

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



#gencat
ACCIÓ - Agency for Business Competitiveness

Public procurement of innovation

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 - Agency for Business Competitiveness

What does it offer?

This service offers:

- Information to identify and monitor tenders for the public procurement of innovation.
- Advice and assistance in the analysis process, partner search and presentation of the proposal.
- Promotion of the participation of SMEs in the public procurement of innovation procedures, strengthening of the mechanisms of advertising with the prior announcement, and promotion of dialogue and fluid communication among contracting entities and the most innovative companies.
- Major contracts broken down into different batches to adapt them to specialized sectors that promote cooperation and subcontracting with bidders.

Contact us to find out all the details!

ACCIÓ - Agency for Business Competitiveness

Key documents

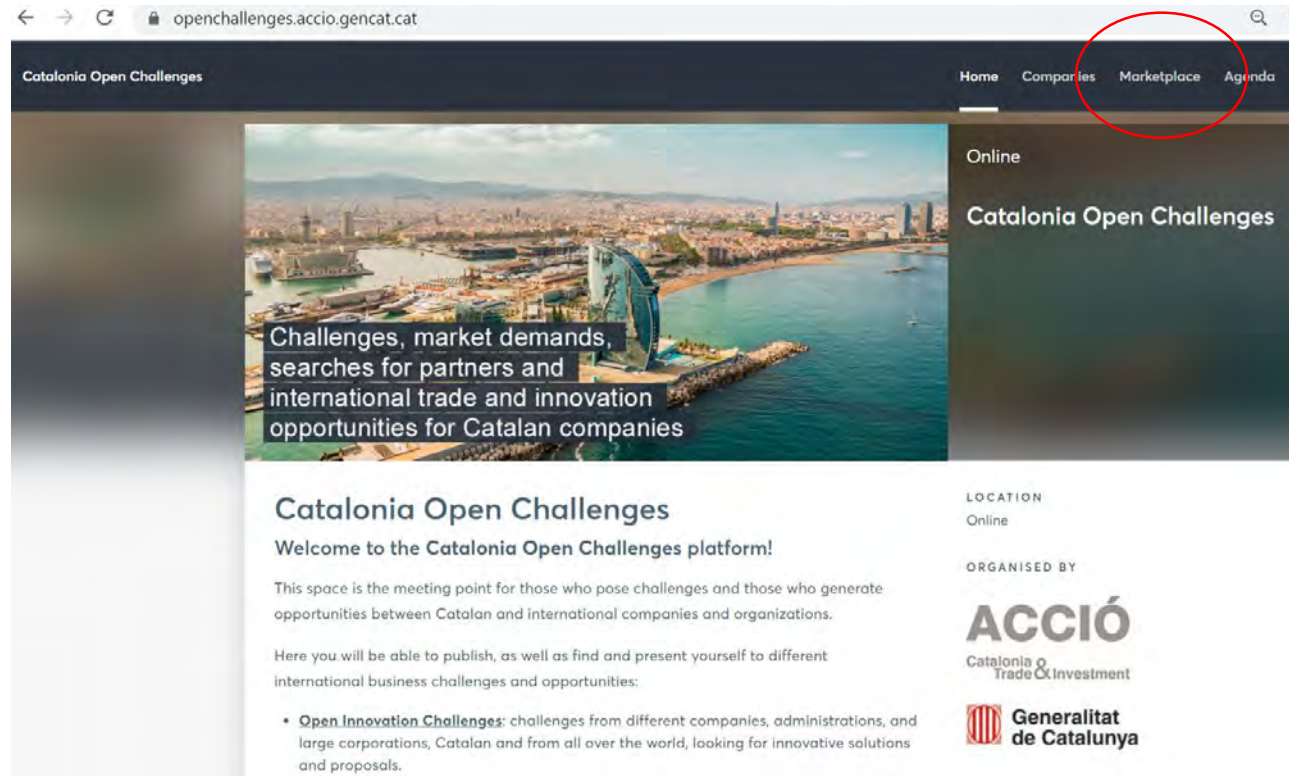
- + Guide to public procurement in innovation
- + Open public procurement tenders for innovation

Highlighted tenders for the public procurement of innovation

Establishment, Development, Management and Operation of a Cyber Arena for Testing in Smart Transportation

Ayalon Highways's objectives in this Tender, are to engage with a Bidder which is a professional entity holding proven know-how and experience within the smart transportation field and the cyber-attack protection and cyber

ACCIÓ: Innovation Procurement



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

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

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, ...

PRE-COMMERCIAL INNOVATION PROCUREMENT +15

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

Request meeting

PUBLIC PROCUREMENT

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

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...

PRE-COMMERCIAL INNOVATION PROCUREMENT +12

↑



AGENDA



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!

ACCIO Generalitat de Catalunya Enterprise Europe Network European Union

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](#)

AGENDA

REGISTRATION
Closed since 8 November 2021

LOCATION
Barcelona, Spain

ORGANISED BY
ACCIO
Catalonia's Trade & Investment
Generalitat de Catalunya
Government of Catalonia

Enterprise Europe Network European Union

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



7. Application of artificial intelligence to public procurement

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.

PORTUGAL 

SPAIN 

 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 m²** with a unique historical footprint
- Genuine structure of **16th and 17th centuries**
- **Office space: 40 m² 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

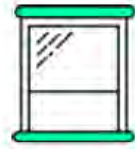


4 REQUIREMENTS AND NEEDS

IMPACTING INTEGRATED
TECHNOLOGY



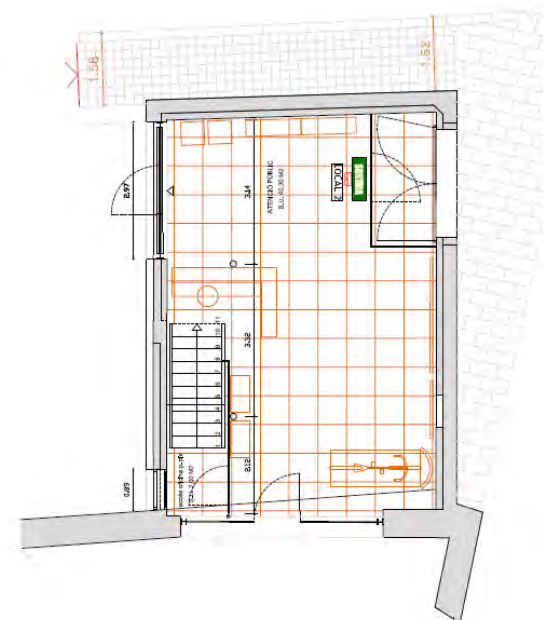
FUNCTIONAL & CLEAR
DISTRIBUTION



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



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

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

Expected Results

Become the
flagship of the
"Visit
Sabadell"
brand

Personal
attention to
visitors

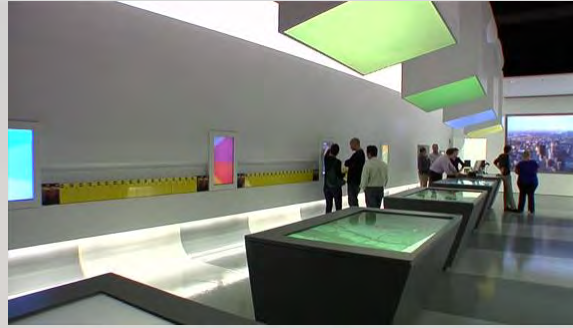
Interactive
self-
consultation
and touristic
self-services

