

# Open Market Consultation

June 2021



## Open Market Consultation Naples

June 15, 2021 10:00 am



[www.incareheart.eu](http://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



**Vincenzo De Luca**

Research Fellow at Centro  
Interdipartimentale di Ricerca  
sull'Iipertensione e Patologie  
Associate (CIRIAPA)

FEDERICO II UNIVERSITY OF NAPLES



**Prof. Guido Iaccarino**

Full Professor in Internal  
Medicine at Department of  
Advanced Biomedical Science

FEDERICO II UNIVERSITY OF NAPLES

# 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



## Prof Guido IACCARINO

Full Professor in Internal Medicine  
at Department of Advanced  
Biomedical Science

Università di Napoli Federico II



# 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**

# Aim of the procurement



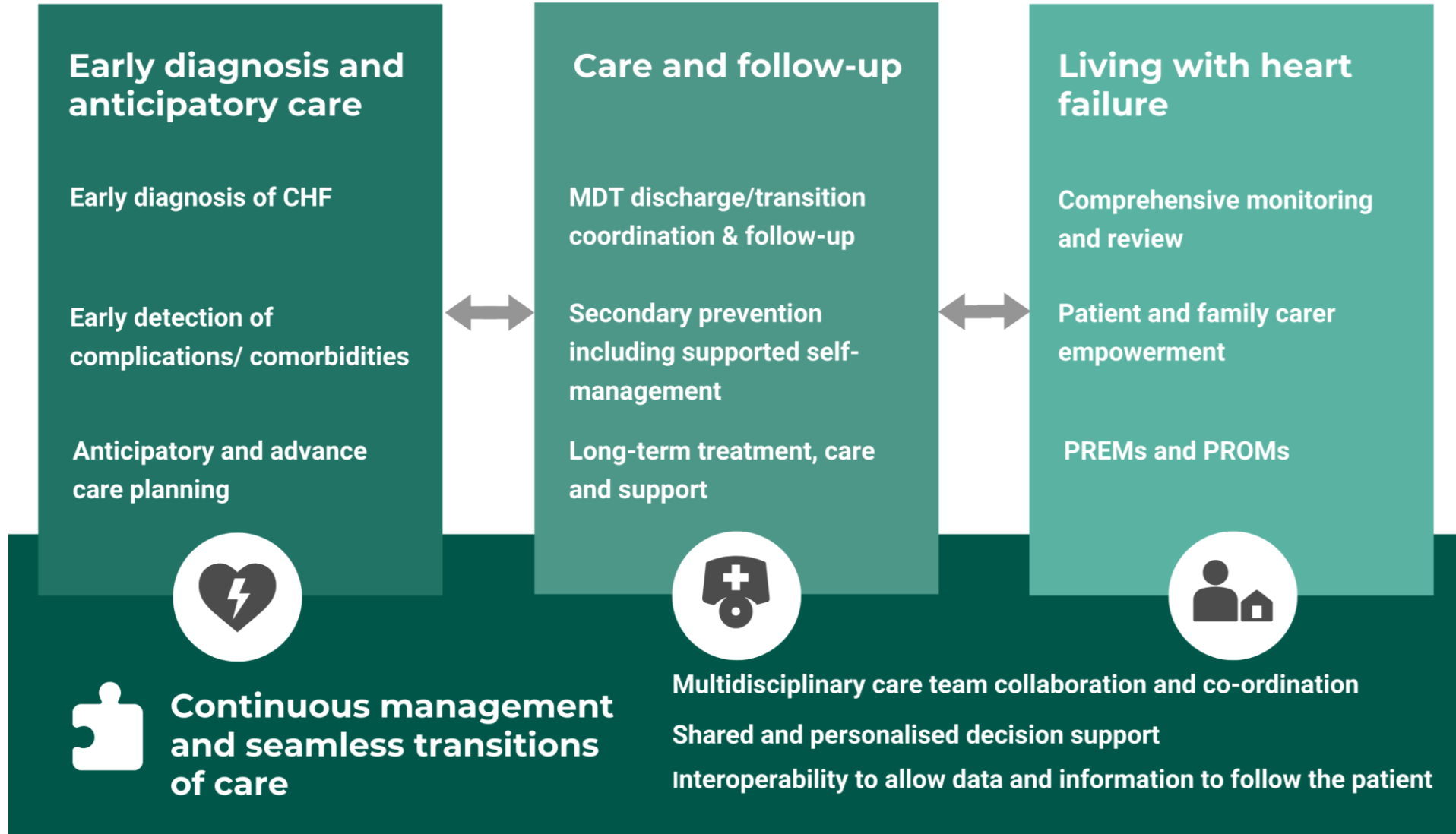
## TO ADDRESS UNMET NEEDS

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



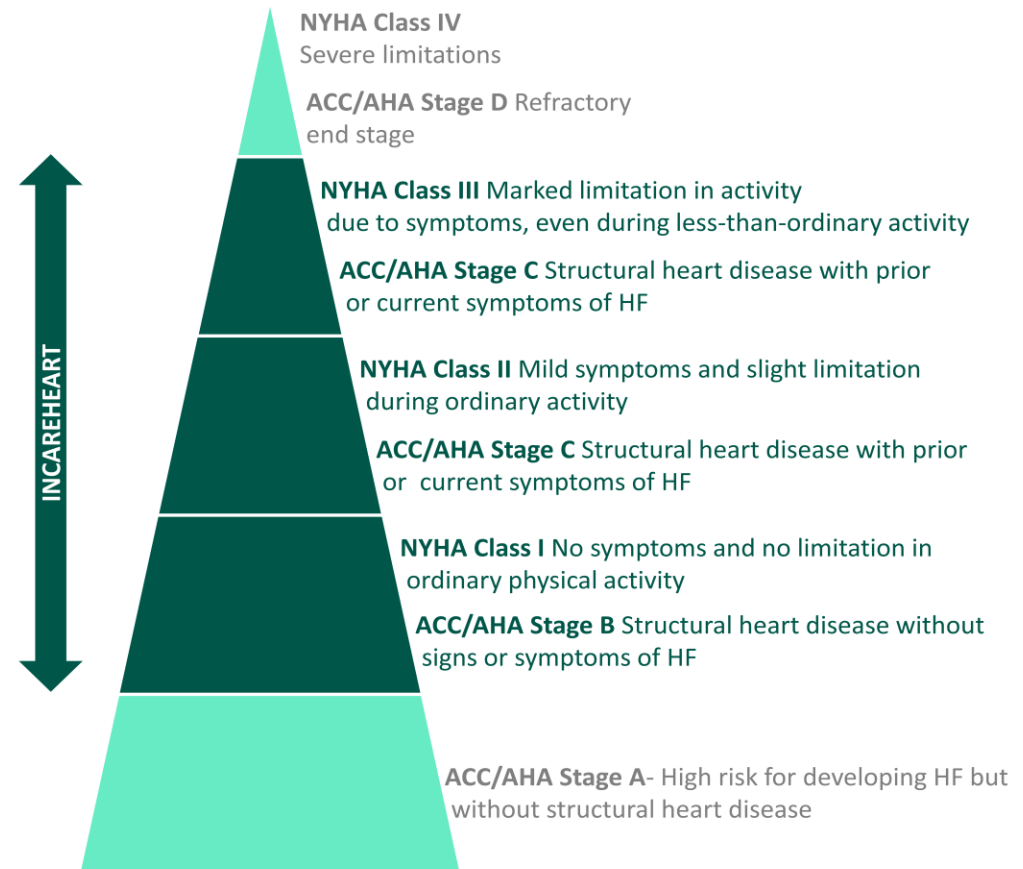
PATIENTS

FAMILY CARERS

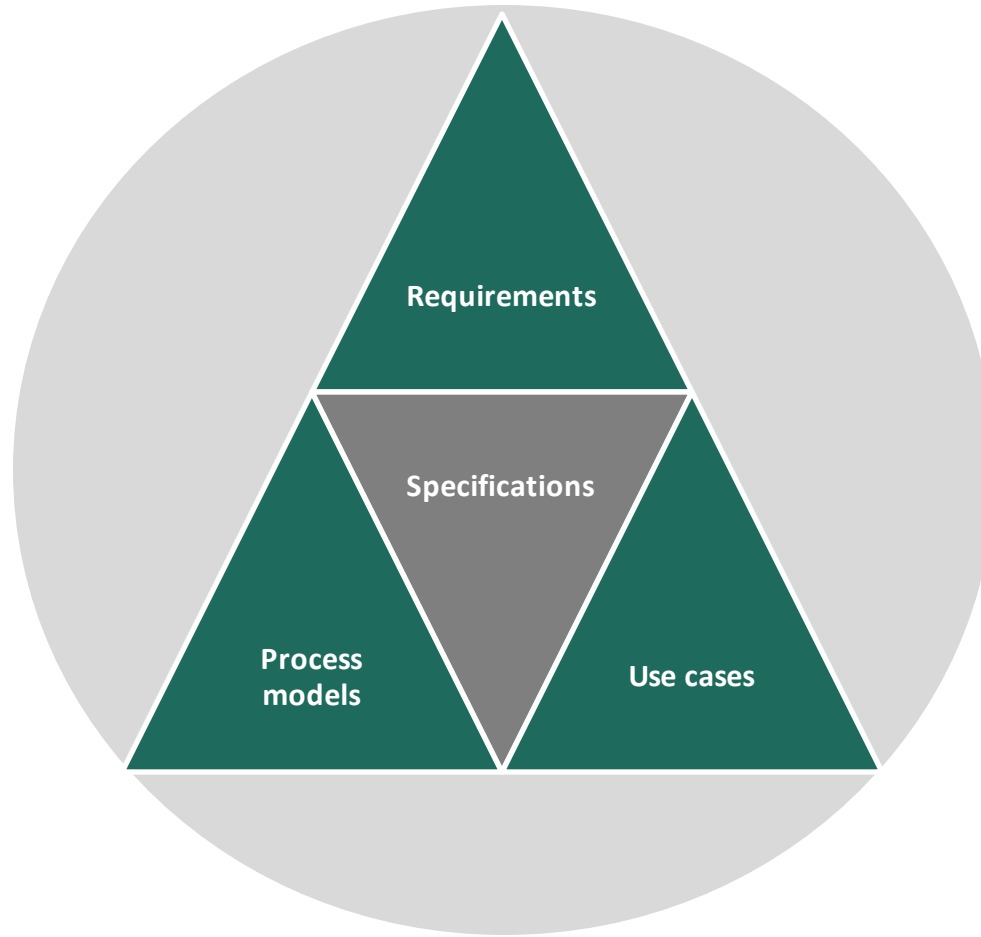
HEALTH & SOCIAL CARE  
PROFESSIONALS

DECISION MAKERS

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



