

WEBINAR ROUND TABLE

## The Management Perspective on Benefits of Innovation Procurement



Your host:

**Stephan Corvers**

Corvers Procurement Services BV

Please find the webinar replay video  
through the following link:

<https://www.youtube.com/watch?v=pF0v4KodFqU>



# Introduction & agenda



Topics	Key Speakers / Panelists
<b>Introduction</b> House rules - Objective of the session - Tour de table	<b>Stephan Corvers</b> CEO Corvers Procurement Services BV Host & Moderator
<u>First topic:</u> <b>Strengthening and broadening the relationship with the market</b>	
<i>Insights summary and questions from the moderator</i>	
<u>Second topic:</u> <b>Supporting &amp; intensifying the cooperation with other contracting authorities in the sector (value chain)</b>	
<i>Insights summary and questions from the moderator</i>	<b>Maria Bezunartea Alvarez</b> CFO at the Aragonese Institute of Health Sciences (IACS)  <b>Rob Roemers</b> Head of Data & Analytics STIB-MIVB
<u>Third topic:</u> <b>Positive side effects of Innovation Procurement for your organization (e.g. HR issues, mindset / culture)</b>	<b>Maria Kampa</b> Project Research Associate · Center for Security Studies KEMEA
<i>Insights summary and questions from participants</i>	
<b>Q&amp;A</b>	
<b>Wrap up &amp; Closure</b>	

# House rules

It is possible to ask questions in the private chat

Ask your question

Questions about the webinar or looking for more information?  
Send a message.

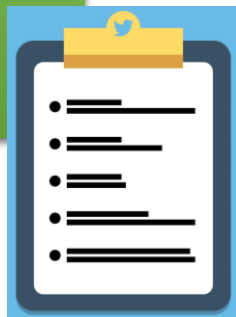
Your question goes here

Send

The recording of the webinar will be made available on the eafip website



The list of participants will not be disseminated

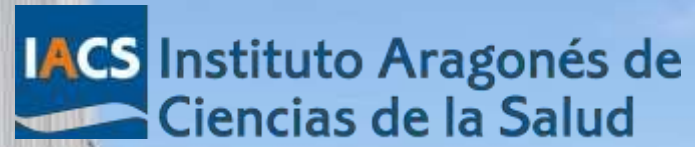


In case there are technical problems, the session will be recorded and published



# The Management Perspective on the Benefits of Innovation Procurement

22/07/2021



**IACS promotes Research, Innovation and Knowledge brokering in Biomedicine and Health Sciences**

Public institution  
Regional Health Department  
Regional Health Law  
(6/2002)



