

Project title: Network for Technology, Innovation and Translation in Ageing (TITTAN)

Project Partners: Galician Health Knowledge Agency (ACIS) -Lead Partner-; Basque Foundation for Health Research and Innovation (BIOEF); Regional Foundation for Biomedical Research (FRRB); Healthy Saxony (HS); The University of Strathclyde - Digital Health & Care Institute (DHI); Lower Silesian Voivodeship Marshal Office (LSVMO); City of Almere (CAL).

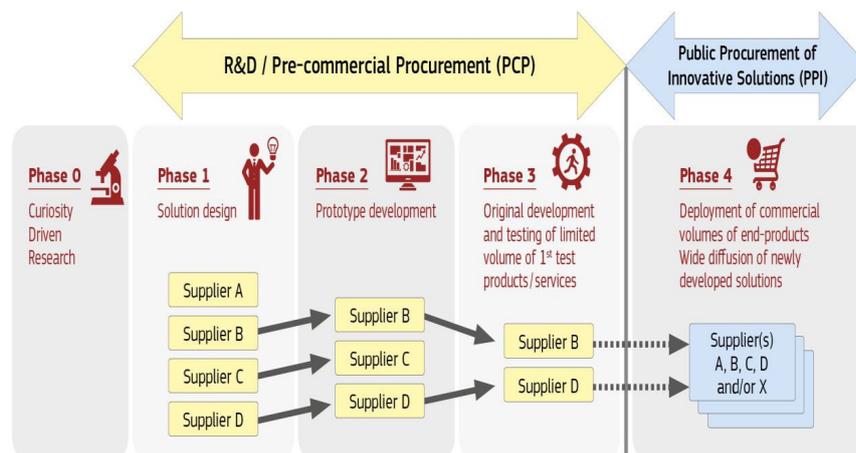
Establishment of an Interregional Buyers' Group

Results and outputs of the First Thematic Area: Outside-in Technological Innovation

1. Public Procurement of Innovative Solutions

Public Procurement of Innovative Solutions (PPI) means procurement where contracting authorities act as a launch customer of innovative goods or services which are not yet available on a large-scale commercial basis, and may include conformance testing. PPI is a specific approach for procuring innovative solutions in which procurers, unless they conducted a prior PCP, announce well in advance their intention to buy a significant volume of innovative solutions, in order to trigger industry to bring to the market solutions with desired quality/price ratios within a specific time.

PPI focuses on innovative solutions which are not yet available on a large-scale commercial basis. This also includes solutions based on existing technologies that are used in a new, innovative way. PCP focuses on the R&D phase prior to commercialization, whereas PPI, which does not cover R&D, concentrates on the commercialization/diffusion of solutions. In other words, PCP only covers the procurement of R&D services, in a way that is clearly separated from any potential subsequent purchase of commercial volumes of end-products.



In conclusion, PPI is suitable in cases when, the required solution is close to the market and it is sufficient to signal the intention to buy a significant volume of solutions to encourage suppliers to invest in bringing the solutions to the market that meet the price/quality requirements of the procurer. Alternatively, for cases in which the solution still needs substantial R&D, active demand side steering during development is needed to ensure that developed solutions will meet all the procurers' requirements and suppliers are not likely to invest in developing in such solutions on their own, PCP followed by PPI could be contemplated.

2. European opportunities: Horizon 2020

PPI is well supported on the European level, for instance Horizon 2020 provides EU funding to start innovation procurements. Two complementary types of innovation procurement, PCP and PPI, are supported by Horizon 2020. It provides different types of support for procurers:

- **Coordination and Support Actions (CSA) (max 100% funding rate):**
 - Support only coordination activities e.g. preparation of a PCP or PPI by a group of procurers (investigating feasibility to start PCP/PPI, open market consultation with industry before initiating a concrete PCP or PPI etc.)
 - CSAs do not provide EU co-financing for an actual PCP or PPI procurement.
- **PCP Actions (max 90% funding rate):**
 - Provide EU co-financing for an actual PCP procurement (one joint PCP procurement per PCP action) and for related coordination and networking activities (e.g. to prepare, manage and follow-up the PCP procurement).
- **PPI Actions (max 35% funding rate):**
 - Provide EU co-financing for the actual PPI procurements (one joint procurement or several separate but coordinated PPI procurements per PPI action) and for related coordination and networking activities (e.g. to prepare, manage and follow-up the PPI procurements).

