

Smart City 2021

# International Innovation Public Procurement Opportunities I

# Welcome

*Ms. Ana Simón, Deputy Director of International Innovation and Disruption  
ACCIÓ Business Competitiveness Agency  
Government of Catalonia*



# What is ACCIÓ?

- We are the **agency of the Government of the Generalitat** and a public reference to boost the competitiveness of Catalan companies and contribute to their transformation → **public-private collaboration**.

ACCIÓ is...

## Global and local

- 40 offices with a reach of more than 100 markets
- 7 delegations in the territory

## Consolidated career, experience and talent

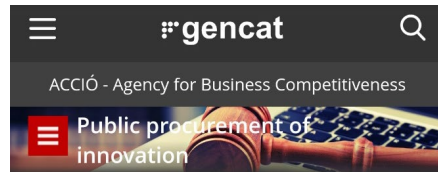
- We are the spearhead representation of Catalan companies in the world since 1988
- 35 years of experience, knowledge and talent at the service of business projects

## Next to the company at key moments

- Leaders promoting and expanding the binomial internationalization-innovation
- Now, leading the business transformation towards digitization and the sustainability



# ACCIÓ: Innovation Procurement



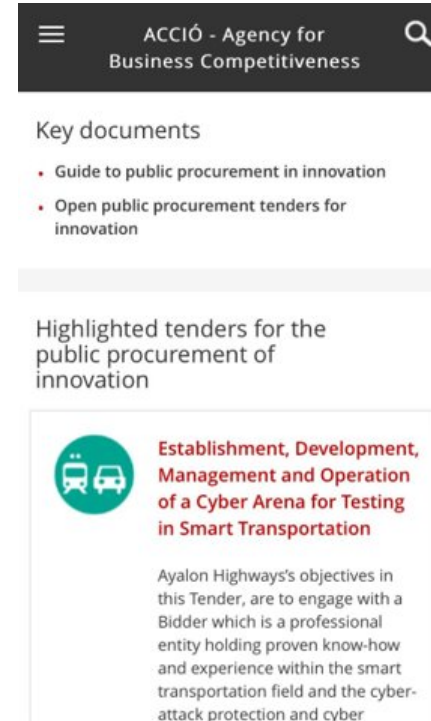
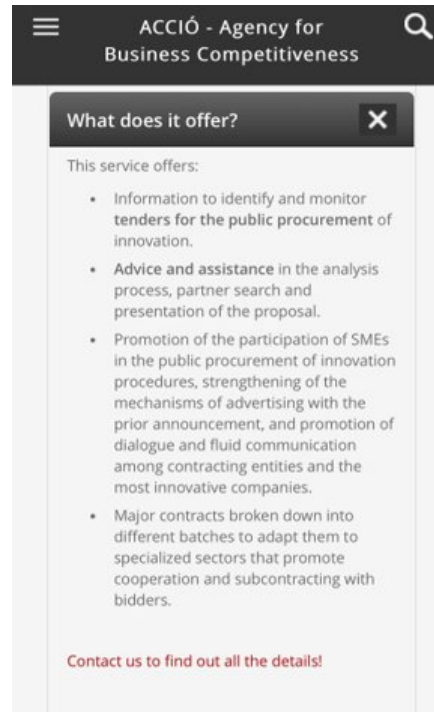
## Find the best buyer for your innovation

The Public Procurement of Innovation is an administrative initiative to promote innovation, aimed at encouraging the development of innovative solutions from demand, via public procurement.

If you are an innovative company that is offering new solutions to the market and would like to take part in open public tenders, **apply for this service!** We will help you to find the tenders which offer you the best opportunities; we will advise you on the presentation of your proposal and will help you to search for partners to carry it out.

Do not hesitate any longer. **Check out the open tenders** for the public procurement of innovation!

**See all open tenders for the public procurement of innovation**



# ACCIÓ: Innovation Procurement



← → ↻ openchallenges.accio.gencat.cat 🔍 ☆

Catalonia Open Challenges

Home Companies Marketplace Agenda

Online

Catalonia Open Challenges

Challenges, market demands, searches for partners and international trade and innovation opportunities for Catalan companies

### Catalonia Open Challenges

Welcome to the Catalonia Open Challenges platform!

This space is the meeting point for those who pose challenges and those who generate opportunities between Catalan and international companies and organizations.

Here you will be able to publish, as well as find and present yourself to different international business challenges and opportunities:

- **Open Innovation Challenges:** challenges from different companies, administrations, and large corporations, Catalan and from all over the world, looking for innovative solutions and proposals.

LOCATION  
Online

ORGANISED BY

**ACCIÓ**  
Catalonia Trade & Investment

**Generalitat de Catalunya**

# ACCIÓ: Innovation Procurement



Catalonia Open Challenges

Home Companies Marketplace Agenda

Login Register

53 Opportunities found

Search

☒ PUBLIC PROCUREMENT (61)

TYPE

☒ Public Procurement of an Innovative Technology (33)

☒ Pre-Commercial Innovation Procurement (19)

☒ Public Procurement of an Innovation on the market (4)

Clear

☐ International Public Procurement (4)

LOOKING FOR

☐ Innovation Supplier (57)

☐ Any Other Kind of Supplier (7)


SECTOR

PUBLIC PROCUREMENT


CareMatrix — Pre-commercial procurement (P...

BUYER/S CONSORTIUM: The project consortium is made up of 7 project partners from 4 EU countries includes Innovation Skane AB as coordinator, the International Foundation for Integrated Care (IFIC), Norway Health Tech, Vestre Viken HT, ...

Created on August 18, 2021  
Expires on January 31, 2022



☒ PRE-COMMERCIAL INNOVATION PROCUREMENT +15

 **Alexander Watts**  
Innovation & Investment Consultant at ACCIÓ - Catalonia Trade and Investment Denmark (Copenhagen, Denmark)

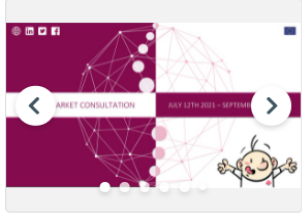
Request meeting

PUBLIC PROCUREMENT

ROSIA PCP: Remote rehabilitation services for ...

BUYER/S CONSORTIUM:  
Three public procurers form ROSIA's buyers' group: Servicio Aragonés de Salud (Spain), National Rehabilitation Hospital (Ireland) and the Centro Hospitalar e Universitário de Coimbr...

Created on August 05, 2021  
Expires on June 30, 2025



☒ PRE-COMMERCIAL INNOVATION PROCUREMENT +12

↑



# AGENDA

**10:00 – 10:05**

## Welcome

- Ana Simon  
Deputy Director of International Innovation and Disruption  
ACCIÓ, Government of Catalonia

**10:50 – 10:55**

## Guide for PPI

- Anna Ciutat  
Deputy Director of Public Procurement  
Government of Catalonia

**12:00 – 13:00**

## Workshop online

- Tomorrow City Platform:



## Innovation Procurement demands

- Smart City sector (4 speakers)
- Health sector (3 speakers)

**10:05 – 10:50**

## Closing

**10:55 – 11:00**

## HOSTS



Ms. Anna Monistrol  
ACCIÓ Barcelona



Mr. Jesús Buenafuente  
ACCIÓ London

# Brokerage Event Smart City Live – Enterprise Europe Network



Helping companies innovate and grow internationally

**International partnerships**  
Expertise, contacts and events to connect you with the right international partners to grow your business.

**Advice for international growth**  
Expert advice for growth and expansion into international markets.

**Support for business innovation**  
Solution-driven services to help you turn your innovative ideas into international commercial successes.



**SMARTCITY**  
EXPO WORLD CONGRESS  
16-18 NOV 2021 | BARCELONA & ONLINE

**Brokerage Event**  
Start networking!

ACCIÓ  
Generalitat de Catalunya

enterprise europe network

16 November 2021 - 18 November 2021  
Barcelona, Spain

**Brokerage Event Smart City 2021**

Home How does it work? **Innovation Public Procurement** Useful information FAQ EEN Conditions of participation

**International Innovation Public Procurement Opportunities**

The International Innovation Public Procurement Opportunities event is an online and onsite webinar where public bodies (local authorities, hospitals, ministries, etc.) will be able to present their unmet needs for the future, their market consultations and their tenders. Public institutions will use this platform to announce their future Public Procurement of Innovation tenders that they expect to launch. This event will have an international outreach.

In this event you will discover several opportunities in Public Procurement of Innovation that are going to shape the cities of the future. Public bodies will present their tenders in order to find new solutions for their challenges. Find the right tender to present your innovative solution offer.

**International Innovation Public Procurement Opportunities I: Onsite workshop - Smart City Expo**

**When:** 17 Nov, 10:00 - 11:00  
**Where:** Agora. Innovation Zone. Hall 2. Fira Gran Via.  
[Speakers Participant Profiles](#)

ACENIDA

**REGISTRATION**  
Closed since 8 November 2021

**LOCATION**  
Barcelona, Spain

**ORGANISED BY**  
**ACCIÓ**  
Catalonia & Trade & Investment  
**Generalitat de Catalunya**  
Government of Catalonia

enterprise europe network

**RESOURCES**  
[Catalogue of public procurement of innovation 2020](#)  
[Flyer Smart City 21](#)  
[Flyer CPI Smart City 21](#)





**PORTUGAL** 

7. Application of artificial intelligence to public procurement

**SPAIN** 

1. Technologies for smart and sustainable tourism in Sabadell City.
2. PROCURE: Achieving 100% Renewable Energy Supply (RES) in existing stock.
3. EcoQUIP plus, Innovation Procurement to rethink the joint replacement care pathway to improve patients' outcomes.
4. TIQUE PCP: Innovative care services to deliver quick responses to complex patients with advanced HEART FAILURE through integrated care
5. OncNGS: European Call for the future Next Generation Sequencing (NGS) solutions for cancer.

 **NETHERLANDS**

11. Scale up: Futureproof sports fields

 **TURKEY**

12. Pilot studies on Smart City sectors in Istanbul



**Mr. Oriol Llevot,**  
Technical Chief at the City Projection & Tourism Programme,  
Sabadell City Council, Spain



**Ms. Eefje Smeulders,**  
Procurement specialist,  
City of Amsterdam, Netherlands



**Ms. Burcu Özmedir,**  
Smart City Director,  
Istanbul Metropolitan Municipality, Turkey



**Mr. Gil Lladó,**  
Energy Transition Head of Office,  
Àrea Metropolitana de Barcelona (AMB), Spain



# Smart City sector

Market consultation is the phase in which the **PPI project is already created**. Research is done in order to find solutions, projects, and technologies that are already present in the market. This allows to economically evaluate the future tender.

Moreover, the future tender is announced to potential suppliers.

Open tenders are those for which **all the project requirements have been settled**. These include all the functional features, the guidelines for the presentation of the offer, the assessment criteria of the proposals, and the maximum price of the bids.



# Smart and sustainable technology for the new City of Sabadell's Projection and Tourism Office



# 1 PRESENTATION

Objectiu: Festa Major, setembre 2022

1. EQUIP PROJECCIÓ  
I TURISME

2. RELACIONS  
INSTITUCIONALS

3. PROJECTE ARQUITECTÒNIC  
Programa Gran Via Ripoll

4. DOTACIÓ TECNOLOGIA  
I MOBILIARI

5. CREACIÓ DE  
CONTINGUTS

-Digitals  
-Físics  
-Marxandatge



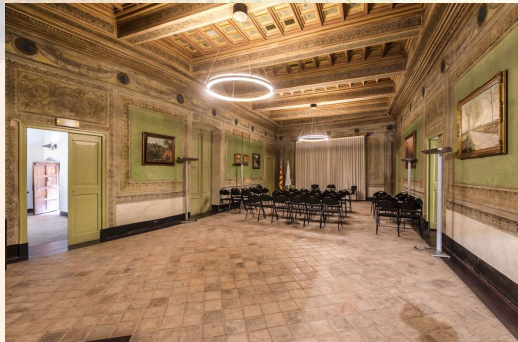
- Looking for a Tourist Office since 2008
- Benchmarking with other municipalities
- Include new trends and Smart solutions



## 2 THE SITE: CASA DURAN



- One of the most important **heritage** elements of Sabadell
- Emblematic **monument** of the city urban landscape
- **1700 m<sup>2</sup>** with a unique historical footprint
- Genuine structure of **16th and 17th centuries**
- **Office space: 40 m<sup>2</sup> x 2 floors**



### 3 TARGET GROUPS & DEFINITION

#### DIFFERENTS FUNCTIONS FOR THE DIFFERENT BUILDING AREAS

1- Office of Tourism

2- Espace of the Catalan culture's capital 2024

3- Knowledge point, visits and institutional city galas

Show the heritage, as a museum  
City interpretation space and show future projects

- Sports Tourism
- MICE (Sakura Matsuri, Sabadell exhibition centre...)
- Cultural Tourism





## 4 REQUIREMENTS AND NEEDS

IMPACTING INTEGRATED  
TECHNOLOGY



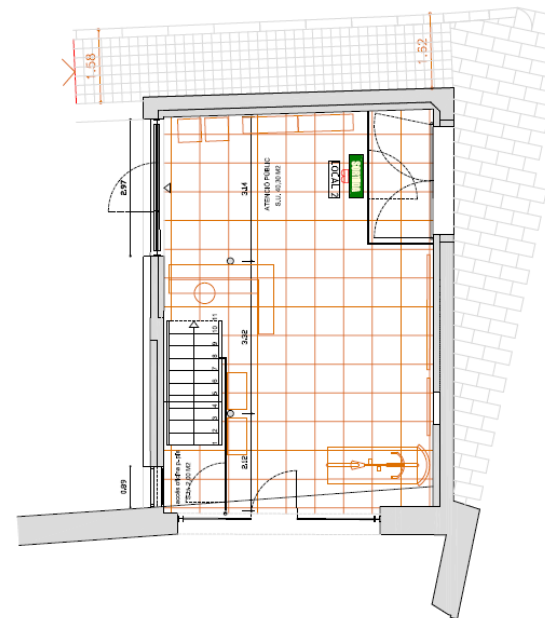
FUNCTIONAL & CLEAR  
DISTRIBUTION



SUSTAINABLE AND  
ACCESSIBLE



GENUINE, OPEN &  
OMNICHANNEL



## 4 REQUIREMENTS AND NEEDS

- **FRONT DESK**
- **SABADELL STORE**
- **PHYSICAL INFORMATION**
- **MULTIMEDIA INFORMATION**
- **TOURISTIC SELF-SERVICE POINT**



- **HARDWARE & SOFTWARE**
- **DIGITAL SIGNAGE**
- **PROPOSAL OF INTEGRATED DESIGN**



EXPO WORLD CONGRESS

## 4 REQUIREMENTS AND NEEDS

### 1 Technologies for smart and sustainable tourism in Sabadell City



Ajuntament  
de Sabadell

#### Challenge

##### Advanced ICT

for the City projection and  
Tourism Office of Sabadell



to allow the integration and dissemination of digital content

- Smart and sustainable technological and digital equipment
- Agile, reliable and easy to use
- Functional design and distribution of elements

