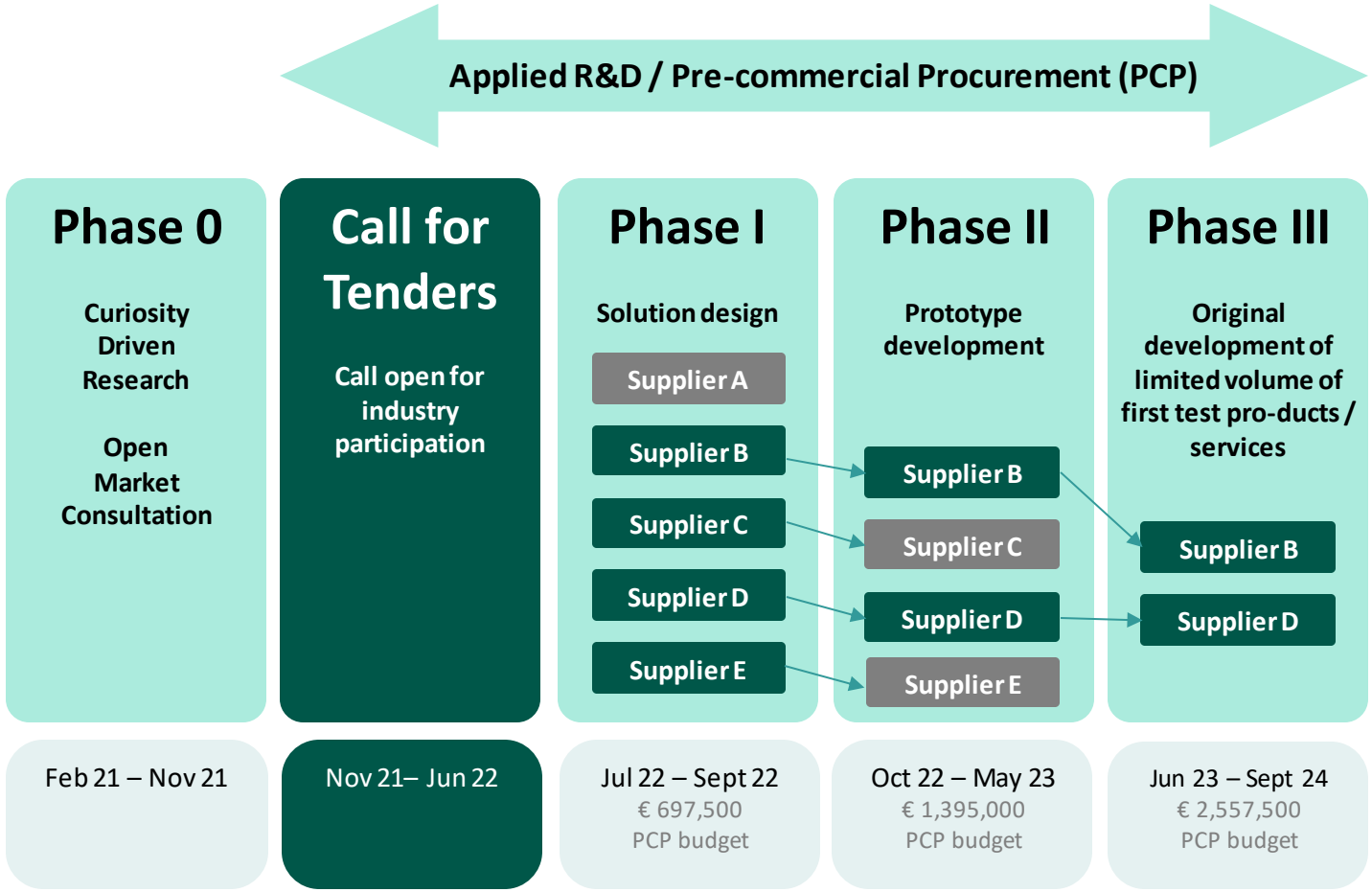
4 INCAREHEART PCP PHASES & TENDER PROCESS