Exhibition
Space

Audiovisual
projection of
information

Development
of MICE
tourism

5 SOME MARKET EXAMPLES: “WOW” TECHNOLOGIES



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

www.visitsabadell.com

projeciociutatiturbisme@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

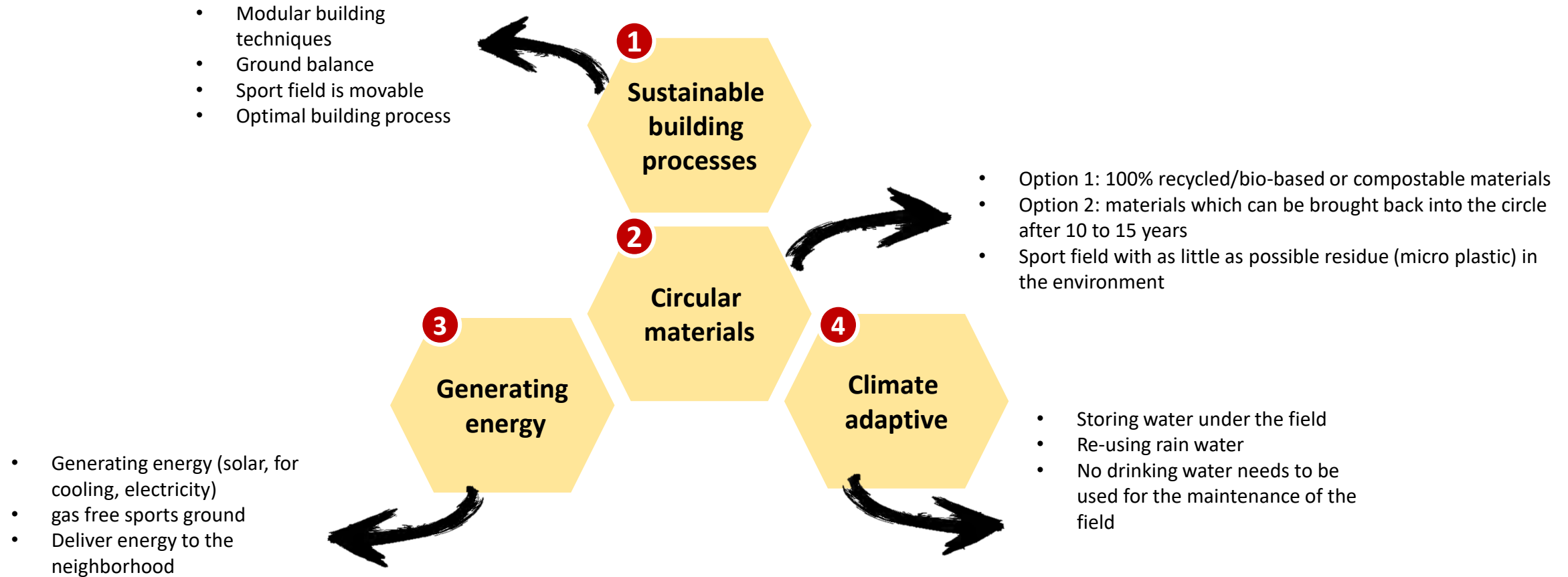


Scale up | future proof sport fields

circular - modular - energy generating - climate adaptive



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

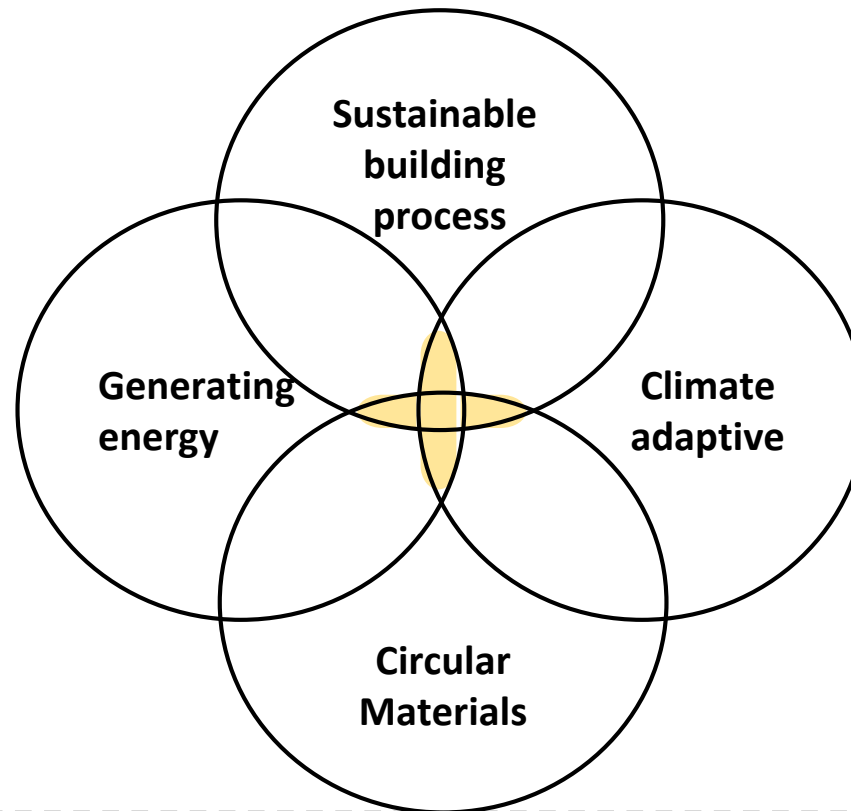




What are we looking for?



Combination of ambitions/modules per location





Scale up method

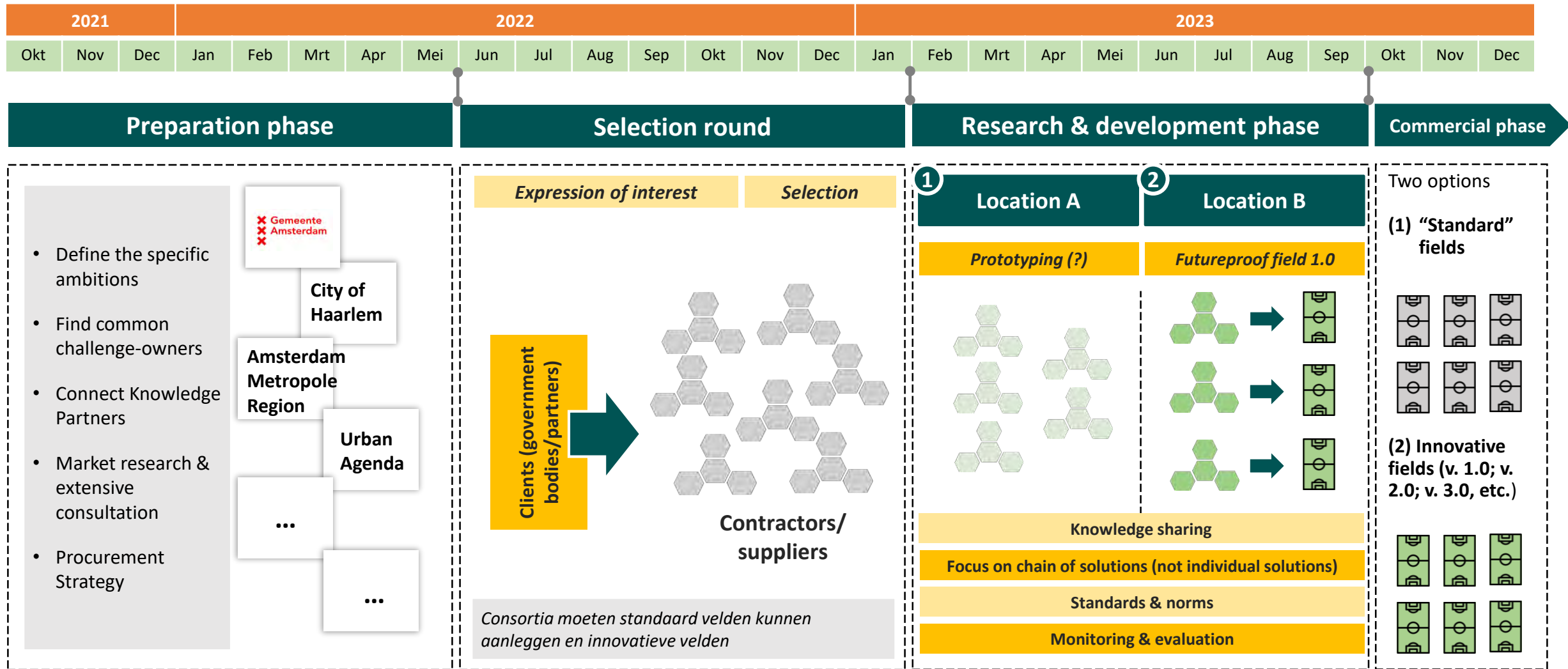


What is Scale up?

- 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



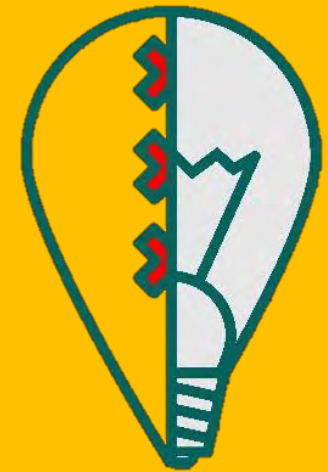
How to get involved?

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 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





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



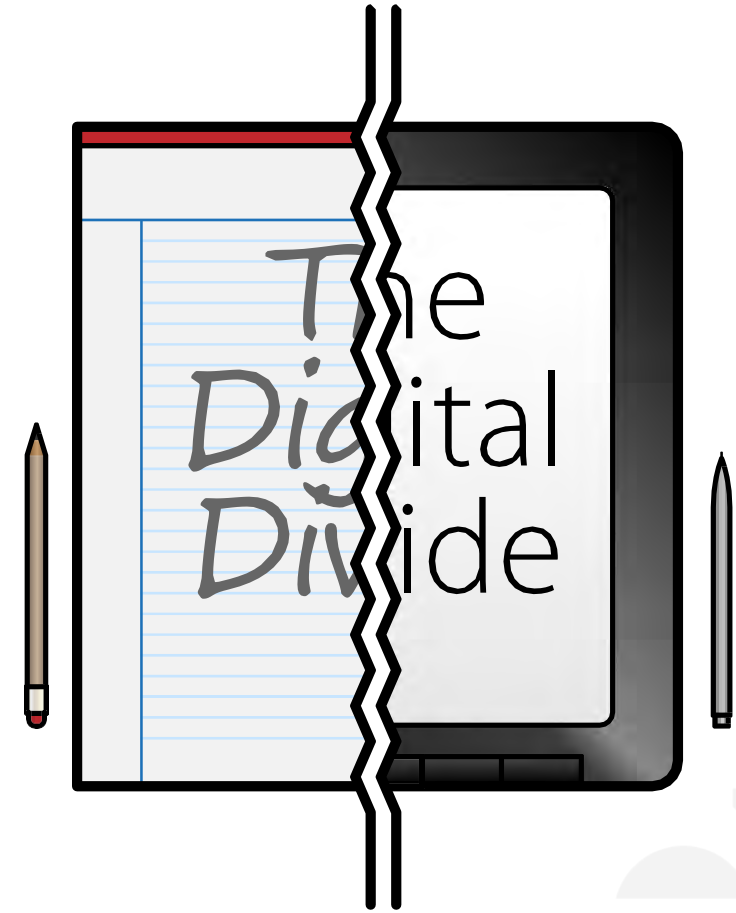
ACCESS



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

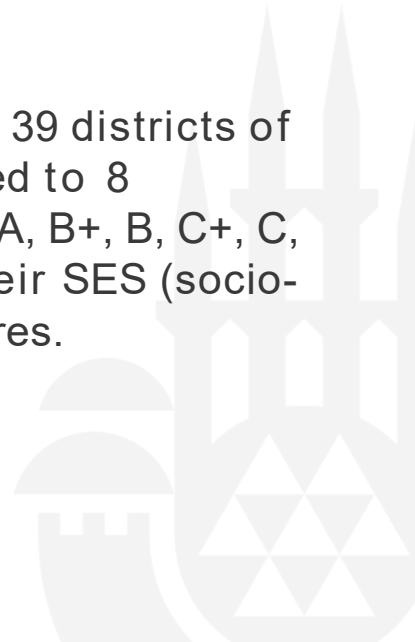
An average of 150 surveys were conducted in each district.

7
surveys

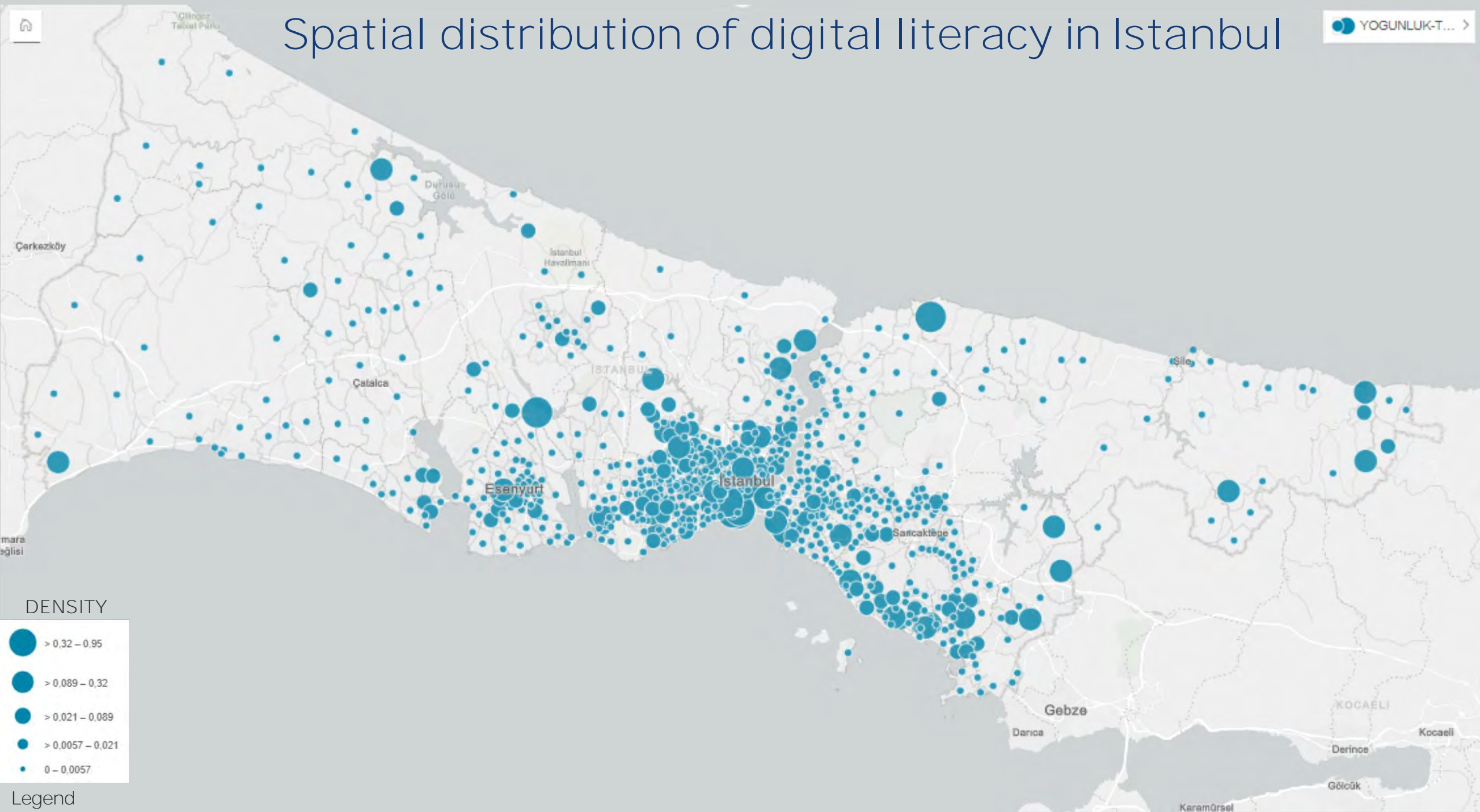
An average of 7 surveys were conducted in each neighborhood.