#### Expected Results

Become the  
flagship of the  
"Visit  
Sabadell"  
brand

Personal  
attention to  
visitors

Interactive  
self-  
consultation  
and touristic  
self-services

Exhibition  
Space

Audiovisual  
projection of  
information

Development  
of MICE  
tourism

ACCIÓ  
Catalonia's  
Trade & Investment

Generalitat  
de Catalunya

#### TERM TO LAUNCH THE TENDER

< 1 year

#### TYPE OF PUBLIC PROCUREMENT INNOVATION

PPI

#### INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

NO

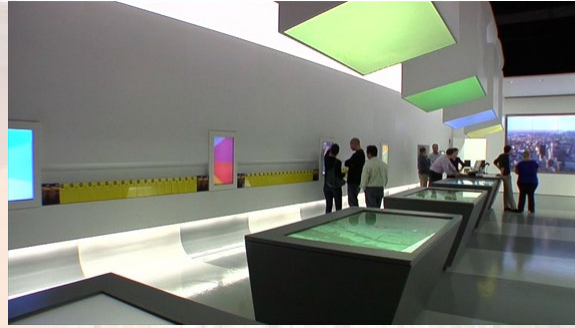
#### INTEREST IN MARKET SITUATION

NO

Fem avui l'empresa del demà



## 5 SOME MARKET EXAMPLES: “WOW” TECHNOLOGIES



# Smart and sustainable technology for the new City of Sabadell's Projection and Tourism Office

[www.visitsabadell.com](http://www.visitsabadell.com)

[projecciciutatitourisme@ajsabadell.cat](mailto:projecciciutatitourisme@ajsabadell.cat)

+34 93 745 31 92

Twitter: TurismeSBD

Instagram: sbdturisme



**Eefje Smeulders**

*Advisor Public Procurement for  
Innovation*

Chief Technology Office,  
City of Amsterdam

[eefje.smeulders@amsterdam.nl](mailto:eefje.smeulders@amsterdam.nl)

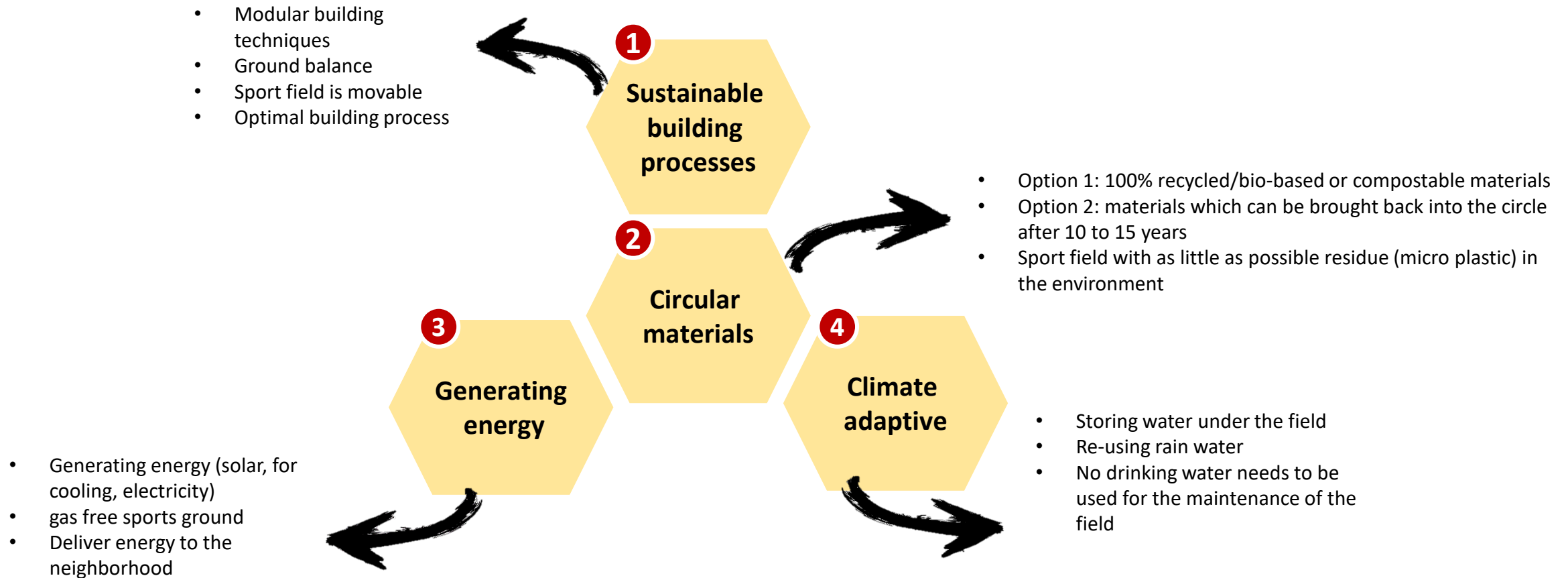


# Scale up | future proof sport fields

circular - modular - energy generating - climate adaptive



# What does the sports field/pitch of the (near) future look like?!

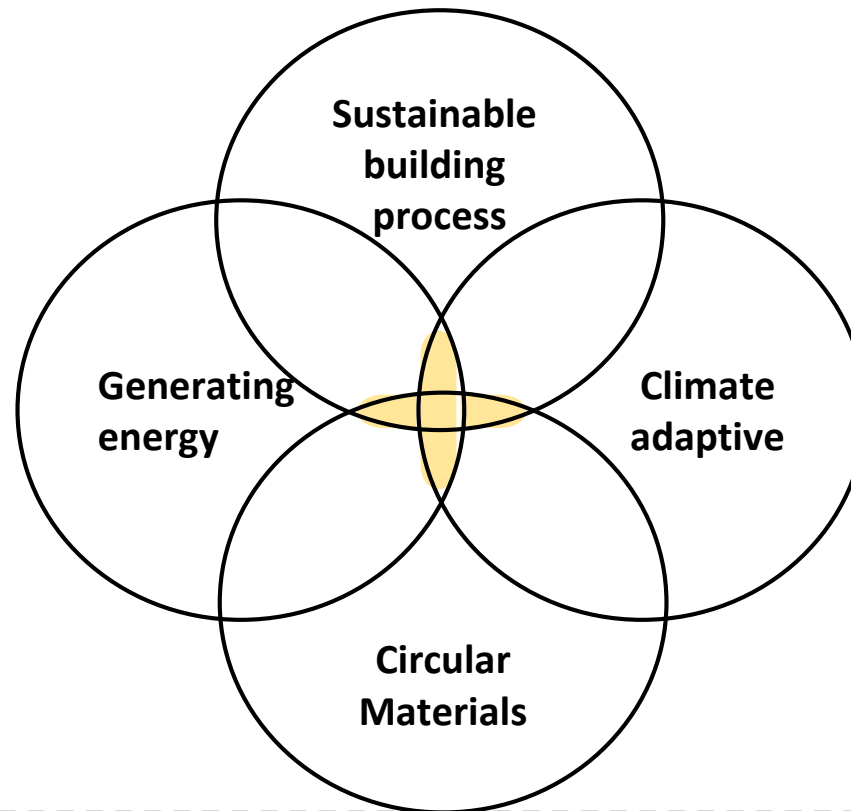




# What are we looking for?



**Combination of ambitions/modules per location**







# Scale up method

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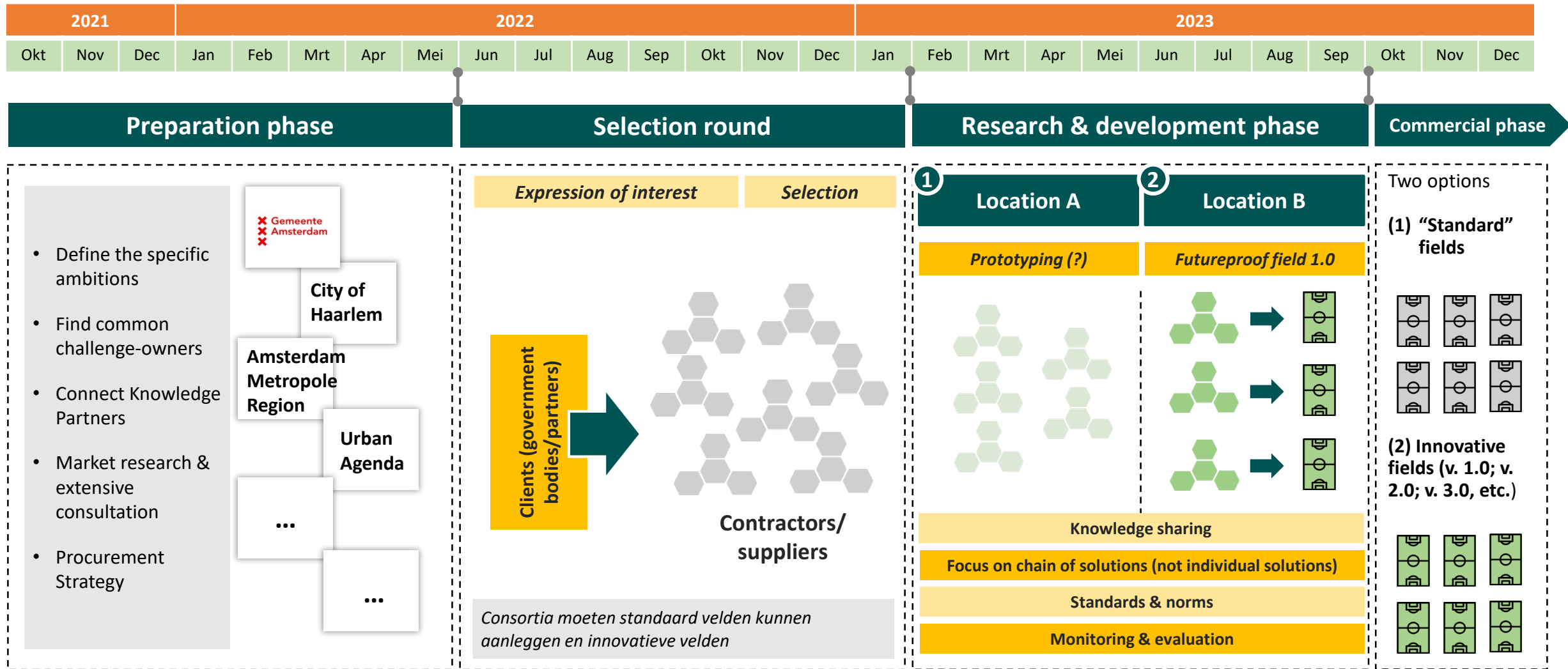


## What is Scale up?

- Government bodies/Cities want to co-develop solutions with (in)ternational innovative market parties and procure successful solutions.
- Public procurement for innovation as a tool (for example innovation partnership).
- Prototyping → research and development phase → followed by the commercial phase (implementation!).
- The government bodies work together with knowledge partners and the market to create and buy the best possible solutions.
- Market creation and procurement in one: no risk of vendor lock-in after extensive research & development phase.



# Preliminary timeline and project plan





# How to get involved?

Different types of partners on a local, regional and (inter)national level:

- **Market parties** able to provide (part) of the solution: keep an eye on [www.innovatiepartners.nl](http://www.innovatiepartners.nl) and take part in the market consultation!
- **Public authorities** interested in the results: become a follower of the project and sign a Letter of Support for our project (deadline: 23-11-2021);
- **Knowledge partners** with expertise about this topic;

And more! Get in touch if you're interested!

[scaleup@amsterdam.nl](mailto:scaleup@amsterdam.nl)





**[www.innovatiepartners.nl](http://www.innovatiepartners.nl)**

Market consultation future proof sport fields – November/December 2021

# **DIGITAL DIVIDE MAP IN ISTANBUL**

**Istanbul Metropolitan Municipality  
Information Technology Department  
Smart City Directorate**

**17.11.2021**

**Burcu Ozdemir, Ph.D.**

**Director of Smart City Department**

# Digital Divide

**Inequality** between those who have access to new technologies & those who have knowledge, and those who do not

**Differences** between groups according to their ability to use ICT



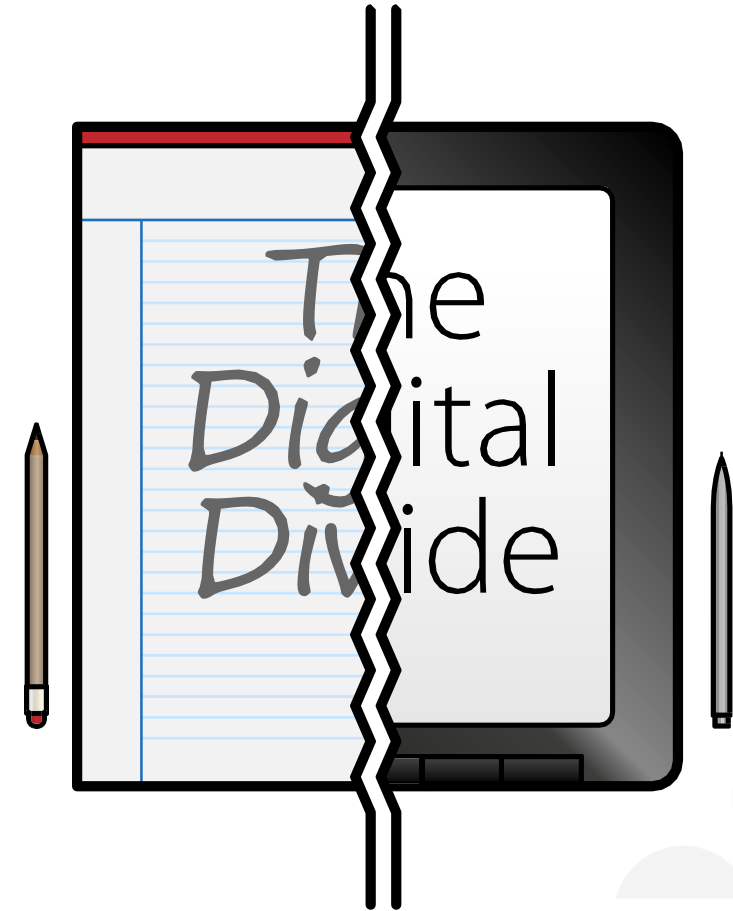
**ACCESS**



**USE**



**SKILLS**



# Why Do We Need This Project?

- 3.7 billion people are offline in the World (ITU Measuring digital development: Facts and figures, 2020)
- Toward the rapidly changing needs, a need for **spatial demonstration of digital accessibility** in Istanbul
- To adapt **data-driven decision-making processes**
- To ensure that everyone can benefit from digital technology and have **equal opportunities** to develop personally/professionally



# Expected Outcomes

- The **spatial data** regarding the divide in Istanbul will be obtained by measuring the accessibility of ICT.
- The **spatial distribution** of the data obtained from the project in Istanbul will be analyzed.
- It will be possible to **develop strategies** in detail (**at the neighborhood scale**) in line with the spatial data obtained.