Participation requirement: Minimum 3 independent participants from 3 different Member States (MS) or Associated Countries (AS) to Horizon 2020, of which minimum 2 public procurers (buyers group) from 2 different MS or AC.

In addition, other entities can also participate:

- **In buyers group:** also private/NGO procurers providing services of public interest.

- **In coordination/networking activities:** any private/public type of entity (e.g. experts, end-users, certification bodies that assist procurers) that has no conflict of interest (no potential suppliers of solutions for the PCP/PPI).

Role of different actors:

- **Buyers group:**
 - Procurers in the action that provide the financial commitments for the PCP or PPIs.
 - Min 2 public procurers from 2 different Member States or associated countries.
 - Representing the demand side (responsible for acquisition and/or regulatory strategy, or having a mandate from one of more of such procurers to act on their behalf in the procurement e.g. central purchasing bodies).
 - Seeking ambitious quality and/or efficiency improvements in services of public interest.
- **Beneficiaries and third parties:**
 - Action involves beneficiaries that undertake together the PCP procurement or PPI procurement(s), i.e. the buyers group & the lead procurer.
 - Action can include third parties that can make in-kind contributions (make available resources / equipment to the beneficiaries to carry out the PCP or PPIs).
- **Lead procurer:** Procurer appointed by buyers group to lead and coordinate the PCP or PPIs. Can be one of the procurers in the buyers group or another procurer.
- **Subcontractors:** Successful tenderers, selected by the buyers group & lead procurer as result of the PCP or PPI call for tender, to provide the R&D services (PCP) or innovative solutions (PPI). They do 'NOT' enter the grant agreement with the EC and are not paid by the EC.

EU funding opportunities for PCP and PPI

Check [here](#) the topics, budgets and call deadlines for the upcoming 124 million EURO of EU funding for innovation procurements in the draft 2018-2019 Horizon 2020 programme.

More information: [Participant Portal H2020 – Innovation procurement](#)

3. Partnership interest and PCP-PPI projects

3.1-Galician Health Knowledge Agency (ACIS)

ACIS has a great interest in innovation procurement due to its successful experience in the field. Below some of the PPI/PCP projects lead by ACIS:

- **Hospital 2050 and INNOVA-SAÚDE** – In 2011, the Galician Public Healthcare Services (SERGAS) launched two health innovation plans: Hospital 2050 and INNOVA-SAÚDE. The objective of these plans has been to involve the business community in the co-creation of innovative solutions for SERGAS's needs and to improve the provision of its services, through the PPI as a support mechanism for the promotion of activities and the internationalization of results.

<p>HOSPITAL 2050:</p> <p>Budget: 45 M. Euros 9 projects enable improvements for the Hospital of the future 12 PPI projects</p>	<p>INNOVA-SAÚDE:</p> <p>Budget: 45 M. Euros 14 projects to generate solutions for new models of health care 21 PPI contracts</p>
<p>Goals H2050:</p> <p>A safe Hospital A green Hospital A sustainable and efficient Hospital An open Hospital</p>	<p>Goals Innova-Saúde:</p> <p>Patient Centered Care Safe and Flexible Care Smart Care</p>

- **EMPATTICS** - Consortium of health care providers that aims to conduct a PCP focusing on new ICT solutions that can empower chronic patients as decision makers in the treatment of their disease.