8
groups

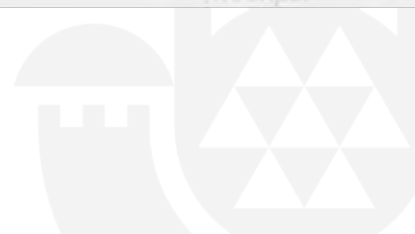
959 neighborhoods of 39 districts of Istanbul were assigned to 8 different groups (A+, A, B+, B, C+, C, D, E) according to their SES (socio-economic status) scores.



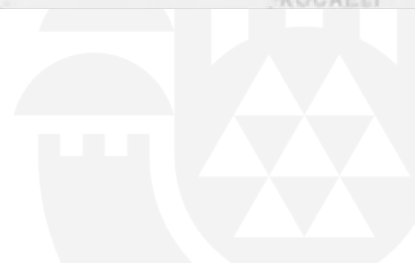
Spatial distribution of digital literacy in Istanbul



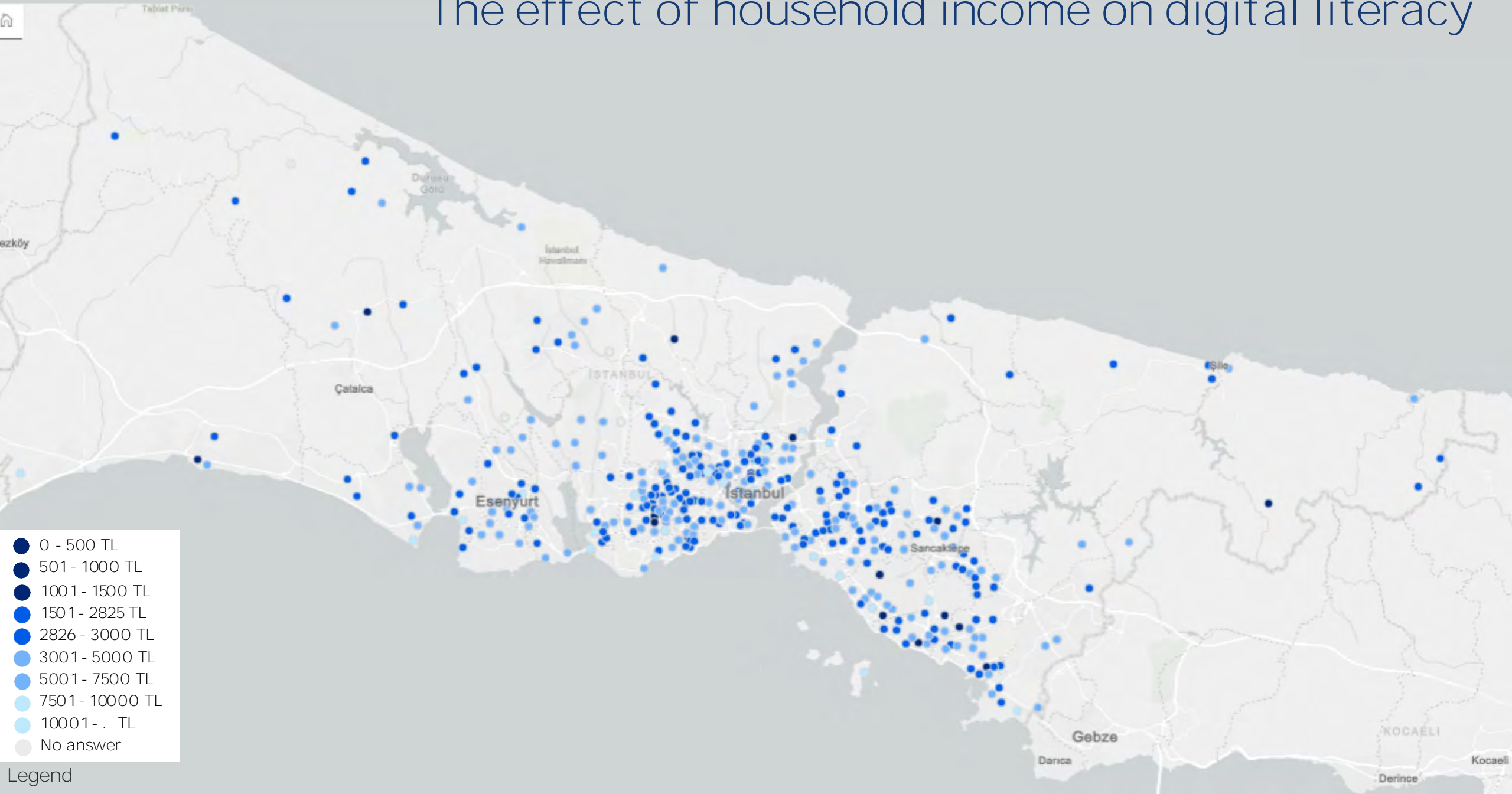
Gender and digital literacy



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



Àrea Metropolitana
de Barcelona

 procure-pcp.eu

 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

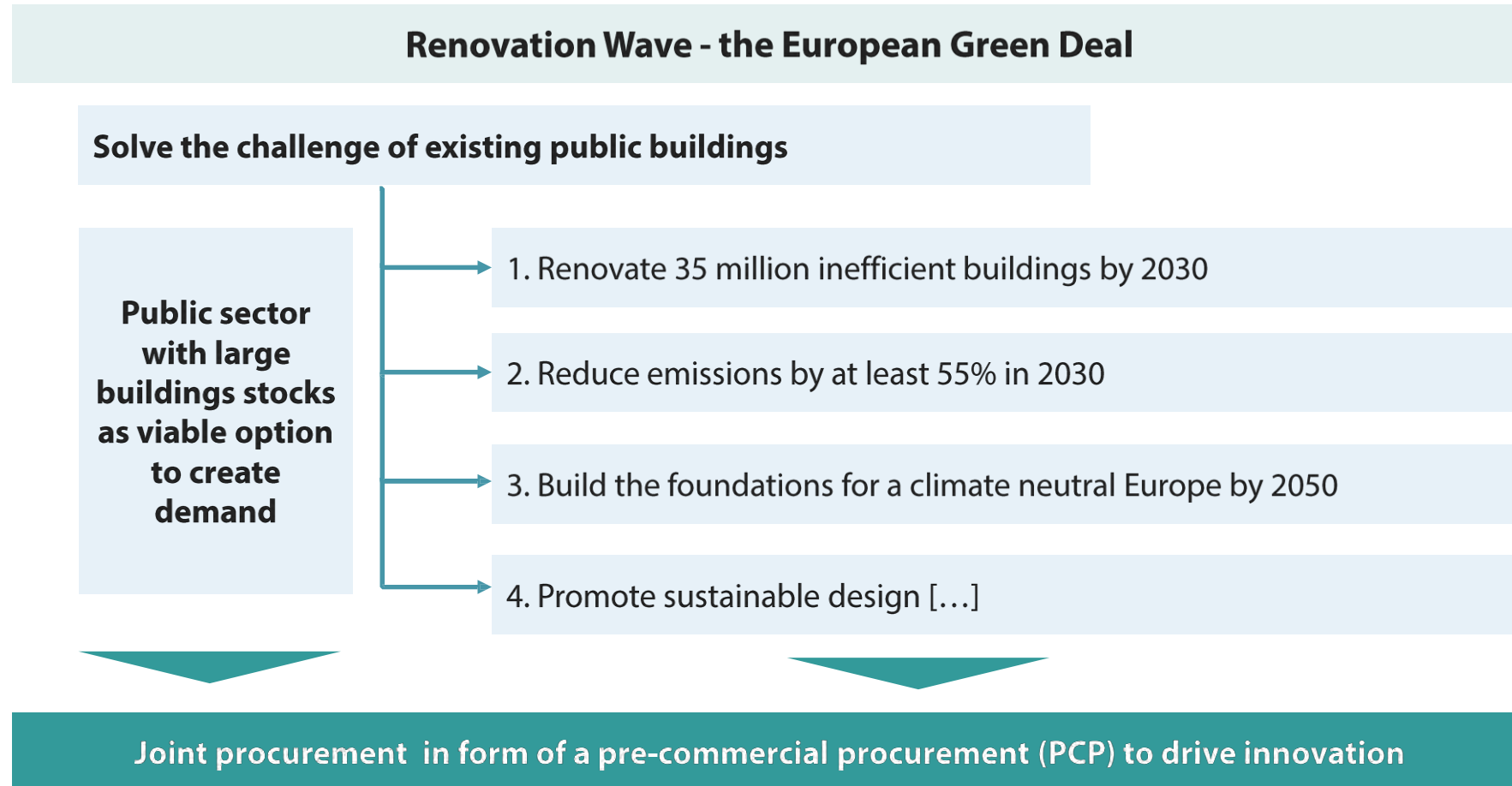
Highly fragmented sector often siloed in national markets