# Digital Divide Survey

**A** | Demographic Information

**B** | Economic Situation Information

**C** | ICT Ownership & Usage Information

**D** | Internet Usage Information

**E** | IMM Applications





# Digital Divide Survey

**6224**

Face-to-face and telephone surveys was conducted across Istanbul.



39 districts, 806 neighborhoods

**150**  
surveys

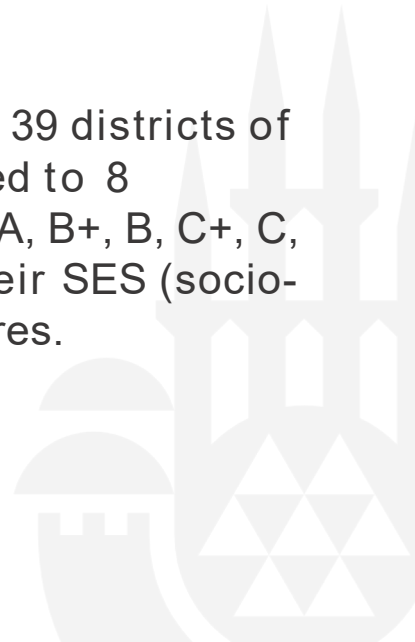
An average of 150 surveys were conducted in each district.

**7**  
surveys

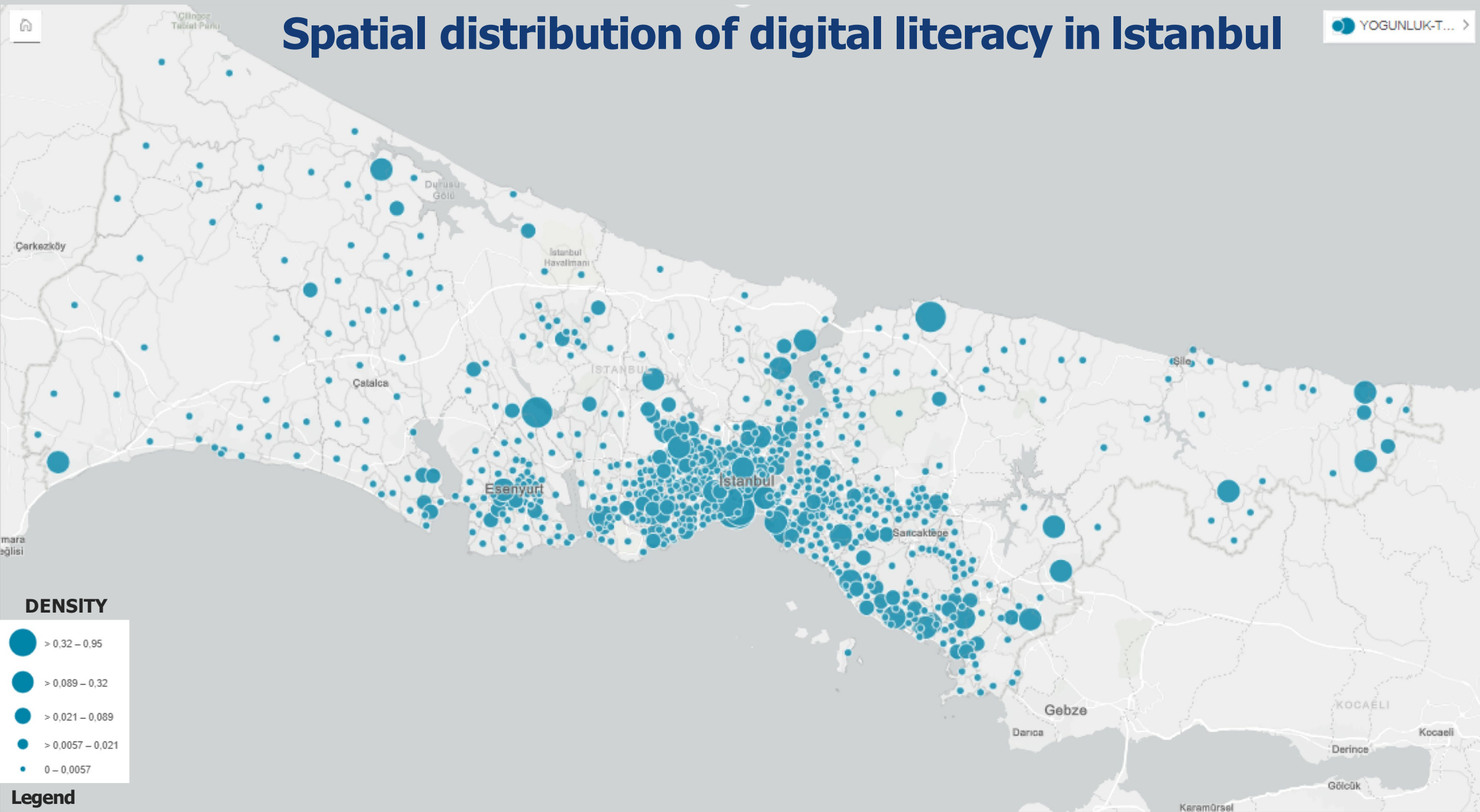
An average of 7 surveys were conducted in each neighborhood.

**8**  
groups

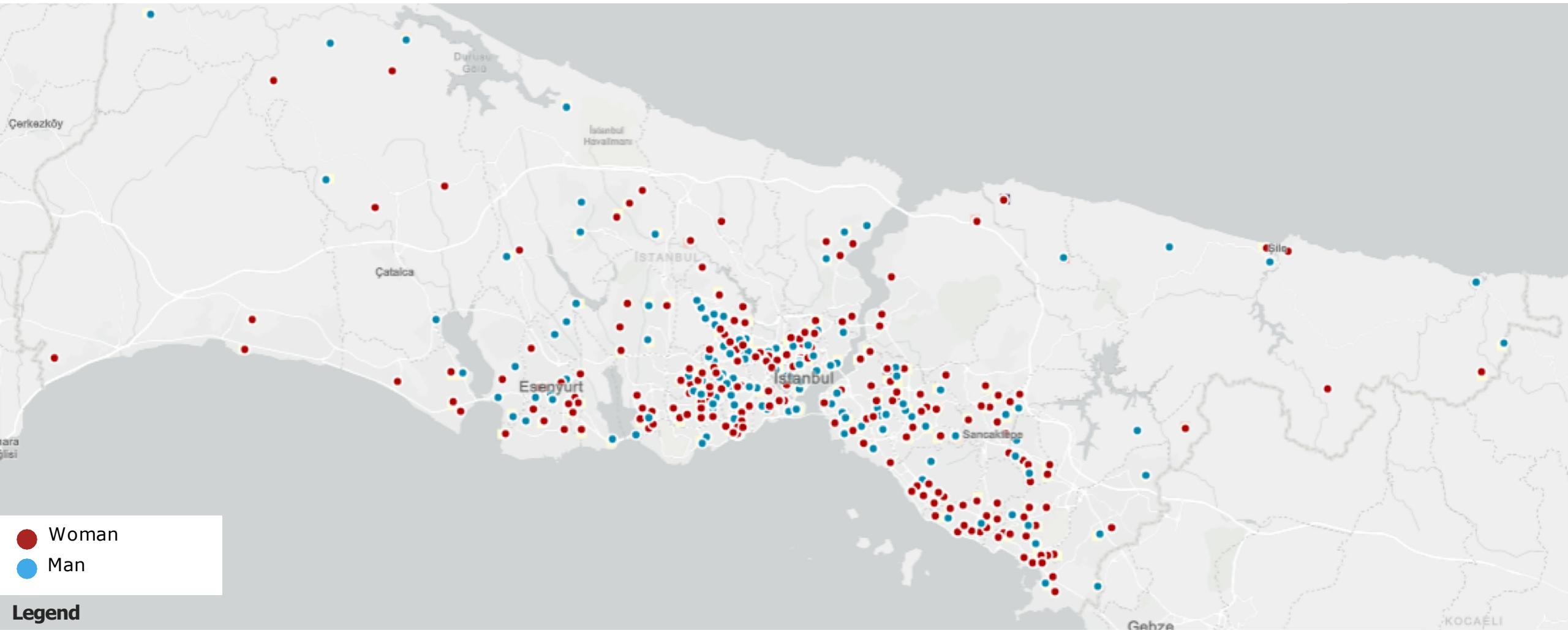
959 neighborhoods of 39 districts of Istanbul were assigned to 8 different groups (A+, A, B+, B, C+, C, D, E) according to their SES (socio-economic status) scores.



# Spatial distribution of digital literacy in Istanbul



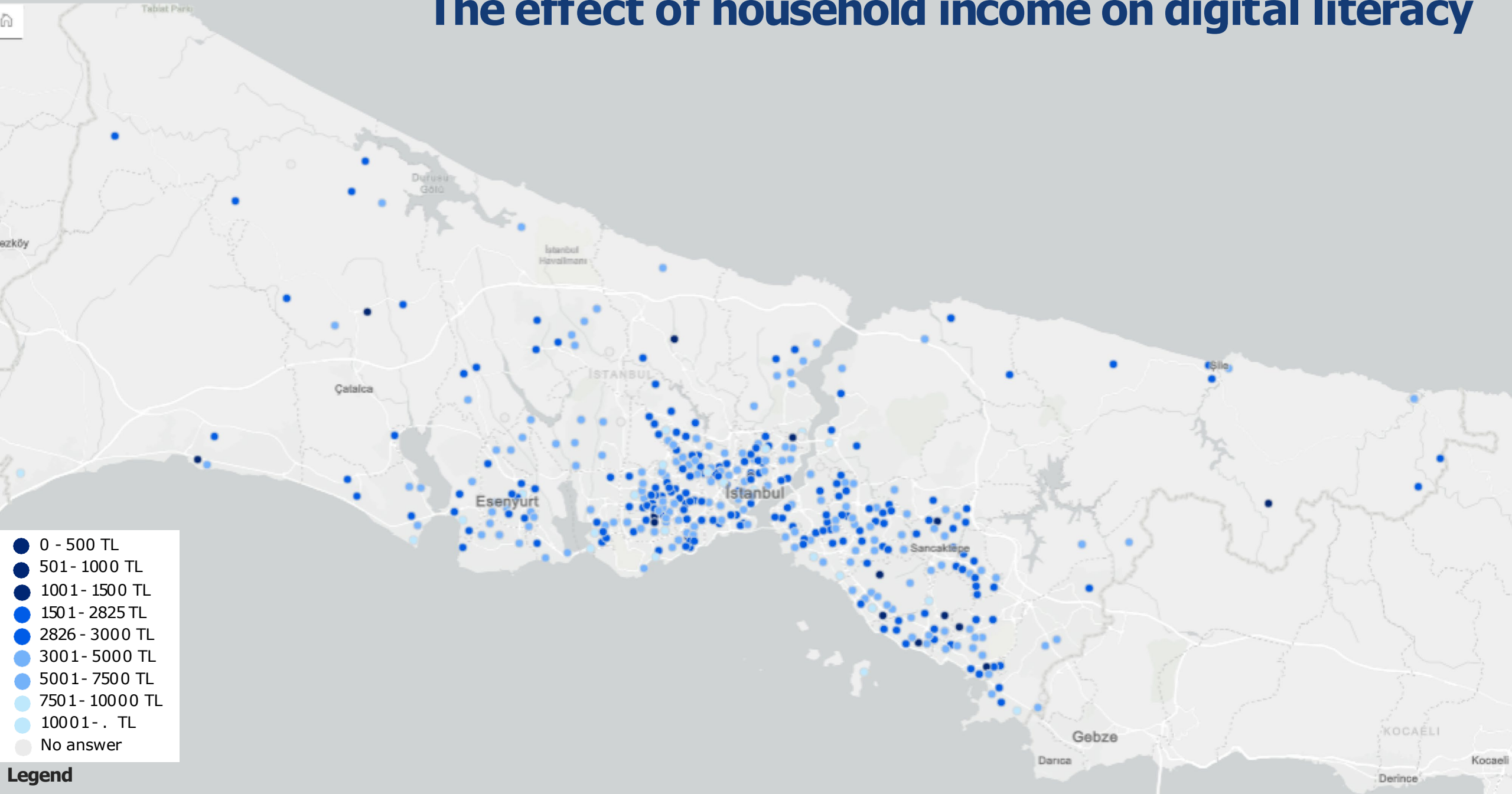
# Gender and digital literacy



# The effect of educational status on digital literacy



# The effect of household income on digital literacy



# THANK YOU

Burcu Ozdemir, Ph.D.







Pre-commercial Procurement of  
Breakthrough Solutions for  
100% Renewable Energy Supply in Buildings

## International Innovation Public Procurement Opportunities

Smart City Expo World Congress 17/11/2021

Gil Lladó, Head of the Energy Transition Office



 [procure-pcp.eu](https://procure-pcp.eu)

 [bit.ly/procure-LI](https://bit.ly/procure-LI)

 [@procure\\_pcp](https://twitter.com/procure_pcp)

[#procu100re](https://twitter.com/procure_pcp)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 963648.