Research  
**Create Knowledge**

Research groups

Research Facilities

Projects Unit and Ethics  
Committee

Innovation  
**Share Knowledge**

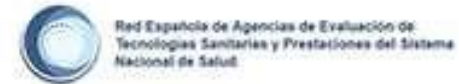
Innovation Unit

Knowledge Transfer  
**Extend Knowledge**

Evidence Based Decision  
Making Unit

Health Technology Assessment Unit

Continuing Education Unit for health professionals

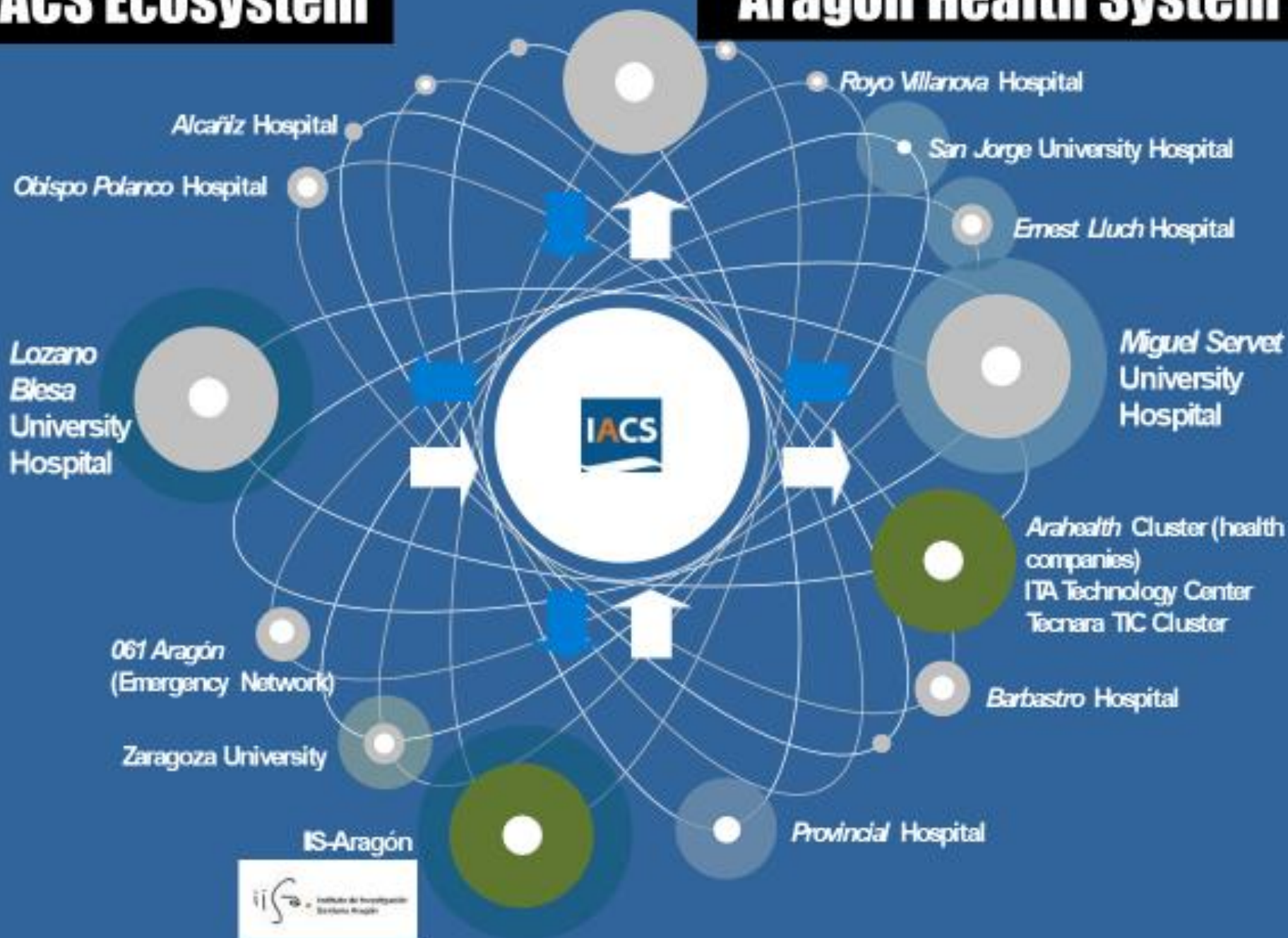


guiasalud.es



# IACS Ecosystem

# Aragon Health System

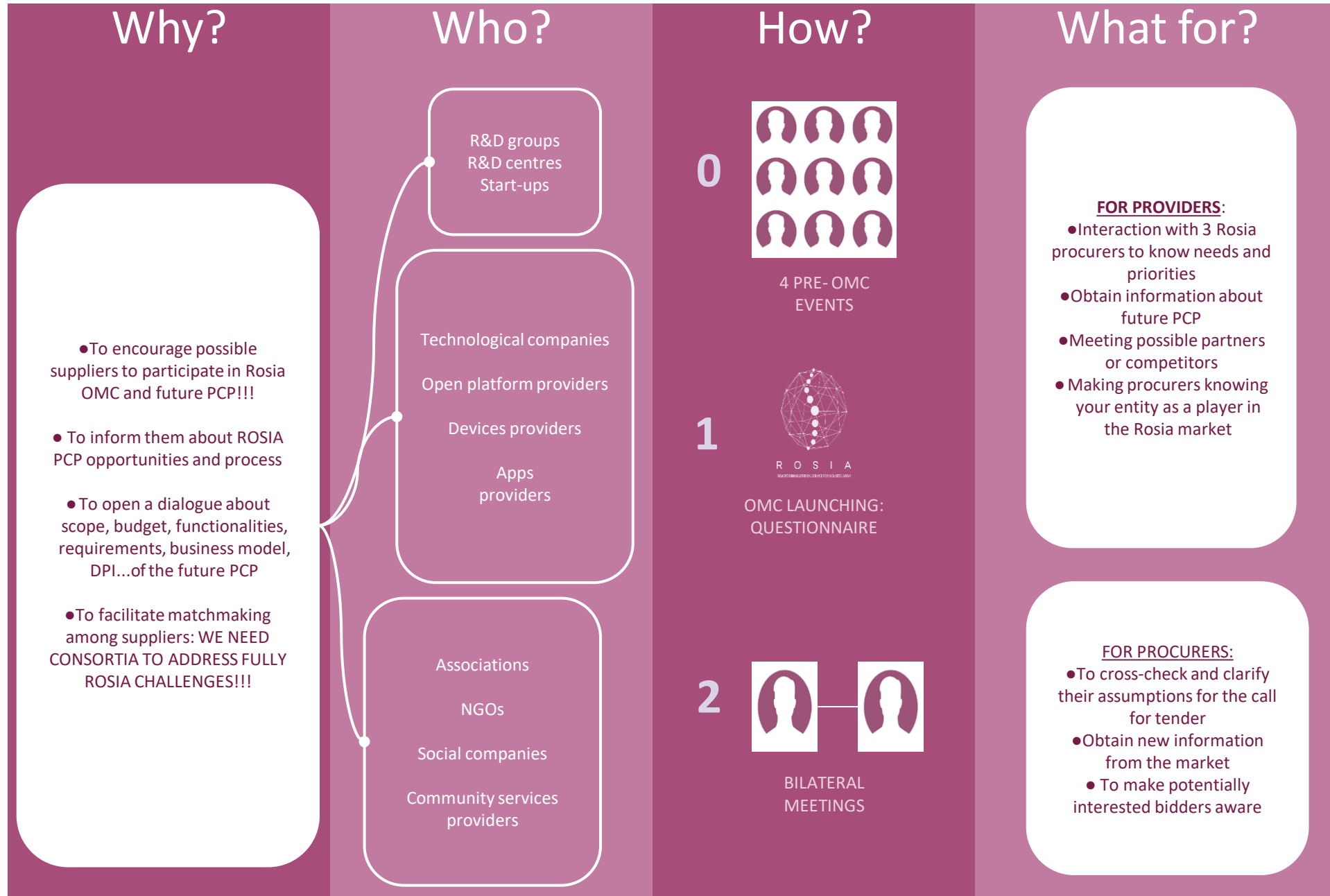




Strengthening and broadening the relationship with the market



# A) Preparation stage: Open Market Consultations



- Inicio
- Explorar
- Suscripciones
- Biblioteca
- Historial
- Mis vídeos
- Ver más tarde
- Vídeos que me gustan
- SUSCRIPCIONES
  - SrRemy99
  - Remy Fortnite
  - Explorar canales
- MÁS DE YOUTUBE
  - YouTube Premium
  - Películas



### ROSIA: Pre-OMC Wellola presentation (Ireland)

8 visualizaciones · hace 3 semanas

ROSIA PCP

4K



### ROSIA: Pre-OMC GMV presentation.

14 visualizaciones · hace 1 mes

ROSIA PCP



### ROSIA: Pre-OMC Kinetikos presentation.

8 visualizaciones · hace 1 mes

ROSIA PCP



### Join

To be listed on the matchmaking platform, please fill in the matchmaking **form below**.

If you have any question and you need to contact us, please, visit our **OMC Questions&Aswers** section.

OBJEKTIVE	
<input type="checkbox"/> Follow-up and motivation of patients	1
<input type="checkbox"/> Medical devices & apps	4
<input type="checkbox"/> Other	1
<input type="checkbox"/> Social-community and individual services related to tele-rehabilitation	2

COMPANY TYPE	
<input type="checkbox"/> Freelance	0
<input type="checkbox"/> Other	0
<input type="checkbox"/> Private company	7
<input type="checkbox"/> Public company	0
<input type="checkbox"/> Research center	0
<input type="checkbox"/> Start up	1