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

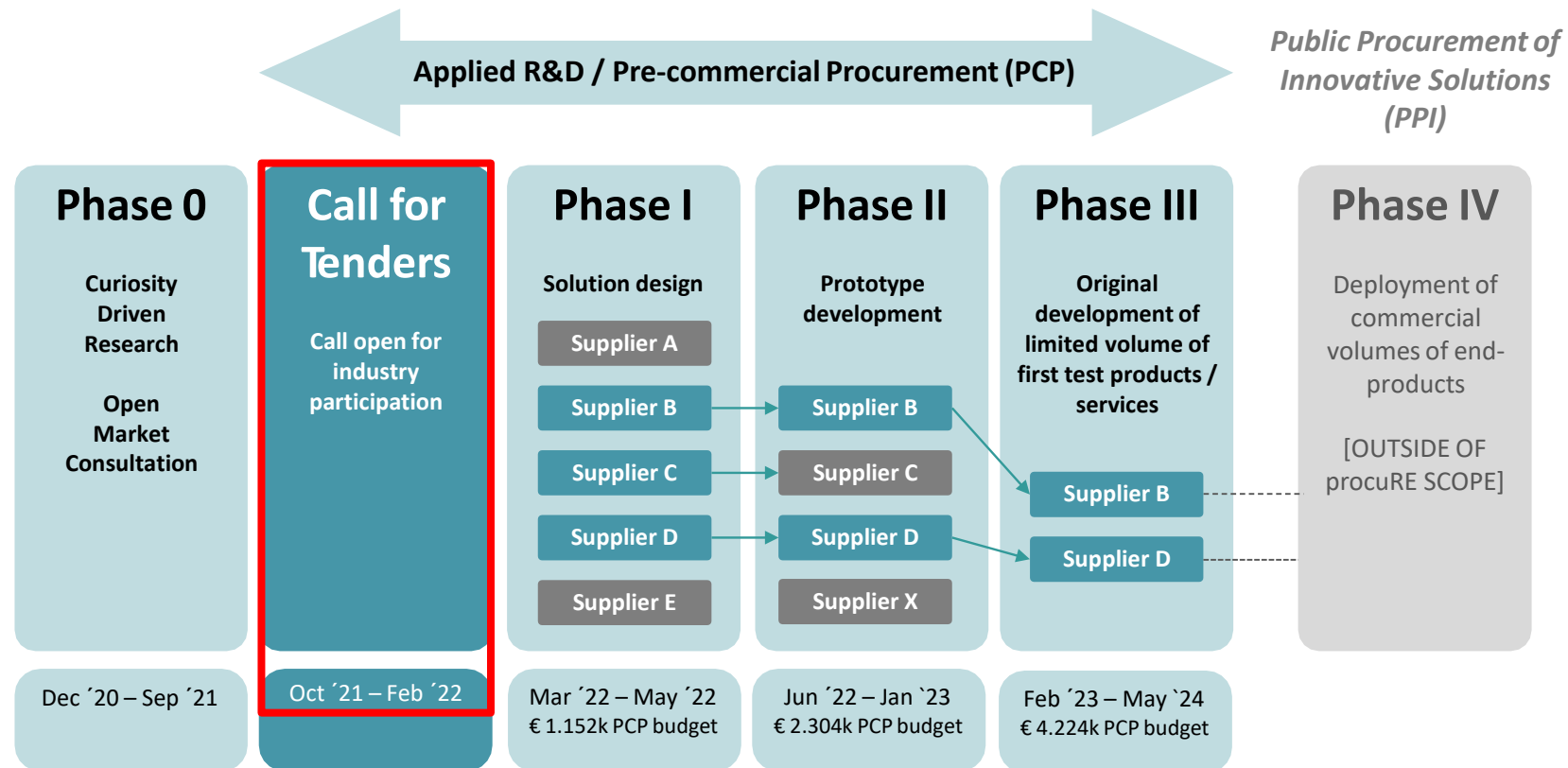
**Buyers Group
defines the
problem and
award criteria**

**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

- 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

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 ¹
- Space heating: oil + electric



NUREMBERG, GERMANY

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



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



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



ISTANBUL, TURKEY

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



EILAT, ISREAL

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



¹ 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

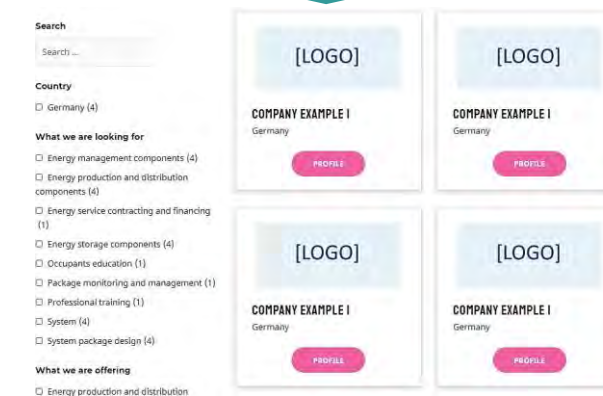
- Become visible among other suppliers looking for partners
- Steps, describe:
 - What you are looking for
 - What you are offering
 - Some basics + contact information
- Completing the form takes only **~5 minutes**

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





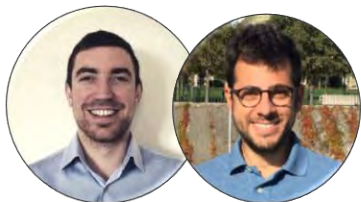
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Gil Lladó, Head of the Energy Transition Office





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.

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Innovation in the joint replacement care pathway to improve patient outcomes



EcoQUIP



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

Salut/





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
TOTAL	595	117.900	3.105.800

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

SIAIS
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 30th, 2021

November 30th, 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
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

