TALLINN - ESTONIA CIRCULAR PROCUREMENT CONGRESS 18 OKT 19 2017

**Workshop 1 Tackling public sector challenges through smart combination of Innovation and Green public procurement**

*Tallin, Thursday 19 October 2017*

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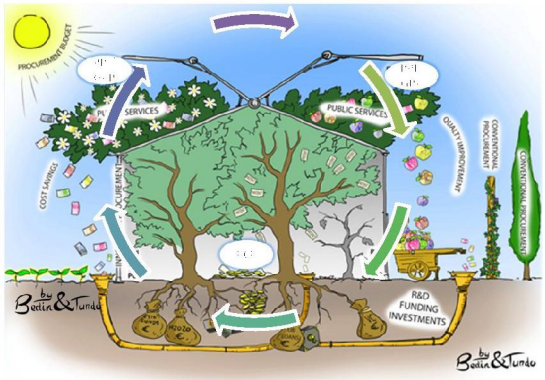
## Circularity in pre-commercial public procurement






## Lombardy Region in figures

**GDP 20.7% OF ITALIAN GDP**
**( 2.7% of EUROPEAN GDP)**

***EXPENDITURE** for*
***HEALTH AND HEALTH-CARE SERVICES***

**75% OF REGIONAL EXPENDITURE**
**( 6 % OF REGIONAL GDP )**



## Niguarda Hospital in figures

**74 CLINICAL UNITS IN 11 CLINICAL DEPARTMENTS**

**3.000.000 AMBULATORY VISITS PER YEAR**

**50.000 ADMISSIONS PER YEAR**

Azienda Ospedaliera
Ospedale Niguarda Ca' Granda

**1200 BEDS**



## Problem, Need, Expected impacts

**The problem:**
- high rate of injuries (and collateral effects) that the socio-health workers were facing while moving the hospital beds around the hospital via manual pushing and pulling;
- long transport times.

**The need:**
- Automated universal medical device for moving hospital beds which result in a significant advance in terms of technology and performance and, at the same time, cost reduction along the whole life-cycle and environmental benefits.

**The expected impact: enhance the service productivity and reduce the negative impact on the cost of the public services offered, and the environment**
- improve patient comfort and safety when moved,
- avoid collateral and unwanted effect affecting nursing personnel and socio-health operators,
- less personnel need and more efficient socio-health workers allocation, generally below strength for the needs,
- reduction in the (industrialization) cost of the solution.
- reduction of $CO_2$ footprint, recyclability of material.



## «Green» provisions

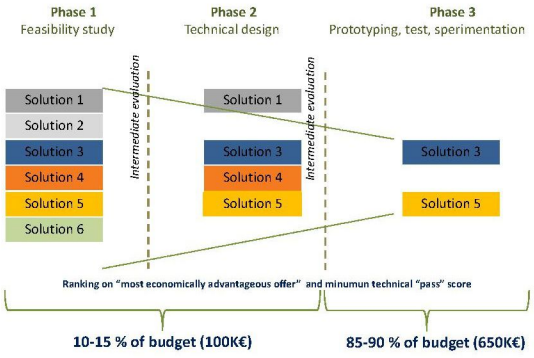
- The resulting devices had to be compliant with **the Restriction of Hazardous Substances and Waste of Electrical and Electronic Equipment Directive** imposed.
  - The (new) bed movers should be treated properly and destined for the differentiated recovery of the materials they are composed of, such as copper, iron, steel, aluminum, in addition to plastic, thus avoiding waste of resources that can be reused.