Private company

Medical devices & apps

Starlab

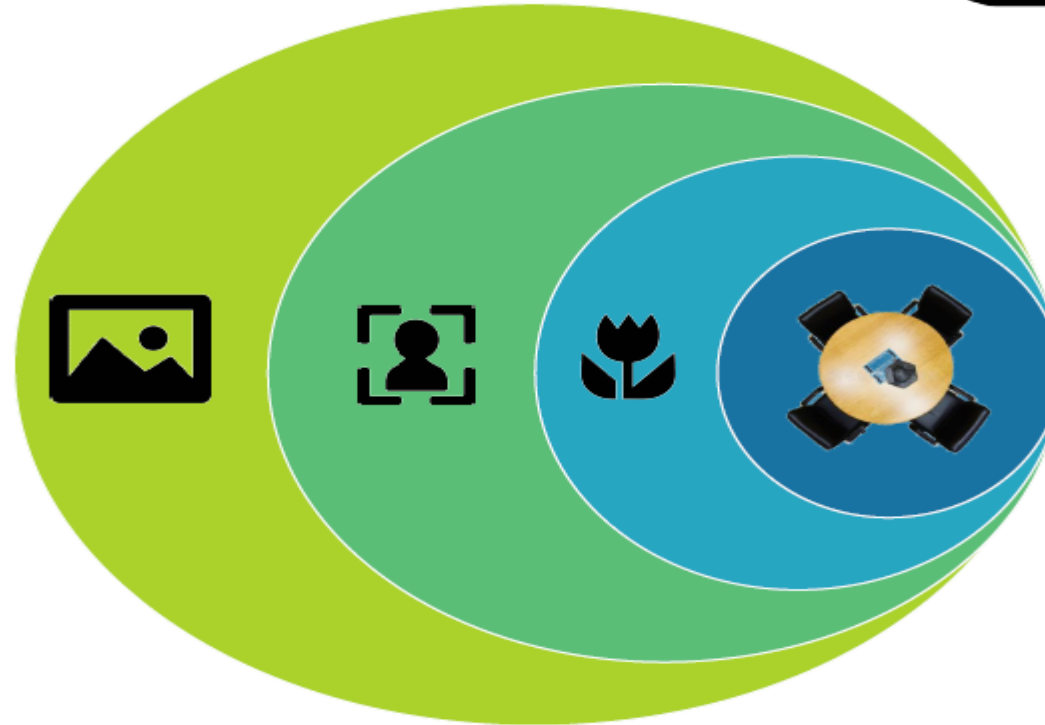
Private company

Follow-up and motivation of patients

Fisio Consultores



# OMC RESULTS

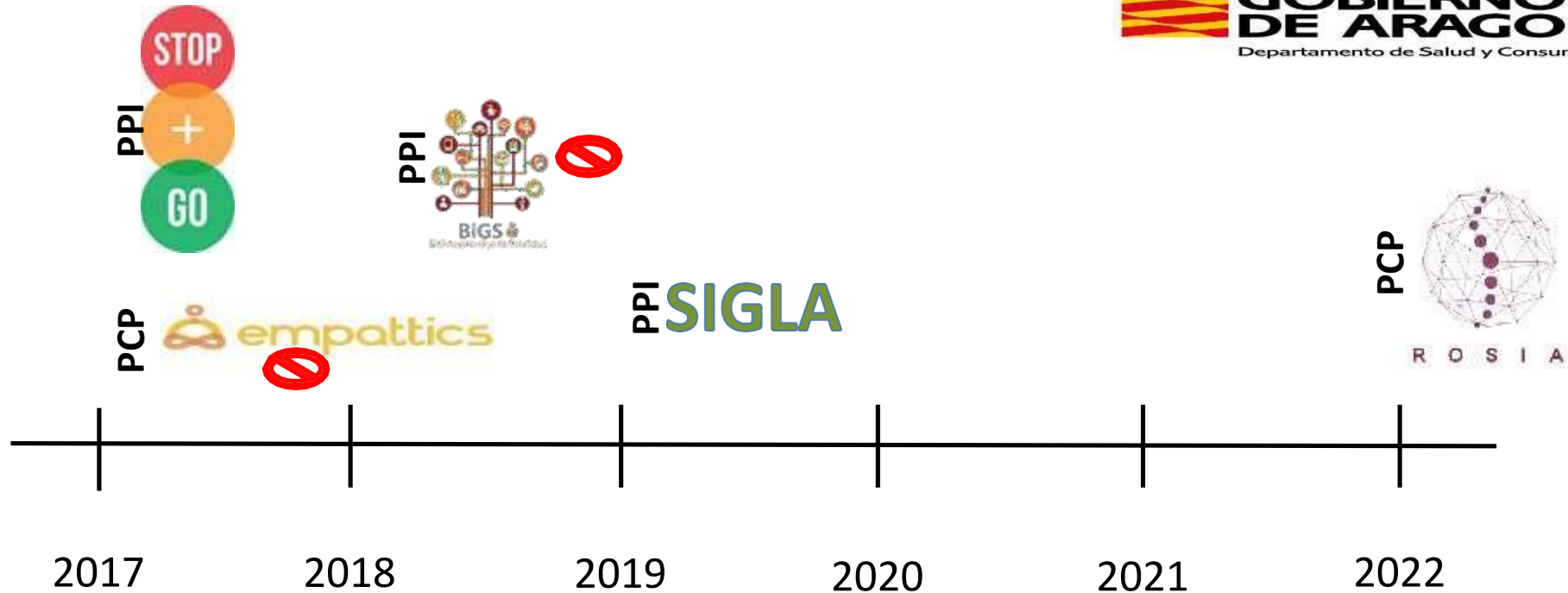


Presentación: José Luis Sancho. HCLB. Jornada CPM IACS-IAF 23/11/17

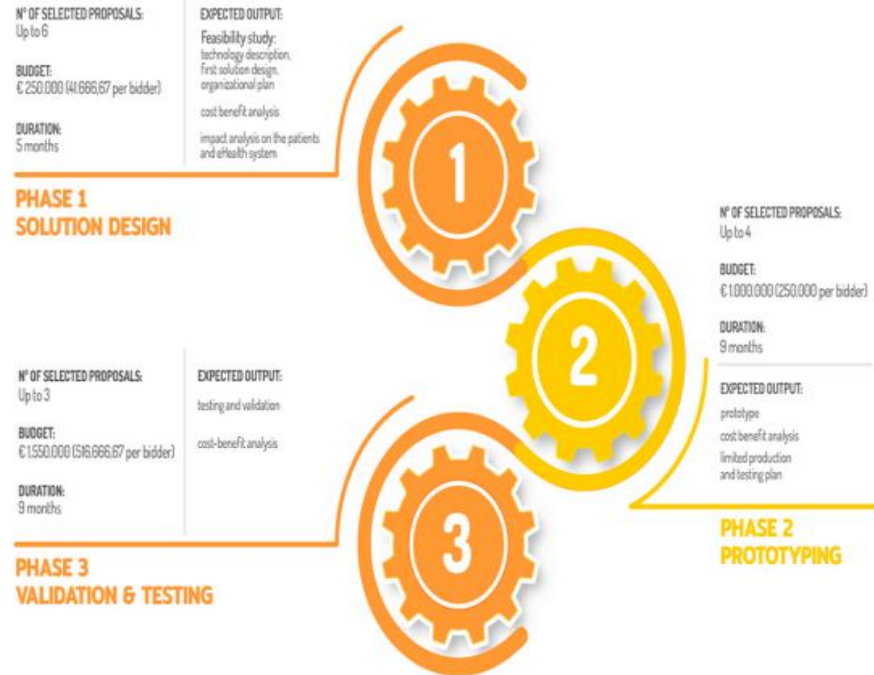
## B) Execution: some lessons learnt



 **GOBIERNO DE ARAGON**  
Departamento de Salud y Consumo



# EMPATTICS



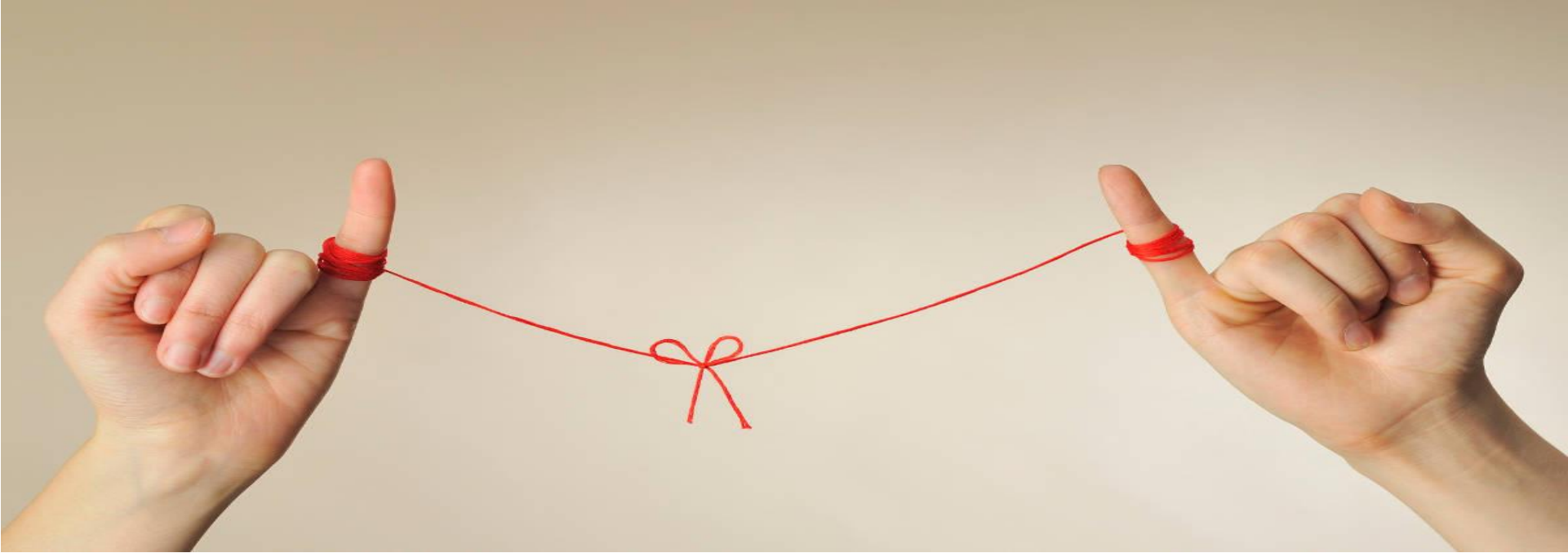
None of the 4 companies that had passed the first phase (design of the solution) passed the second phase (prototyping).

# SIGLA



As there was a shift from buying washing machines to buying smart laundry services, and as the companies were not used to this, they did not apply for the open tender.

A subsequent negotiated procedure had to be carried out with some of the entities that had participated in the consultation and the contract was signed and now they both parts are delighted.



It is essential:

a) to **build trust** and establish **solid long-term relationships** if we are to achieve joint success.

b) **be flexible enough** to deal with all the changes that will occur in complex and lengthy contracts such as those dealt with under IP

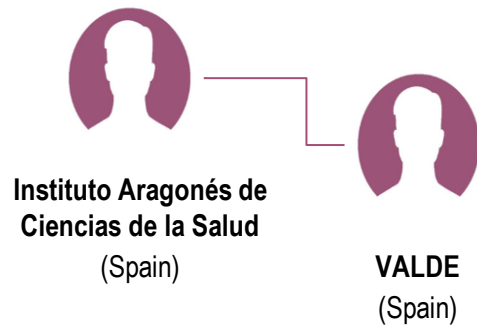




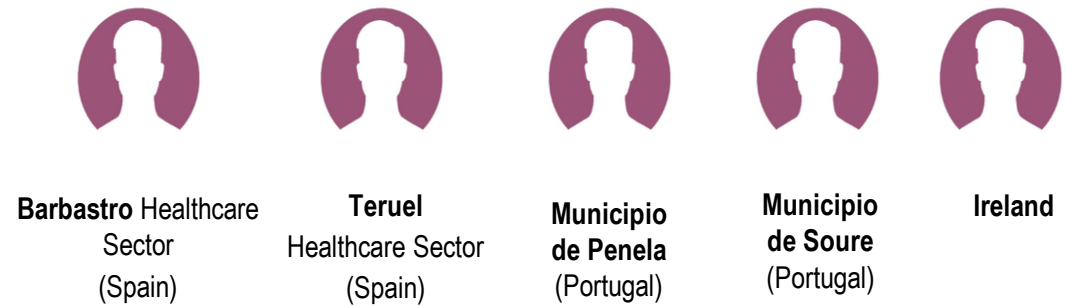
Supporting & intensifying the cooperation with other contracting authorities in the sector (value chain)