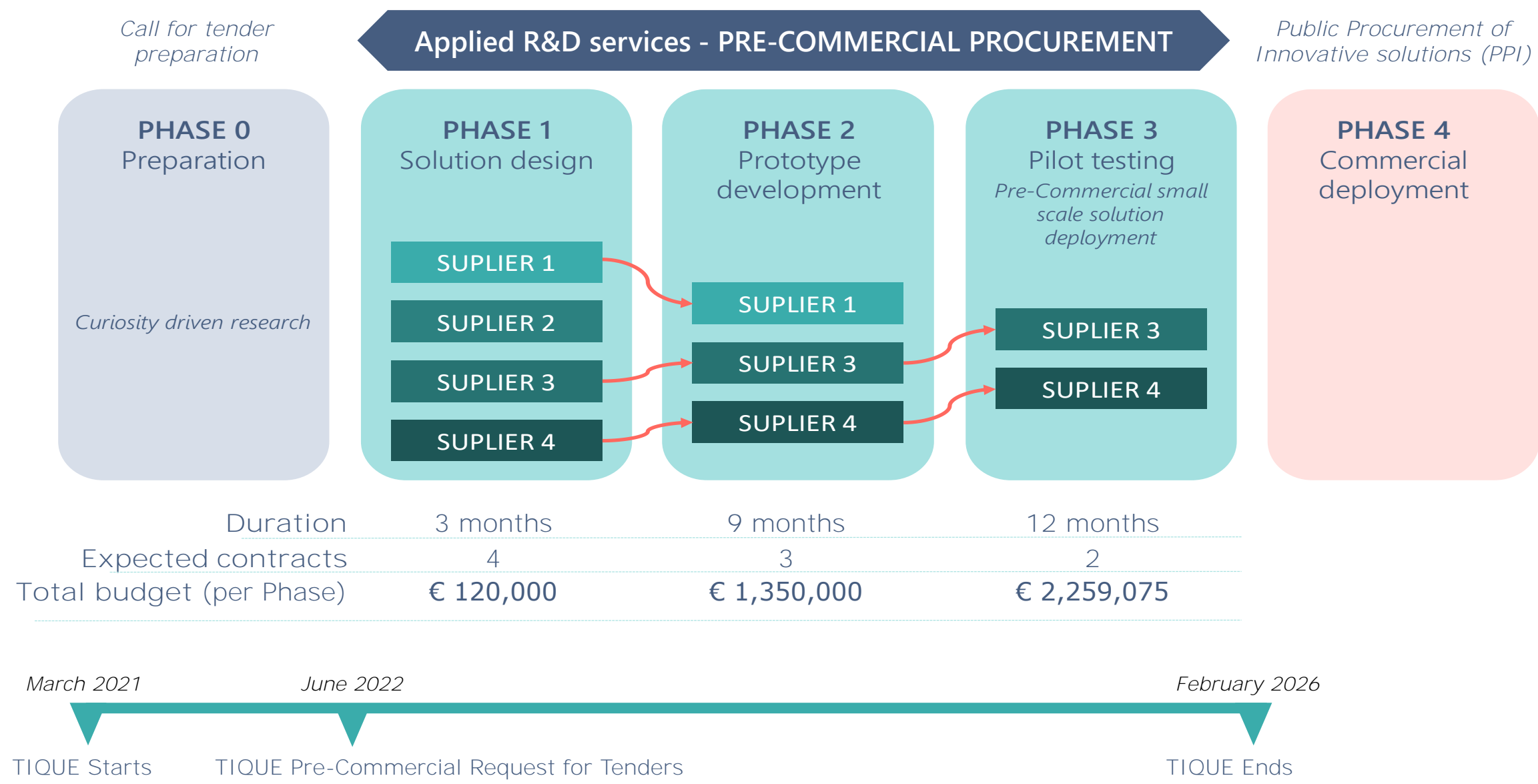
PCP benefits both Suppliers & Buyers

INSTRUMENT OF PUBLIC PROCUREMENT OF
R&D

PUBLIC PROCURERS ACT AS DEMANDING
CUSTOMERS

TOOL FOR INNOVATION

RISK-BENEFIT SHARING UNDER MARKET
CONDITIONS



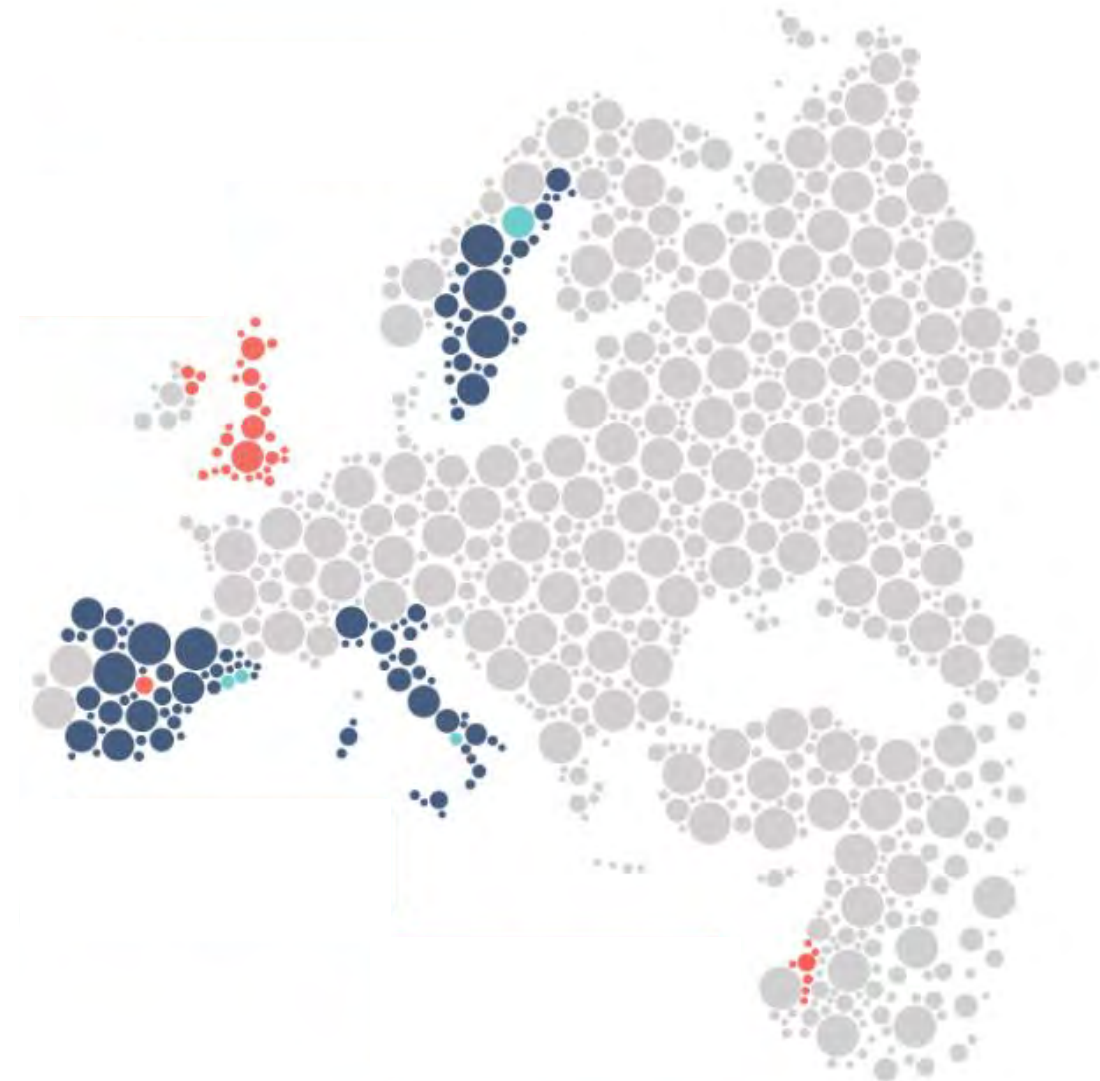
The Consortium

Flexible solutions to suit the characteristics of each procurer in Europe

3 Procurers



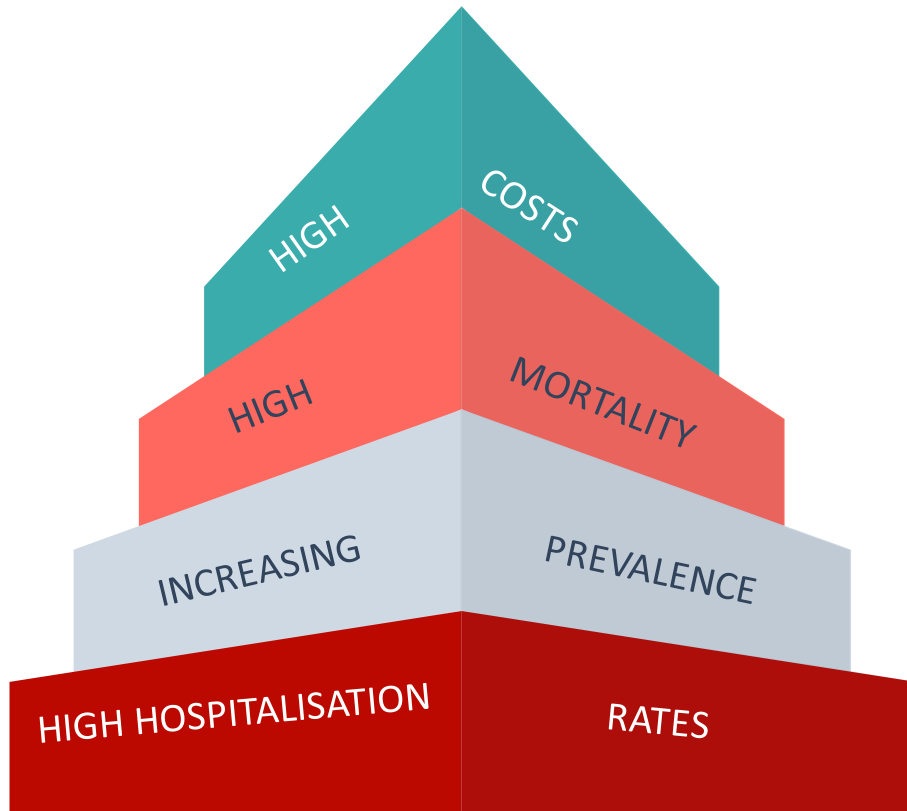
5 Supporting organizations





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

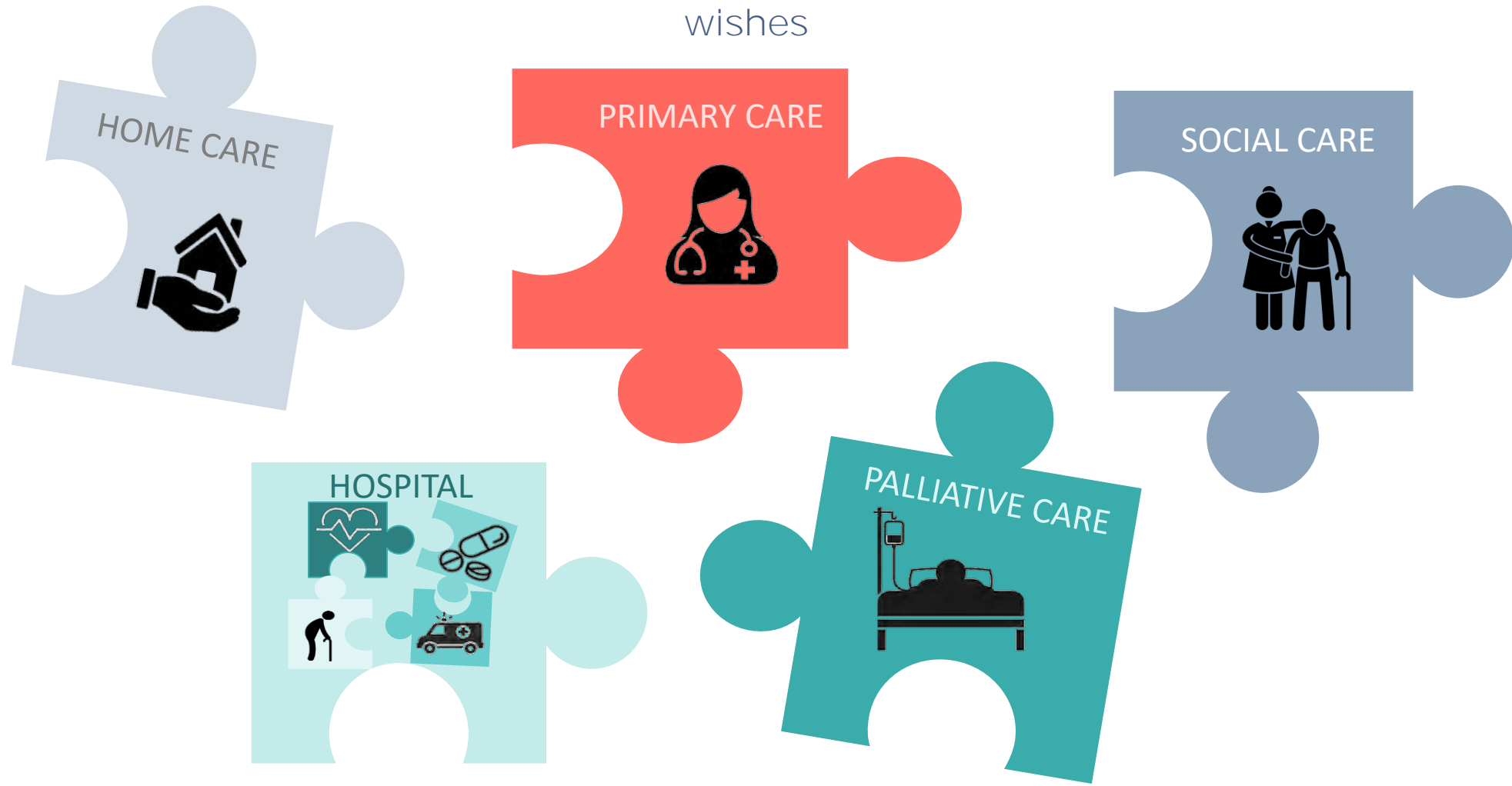
62 million people living with heart failure in the world

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

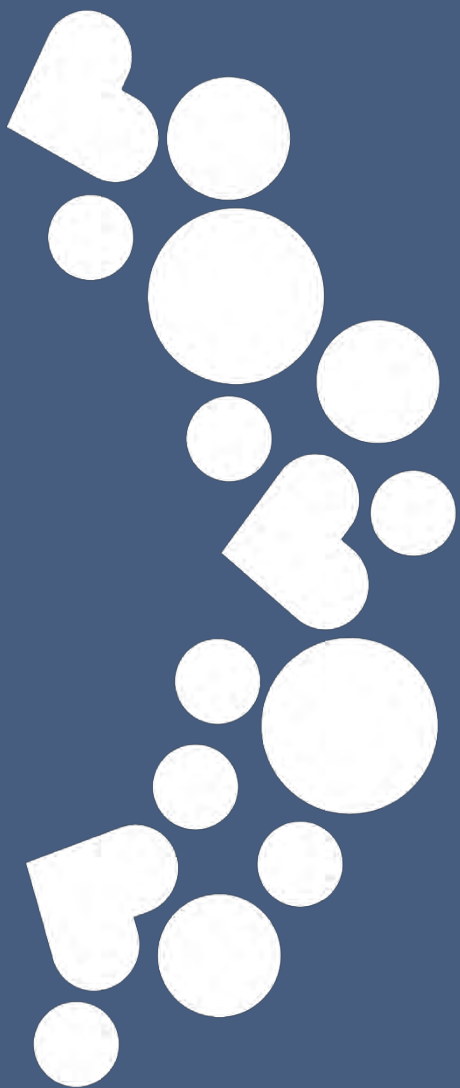
To improve quality and efficiency
in the management of advanced heart failure patients through the provision of personalized
care **at all times, in a timely manner, in the best setting and in accordance with the patient's**
wishes