Klaus Piesche

Senior Consultant

EMPIRICA

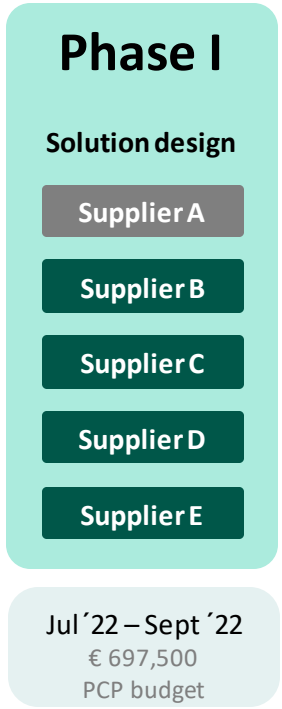
Overview – phases, timeline, budget



- 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



- **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 contract 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 contract 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 pro-ducts / 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 contract the next best tender

Tendering process

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Submission of tenders

ELECTRONIC SUBMISSION (**VIA EMAIL**)

DIFFERENT SECTIONS
ADMINISTRATIVE
TECHNICAL
FINANCIAL

5 MONTHS TO SUBMIT OFFERS (TBC)

OFFICIAL LANGUAGE IS **ENGLISH**

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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 critera weighting (80 %)

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

This formula is only an example, and it may or may not be used in INCAREHEART.

Contract, monitoring and payments

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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 IPRs

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 (I)

- The procurement budget is centralised with the Lead Procurer (RJH).
  RJH is entitled to a deduction for input VAT.

- **Suppliers from Sweden** use 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.

VAT (II)

- The procurement budget is centralised with the Lead Procurer (RJH).
- **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. Example: Budget procured 120k, suppliers VAT 20 %, max. value of the service without VAT is 100k.

5 OMC & NEXT STEPS

Myriam Martin

Head of Project Management

TICBIOMED

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.

INCAREHEART

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

OMC Jämtland	OMC Turkey	OMC Naples	OMC Thessaloniki	OMC Lisbon	OMC International
June 10, 2021	June 15, 2021	June 15, 2021	June 17, 2021	June 18, 2021	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