**PROJECT  
COORDINATOR**

**PROCUREMENT  
COORDINATOR**



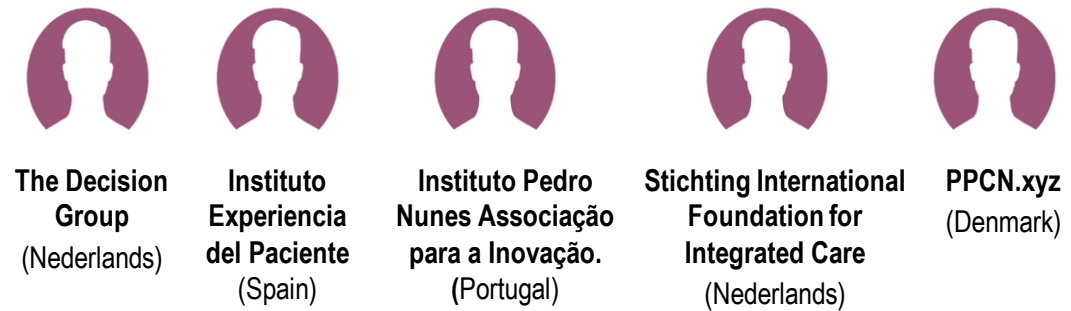
**LOCAL VALIDATION**



**PROCURERS**



**KNOWLEDGE PARTNERS**



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 101017606

# Different health systems

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Who

Right to assistance

How

Governance

What

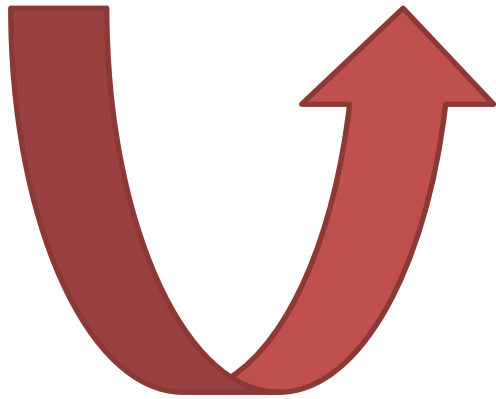
Health services  
offered

How much

Financing



## 70's organization



### Division of Competences

Health Ministry	Regions
Health Coordination	Health Planification
Foreign Health	Public Health
Management of Health Care Services of Ceuta y Melilla (INGESA)	Management of Health Care Services
<b>INTER-TERRITORIAL COUNCIL</b>	

# 90's organization

## Spanish National Health System



# Why IP favours joint procurement

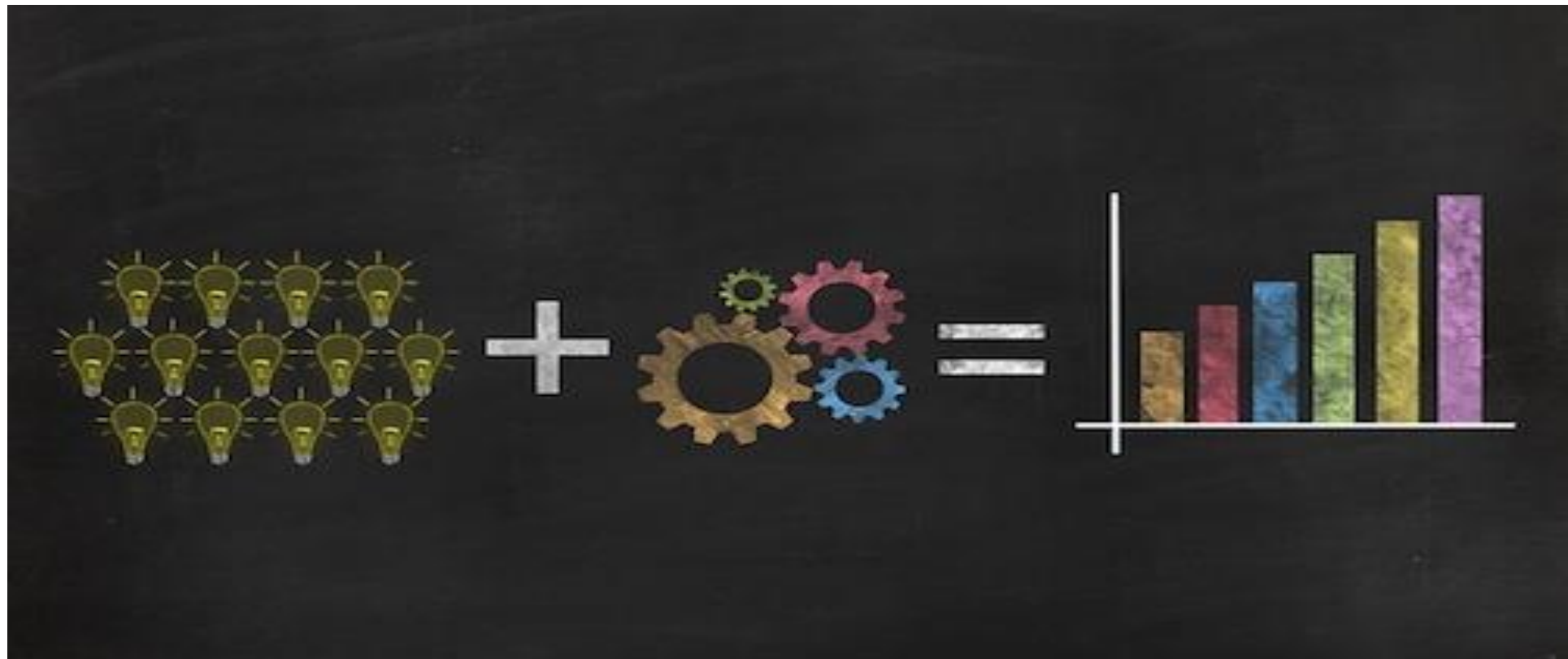
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- 1- Common challenges: COVID has taught us a lot about this
- 2- IP is related to R&D and innovation: much more collaborative environments
- 3- It is a strategic procurement: the potential for impact is greater if the local level is combined with other levels. Micro → Macro

What are the IP **levers** that can be used to boost aggregate demand?

- Identifying **common challenges** (rather than focusing on cost reduction).
- IP processes are long and complex, thus allows **time** to build stable alliances
- **Multi-disciplinary** working groups are embedded in all IP processes → the point is include members of all the institutions
- Introducing **innovation methodologies** (agile...) in the contracting processes can help

# Positive side effects of Innovation Procurement for your organization



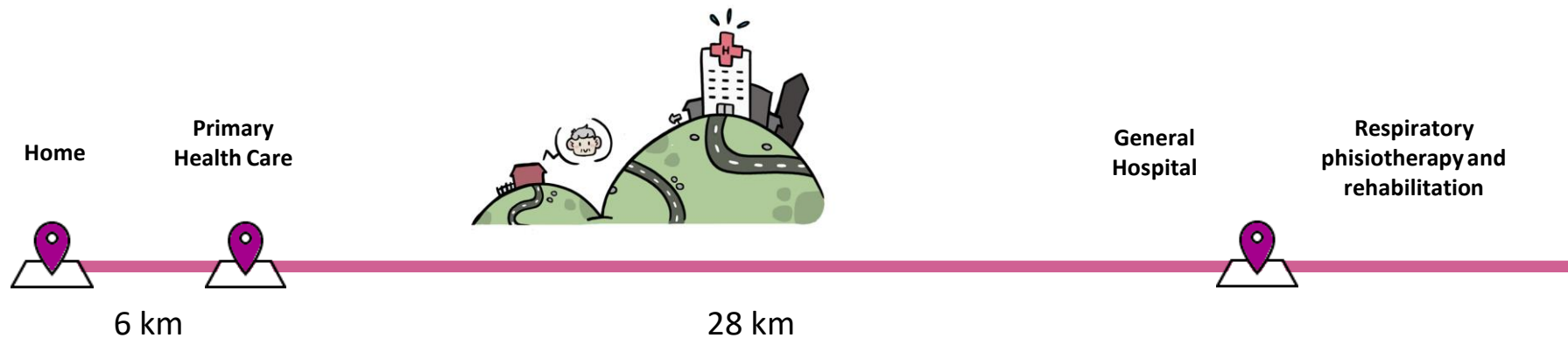
## ROSIA RUC3

### Caterina

- 64 years old
- Living alone
- Two grown-up daughters
- Owner of a bar
- Smoke cessation 5 years ago

### Current problems

- Short of breath
- Loss of autonomy
- Frequent chest infections
- Decrease in social life





