

# Pre Commercial Procurement (PCP) – EU funding method on the example of telemedicine

**Univ.-Prof. Gernot Marx, MD, FRCA**

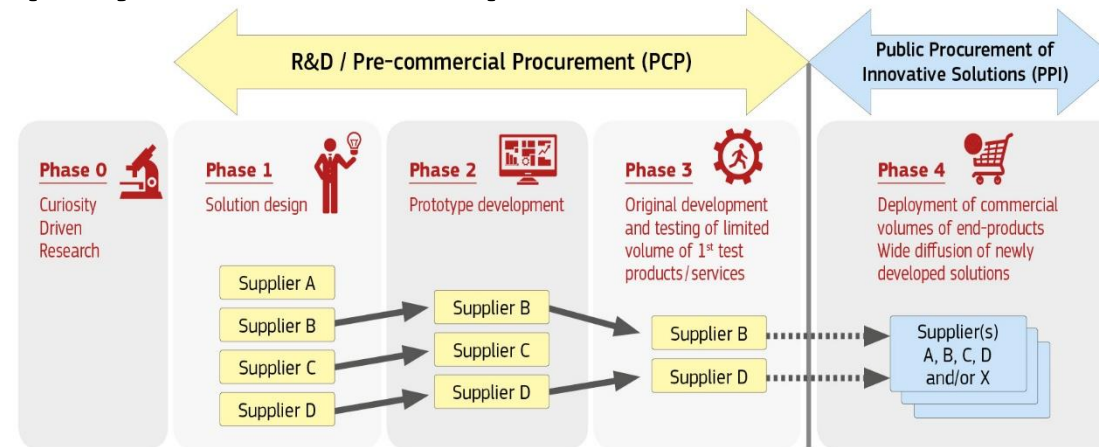
Professor and Head of Department at University Hospital RWTH  
Aachen; Dept. of Intensive Care Medicine

- Innovative Procurement processes
  - Pre Commercial Procurement (PCP)  
to govern the development of innovative solutions, particularly concrete needs from the public, by comparing and validating alternative solutions of various suppliers
  - Public Procurement for Innovation (PPI)  
to act as first buyer (also “early adopter”) to deploy and bring forward innovative commercial solutions which are new to the market.

- Legal framework
  - PCP-procedures are generally subject to Art. 16 lit. f) Procurement directive (RL 2004/18/EU; prospectively: RL 2014/24/EU) and not to procurement law
  - Translated in German Law in § 100 (2) lit. n) GWB
- Compliance with basic principles of procurement
  - Competition
  - Transparency
  - Equal treatment
  - Non-discrimination

# PCP and PPI - Process

- **PCP - Phases to success:**
  - Phase 0 “Pre-PCP-Process”
  - Phase 1 “Solution design”
  - Phase 2 “Development of Prototypes”
  - Phase 3 “Development of Pre-Series Models”
- **PPI - Deployment of end-products**



# PCP and PPI - Advantages

---

- THALEA-PCP - The development of a tailored, innovative solution
  - Identified need is answered by cooperation of industry and research
- THALEA II-PPI - The procurement of a market-ready solution
  - A product will be bought and evaluated by UKA (consortium leader) and partners as early adopters
  - Price savings through EU-Contribution and positive effects of buyers group
  - PPI-projects support leading role and increase competition in Europe



# Why THALEA?

---

- ***Tele-Intensive care saves lives!***

THALEA's primary goal is:

- To create a technologically advanced cockpit
- To remotely support and advise various intensive care units



This will lead to:

- Earlier detection of deterioration, earlier intervention, and ***more lives saved***
- Pattern recognition
- Tracking workflows, thus improving compliance
- Standardization of ICU-registry

# Who is behind THALEA?

## ■ *THALEA consortium:*



University Hospital RWTH  
Aachen (GER)

Ministerium für Innovation,  
Wissenschaft und Forschung  
des Landes Nordrhein-Westfalen



Ministry of Innovation,  
Science and research of North  
Rhine-Westphalia (GER)



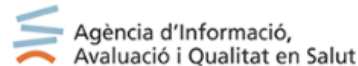
Maastricht University  
Medical Center (NL)



Ministry of Economic Affairs  
(NL)



Parc Taulí Sabadell  
University Hospital (ES)



L'Agència de Qualitat i Avaluació  
Sanitàries de Catalunya (ES)



East Limburg Hospital (BE)



Oulu University Hospital  
(FIN)

## ■ *THALEA II consortium:*



University Hospital RWTH  
Aachen (GER)



Federal Procurement Agency  
(BBG), "Bundesbeschaffung  
GmbH (AUS)



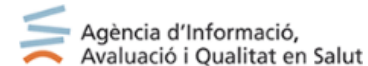
Maastricht University  
Medical Center (NL)



Ministry of Economic Affairs  
(NL)



Parc Taulí Sabadell  
University Hospital (ES)