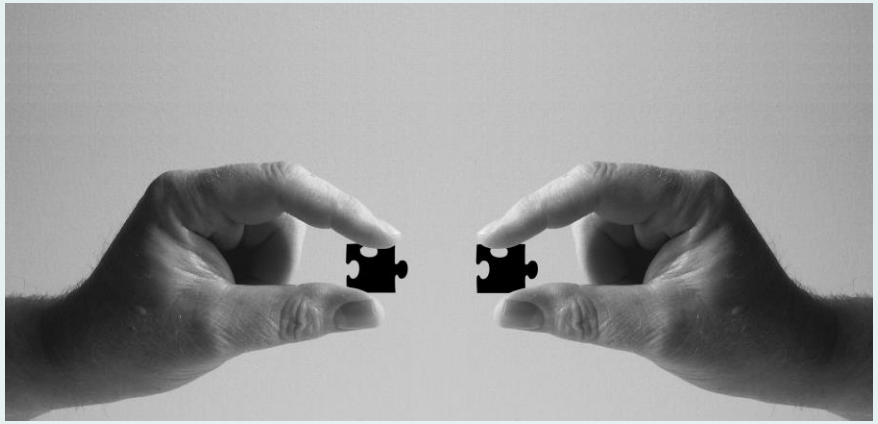
SCOPE DOCUMENT

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

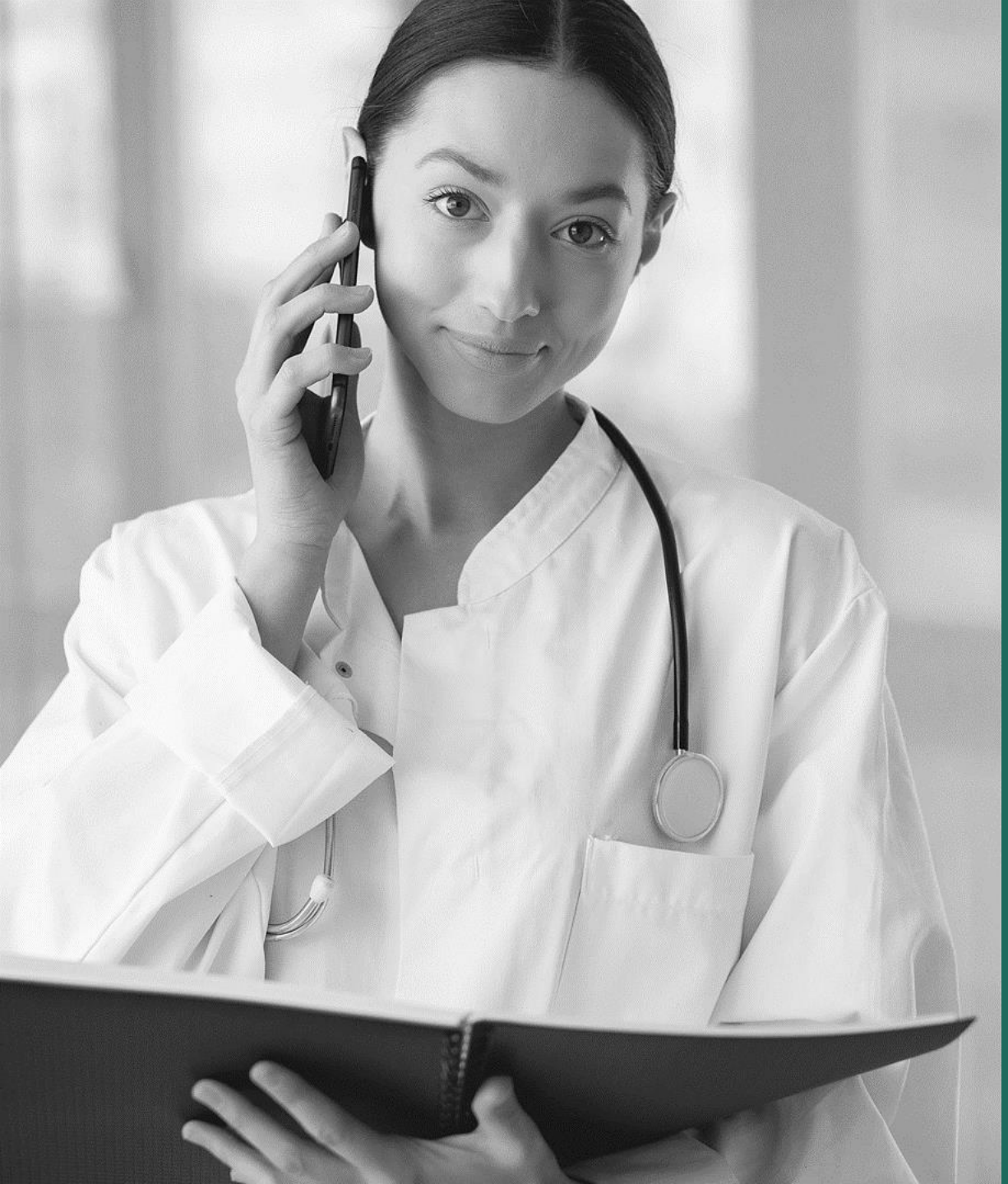
PITCHING AT THE INTERNATIONAL WEBINAR

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

Our Roadmap

Tentative timeline

01	02	03	04	05
OMC	CALL FOR TENDERS	PHASE I	PHASE II	PHASE III
June - August 21	Nov 21 – April 22	Jul 22 - Sept 22	Oct 22 - May 23	Jun 23 - Sept 24



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CONTACT

ALL INFORMATION RELATED TO THE INCAREHEART CALL WILL BE AVAILABLE AT

incareheart.eu

ALL QUESTIONS SHOULD BE ADDRESSED TO

suppliers@incareheart.eu

REFLECTIONS?

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THANKS

www.incareheart.eu
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