## Around 90% of existing buildings will be in operation in 2050 with no clear path on how to achieve nearly zero standard in these buildings

### The problem

#### MACRO-LEVEL

Buildings account for 40% of energy consumption and 36% of energy-related GHG emissions

Renovation rate are at 0.4-1.2% per year and upgrades usually limited to some improvements

Workforce is constrained and probably insufficient

#### PROCURER-LEVEL – EVEN IF WE AIM FOR HIGH-STANDARDS, WE FACE

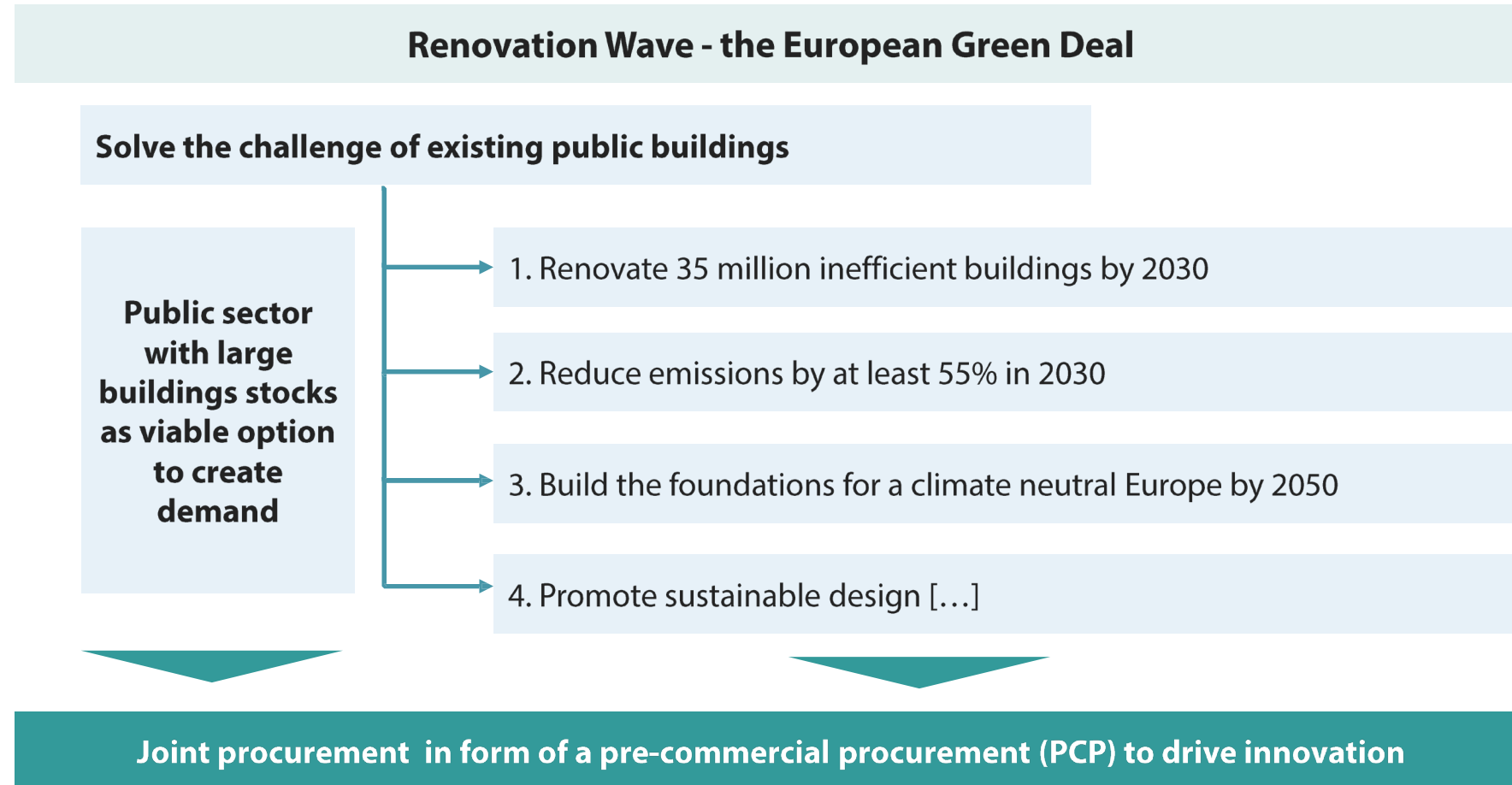
Highly fragmented sector often siloed in national markets

Very large number of technologies, for which expertise cannot be expected from procurers

Investors perceive high complexity of systems as higher risk and therefore prefer less ambitious solutions

**procuRE tackles one of the major challenges of buildings and contributes to the target of decarbonising the EU building stock by 2050**

[procuRE link to EU-policy](#)





**Barcelona, Catalonia**



**Eilat, Israel**



**Istanbul, Turkey**



**Nuremberg, Germany**



**Velenje, Slovenia**



**Vila Nova de Gaia  
(Porto), Portugal**



**6 Procurers - 6 Countries**  
responsible for 21,000 Buildings

**1 Challenge: eliminating off-side supply  
in existing buildings**

**€7.68 mio. for external R&D services**

**Budget spent in 3 phase competition**

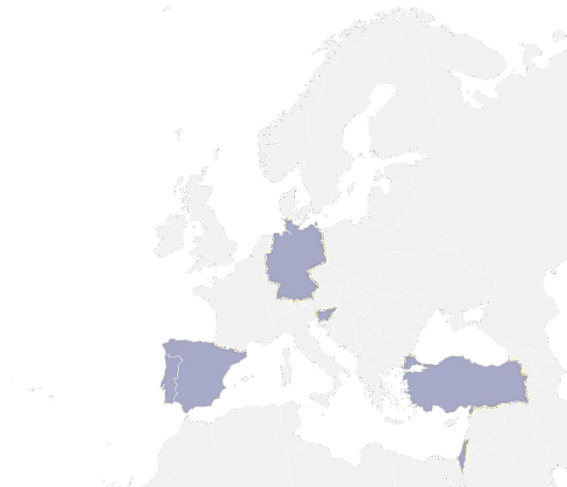
**3 Schools - 3 Offices**

# procuRE is a Pre-Commercial Procurement (PCP) and part of the EC's renovation wave approach

## Project Overview

### CORE FACTS

- **Title:** Pre-commercial Procurement of Breakthrough Solutions for 100% Renewable Energy Supply in Buildings
- **Duration:** Dec '20 – May '24 (3 ½ years)
- **Instrument:** HORIZON 2020
- **Type:** Pre-commercial procurement
- Grant Agreement Number: 963648
- Acronym: procuRE
- **Budget for PCP:** €7,680,000
- Carried out by nine partners supported by an Advisory Board

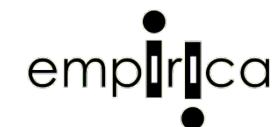


### PARTNERS

#### • Procurers



#### • Supporting organisations



Our common challenge to suppliers is ...

Common challenge

**... to design, develop and test a solution which cuts the need for offsite-supply in existing buildings.**

**The solution enables public bodies to make rapid decisions on turnkey delivery of cost-effective advanced RE retrofitting of an extensive stock of public buildings.**

Suppliers will test and validate their procuRE package in the demonstrator buildings provided by the PCP procurers. The packages are to remain applicable to the widest possible range of public buildings in and around Europe.

## procuRE is technology neutral

— Solution design

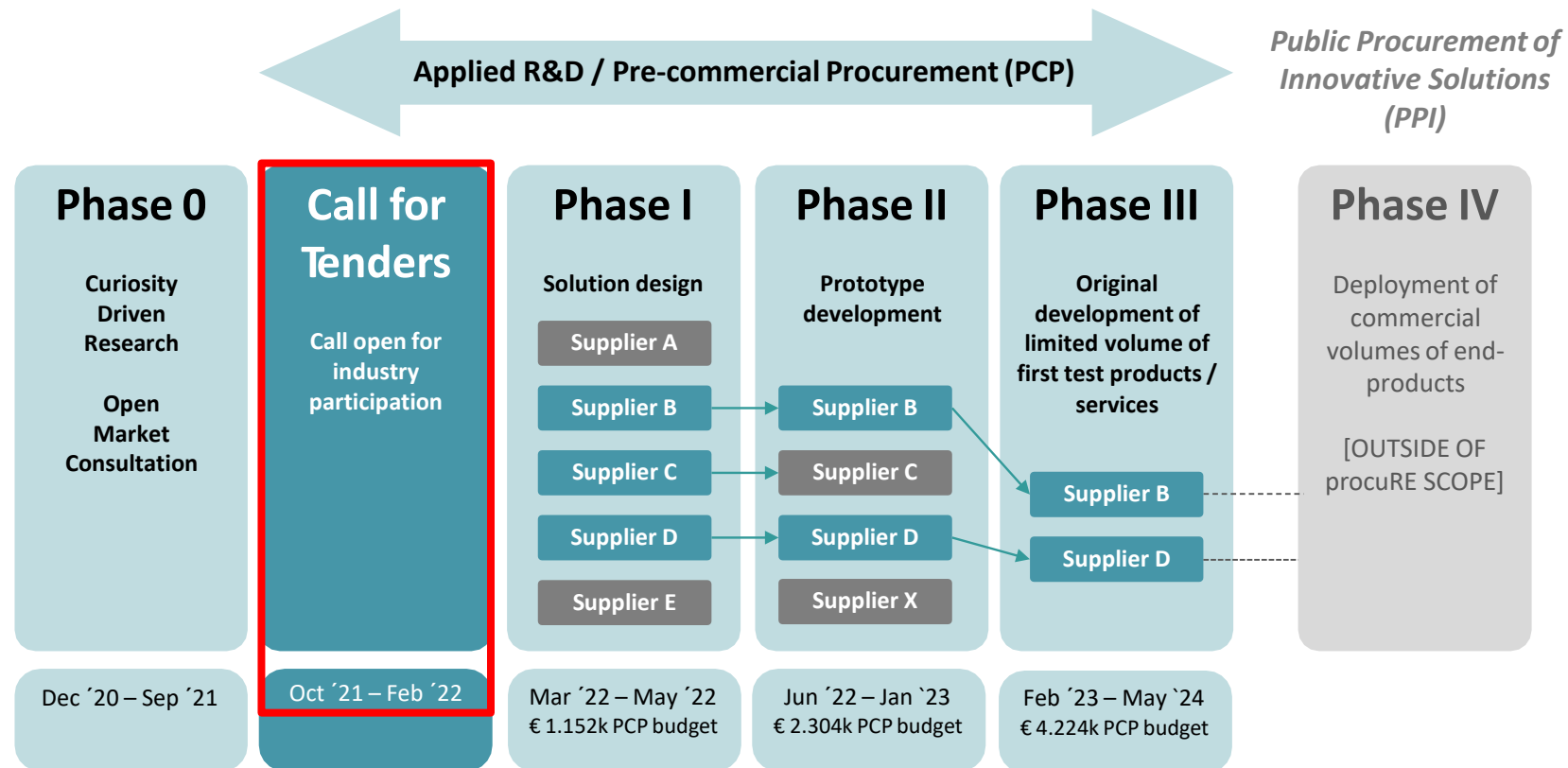
**Buyers Group  
defines the  
problem and  
award criteria**

**Suppliers  
define the  
solution**

...any constellation of technologies is thinkable if it is  
applicable to other buildings, economical etc ...

# PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

## Procurement of Innovation and Tender Process



- Lead Procurer: KSSENA, overall co-ordination of the procurers, acting on their behalf vis-à-vis the suppliers
- Procurers (also Buyers Group: Barcelona, Eilat, Istanbul, Nuremburg, Energaia)
- Suppliers (later Contractors) = organisations or consortia competing in the PCP process



# Concept design, solution architecture and technical specifications

procuRE PCP Process | Phase I

## Phase I

### Solution design

Supplier A

Supplier B

Supplier C

Supplier D

Supplier E

At least **8 suppliers** expected to be funded (TBD)

Duration: **3 months (Mar '22 – May '22)**

Maximum total budget of the phase: **€1,152,000**

Selected suppliers will **develop a detailed specification of the proposed solution** which addresses technical, economic and organisational requirements of the suppliers

**Expected output:** detailed report describing the solution and a detailed plan for the prototyping and testing activities in Phases II & III

## Development of Prototype

procuRE PCP Process | Phase II

### Phase II

Prototype  
development

Supplier B

Supplier C

Supplier D

Supplier X

At least **4 suppliers** expected to be funded (TBD)

Duration: **8 months** (Jun '22 – Jan '23)

Maximum total budget of the phase: **€2,304,000**

Selected suppliers will **develop the most promising ideas into well-defined prototypes**

**Expected output:** prototype specification & demonstration; plan for development of solutions for field-testing

# Development and testing of pilot products or services

procuRE PCP Process | Phase III

## Phase III

Original  
development of  
limited volume of  
first test pro-ducts /  
services

Supplier B

Supplier D

**2 or 3 suppliers** are expected to be funded (TBD)

Duration: **16 months (Feb '23 – May '24)**

Maximum total budget of the phase: **€4,224,000**

Selected suppliers will **implement and assess the prototypes in real world conditions – one supplier per testing site**

**Expected output:** solution implementation in 6 testing sites; overall assessment and success verification; updated cost/benefits forecast, including a preliminary business plan

## All core requirements are derived from the EU directive on competition

### PCP Tendering | Core requirements

#### ELIGIBILITY CRITERIA

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- Tender is open to **all types of operators** (companies or other type of legal entities) regardless of their size or governance structure
- Both **single entity** or **joint tender** offers (consortia) are possible
- The call will be open to all participants, as long as a **minimum of 50% of the project R&D activities/budget** takes place **in the EU or Associated countries**
- Participation in the open market consultation is not a condition for submitting a tender

#### GENERAL REQUIREMENTS

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**Electronic Submission via e-mail**

**3-5 months for submission starting Oct 21  
(To be confirmed)**

**Official language is English**

**IPR sharing, if suppliers do not exploit results**

## Solutions are to be deployed in six demonstration sites – how allocation is to take place is under development (your input in OMC questionnaire is welcome)

### — procuRE demonstration sites

#### VELENJE, SLOVENIA

- Primary school
- Envelope 20 years old
- Upgrades expected before Phase III <sup>1</sup>
- Space heating: oil + electric



#### BARCELONA, SPAIN

- Offices + data centre
- 2010 upgrade to envelope (1850)
- Central heat pump with several splitters
- AC for data needs upgrade, monitoring installed since 2015



#### NUREMBERG, GERMANY

- Primary school + nursery
- Built 2015 to passive-house standards
- Natural gas condensing boiler (radiators)
- No RES; basic HVAC control system



#### ISTANBUL, TURKEY

- Office + bakery school
- Built 2015
- Variable Refrigerant Flow system
- No RES or monitoring



#### VIA NOVA DE GAIA (PORTO), PORTUGAL

- Primary school + nursery
- Built 2014 to national standards
- Natural gas boiler, heat pump for cooling
- Small solar thermal; advanced control system for building



#### EILAT, ISREAL

- Future: Office + Maker + Exhibition
- Old terminal and tower - Built 1960
- Upgrades expected before phase III <sup>1</sup>
- Central HVAC, local AC systems, chillers



<sup>1</sup> Details of changes will be provided in tender specifications (Challenge Brief)

# Suppliers are invited to start creating a competitive consortium – Search of partners is supported with the Matchmaking Platform

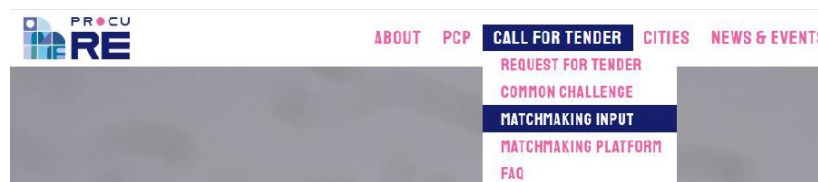
Next step suppliers | Matchmaking

## MATCHMAKING

- Become visible among other suppliers looking for partners
- Steps, describe:
  - What you are looking for
  - What you are offering
  - Some basics + contact information
- Completing the form takes only **~5 minutes**

We encourage companies that cannot cover the whole procuRE solution to team up with other companies and apply together with international partners in a joint tender (consortium).