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

Flexible and future ready

Integrated systems

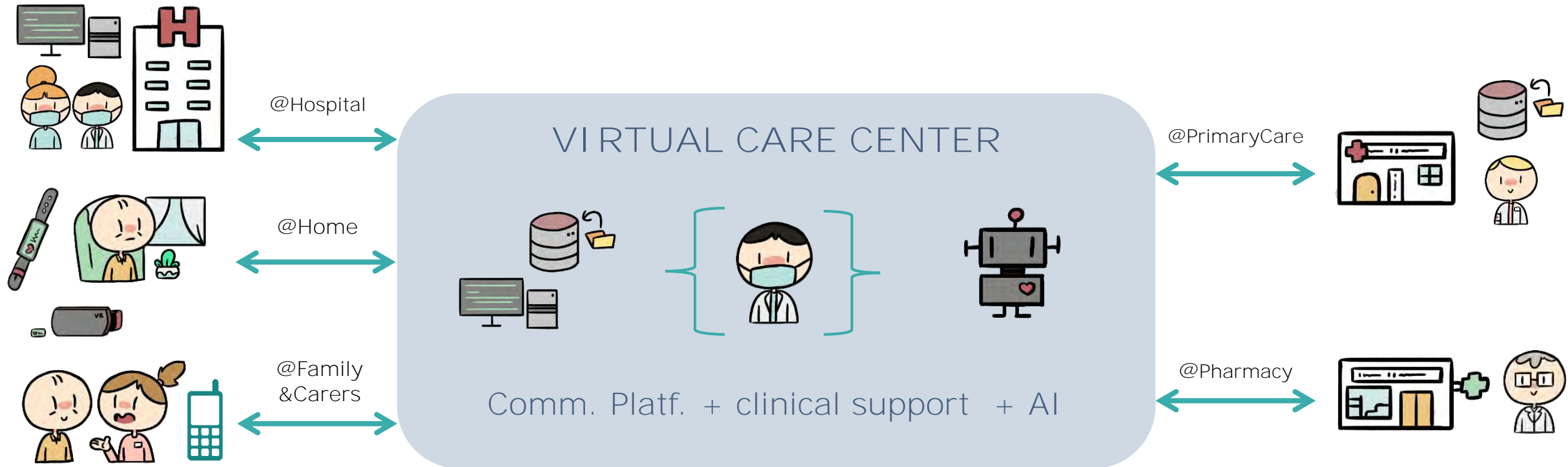
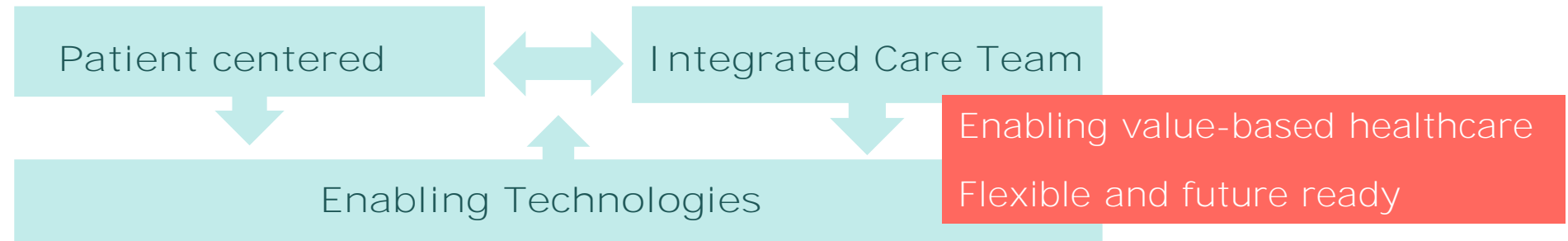
Technology and services

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

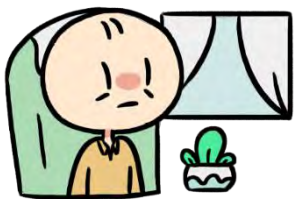
and

Make efficient and effective
use of healthcare resources

TIQUE Virtual Care Centre

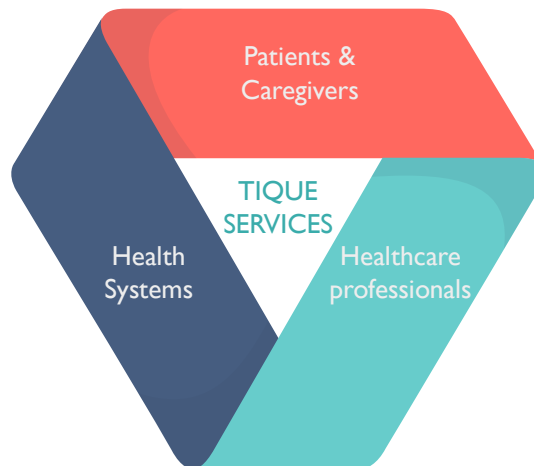


TIQUE solutions support all stakeholders



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

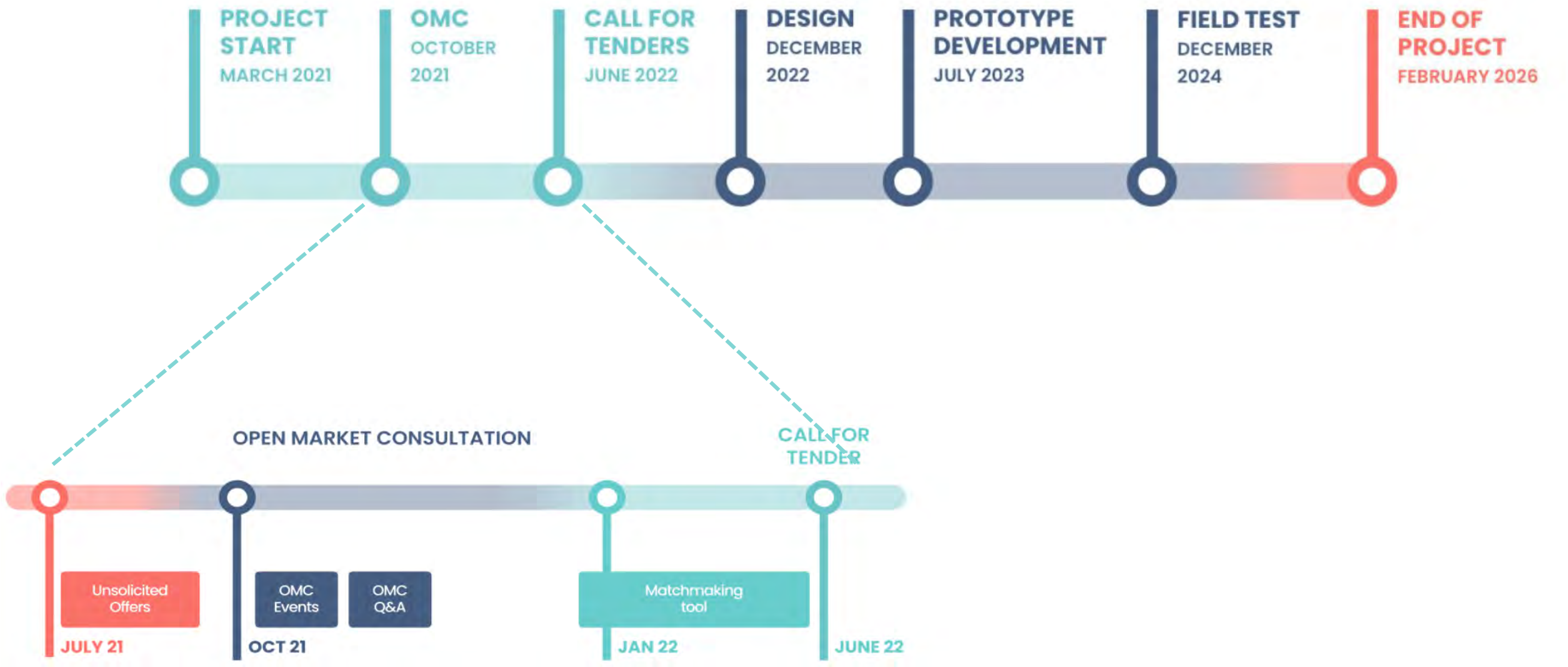
Pre-tender process with the market
to validate the feasibility of the
challenge

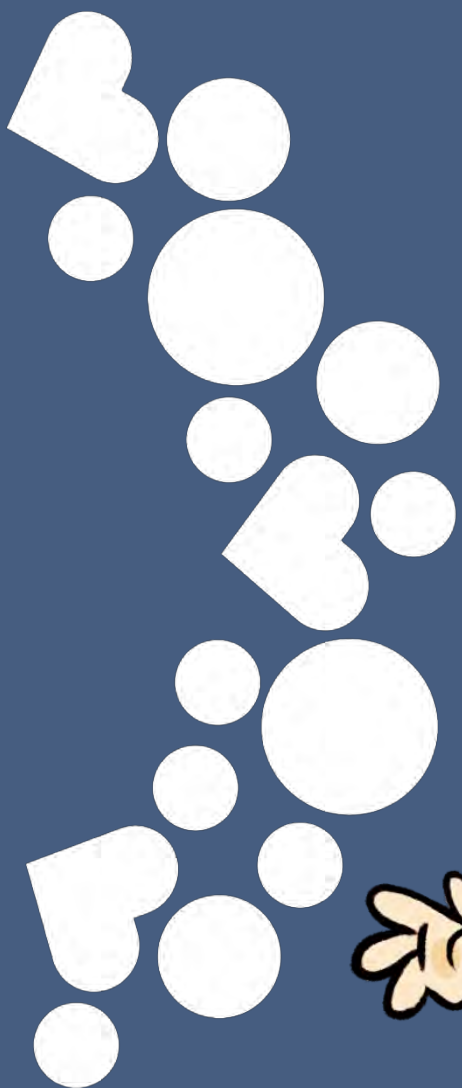
Co-design with the industry to
create the TIQUE solutions

PREPARATION STAGE

EXECUTION STAGE

FINAL RESULTS





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



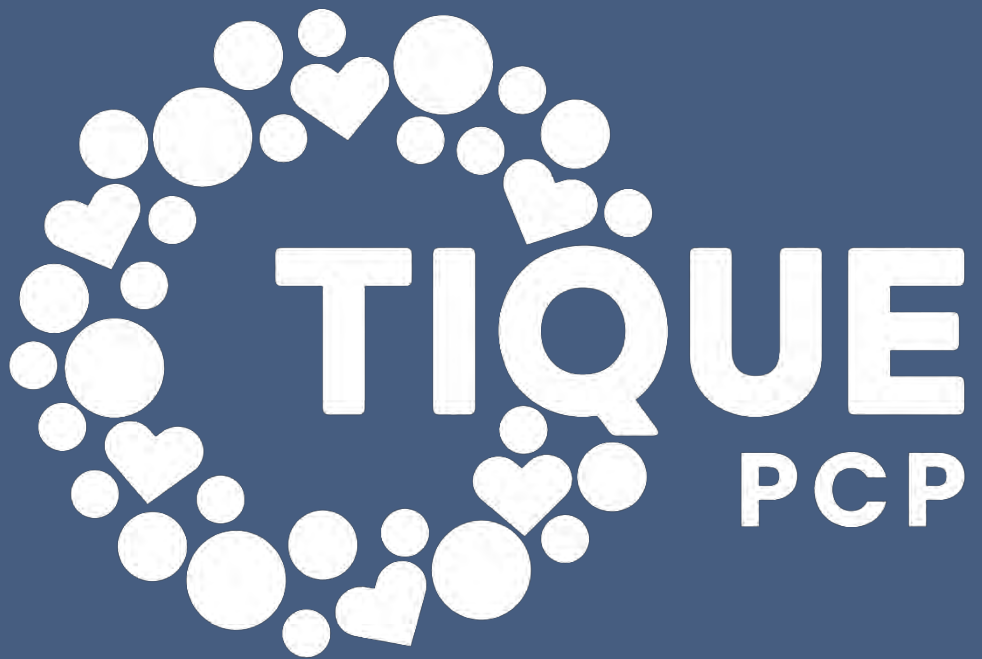
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oncNGS - PCP: Next-Generation-Sequencing in Healthcare applications

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.