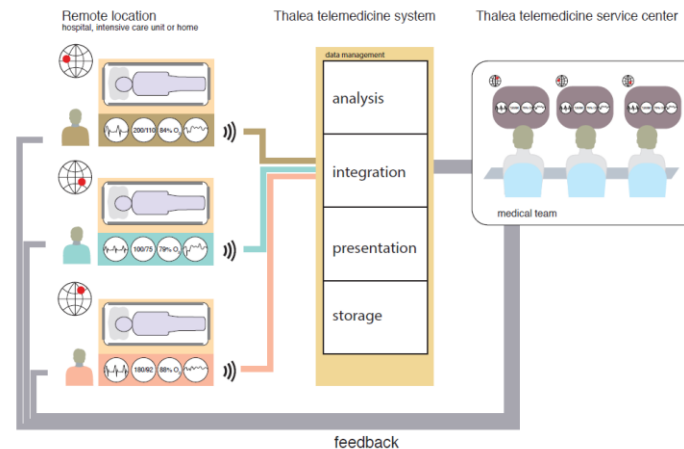
L'Agència de Qualitat i Avaluació  
Sanitàries de Catalunya (ES)

N.N.

N.N.

# THALEA - Demand Driven Innovation

- Experts identified THALEA as the missing link in intensive care medicine:
  - Lack of a **highly interoperable, manufacturer independent** platform for telemedicine in ICU
  - Capable to **extract data in near real time** from existing Patient Data Management Systems [PDMS]
  - Offering **decision support** in telemedicine centres





- Kick-Off Meeting in Brussels (Nov. 2014)
- Open market consultation
  - Online-questionnaire and information events
- PCP-Workshops (March 2014)
  - Internal PCP-Workshop to provide training and raise awareness
  - Public PCP-Workshop with industries and firms
  - Possibility of building a consortium
- Call for tender (June 2015)
  - Presentation meeting along with tenderers
  - Selection of 5 most promising tenderers for phase 1 of THALEA



# THALEA - Phase 1

---

- Development of solution design
  - Final submission of tenders in September 2015
  - Tender evaluation by core consortium
    - Use of pre-defined evaluation matrix
    - Three tenderers awarded to phase 2 of THALEA
  - Workshops with tenderers at the end of September 2015
- Successful implementation of PCP-process



# THALEA - Phase 2

- Development of prototypes
- Final submission of tenders in July 2016
- Three tenderers were evaluated by THALEA core consortium
  - All three had very promising results
  - After clarification with the Commission all three awarded to phase 3 of THALEA

Prototype Dendrite



Prototype NewCompliance



Prototype Philips

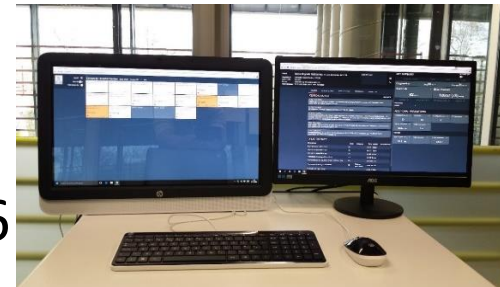


# THALEA - Phase 3

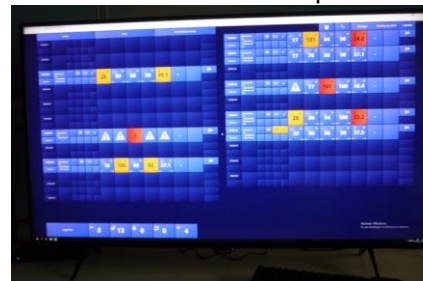
- Development of pre-series models
- Final submission of tenders in October 2016
- Three tenderers were evaluated by THALEA core consortium
  - Three highly innovative pre-series models