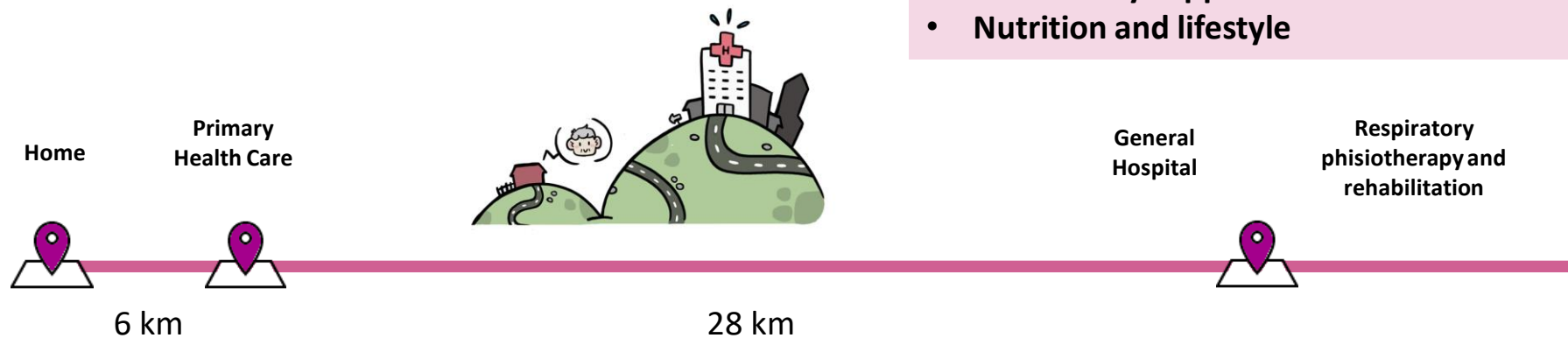
## ROSIA RUC3 – REHABILITATION IN COPD

### Need of rehabilitation and self-management support for:

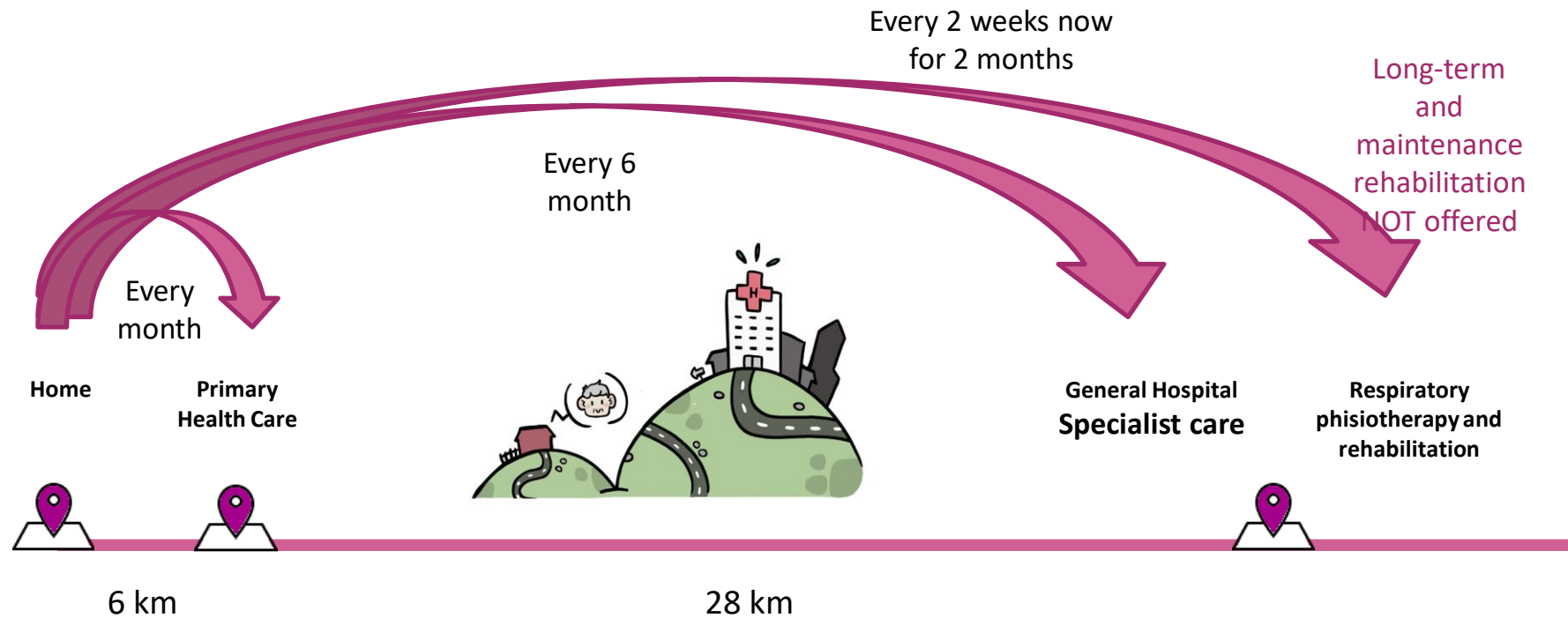
- Recovery after exacerbation
- Maintenance long-term
- Self-management
- Pre/Peri-operative (surgery) rehab, if needed

### Rehabilitation components:

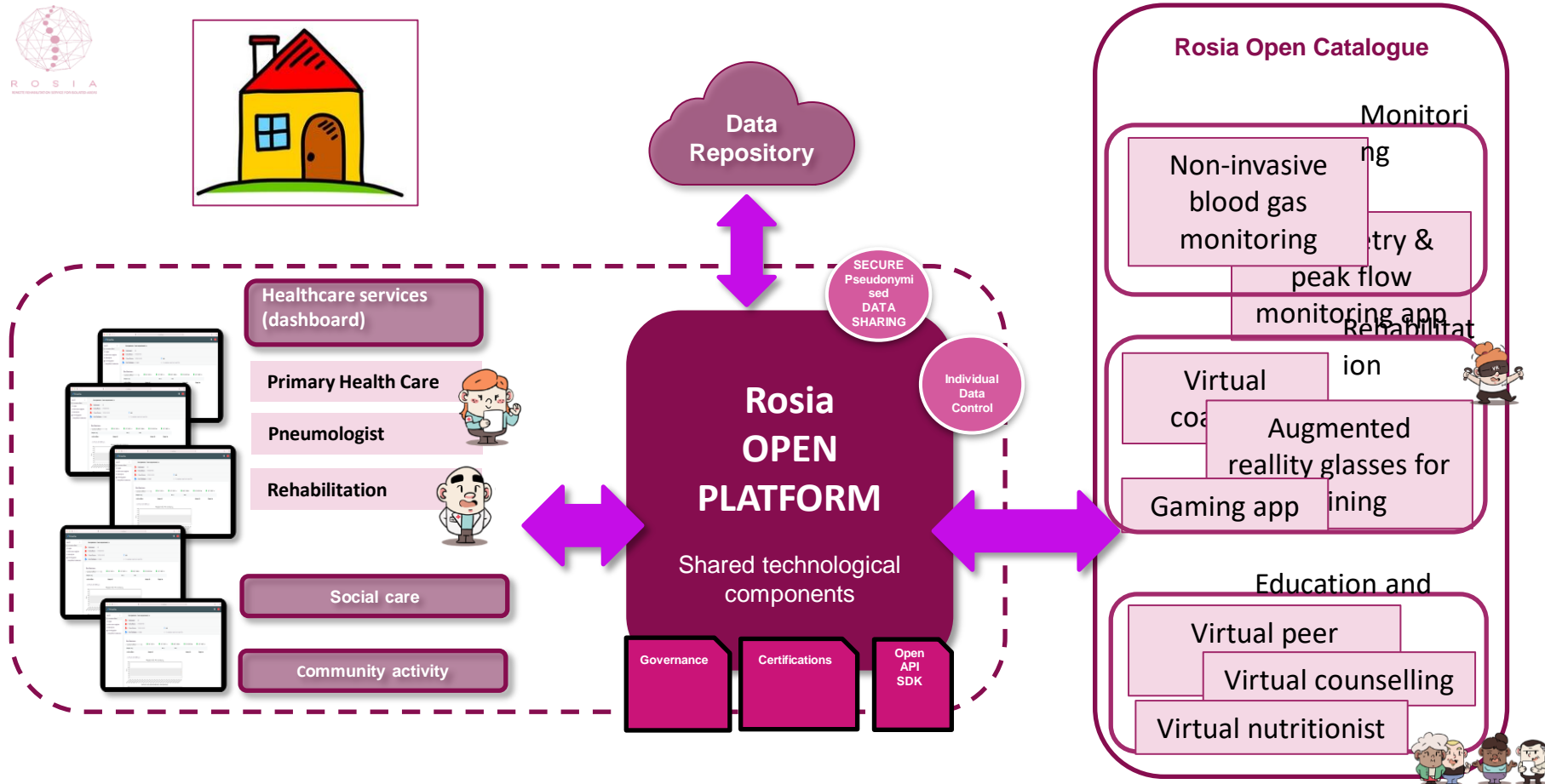
- **Assessment**
- **Physical exercise** with treadmill, bicycle, strength training arms and legs, motion and equilibrium training, postural correction
- **Education** in order to learn how to incorporate training to daily life
- **Psychosocial support**
- **Community support and services**
- **Nutrition and lifestyle**