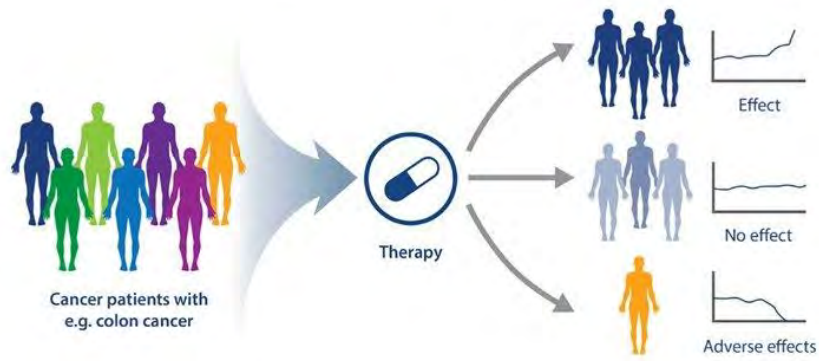




PRECISION MEDICINE & CANCER

Current Medicine

One Treatment Fits All



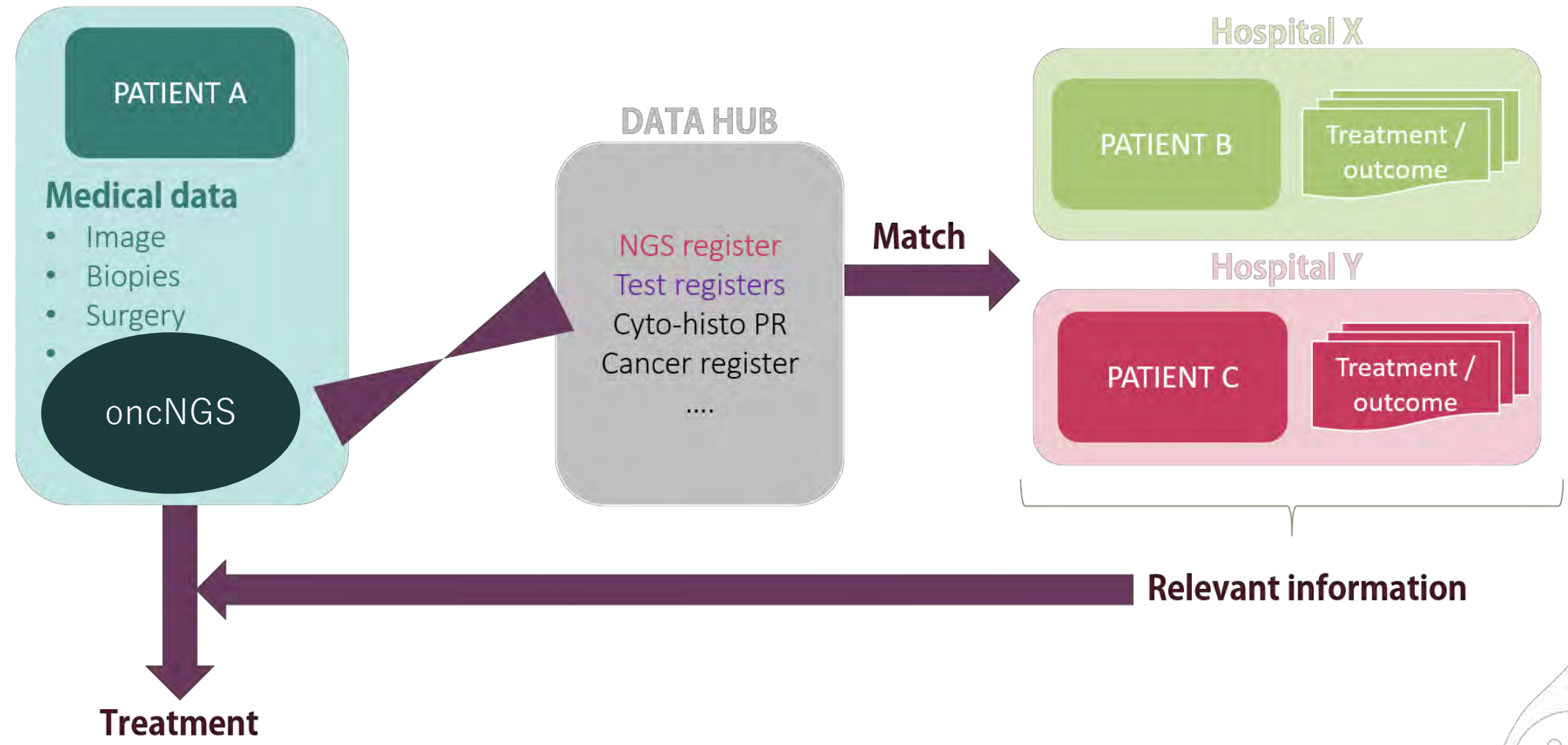
Future Medicine

More Personalized Diagnostics





Cancer Patient Matching framework

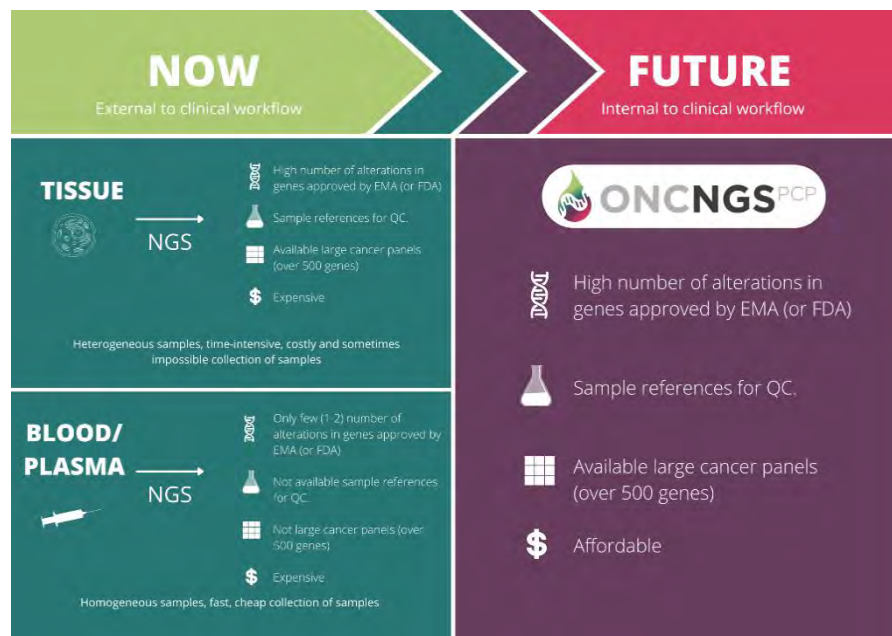




oncNGS Challenge

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

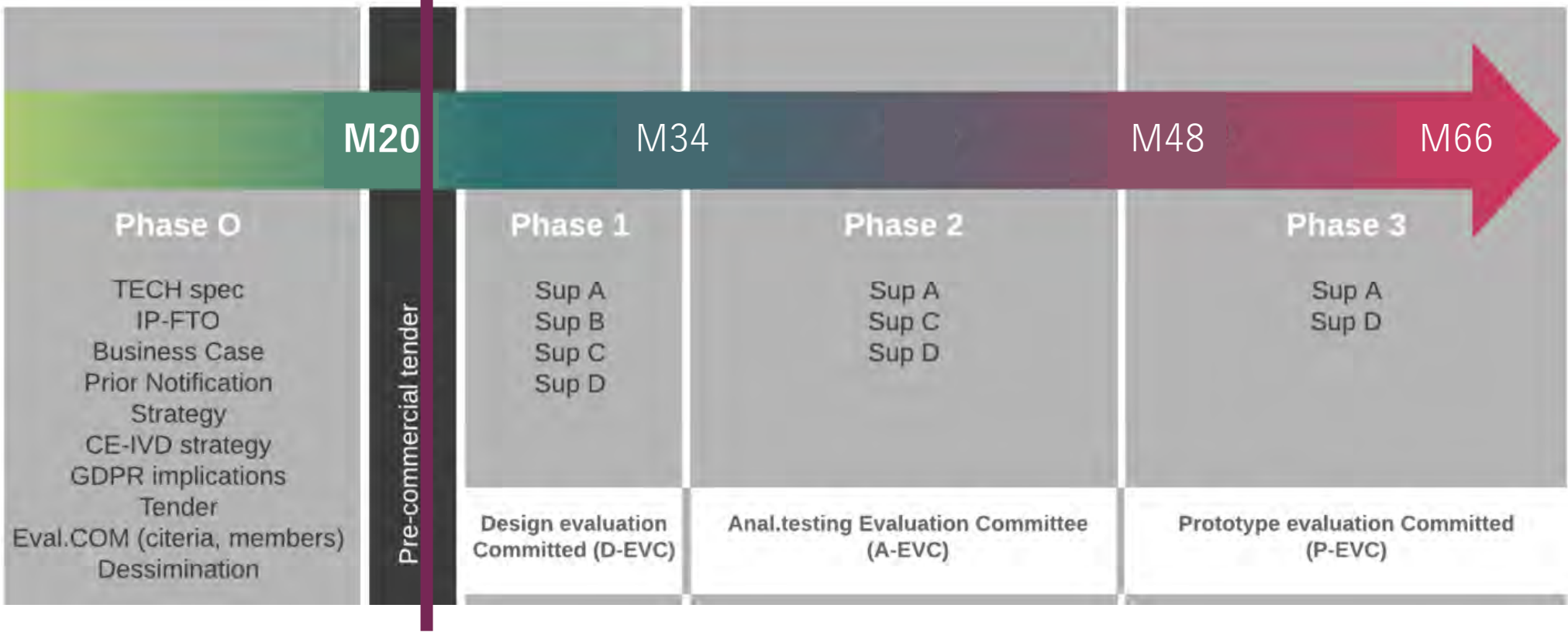
oncNGS consortium: Supporting Entities





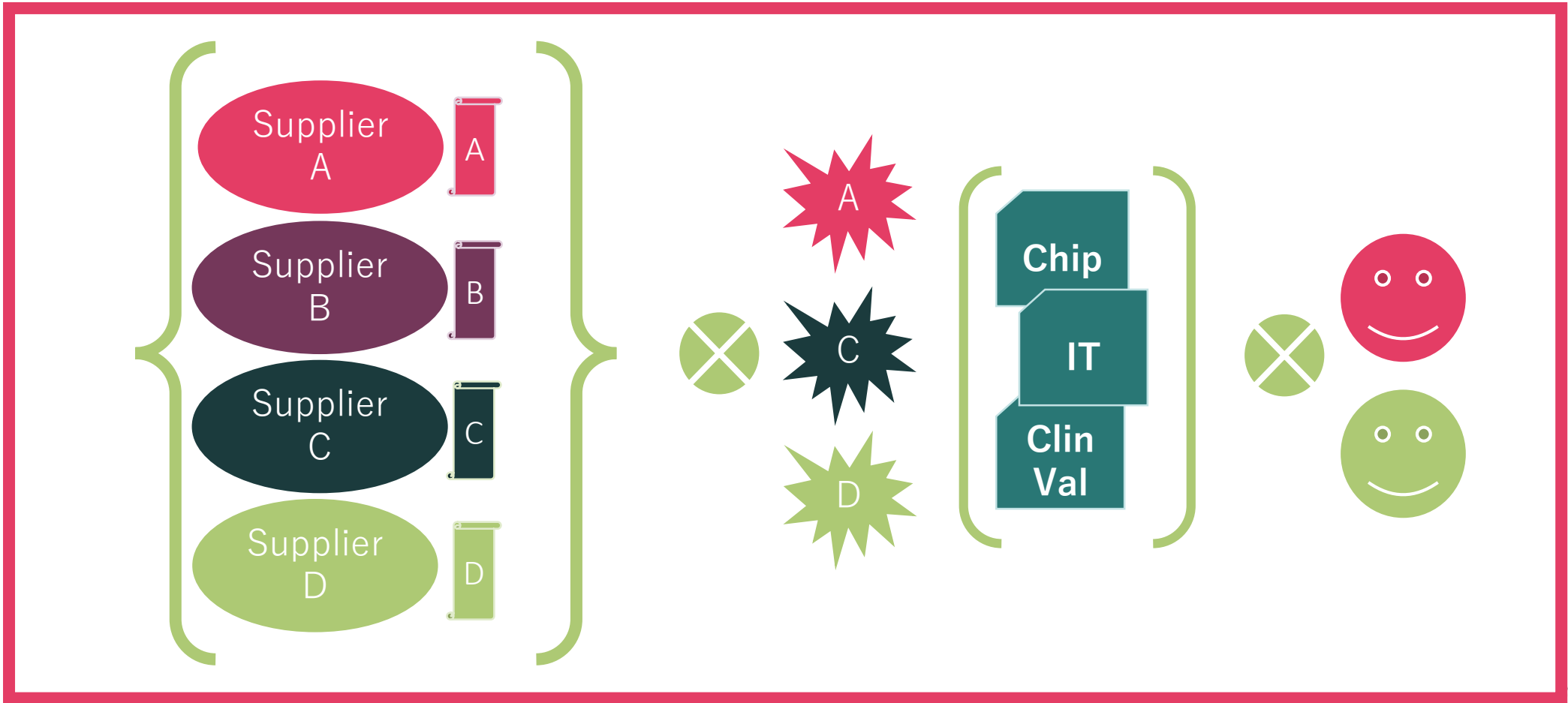
oncNGS PCP project

TODAY





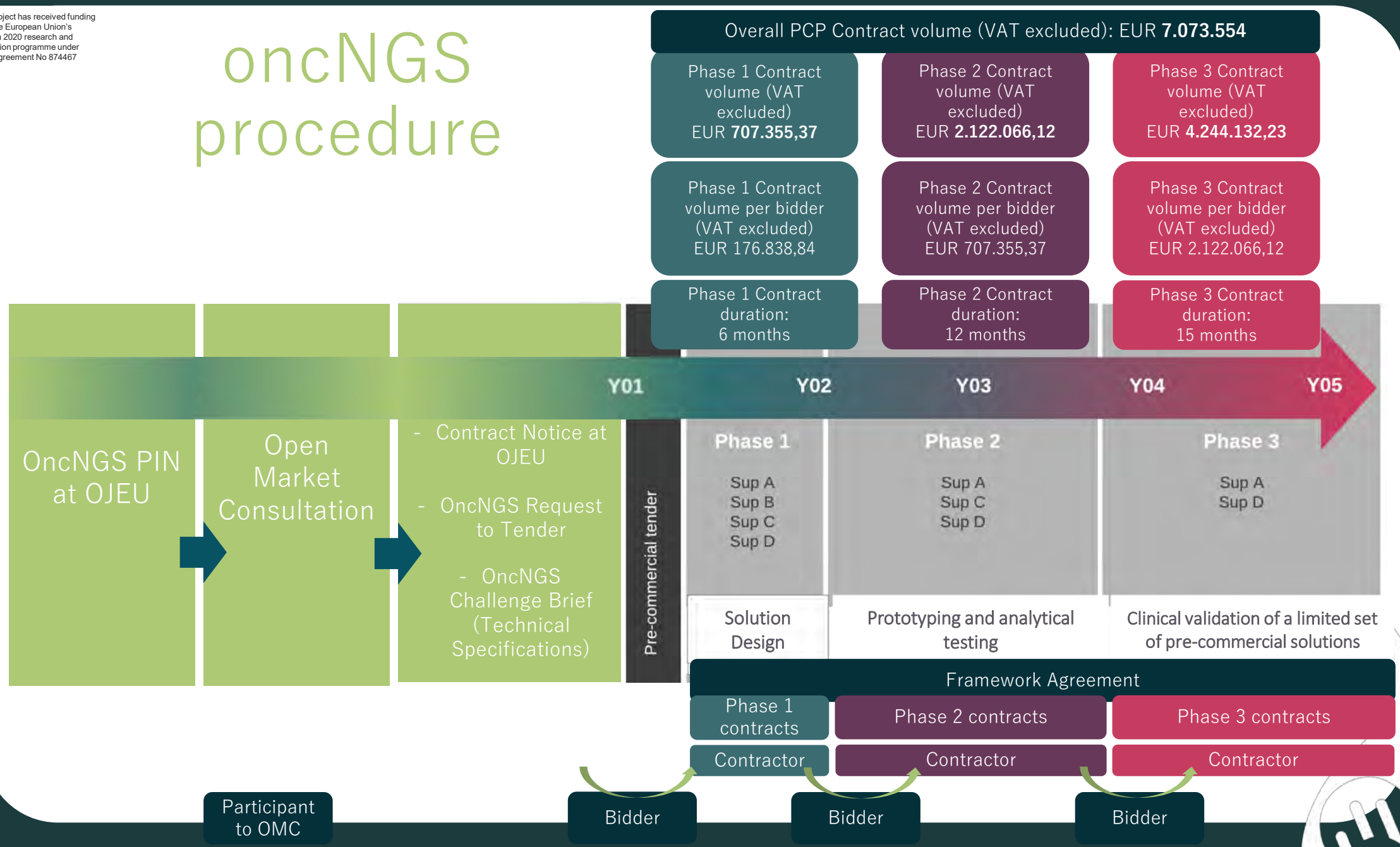
OncNGS PCP Tender process





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

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