Calendar:

Phase 1: Theoretical plan and project viability - 10 companies (up to 25.000€ per company) / Total budget 250.000€

Phase 2: Prototype development - 5 companies (around 200.000€ per company)

Total budget:1.000.000€

Phase 3: Final development & Testing real scenarios - 3 companies (around 516.000€ per company). Total budget: 1,55 M. €

Procuring partners: Health Knowledge Agency ACIS (ES – lead procurer), Galician Health Ministry (ES), Central Denmark Region CDR (DK), The Public Health Service of Aragón SALUD (ES), Health Cooperation Group for the Development of Shared Information Systems in Ile-de-France GCS D-SISIF (FR)

Website: www.empattics.eu

- **CODIGO100** - CÓDIGO100 is a patient-centered care innovation plan with which ACIS collects and optimizes the experience and best practices acquired through InnovaSaúde and H2050. The priority action lines of code 100 are: 1) New therapies and devices, services and protocols responding to main social and healthcare priorities of Galicia. 2) Projects to increase patient empowerment. 3) Initiatives to increase the professional skills, modernize the system and foster an innovative culture.

Calendar:

First tenders Technical Office & Open Market Consultation (already launched).

Open Market Consultation (Sep2016-Dec2017, already started).

PPI Tenders (expected for 2nd semestre 2017).

Website: <https://codigo100.sergas.gal>

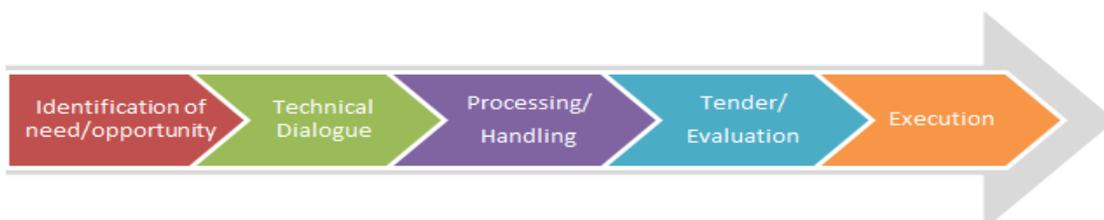
3.2-Basque Foundation for Health Research and Innovation (BIOEF)

The Basque Science, Technology and Innovation Plan 2020 (PCTI Euskadi 2020) considers Public Procurement of Innovation among its tools to promote innovation, as a pull factor for technological development in certain strategic sectors – among which, in the health sector- where public demand has a particularly key role.

‘Implementing the Public Procurement of Innovation tool around the needs or challenges of the health system’ is also one of the actions foreseen within the "Impact" axis of the Basque Health Research and Innovation Strategy 2020, which refers to the contribution to the generation of wealth or value by the Basque health system. More specifically, it responds to the purpose of “Driving the innovations development”. It is considered a strategical initiative in the Biosciences-Health sector within the regional Basque RIS3 framework.

Developed milestones:

- PPI office creation in November 2015
- Process, procedures and tools to implement and deploy the Initiative defined
- Technological Challenges’ identification
- Communication and interaction channel opened in the Public Basque Health Service’s web (http://www.osakidetza.euskadi.eus/r85-ekcpi01/es/contenidos/informacion/cpi_ideas_sol_innovadoras/es_def/index.shtml).



3.3-Regional Foundation for Biomedical Research (FRRB)

The first Pre-Commercial Procurement (PCP) in Lombardy region successfully developed a new automated hospital bed mover (total value of the procurement is 750.000€) that will save €1Mio per year per hospital (tested in Niguarda hospital). Following this success, Lombardy region is starting open market consultations for new PCPs on 3 topics in the healthcare domain on 12 October 2017: 1) Evaluation of the fragility of the coronary atherosclerotic plaque 2) Robotic exoskeleton for motor rehabilitation in neurological patients with upper limb motor deficit 3) Safe Bronco Aspiration. This phase led to the launch on March 2018 of 2 PCP (Robotic exoskeleton for motor rehabilitation in neurological patients with upper limb motor deficit and Safe Bronco Aspiration).