## Awarding criteria system
## Criteria for assigning the Technical Score in Phase I, II, III

| CODE | SUB-CRITERION | DESCRIPTION | MAXIMUM TECHNICAL SCORE Phase I | MINIMUM TECHNICAL SCORE Phase I |
|---|---|---|---|---|
| 1 | Ability to satisfy requirements | Level of solution satisfaction (in terms of quality and completeness) of functional and performance requisites. | 25.00 | 12.50 |
| 2 | Level of innovation | Ability of the solution to innovate and significantly improve the operational context in which the same is to be introduced. | 22.00 | 11.00 |
| 3 | Industrialisation and technical feasibility | Realisability and reproducibility of the solution in accordance with an industrial process that is appropriate relative to the reference market. | 20.00 | 10.00 |
| 4 | **Reduction of overall cost** | **Improvements adopted to limit the costs of the solution throughout its entire life cycle (production, delivery, installation, use, maintenance, management and disposal).** | **15.00** | **7.50** |
| 5 | **Reduction of environmental impact** | **Improvements and measures adopted to ensure the environmental sustainability of the solution throughout the entire life cycle (production, delivery, installation, use, maintenance, management and disposal).** | **10.00** | **5.00** |
| 6 | Quality of project organisation | Coherence and quality of the organisation of work relative to the technical-scientific objectives and competences of the research team effectively committed to the project. | 8.00 | 4.00 |



## The PCP step-wise procedure






## Results

Relevant trade-offs have been considered and evaluated (both from the demand and offer side), such as:

- Stability and resistance *versus* **lightness and minor disposal**
- Lightness *versus* **production cost**.



## Achievements

Both the innovative (improved quality and new functionalities) and the environmental aspects (reduction of CO2 footprint, recyclability of material) over the entire life cycle of the product has been achieved.

The resulting devices are designed to be recyclable for at least 50% of their weight.

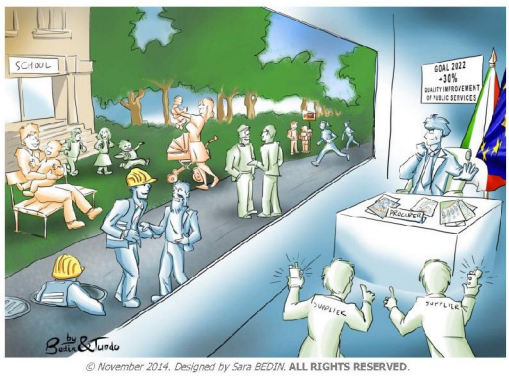


## PCP and PPI/GPP:
## complementary procedures for circular procurement

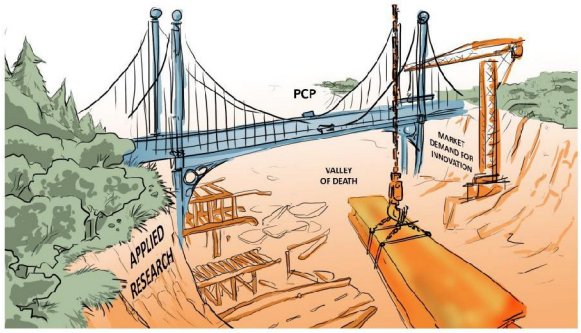
In the downstream procurement, the green and circular economy aspects will be emphasized, consistently with the Regional Law 29/2016 that promotes PCP (upstream) and innovation + green procurement (downstream), creating the relevant links.



## PCP: allowing public sector to perform their functions and deliver key services effectively and efficiently, thus optimizing value-for-money in public spending

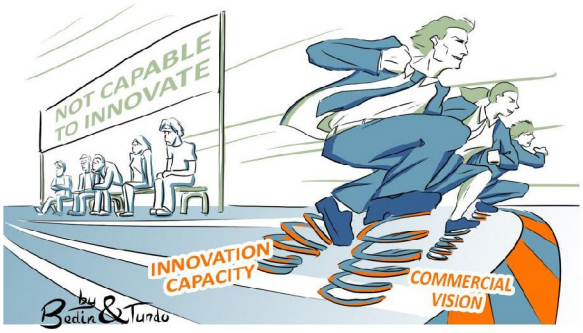


## PCP: development site of innovative / green solutions






## R&D&I procurement = competition






## Thank you for your attention!

For further details and opportunities:
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