## LOCATION ON PROCURE-PCP.EU



## FORM AND LISTING IN PLATFORM

**MATCHMAKING FORM**

To be listed on the matchmaking platform, please send your information with the form below. If you wish your contact information to be removed, send a message to [suppliers@procure-pcp.eu](mailto:suppliers@procure-pcp.eu). Describe what you are looking for or offering. The following information will be published on the procuRE website.

Company / organisation name \*

Company / organisation website \*

Country \*

Market Presence \*

We are looking for  
(you can choose more than one)

Partnerships \*

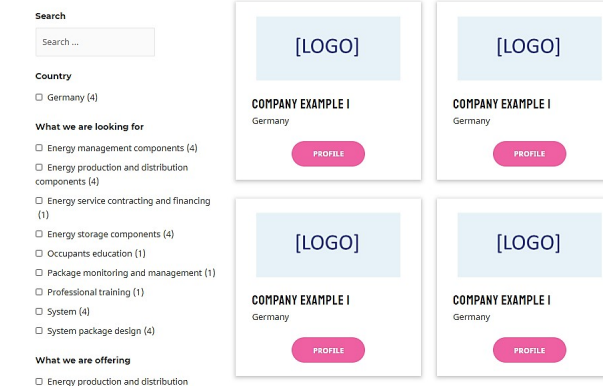
Country coverage

Expertise

Describe what you are looking for  
(max. 400 characters)

We are offering  
(you can choose more than one)

Partnerships \*





Pre-commercial Procurement of  
Breakthrough Solutions for  
100% Renewable Energy Supply in Buildings

## International Innovation Public Procurement Opportunities

Smart City Expo World Congress 17/11/2021

Gil Lladó, Head of the Energy Transition Office



Àrea Metropolitana  
de Barcelona

 [procure-pcp.eu](https://procure-pcp.eu)

 [bit.ly/procure-LI](https://bit.ly/procure-LI)

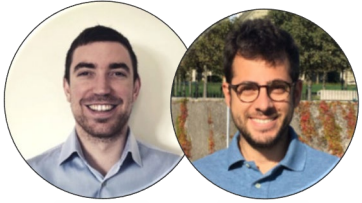
 [@procure\\_pcp](https://twitter.com/procure_pcp)

[#procu100re](https://twitter.com/procure_pcp)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 963648.





**Mr. Ion Arrizabalaga,**  
Health Innovation Project Manager, AQUAS  
**Mr. Ferran Fillat Gomà,**  
Surgeon and 3D Lab Director,  
Corporació Sanitaria Parc Taulí de Sabadell



**Ms. Carla San Martin,**  
Project Manager,  
Hospital Santa Creu I Sant Pau, Spain



**Ms. María Sanchis,**  
Senior Health Innovation Project Manager,  
Catalan Agency for Health Quality and Evaluation (AQuAS),  
Spain



# Health sector

Market consultation is the phase in which the **PPI project is already created**. Research is done in order to find solutions, projects, and technologies that are already present in the market. This allows to economically evaluate the future tender.

Moreover, the future tender is announced to potential suppliers.

Open tenders are those for which **all the project requirements have been settled**. These include all the functional features, the guidelines for the presentation of the offer, the assessment criteria of the proposals, and the maximum price of the bids.

# Innovation in the joint replacement care pathway to improve patient outcomes



EcoQUIP



Dr. Ferran Fillat (CSPT)  
Ion Arrizabalaga (AQuAS)

Salut/



Agència de Qualitat i Avaluació  
Sanitàries de Catalunya



# Current Problematic

JR Type	CSPT	SPAIN	EU
Knee	386	66.200	1.624.000
Hip	176	49.700	1.293.300
Shoulder	30	1.400	168.600
Elbow	2	200	10.700
Ankle	1	200	9.200
<b>TOTAL</b>	<b>595</b>	<b>117.900</b>	<b>3.105.800</b>

**Complex operations:** Suitability of the implant based on: gender, height, weight, and age.

Current Scenario:

- Sufficient range of trial implants and instrumentation available needed for the surgeon → Selected and sterilised in advance of the surgery. Time and Resources (e.g., energy, water) consumed.
- Positioning and fit of new joints might be less than ideal → post-operative and functional complications, resulting in periodic revisions and in some cases revision surgeries
- Supply of minority sizes can become limited → Most appropriate size might not be available



# The Need and Requirement



## The unmet need

- The design and on-demand manufacture of tailor-made joint replacements and patient specific instrumentation
- Pre-operative precision measurement incorporating whole body assessment to optimise the personalised biomechanical performance.

## The requirement

The solution should:

- Deliver demonstrable clinical, cost and resource benefits
- Have the potential to be applied to other areas of elective surgery
- Meet all necessary standards in relation to quality, approvals, ethics and data protection, inter-operability etc.



# Joint Statement of Demand



6 supporters



**biodonostia**  
health research institute

**Vall  
d'Hebron**

**CLÍNICA**  
**BARCELONA**  
Hospital Universitari

**SJD**  
**Sant Joan de Déu**  
Barcelona · Hospital



Vilniaus universiteto ligoninė  
**SANTAROS KLINIKOS**

**SI AIS**  
Società Italiana dell'Architettura e dell'Ingegneria per la Sanità





# Procurement strategy



## Open Procedure / Competitive Dialogue

Competitive Dialogue may be beneficial where the Open procedure may not deliverer expected Outcomes and therefore greater flexibility is needed.

Market Sounding  
Prospectus (MSP)

Open Market  
Consultation

Call for Tender

[LINK](#)

**September 30<sup>th</sup>, 2021**

**November 30<sup>th</sup>, 2021**

**March, 2022**



# Call to Action



## Market Consultation and Procurement Strategy Workshop

November 30th (10:00h-12:30h CET)

---

[LINK](#)

Thank you !

[lon.arrizabalaga@gencat.cat](mailto:lon.arrizabalaga@gencat.cat)  
[ffillat@3dptlab.com](mailto:ffillat@3dptlab.com)



# SMART CITY Expo

November 17, 2021



This project has received funding from the European Union's Horizon 2020 research and innovation programme under **Grant Agreement N° 965356**



@TIQUEPCP



info@tiquepcp.eu

InnovaTive care services, enhanced with technology,  
to deliver Quick rEsponses for individuals with  
advanced heart failure and complex care needs through integrated care



**8 partners**  
3 Procurers  
5 Supporting organizations



**Mar 21 – Feb 26**  
(5 years)



**€4,429,075** (incl. VAT)  
for **procurement**



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement N° 965356

SC1-BHC-20A-2020 – Pre-commercial procurement (PCP) for integrated care solutions

# PCP benefits both Suppliers & Buyers

INSTRUMENT OF PUBLIC PROCUREMENT OF  
R&D

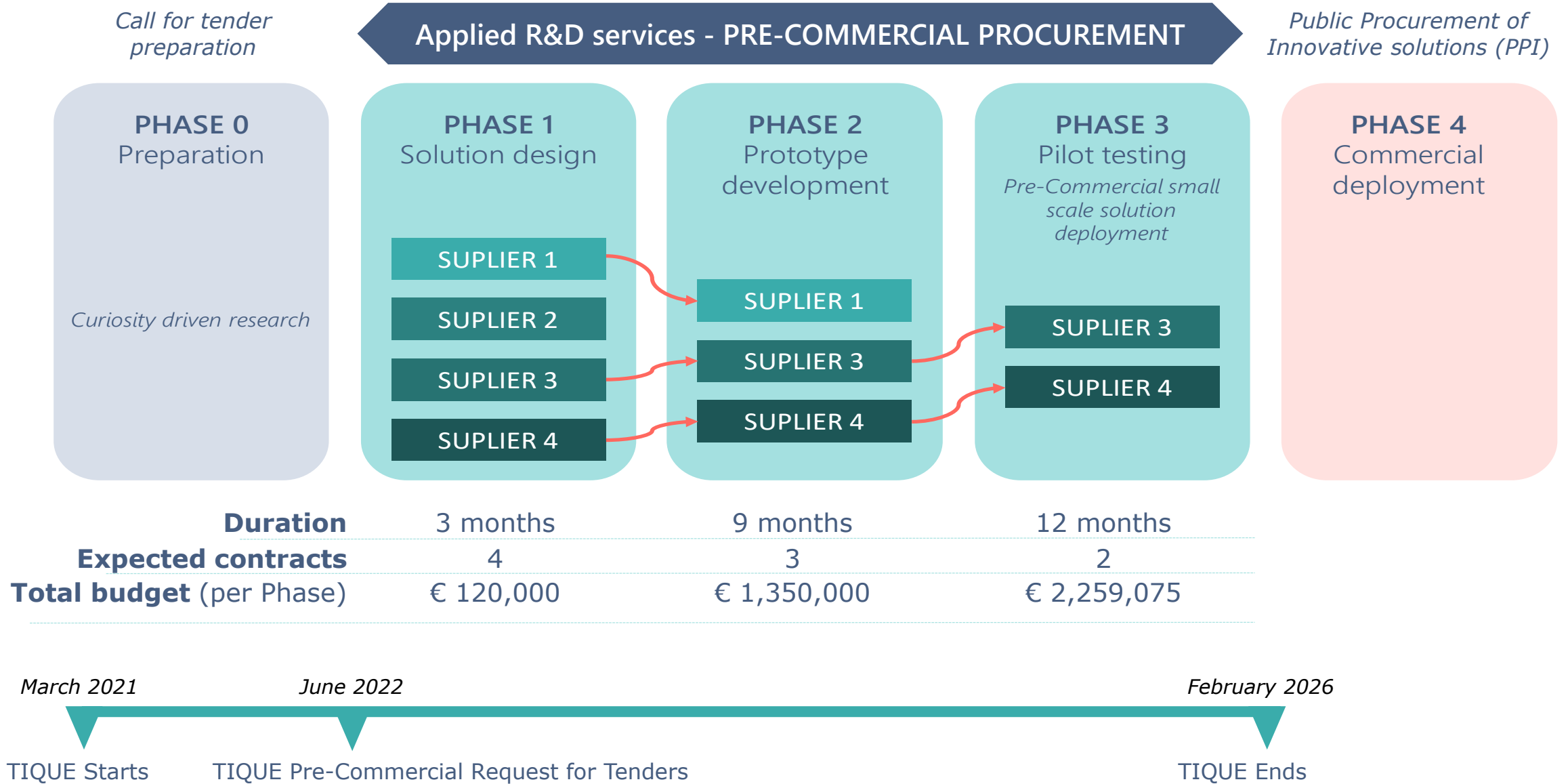
PUBLIC PROCURERS ACT AS DEMANDING  
CUSTOMERS