# Towards a common specification of needs



- 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





## Vincenzo DE LUCA

Research fellow at Centro  
Interdipartimentale di Ricerca  
sull'Ipertensione e Patologie  
Associate (CIRIAPA)

Università di Napoli Federico II

# 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 [...]

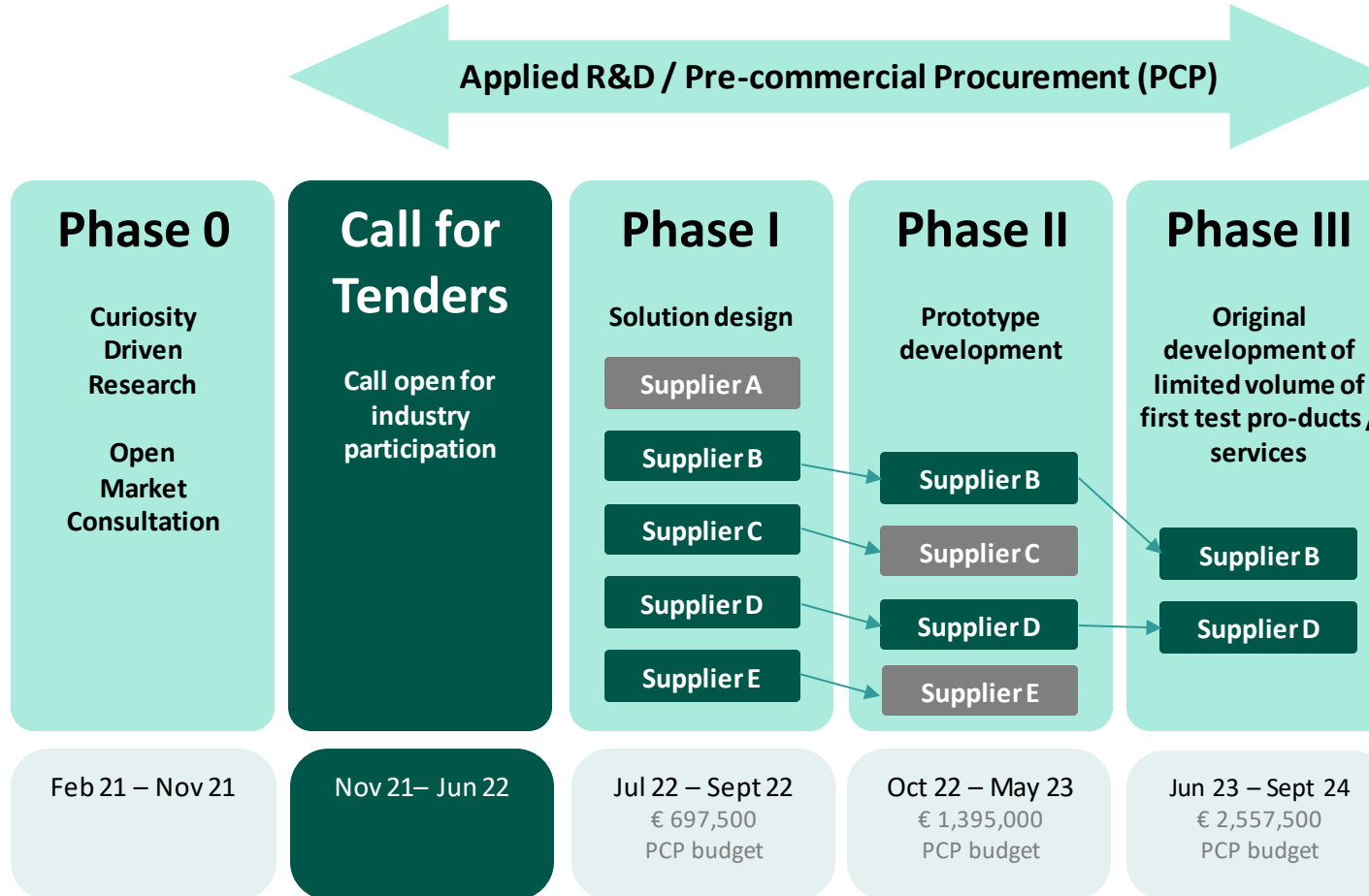
Winning this challenge increased our credibility  
towards other hospitals. We're doing a lot of  
business development now. We're in talks with 4  
different hospitals interested in a similar solution.