# ROSIA RUC3 – TRADITIONAL ACCESS TO CARE SERVICES AND REHABILITATION



# ROSIA RUC3 – ROSIA: REHABILITATION AND SELF-MANAGEMENT



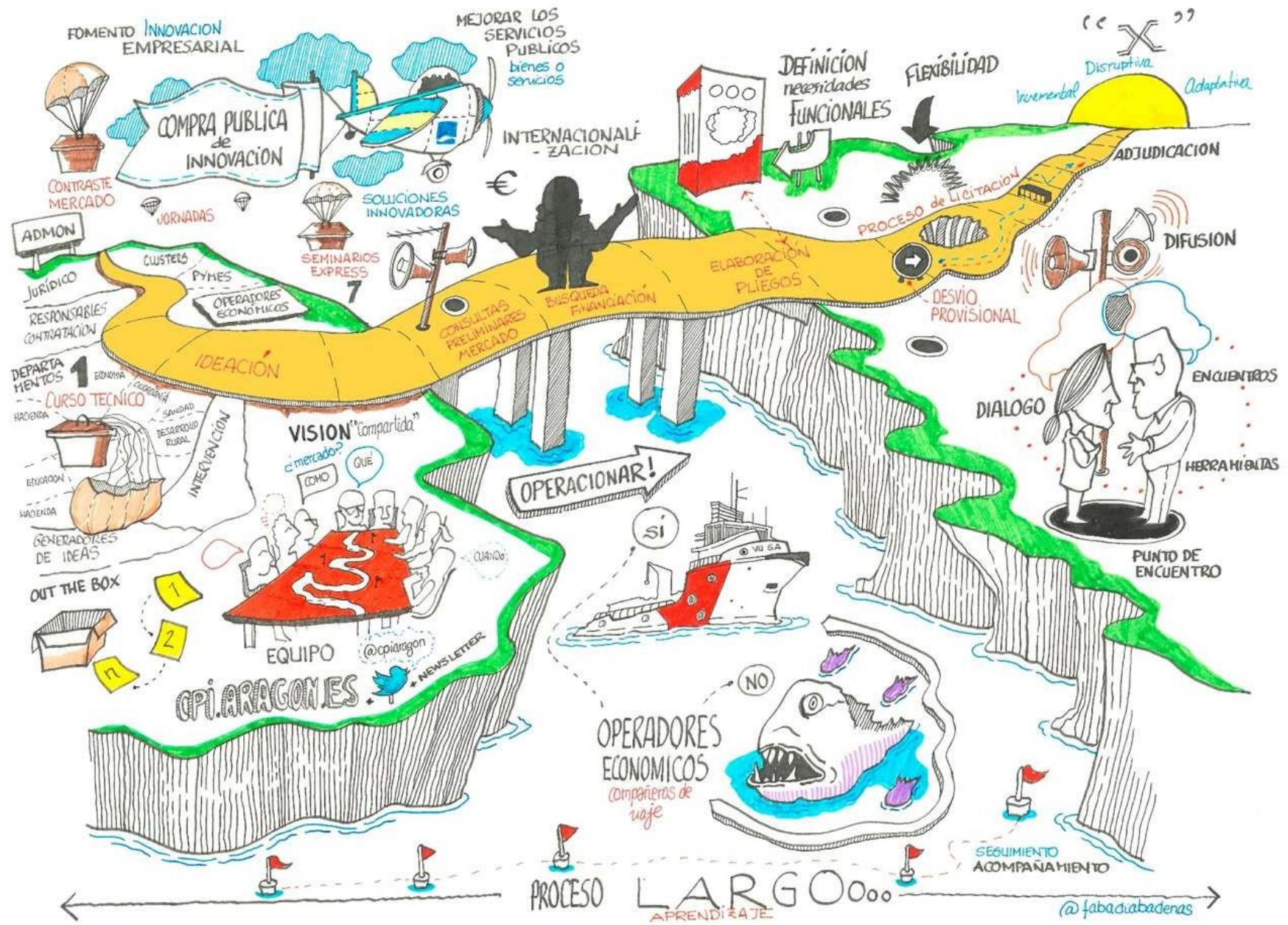
## ROSIA RUC3 – COPD– ROSIA

VALUE – BASED CARE	
USER	PROVIDER
<ul style="list-style-type: none"><li>- Better experience</li><li>- Better quality of life</li><li>- Better and relevant outcomes</li></ul>	<ul style="list-style-type: none"><li>- Better service</li><li>- Lower cost</li><li>- Workforce satisfaction</li></ul>
<ul style="list-style-type: none"><li>- Empowerment</li><li>- Self-management</li><li>- Person-centred care</li><li>- Personalised goal setting</li><li>- Shared care plan</li><li>- Family involvement</li></ul>	<ul style="list-style-type: none"><li>- Scalable, affordable</li><li>- Medical quality of data</li><li>- Data integration</li><li>- Interoperable</li><li>- Risk shared</li><li>- Paid for value</li></ul>
INTEGRATED PRACTICE UNIT	

# What happens if we use IP focussed in health results

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- 1- We forget the “it has always been done like this“. Cultural change is possible!
- 2- We work in multidisciplinary teams: avoiding actual “working silos”
- 3- The results in health normally bring also health care providers process reengineering
- 4- Shift from purchasing products to purchasing services
- 5- Payment by results
- 6- Impacts of our contracts are more understandable and visible



**4** What inspiring examples can we share with them?

THINGS  
WILL  
HAPPEN



**3** How is a IP procurer?



How can we help the **Public procurer** in IP projects?

**CPI** ARAGÓN

<http://cpi.aragon.es/>



**1** ¿What support services they need?



GESTORES



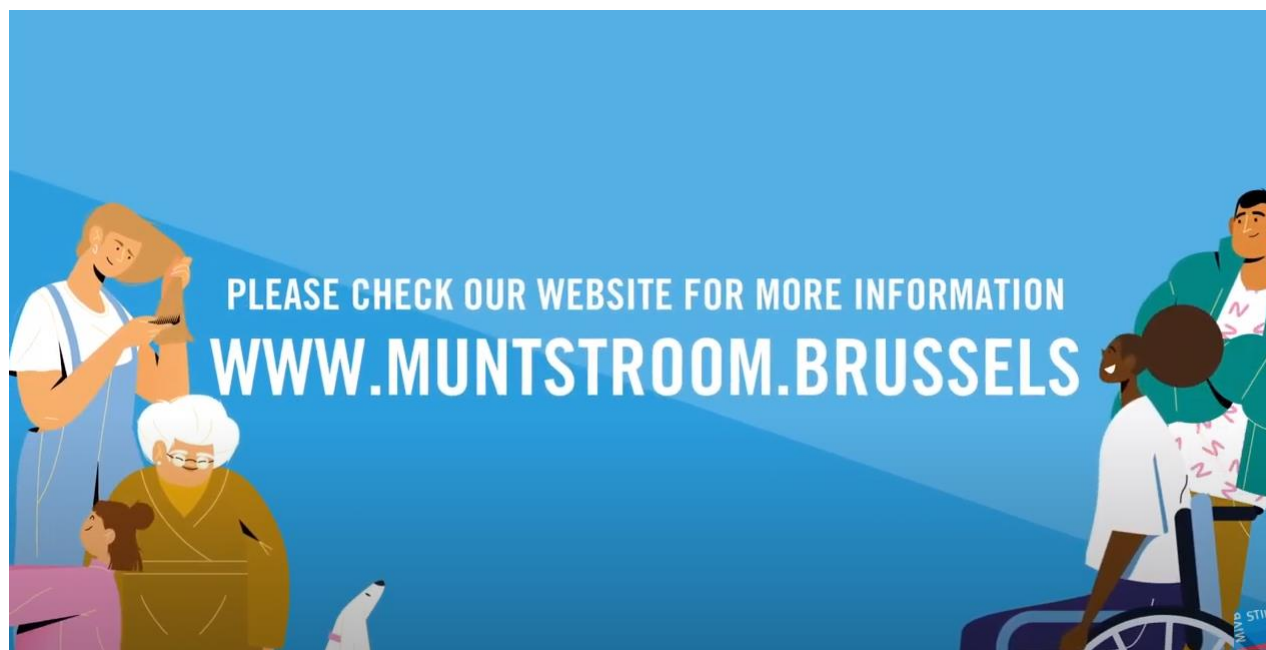
INVESTIGADORES

**2** How can we add value to them?



## Video project Muntstroom - STIB-MIVB:

<https://www.youtube.com/watch?v=jUYMmYl4ebg>







HELLENIC REPUBLIC  
Ministry of Citizen Protection



# CENTER FOR SECURITY STUDIES - KEMEA



INNOVATION PROCUREMENT



# KEMEA: The first organization to implement Innovation Procurements in Greece

*Providing research services via pre-commercial procurement of innovation for developing technological and operational solutions which are not available in the market*