TOOL FOR INNOVATION

RISK-BENEFIT SHARING UNDER MARKET  
CONDITIONS



# PCP process



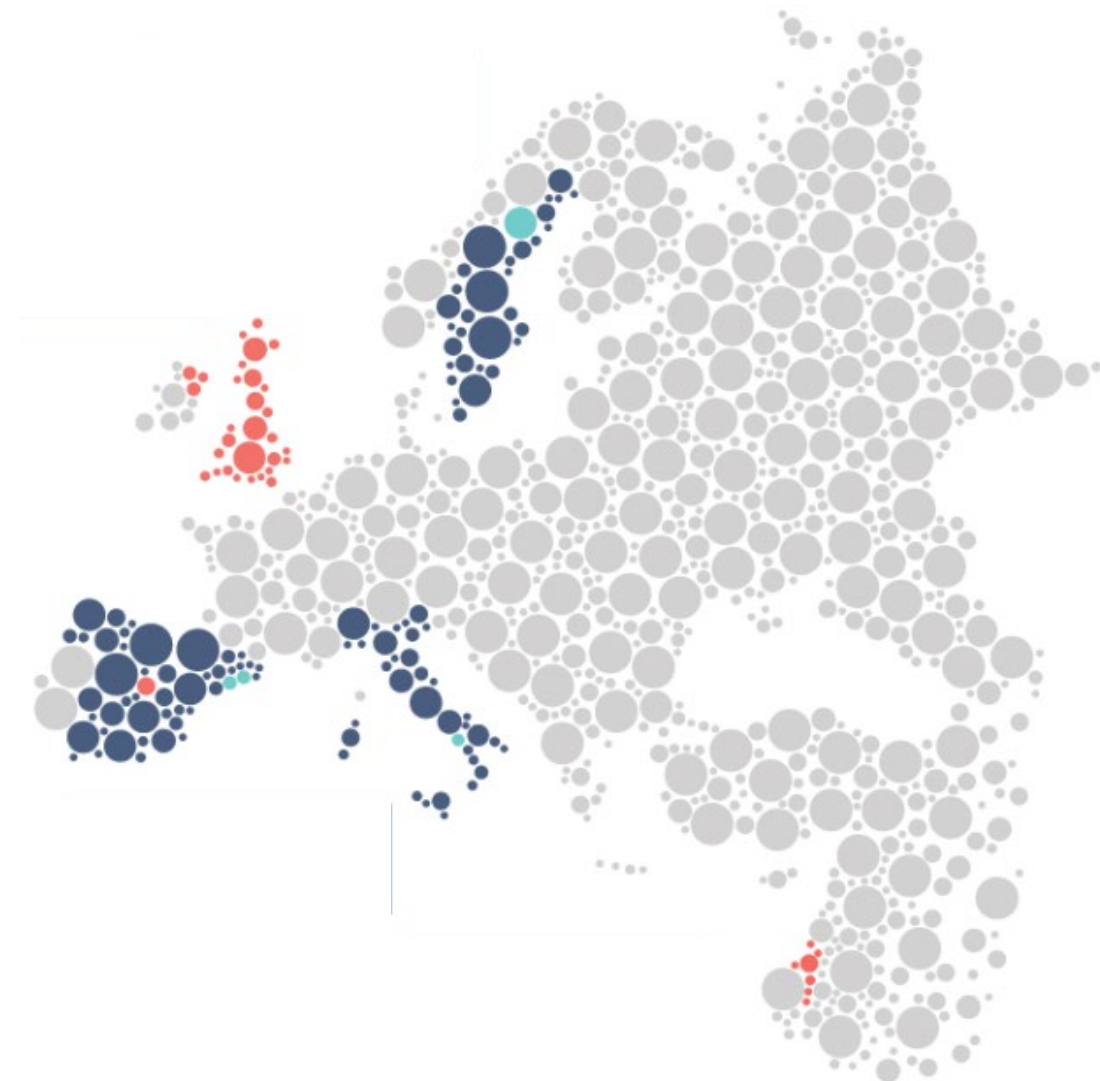
# The Consortium

Flexible solutions to suit the characteristics of each procurer in Europe

## 3 Procurers



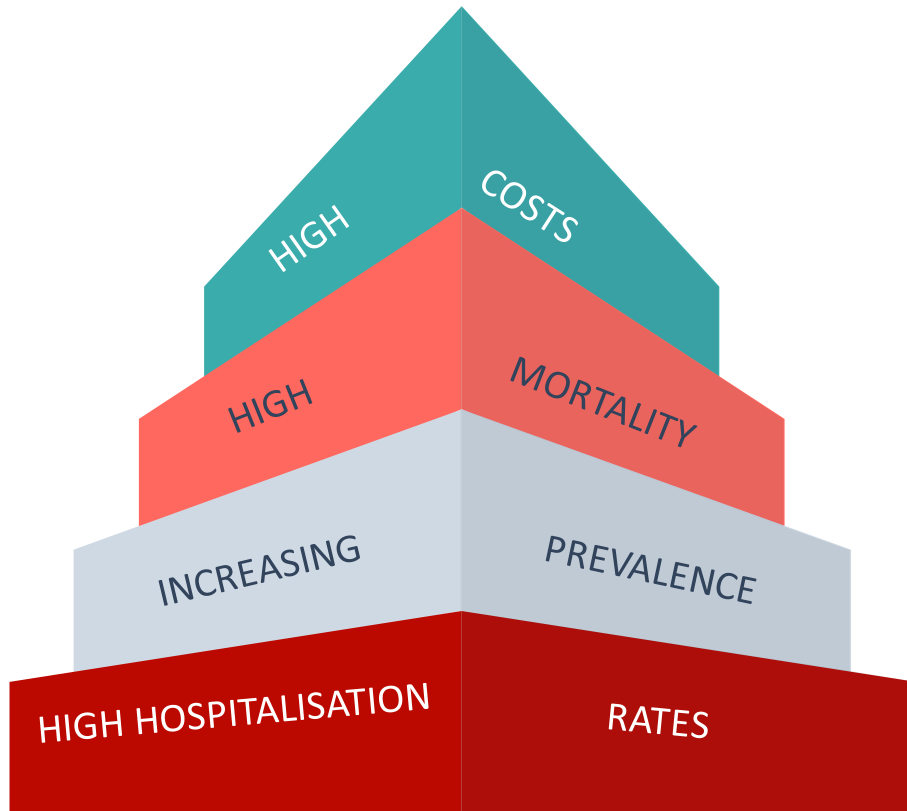
## 5 Supporting organizations





# TIQUE's challenge

# The increasing burden of Advanced Heart Failure



> 50% of Health expenditure in the last 6 months of life

75% mortality at 5 years of 1st admission

62 million people living with heart failure in the world

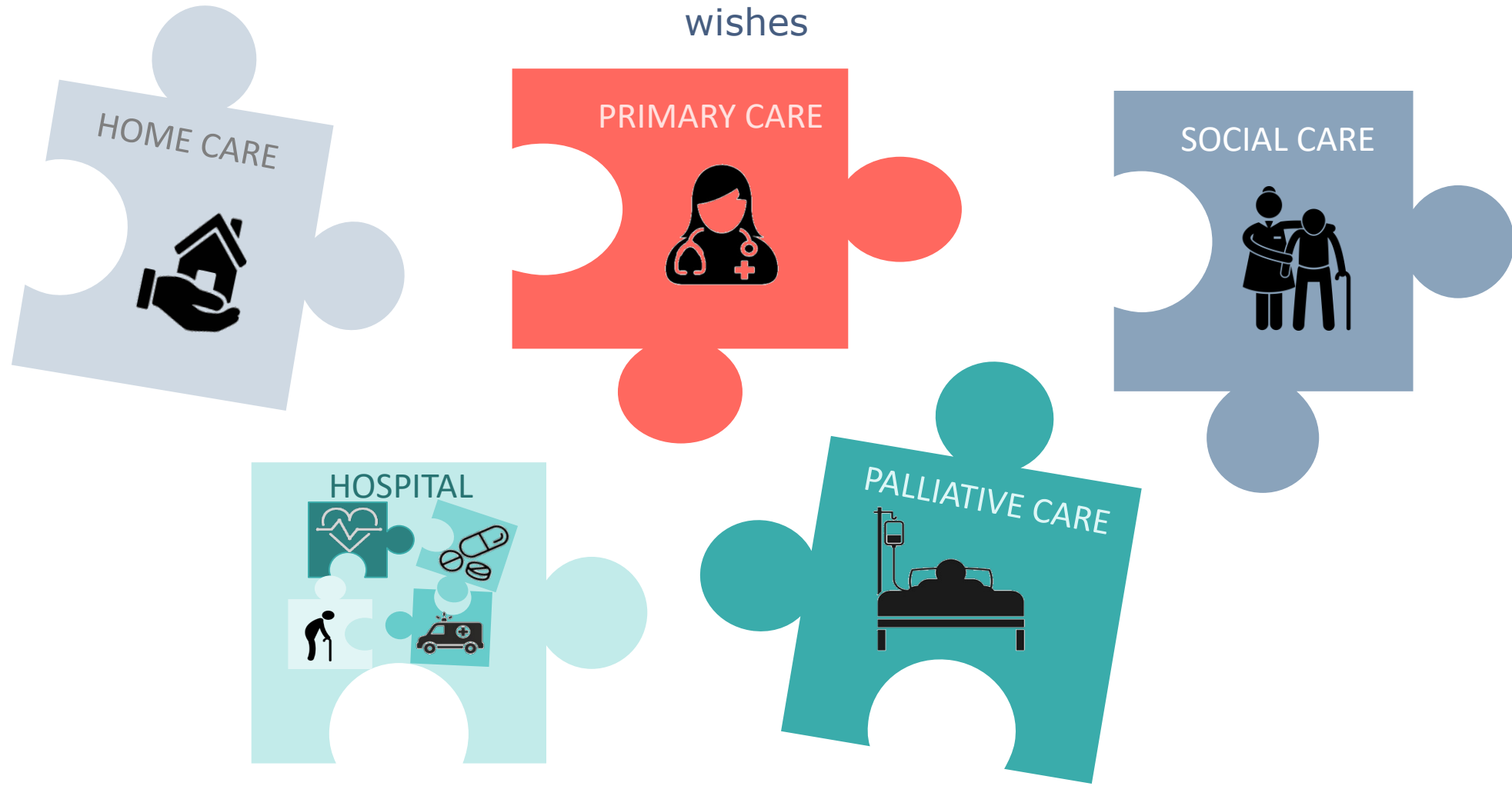
It is the leading cause of death in people > 65 years

EU predictions: 50% increase of hospital admissions related to Heart Failure

# TIQUE's unmet needs

To **improve quality and efficiency**

in the management of advanced heart failure patients through the provision of **personalized care** at all times, in a timely manner, in the best setting and in accordance with the patient's wishes



# TIQUE's Challenge

The TIQUE Buyers Group of healthcare providers have identified a common unmet need for the **transformation of health and care services** for patients

Solutions to implement **integrated care** approaches **supported by digital tools** to deliver treatment to patients with **advanced heart failure**





TIQUE scope

# TIQUE's Model

Patient  
centered



Integrated Care  
Team



Technology  
enablement

## HOW

Person-centred care  
Holistic, home-based IC  
Enabled by technology

## TARGET

Advance Heart Failure patients  
Mostly frail or pre-frail  
Often with co-existing conditions

## OUTCOMES

To maximize quality of life  
Efficient use of resources

# TIQUE's Model

Right care, right time, right place

## Virtual Care Centre

Holistic  
integrated  
health and  
care teams &  
care plan

Patient remote  
monitoring &  
empowerment  
Personalised  
care plan

Predict and prevent exacerbations  
Monitor and enable care plan adherence  
A common platform  
Enabling value based healthcare

Integrated systems

Technology and services

Maximise the quality of life,  
functional capacity, and  
psychosocial health of  
Advanced Heart Failure  
patients

*and*

Make efficient and effective  
use of healthcare resources

Flexible and future ready

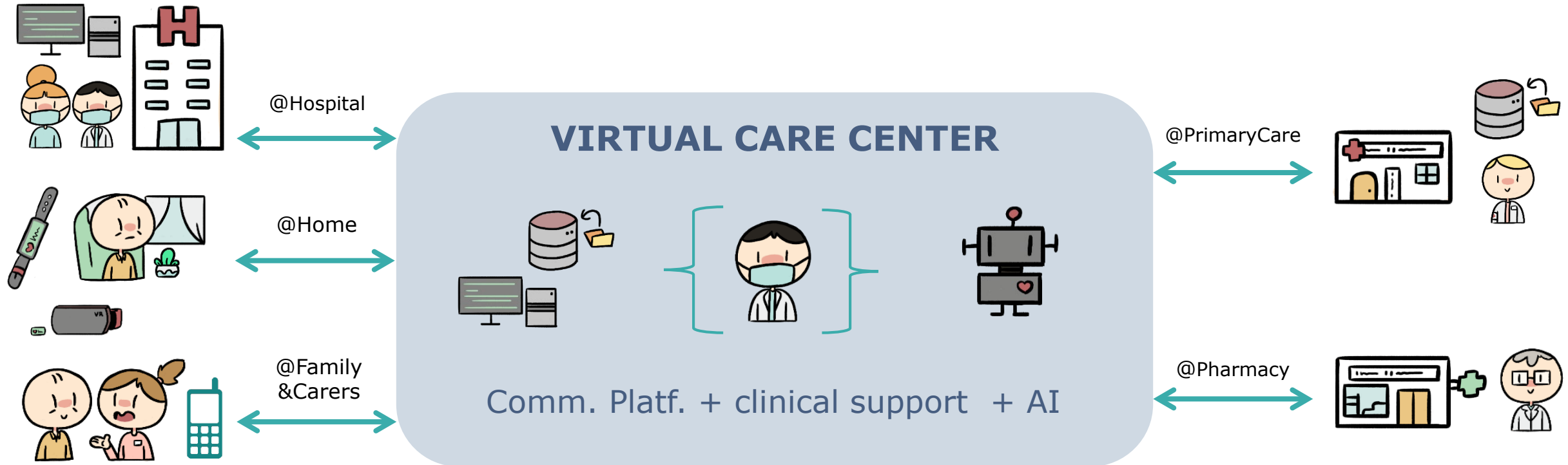
# TIQUE Virtual Care Centre

Patient centered

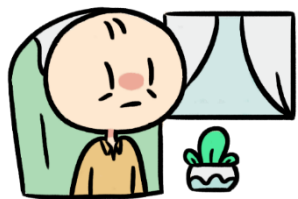
Integrated Care Team

Enabling Technologies

Enabling value-based healthcare  
Flexible and future ready



# TIQUE solutions support all stakeholders



## Patient

Holistic integrated **personalized care plan**

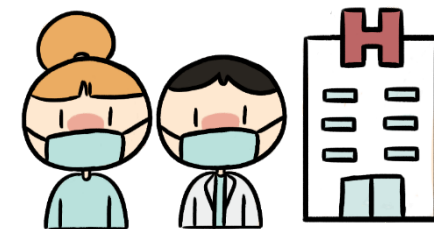
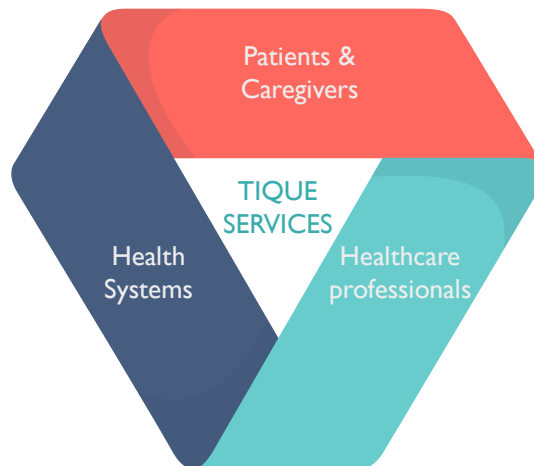
Reduced burden on **caregivers**

Maximise the **quality of life**, functional capacity and psychosocial health

Early and appropriate **end of life** preparation

Patient **empowerment**

**Real time tracking** of the functional capacity, vital signs, nutrition, drug adherence



## Healthcare professionals

Improved **communication**

**Remote support** for health workers

**Decision support** systems

## Health system

**Maximise the efficient and effective use of resources**

**Care transitions** management

Pre-tender process with the market  
to validate the **feasibility of the  
challenge**

**Co-design** with the industry to  
create the TIQUE solutions



# TIQUE roadmap

## PREPARATION STAGE

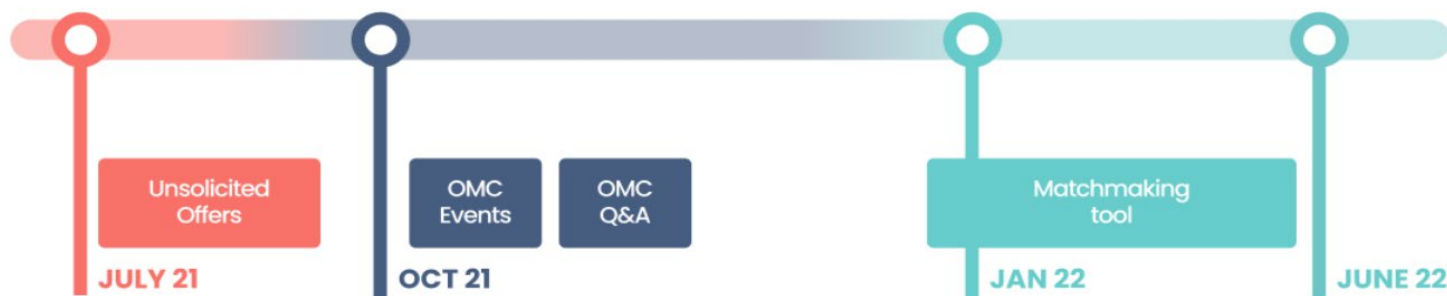
## EXECUTION STAGE

## FINAL RESULTS



### OPEN MARKET CONSULTATION

### CALL FOR TENDER





<https://www.tiquepcp.eu/>



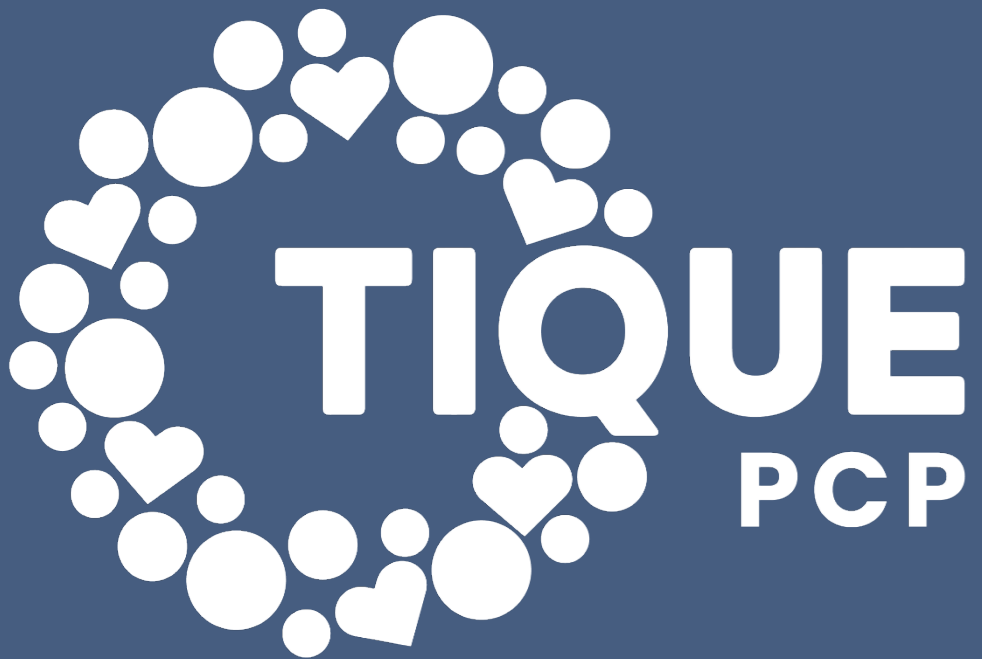
[info@tiquepcp.eu](mailto:info@tiquepcp.eu)