3.4-Healthy Saxony (HS)

So far, HEALTHY SAXONY has no experience with EU proceedings in procurement of innovative solutions, since its members are obliged by law to procure by themselves any solutions they are interested in. Moreover, due to its short existence, our association has had no projects of its own; the TITTAN project is the first of this kind.

However, HEALTHY SAXONY believes in the potential of PCP/PPI as a means of providing support to its members in a coordinated and innovative way. In each individual case it is necessary to examine which of the 23 member stakeholders could join projects and/or take part in the procurement process.

3.5-Digital Health & Care Institute (DHI) - University of Strathclyde

SBRI - Scotland CAN DO Innovation Challenge Fund:

The CAN DO Innovation Challenge Fund is a national fund to support Scottish public sector organisations to find innovative solutions to operational service and policy delivery challenges. Organisations are invited to come forward to access new, creative and previously untapped ideas and receive up to 100% funding to seek out and develop the most innovative solutions from the marketplace. Allowing the public sector to identify and work with innovative organisations, the fund provides support to develop, test and access creative solutions to the problems they face. The aims of the fund are to:

- Find solutions for service delivery issues faced by the public sector.
- Improve public services.
- Boost Scotland's economic development.

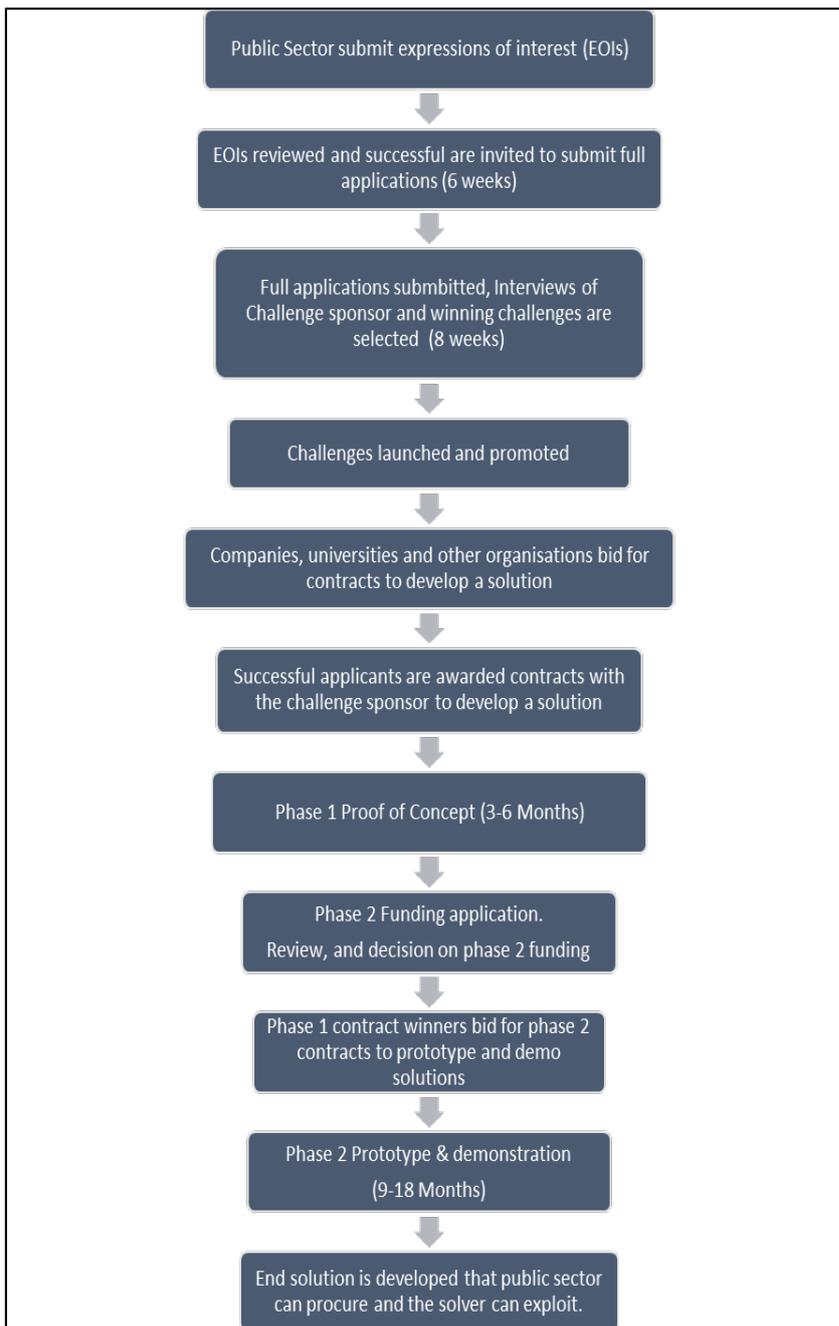
Benefits for challenge sponsors:

- Opportunity to explore creative solutions to operational challenges.

- Improved service delivery and quality from tailored solutions.
- Up to 100% funding to find and develop innovative solutions.
- Leading on and running the challenge (with support from the fund team, who are able to build internal capability and processes to run future challenges).

The CAN DO Innovation Challenge Fund is a joint project between the Scottish Government, Scottish Enterprise, Highlands and Islands Enterprise and the Scottish Funding Council.

Funding Structure:



The Fund will provide funding to the challenge sponsor organisation to support the costs of procuring the development of innovative solutions from the supply chain. The challenge sponsor will lead and run the procurement of innovation process, with support from the Fund team.

The Fund can offer the processes and contracts developed by Innovate UK's Small Business Research Initiative to challenge sponsors, this is a robust process supported by experienced staff who have been running the process for over 10 years.

The SBRI process operates under the EU Pre-Commercial Procurement (PCP) framework which provides detailed guidance to support public bodies to adopt this approach to improving public services and supporting innovation and economic development.

Scottish Government Health Innovation Assessment Portal:

The Scottish Government 'Innovation in Health' programme is a policy initiative launched in June 2012 with the aim of promoting and supporting innovative solutions for raising the quality of health and healthcare for the people of Scotland (Scot. Gov., 2012a). The Health Innovation Assessment Portal (HIAP) managed by NHS National Procurement provides information, guidance and support to help assess how innovative products or technologies could be deployed within the NHS to support the organisation's strategic aims and evaluate the potential costs and benefits of the proposed innovations.

The aims of the HIAP-Scotland portal are:

- To provide a single initial point of contact, information, advice and assessment for new products and technologies for consideration by NHSS.
- To provide potential suppliers to NHSS with information, guidance and support in how to develop ideas and innovations into products and technologies that may be of potential use to NHSS.
- To support and regularise the assessment process, levels and types of evidence (and their sources) and feedback to developers of new technologies and ideas.
- To create a forum for debate and to generate dialogue on the emerging 'unmet needs' of NHSS.
- To encourage a multi-disciplinary assessment community who are able to provide constructive feedback on potential technologies and innovations.
- To promote the work of other organisations in this area and to 'sign-post' interested suppliers accordingly.

As of July 2016, a total of 161 people had registered as innovators on the HIAP portal, with 61 innovation proposals submitted and 99 registered assessors.

The CivTech Innovation Flow:

The CivTech® pilot is harnessing new technologies to drive daring and innovation in the public sector. It brings together private sector innovation, public sector organisations and citizens to develop more efficient and effective products and services, which will translate to new, better, faster and easier experiences for everyone.

Backed by the Scottish Government, it is providing an unprecedented route for entrepreneurs, start-ups, SMEs and other businesses to develop the benefits of digital transformation in the public sector.