**Lead Procurer**



PRocurEments of innoVativE, advanced systems to support security iN public Transport



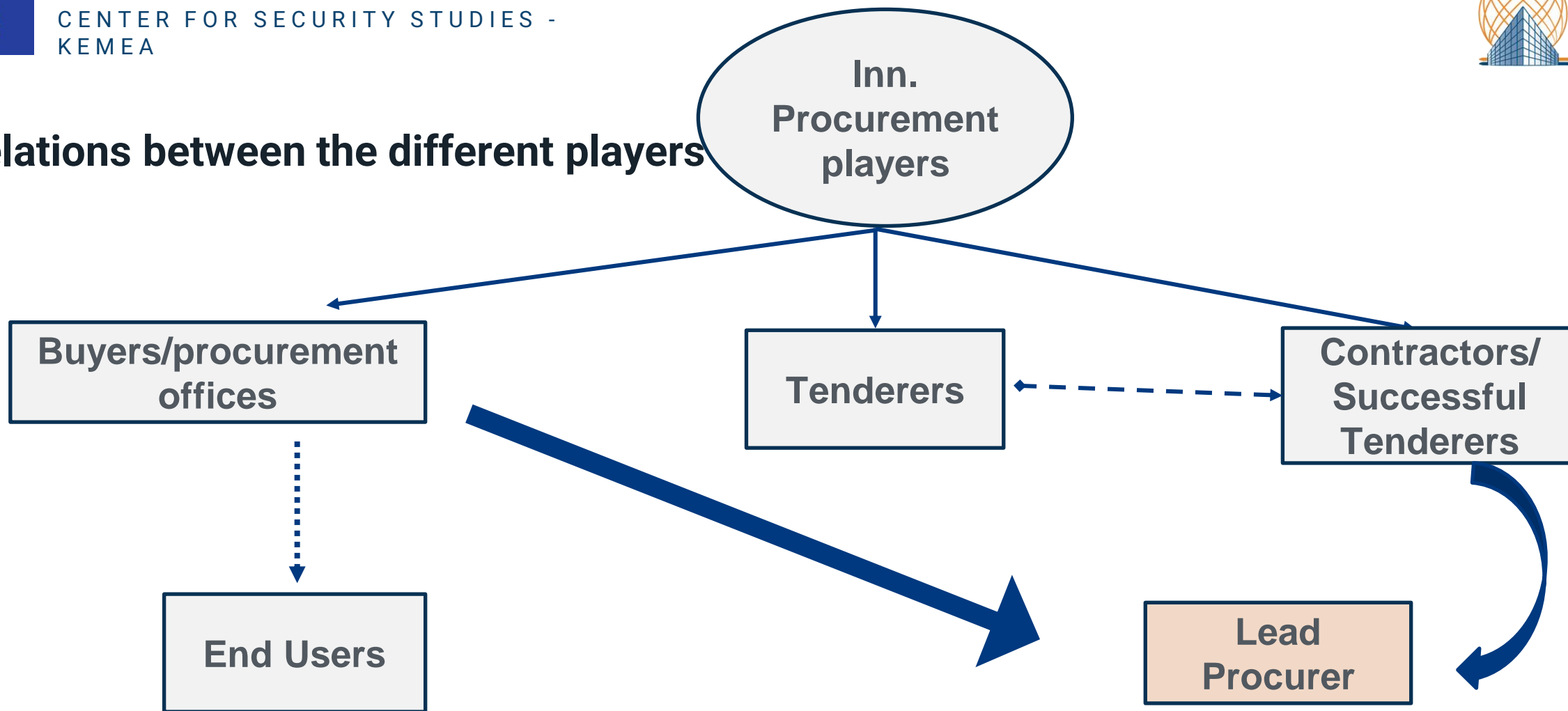
**Public Buyer / Expert**



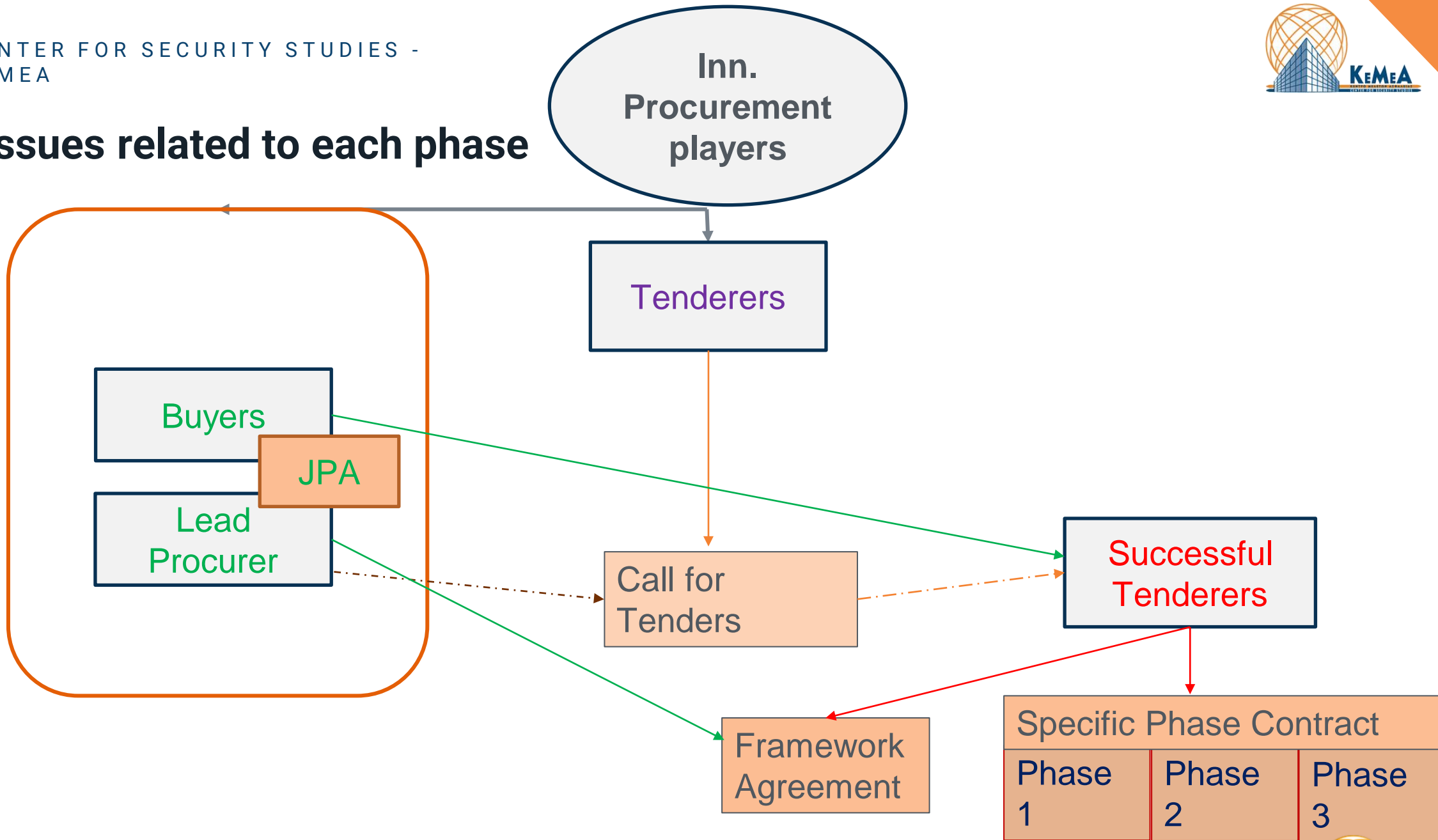
Procuring Innovation activity to enable a pan-European broadband mobile system for PPDR, validated by sustainable test and evaluation capabilities