[@TIQUEPCP](https://twitter.com/TIQUEPCP)



[tiquepcp](https://www.linkedin.com/company/tiquepcp)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under **Grant Agreement N° 965356**



TIQUEPCP



info@tiquepcp.eu

# oncNGS - PCP: Next-Generation-Sequencing in Healthcare applications

María Sanchis Amat, PhD, PMP  
Health Innovation Project Manager  
Catalan Agency for Health Quality and Evaluation (AQuAS)





# CANCER in EUROPE

- Cancer is one of the main public health challenges in Europe and the second leading cause of mortality, with nearly **3 million new cases** and **1.3 million deaths** in 2020.
- Cancer is in contrast to cardiovascular disease a NCD with still increasing incidence as reduction of the impact of risk factors is, although strong, not sufficient to match the effect of **ageing populations** on cancer incidence
- Every year, cancer changes the lives of patients, those around them, and affects society at large with an **economic impact of the disease around €100 billion** annually in Europe.
- There have been considerable investments in developing cancer **control guidelines** and **recommendations**, building on the outcomes of joint efforts between the European Commission (EC) and the Member States.
- Early this year, the **EU Beating Cancer Plan** and the **Mission on Cancer** were launched, a holistic strategy to reduce the cancer burden while envisioning new partnerships with civil society and across sectors.

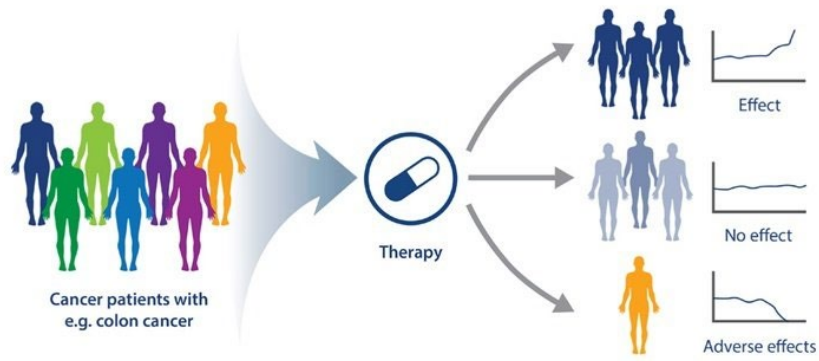




# PRECISION MEDICINE & CANCER

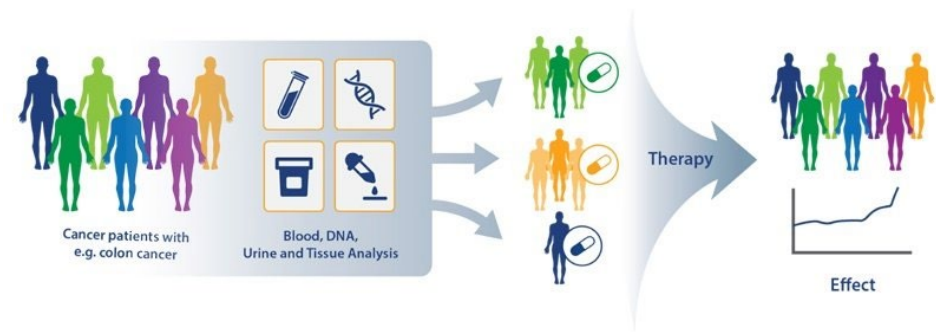
## Current Medicine

One Treatment Fits All



## Future Medicine

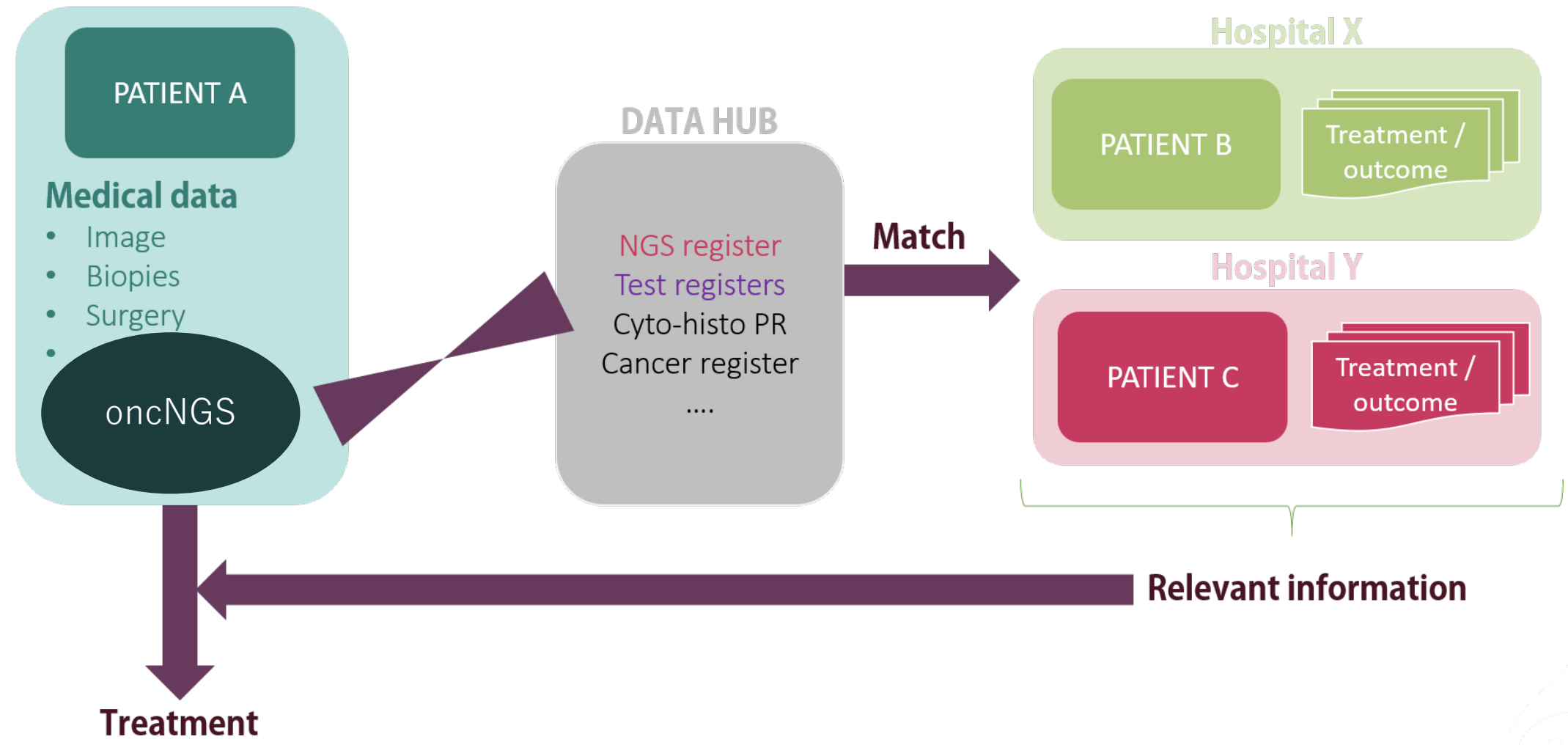
More Personalized Diagnostics







# Cancer Patient Matching framework

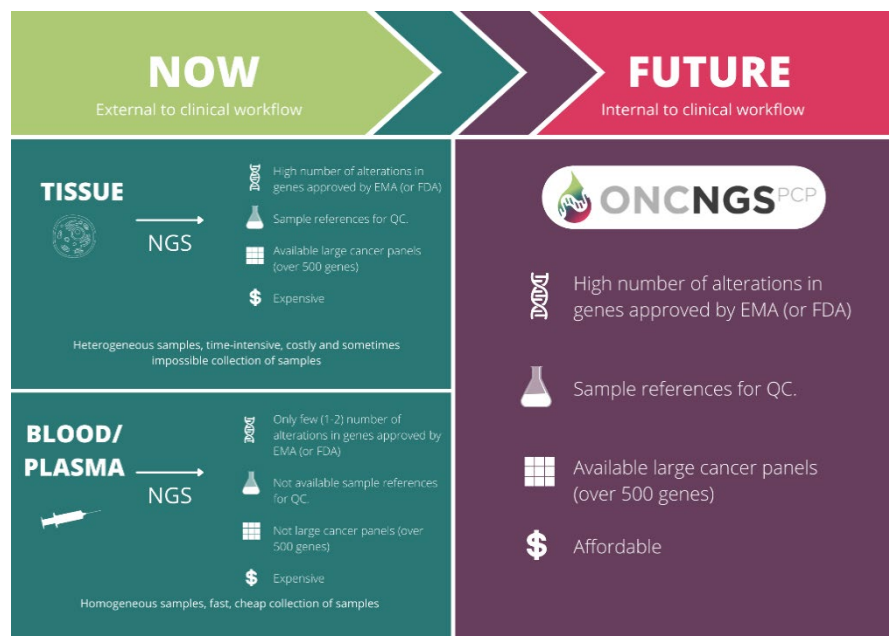




# oncNGS Challenge

The challenge consists of providing:

1. efficient molecular DNA/RNA profiling of tumour-derived material in liquid biopsies by means of
2. pan-cancer tumour marker analysis kit including NGS analysis integrated with
3. an ICT decision support system including test interpretation and reporting.





# oncNGS PCP

- **Scope:** Aim to develop integrated solution for testing, analysing, reporting and storage of Next-Generation-Sequencing medical data within routine healthcare diagnostics
- **Budget:** € 12 221 843,75 (90% EC contribution)
- **Reference:** <https://cordis.europa.eu/project/id/874467>
- **oncNGS website:** <http://oncngs.eu/>





This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 874467

# oncNGS consortium: Buyers





This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 874467

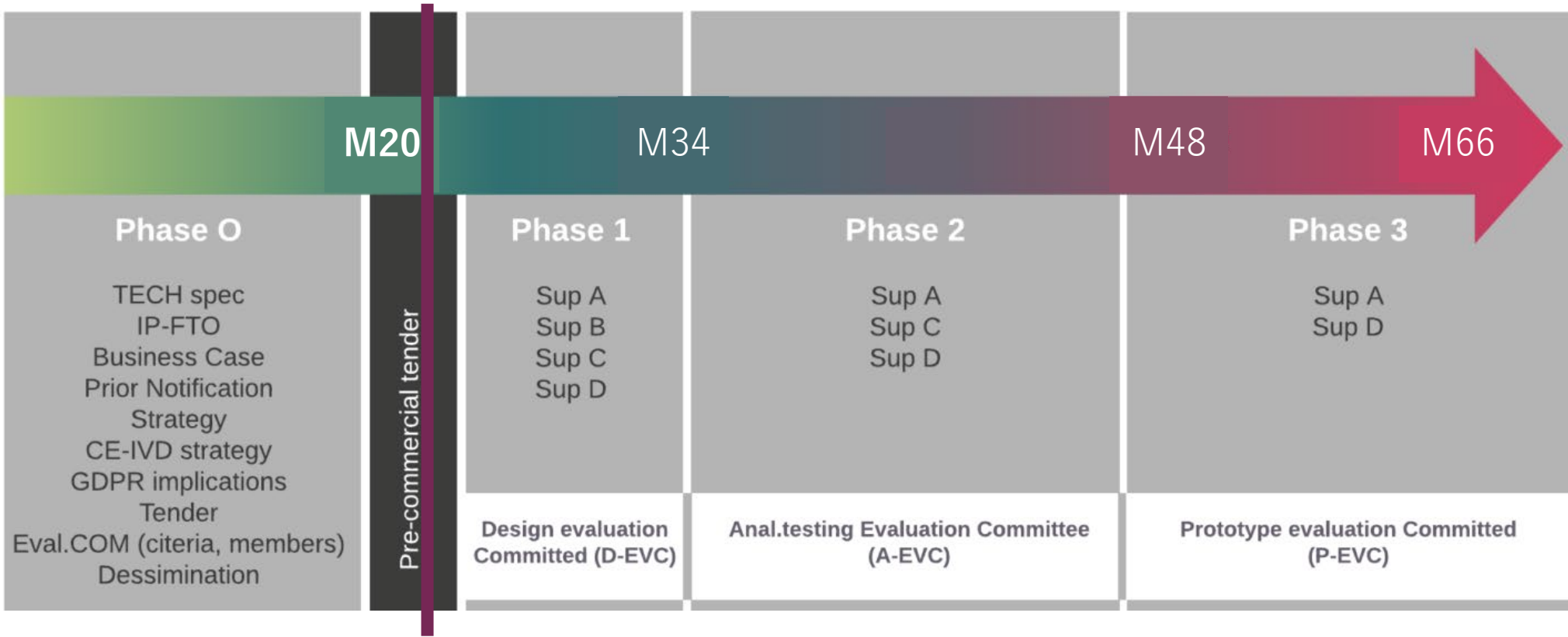
# oncNGS consortium: Supporting Entities





