

*Sucha Beskidzka Hospital*  
– *innovative procurement case*

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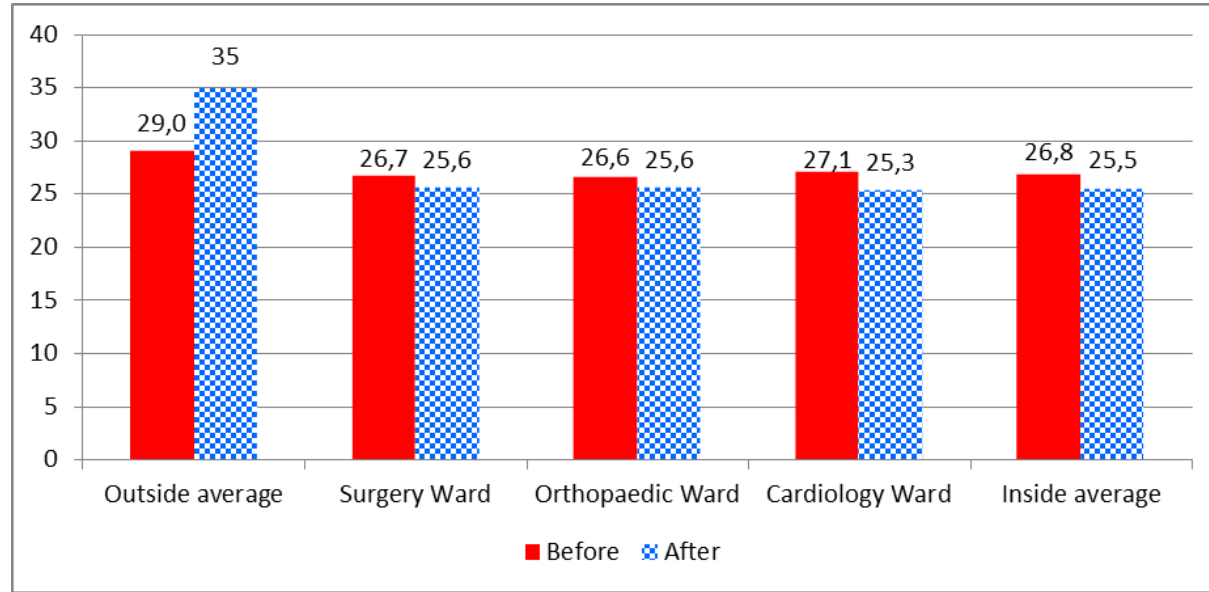
# *The need*

- Long-lasting search for the genuine unmet need
  - We didn't know what
  - We didn't know how
  - We undertook various activities to understand what we needed.
- *Thermal comfort for patients and personnel*
- Different solutions, the chosen one is photovoltaic awnings



# Benefits

- The need was met, temperature in the hospital was lowered, thermal comfort was improved.



# *Benefits*

- Extra energy has been generated, at the moment about 5% of energy that hospital consumes comes from renewable sources.

**+ 14 000 EURO a year**

Compared to:

**- 23 000 EURO a year  
for a proposed air-conditioning**

**Net value:**

**+ 37 000 EURO a year**

# *Benefits*

- **The hospital learnt how to do innovative procurement.**

*If you want a year of prosperity*

*– grow your rice*

*If you want 10 years of prosperity*

*– grow your trees*

*If you want a 100 years of prosperity*

*– grow your people*

*Chinese saying*

## *More synergies*

- What could be done more to create more synergies between green / circular and innovation procurement?
- **Change the culture of control: develop trust and do not treat procurers as (potential) criminals**