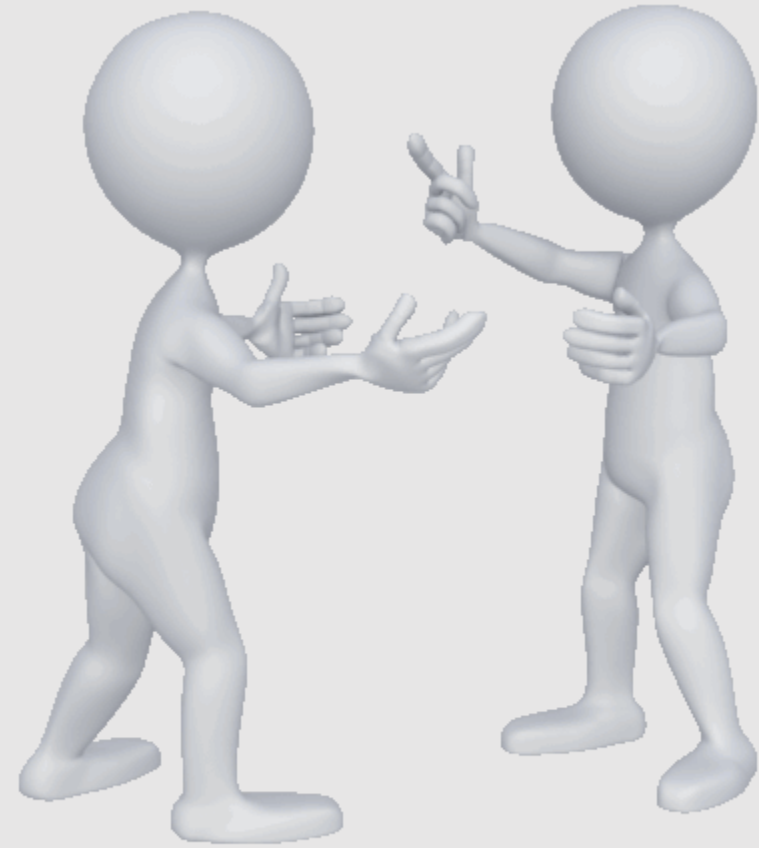
## Relations between the different players



# Legal Issues related to each phase



## Interaction with the Industry



## 1. Prior art/state of the art definition and update

*Open Market Consultation Events give the information needed to redefine, verify, update, improve prior art/state-of-the-art. Partners however need also to perform their own analysis to identify interesting market players*

## 2. Open Market Consultation

*For an OMC to be successful, it is advisable to hold more than one OMC Event, nationals and internationals; additional national webinars would increase the efficiency of the OMC.*

## 3. Interaction during the OMC

*The interaction with the market should be done in a structured way during OMC.*

## 4. Tender Phase

*Support to the industry should be provided : Q&As , webinars, events etc*

*Background IPRs from the Buyers should be clarified in tender documents*

*The timeline/schedule of the Procurement should not be very tight- extension may be needed*

## 5. Contract Implementation

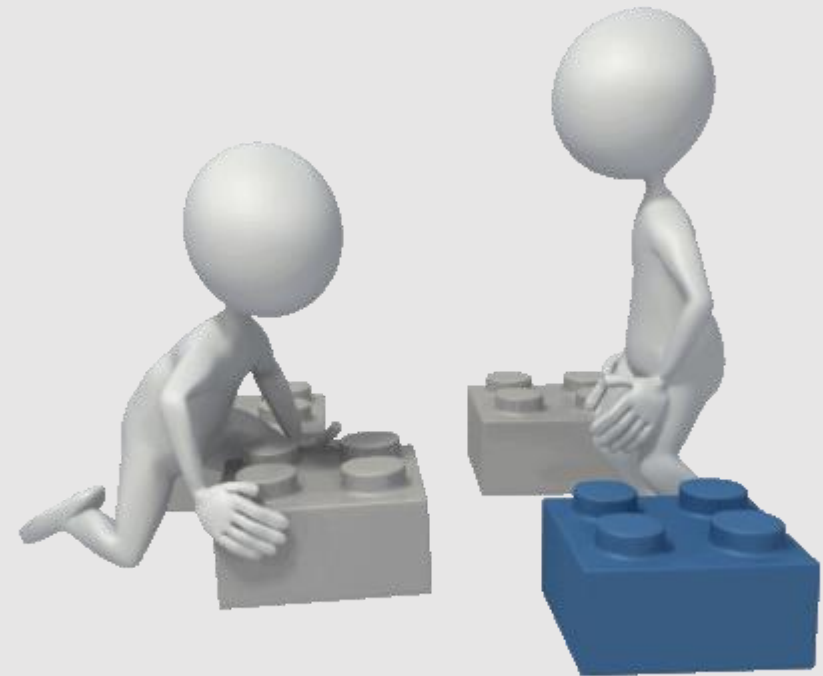
*Monitoring meetings will be held at least monthly*

*The interaction with the market will ensure a solution that meets end users needs*

*There is no specific mechanism to assess the Solutions's TRL*

*Due to the peculiarities of the security domain, building trust between the Contracting Authority & the contractor(s) is a prerequisite for a successful outcome*

Cooperation with other  
contracting authorities



## 1. Financial capacity should be ensured

*It is possible that a member of the Buyers Group decides to withdraw from the Procurement (for financial reasons) before the launch of the procurement. Such development leads to several changes.*

## 2. Formulation of the requirements

*When Universities or Research Institutes with R&D in the scientific area of the procurement participate in the Consortium and Buyers Group, they may be biased as to the description of the specifications, imposing specific technology (the development of their own R&D); if specifications are not described in a general manner the market will not propose new solutions (because the specs do not allow it) or the tenders submitted may be less than expected (as they may have developed different technology which corresponds to the solution but such solution is not allowed by the specs).*

## 3. Different approach on the formulation of the Specifications

*It is possible that Partners do not agree on the formulation of the Specifications; Advisory Board's opinion may prove to be helpful in this case (although its contribution does not guarantee the undisputed resolution of the disagreement).*

- *Agree on a high level common vision , concept and challenges*
- *Workshops among members of the Buyers Group are highly recommended*



## Background IPRs

### 1. Definition of the background IPRs

*Partners rarely define with clarity their background IPRs in the Agreements. It is necessary that Partners clarify what Background IPRs is contributed to Project in order to permit access to such Background.*

### 2. Publication of the background IPRs in the tender documents

*It is better to make available all Background IPR in the Framework Agreement only to the successful tenderers. Tenderers should be allowed to decide whether they will use the IPRs or not. Whether the IPR will be available may affect financially the submitted offers and lead to risks if one of the Tenderers does not ask information as to the background IPRs.*

### 3. Background IPRs

*Background IPRs should not affect the description of the specifications. The specs should be described in a general manner, in order to permit the market to propose different solutions.*

### 4. Scientific publications of the Buyers Group affecting the Procurement

*Buyers own research must be abstained from any publication which affects the Procurement. Such publications remain out of the scope of the Procurement; in any case they cannot affect the Procurement*



# Positive side effects





Thank you

# Q&A

WEBINAR ROUND TABLE  
**The Management Perspective on  
Benefits of Innovation Procurement**



22 July 2021  
14.30 - 16.00 CEST



Stephan Corvers  
Corvers Procurement Service BV

# Closure

## Conclusions & future events

WEBINAR ROUND TABLE  
**The Management Perspective on  
Benefits of Innovation Procurement**



22 July 2021  
14.30 - 16.00 CEST



**eafip**

Stephan Corvers  
Corvers Procurement Service BV

# Next webinar



**5 October 2021**  
webinar-workshop

**Innovation Procurement:  
How to strengthen EU strategic autonomy and resilience**



**2nd CALL OF 2021 IS OPEN NOW!**

**Apply for free assistance**  
**Deadline 2nd call - 25 September 2021**

<https://ec.europa.eu/eusurvey/runner/EAFIP2021>

More information on [www.eafip.eu/assistance](http://www.eafip.eu/assistance)



# Thank you for your attention

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[www.eafip.eu](http://www.eafip.eu)