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

**4**

# **INCAREHEART PCP PHASES & TENDER PROCESS**

# 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**

# 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

29<sup>th</sup> 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



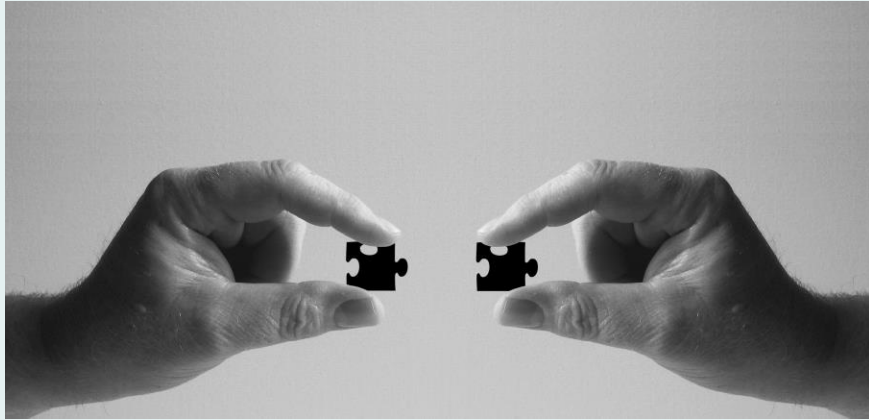
Obtain market feedback

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

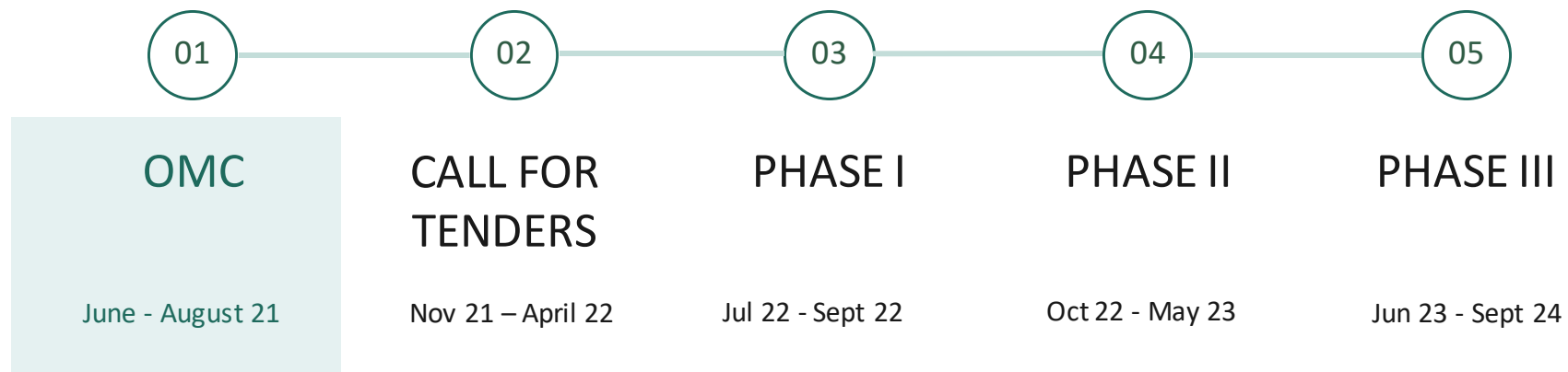


## PITCHING AT THE INTERNATIONAL WEBINAR

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](https://incareheart.eu)

ALL QUESTIONS SHOULD BE  
ADDRESSED TO

[suppliers@incareheart.eu](mailto:suppliers@incareheart.eu)



DO YOU HAVE ANY  
QUESTIONS?





# THANKS

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

#ChronicHeartFailure  
#digitalhealth  
#Horizon2020