→ THALEA successfully ended in October 2016

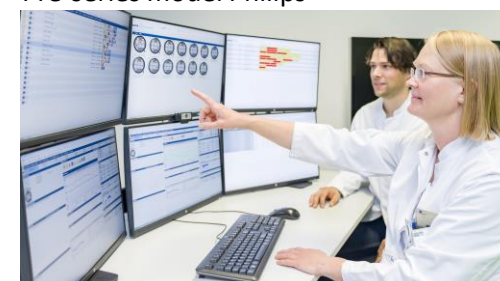
Pre-series model Dendrite



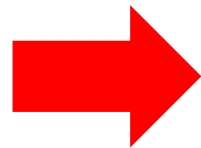
Pre-series model NewCompliance



Pre-series model Philips



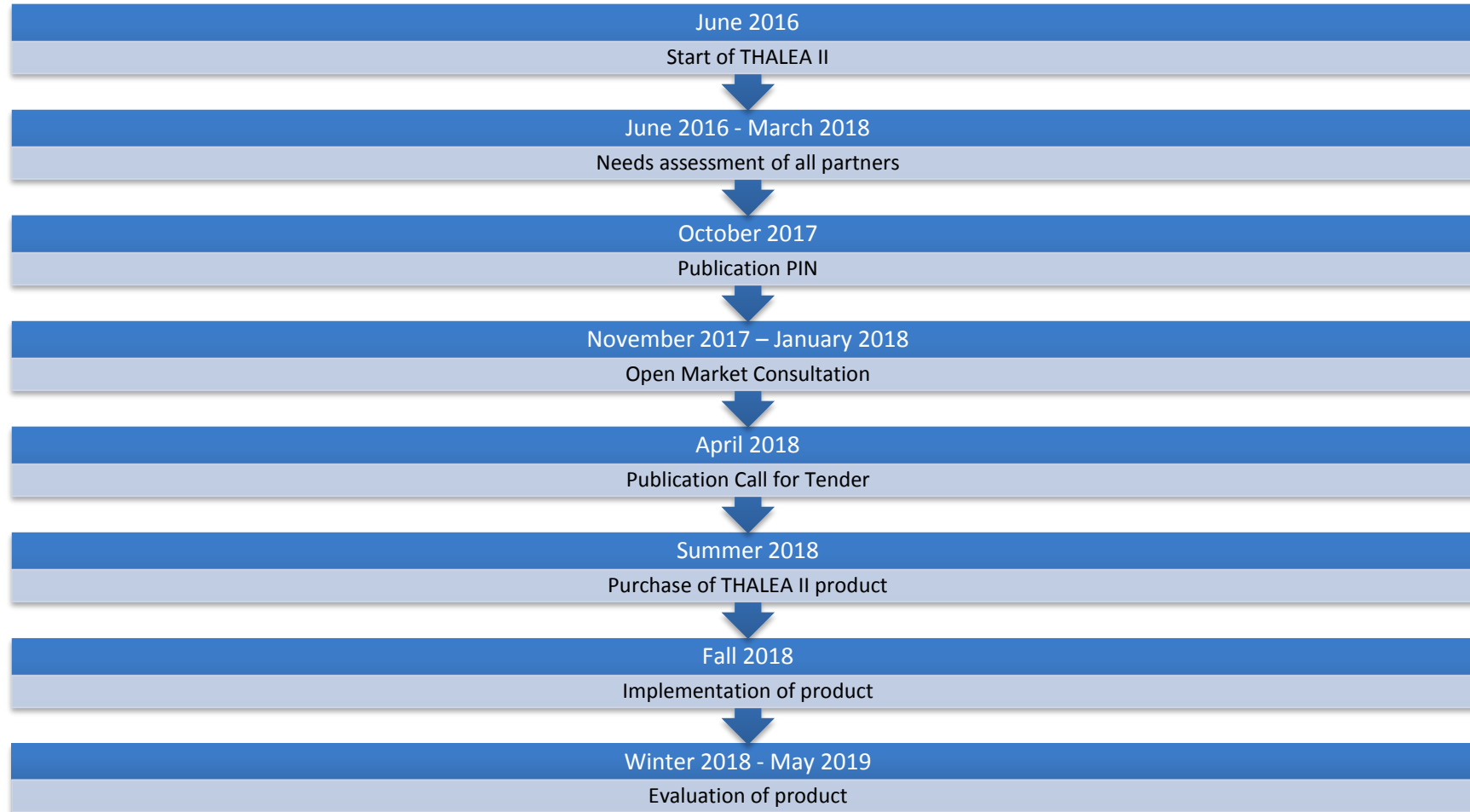
- Submission of PPI proposal THALEA II in April 2015
- Granting in August 2015
- Project start of THALEA II in June 2016



THALEA:

First project in Germany, which received funding for both procuring methods (PCP and PPI)

# THALEA II - Timeline



- EU-contribution: 20 % funding of costs of the purchase of innovative solution
    - 100% of coordination and networking will be covered (max. 50% of total requested grant)
    - 25% Flat rate for indirect costs
    - VAT is eligible cost
  - ➔ The European Commission supports purchase of innovative solutions, hereby opens up the health care ICT market
- 
- See: General annex D, ec.Europe.eu H2020-PHC-2015-single-stage

- PCP and PPI...
  - ...as funding instruments require innovative thinking
  - ...lead to high innovation potential
  - ...strengthen cooperation between science and industry
  
- THALEA and THALEA II
  - THALEA was a very successful PCP-project
  - Development of innovative products, which were non-existent before
  - Developed pre-series models open PDMS market to manufacturer independent solutions
  - THALEA II will lead to a purchase of a certified product



- THALEA presentation by Professor Gernot Marx at the Digital Summit 2017



In case of any questions please contact the THALEA team by email:

[thalea@ukaachen.de](mailto:thalea@ukaachen.de)

For further information regarding THALEA II, please visit our website:

[www.thalea-pcp.eu](http://www.thalea-pcp.eu)

Coordinated by Professor Gernot Marx