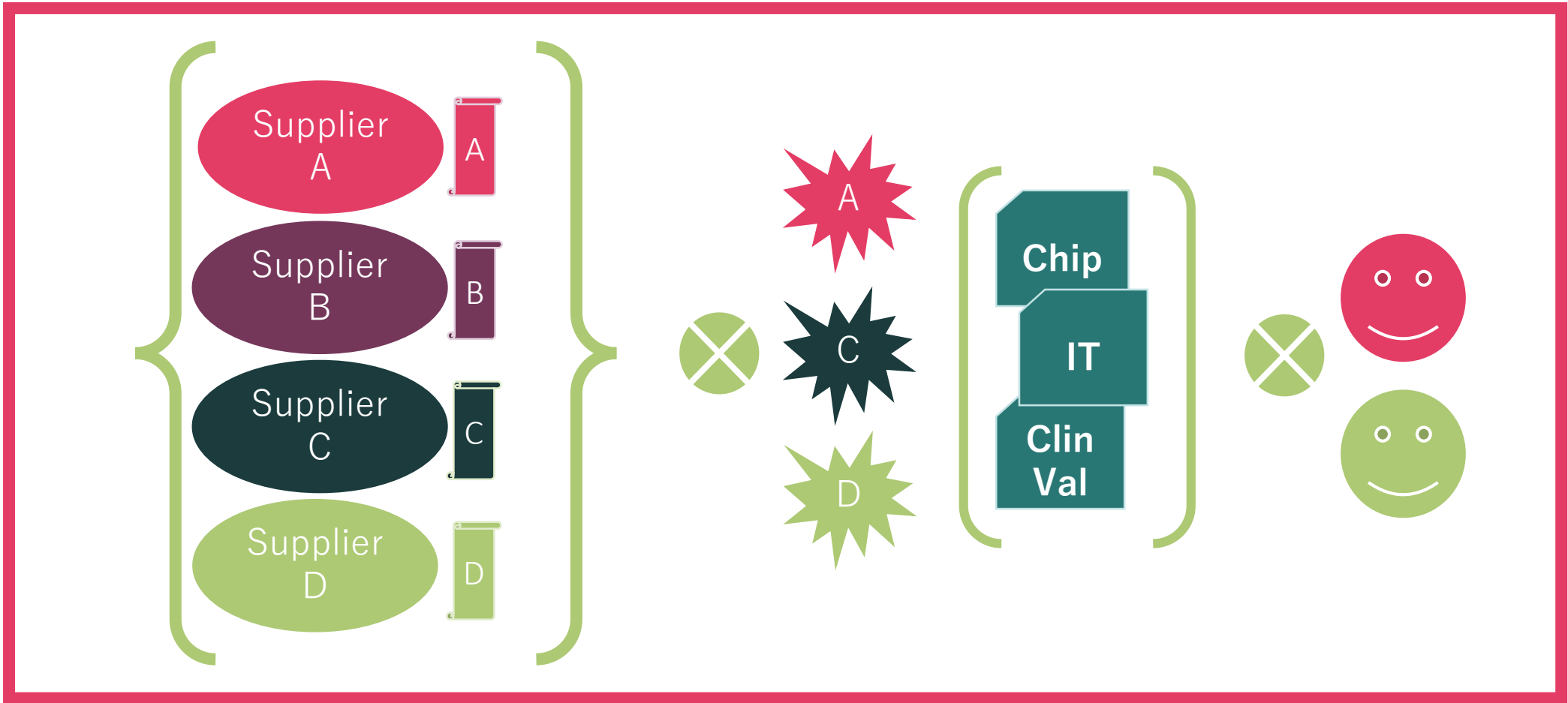
# oncNGS PCP project

TODAY





# OncNGS PCP Tender process

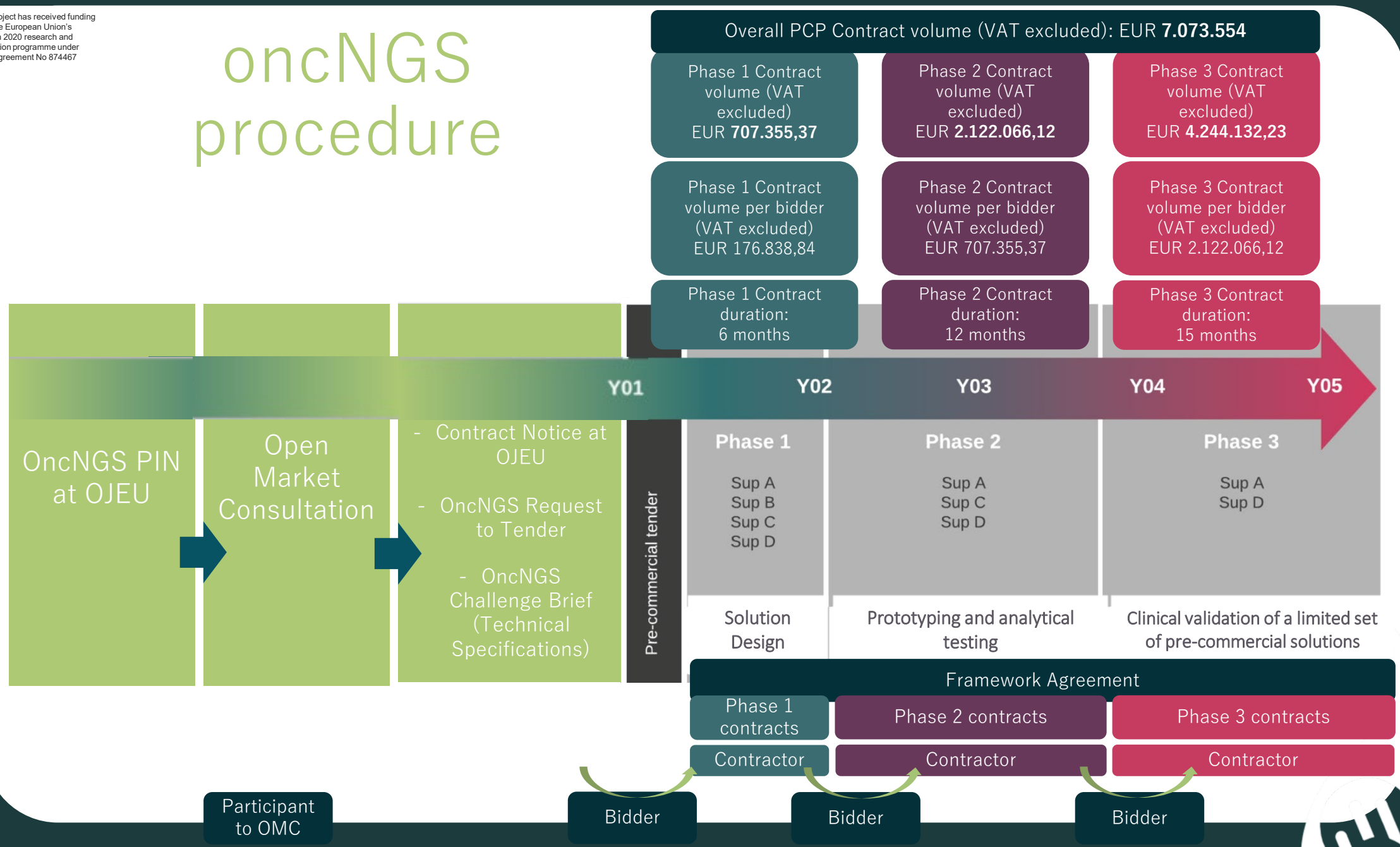






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# oncNGS procedure

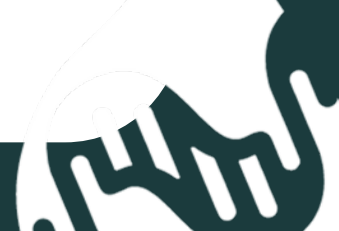




# Deployment of oncNGS

## What could/should oncNGS lead to?

- Develop **common guidelines** on implementing the oncNGS solution in oncology practice (ISO-standardization, harmonization, formalization,....)
- Develop common protocols for **data-sharing**
- Launch **cross-border purchase** procedures
- Develop tools for interactive e-Consults (**molecular tumor boards**)
- Organize joint cross-country **multi-centric clinical trials** applying oncNGS device(s)
- Develop **patient-matching tool** applying oncNGS data (s) .....



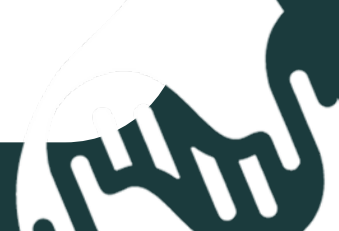


# EU oncNGS market

In oncology all in about **120 billion Euro** is projected to be spent per year by the U.S. and the EU-5.

Oncology spending in Japan and emerging countries such as China and India is expected to hit almost US\$20 billion by 2022.

The global clinical **oncology next generation sequencing market** size was valued at **Euro 260 million in 2020** and is expected to grow at a compound annual growth rate (CAGR) of 14.70% from 2021 to 2028 up to **Euro 810 million**.





# Advantages/issues of liquid biopsies

## Actual advantages

- Better accuracy in all clinical settings (not considering screening)
  - Tertiary prevention – Minimal Residual Disease after treatment for early stage
  - Monitoring disease burden and emergence of resistance in the metastatic setting
  - Identification of actionable alterations for targeted therapy (in trials or approved)
- Non-invasiveness

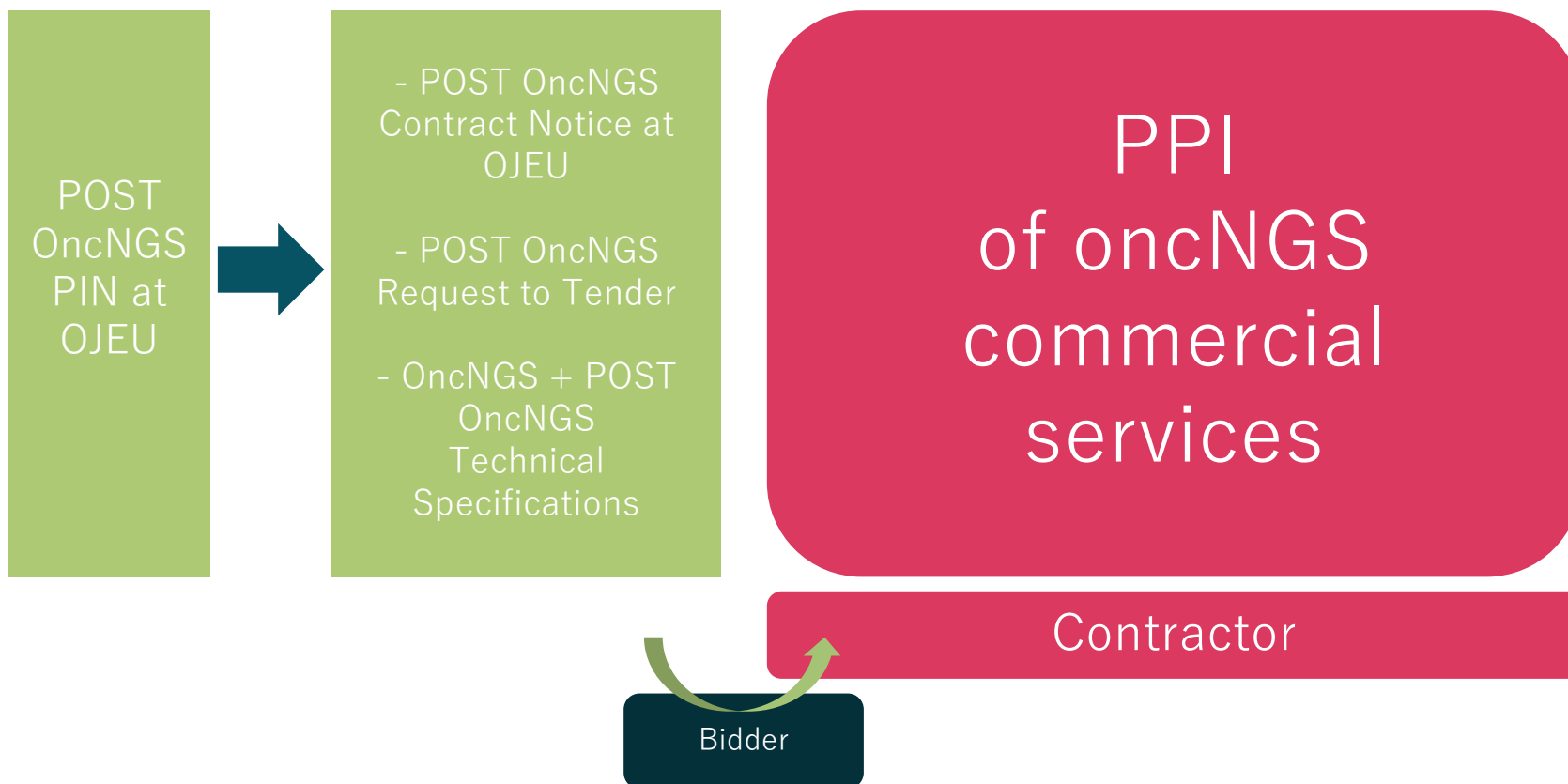
## Current issues that may turn into advantages

- More complex alterations to be further validated (CNV, fusions, TMB/MSI/HRD etc)
- Turnaround time
- Cost
- Equality of access
- Standardized report
- Access to biomarker-driven trials
- Privacy
- Run locally vs centrally





# POST oncNGS Procedure



# Guide for Public Procurement of Innovation

*Anna Ciutat, Deputy Director of Public Procurement  
Government of Catalonia*





Generalitat de Catalunya  
Departament d'Economia i Hisenda  
**Direcció General  
de Contractació Pública**

**GENERALITAT DE CATALUNYA**

**Guides for Public Procurement of  
Innovation**



# GUIDE ON INNOVATION PROCUREMENT

<https://contractacio.gencat.cat/web/.content/principis/contractacio-estrategica/innovacio/guia-cp-innovacio.pdf>



# GUIDE ON PRELIMINARY MARKET CONSULTATIONS

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<https://contractacio.gencat.cat/web/.content/gestionar/eines/consultes-preliminars/guia-consultes-preliminars-english.pdf>

 Generalitat de Catalunya  
Departament de la Vicepresidència  
i d'Economia i Hisenda  
**Direcció General  
de Contractació Pública**

## GUIDE TO THE PREPARATION AND PROCESSING OF PRELIMINARY MARKET CONSULTATIONS





Generalitat de Catalunya  
Departament d'Economia i Hisenda  
**Direcció General  
de Contractació Pública**

**[https://contractacio.gencat.cat/ca/inici/  
index.html#googtrans\(ca|en\)](https://contractacio.gencat.cat/ca/inici/index.html#googtrans(ca|en))**

# International Innovation Public Procurement Opportunities II

Wednesday, November 17th, 2021

12:00 – 13:00

**REGISTER  
HERE**



**Contact with ACCIÓ – Catalonia Trade & Investment**

Anna Monistrol - ACCIÓ Barcelona  
[amonistrol@gencat.cat](mailto:amonistrol@gencat.cat)

Jesús Buenafuente - ACCIÓ London  
[jbuenafuente@catalonia.com](mailto:jbuenafuente@catalonia.com)

# Thank you!

## ACCIO Barcelona

✉ [amonistrol@gencat.cat](mailto:amonistrol@gencat.cat)

👤 Anna Monistrol

🐦 [@eencat](https://twitter.com/@eencat)

🌐 [@Enterprise Europe Netowrk Spain](https://www.een.cat)

🌐 [www.een.cat](http://www.een.cat)

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