The CivTech® pilot has been designed to explore a number of hypotheses, including:

- The kinds of stimulus and benefits the private sector has experienced through the digital revolution can be replicated in the public sector, if the same kind of tech creativity and innovation is unleashed

- There is a huge resource of tech creativity and innovation in the nation that could be applied to help solve societal challenges
- Much of this creativity and innovation is in parts of the private sector that the public sector rarely engages with – for example, SMEs and micro-businesses
- With the right kind of offer, these SMEs and micro-businesses could be encouraged to engage
- That putting different teams in the room, solving different Challenges with different approaches and tech, will drive a 'cross-pollination' innovation stimulus (for more on 'innovation at the intersection' read the *Medici Effect* by Frans Johansson).

It is possible to build a new model of engagement which would incorporate the best parts of the private sector 'innovation model' – for example, challenges and accelerators – and make the public sector journey – including procurement – as straightforward as possible.

That the societal challenges the CivTech® pilot is seeking to find solutions for are not confined to Scotland, and as a result the solutions have worldwide commercial potential.

In solving these problems, the CivTech® pilot has the potential not only to improve public services, but also to provide a real stimulus for Scotland's emerging and vibrant tech sector

The CivTech® pilot has also been designed to engage many parts of the Scotland ecosystem, including:

- The public sector, and public sector organisations
- The private sector: all sizes and stages of companies including SMEs and micro-businesses, entrepreneurs, pre-starts, start-ups and established businesses

Both public sector and private sector investment sectors; eg the Scottish Investment Bank and angels respectively:

- Innovation centres
- Academia and researchers
- The Citizen and citizen groups

At the heart of the CivTech® pilot is the CivTech® Innovation Flow - a process that takes problems identified by public sector organisations and goes through a number of stages to deliver solutions.

3.6-Lower Silesian Voivodeship Marshal Office (LSVMO)

So far Lower Silesia does not have any experience in EU innovation procurement procedures. There is only one current (PCP Pre-Commercial Procurement) activity within call **SC1-DTH-10-2019-2020** for New CARE proposal.

- **Challenge:** digital solutions supporting a continuum of care across a range of health and care services can relieve the pressure on governments to provide more cost-effective health and care systems by improving utilisation of healthcare and health outcomes.
- **Scope:** Support the health and care service provider to procure the development, testing and implementation of digital services and communication concepts that can facilitate the transition to integrated care models across health and social services and country-specific cross-institutional set-ups, including decentralised procurement environments and collaboration across institutions.

3.7-City of Almere (CAL)

The City of Almere does not have any experience in EU innovation procurement procedures because as a local government, we are held to strict procedures for procurement of health services at a lower level. So, we can not just join a buyer group.

4. Project Partnership Commitment

Declaration of intent

The following organisations participating in the TITTAN project express their will to constitute in the future a consortium of buyers for the acquisition of innovative technologies in the field of health according to their joint needs and aligned with their regional policies and financing programs.

Signatures

The Lead Partner, PP1: Galician Health Knowledge Agency (ACIS)

TITTLE OF THE INSTITUTION

PLACE AND DATE

NAME AND FUNCTION OF THE SIGNATORY

SIGNATURE/STAMP

Signatures

The Project Partner, PP2: Basque Foundation for Health Research and Innovation (BIOEF)

TITTLE OF THE INSTITUTION

PLACE AND DATE

NAME AND FUNCTION OF THE SIGNATORY

SIGNATURE/STAMP

Signatures

The Project Partner, PP3: Regional Foundation for Biomedical Research (FRRB)

TITTLE OF THE INSTITUTION

PLACE AND DATE

NAME AND FUNCTION OF THE SIGNATORY

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Signatures

The Project Partner, PP4: Healthy Saxony (HS)

TITTLE OF THE INSTITUTION

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NAME AND FUNCTION OF THE SIGNATORY

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Signatures

The Project Partner, PP5: Digital Health & Care Institute (DHI) – The University of Strathclyde

TITTLE OF THE INSTITUTION

PLACE AND DATE

NAME AND FUNCTION OF THE SIGNATORY

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Signatures

The Project Partner, PP6: Lower Silesian Voivodeship Marshal Office (LSVMO)

TITTLE OF THE INSTITUTION

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NAME AND FUNCTION OF THE SIGNATORY

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