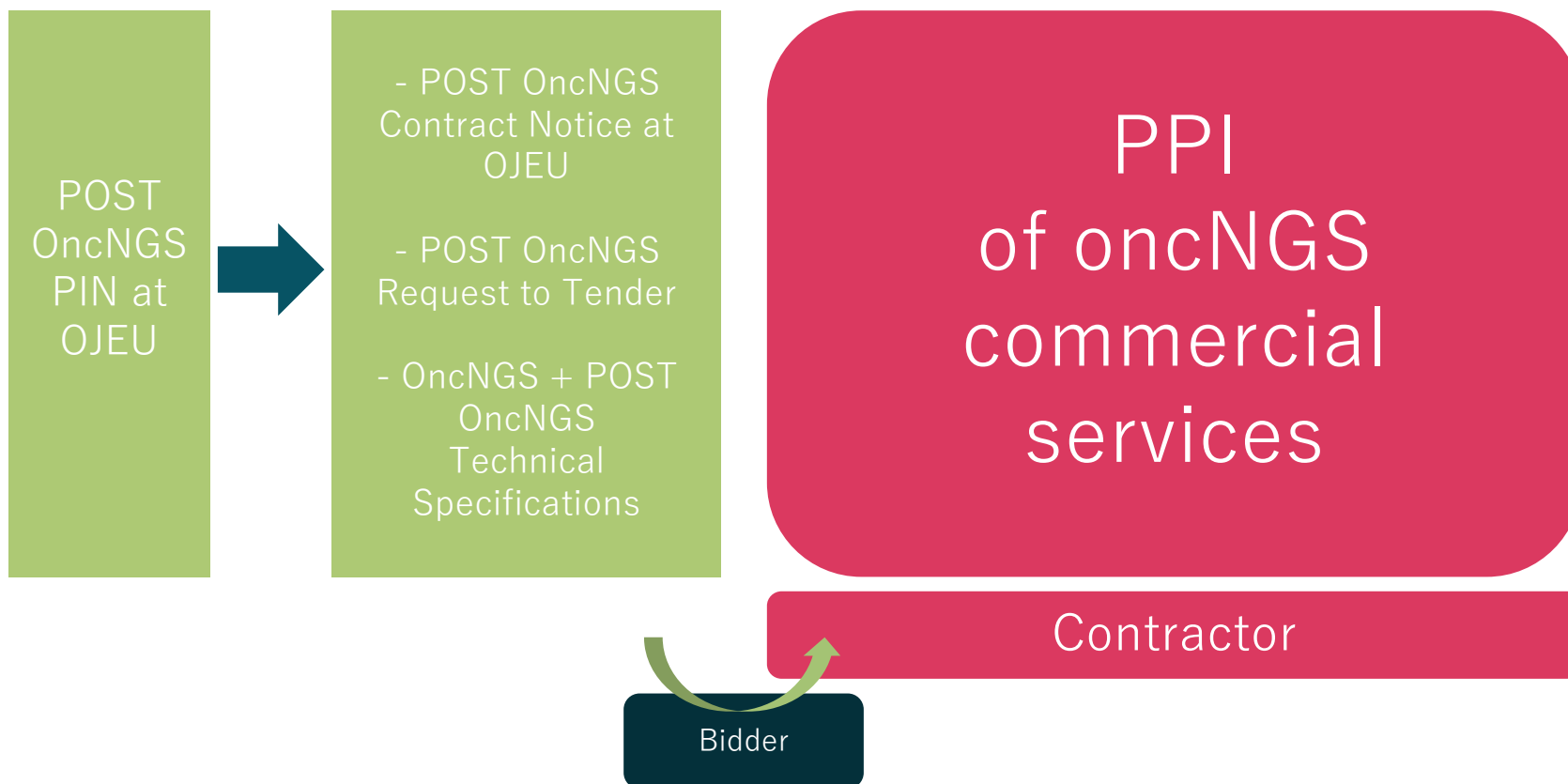
Current issues that may turn into advantages

- 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

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

 Generalitat de Catalunya
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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

Jesús Buenafuente - ACCIÓ London
jbuenafuente@catalonia.com

Thank you!

ACCIO Barcelona

✉ amonistrol@gencat.cat

👤 Anna Monistrol

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

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

🌐 www.een.cat

Contact us!

934 767 206

info.accio@gencat.cat

Passeig de Gràcia, 129
08008 Barcelona

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