

Catalogue of Early Demand: Future Projects of Public Procurement for Innovation

Smart City Expo – Agora North
Wednesday, November 20, 2019

9.30-10.30



Agenda:

09.30 – 09.35

Public Procurement of Innovation - ACCIÓ

Ana Simon, ACCIÓ Agency

09.35 – 10.05

Catalogue of Early Demand: Future Projects

*Project 1: A platform enabling public service operators to combine publication of open data with access to and control by citizens of their related personal data, **Grenoble-Alpes Métropole**, Claus Habfast*

*Project 2: Connected Vehicle Technology Sandbox, **City of Tampa**, Vik Bhide*

*Project 3: Terrassa, A resilient city, **City of Terrassa**, Laura Sarrion*

*Project 4: Pro-active identification of cockroach plagues / **City of Terrassa**, Laura Sarrion*

*Project 5: Sustainable Urban Environment that incorporates Smart initiatives in the fields of Urban Environment, Waste Management, Energy and Water / **City of Parets del Vallès**, Carlos Garrigues*

*Project 6: Immersive VR Memory Café for Dementia Patients / **Oxfordshire Country Council**, Deirdre Wallace*

*Project 7: New model of standardization of assistance processes / **Cons.Corp. Sanit. Parc Taulí**, Anna Ullastres*

*Project 8: Intestinal Perfusion Monitoring system during colorectal Surgery / **C.C.S. Parc Taulí**, Anna Ullastres*

*Project 9: Design Health strategy to promote healthy habits, improve maternal health, ensure optimum child development and reduce child obesity / **Consorci Sanitari de Terrassa**, Ramon Roca*

*Project 10: Integrated solution to improve living conditions elderly people at home including health promotion and healthy habits coach / **Consorci Sanitari de Terrassa**, Ramon Roca*

*Project 11: A rapid diagnostic tests to improve the clinical pathways associated with Ventilated Acquired Pneumonia (VAP) / **AQUAS Agency**, Jean Patrick Mathieu*

10.05 – 10.15

Future PPI on Urban Waste

Teresa Guerrero, Waste Agency of Catalonia

10.15 – 10:25

Guide of PPI

Anna Ciutat, Director general of Public Procurement

10.25 – 10.30

Closing

ACCIÓ



Generalitat de Catalunya
Government of Catalonia



Business Support on Your Doorstep

ACCIÓ Web : Public Procurement of Innovation



Contact with ACCIÓ:
Anna Monistrol
amonistrol@gencat.cat

JAZZTEL 13.41
accio.gencat.cat/ca/se
ACCIÓ - Agència per la Competitivitat de l'Empresa

Troba el millor comprador per a la teva innovació

La Compra pública d'innovació és una actuació administrativa de foment de la innovació, orientada a potenciar el desenvolupament de solucions innovadores des de la demanda, mitjançant l'instrument de la compra pública.

Si ets una empresa innovadora que pot aportar noves solucions al mercat i vols optar a les licitacions públiques obertes, **sol·licita aquest servei!** T'ajudarem a trobar les **licitacions** on pots tenir més oportunitats, t'assessorarem en la presentació de la proposta i et facilitarem la recerca de socis per dur-la a terme.

No ho dubtis més i **consulta les licitacions obertes** en compra pública d'innovació!

Consulta totes les licitacions obertes de compra pública d'innovació

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ACCIÓ - Agència per la Competitivitat de l'Empresa

Vols més informació?
Contacta'ns

Què ofereix?

Amb aquest servei obtindràs:

- Identificació i monitorització de licitacions de compra pública d'innovació.
- Assessorament i acompanyament en el procés d'anàlisi, cerca de socis i presentació de la proposta.
- Promoció de la participació de la petita i mitjana empresa en els procediments de Compra Pública d'Innovació, potenciant els mecanismes de publicitat amb l'anunci previ i impulsant el diàleg i la comunicació més fluida entre les entitats contractants i les empreses més innovadores.

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diversos lots per adaptar-los a sectors especialitzats que incentivin la cooperació i subcontractació en els licitadors.

Consulta'ns per conèixer-ne tots els detalls!

A qui va dirigit?

Noves solucions

Documents clau

- Guia de compra pública en innovació
- Licitacions de Compra pública d'innovació obertes

Catalogue of Early Demand

Claus Habfast, Grenoble-Alpes Métropole

Vik Bhide, City of Tampa

Laura Sarrion, City of Terrassa

Carlos Garrigues, City of Parets del Vallès

Deirdre Wallace, Oxfordshire Country Council

Anna Ullastres, Consorci Corporació Sanitària Parc Taulí

Ramon Roca, Consorci Sanitari de Terrassa

Jean Patrick Mathieu, AQUAS Agency

1 A platform enabling public service operators to combine publication of open data with access to and control by citizens of their related personal data



Coordinator:
Grenoble-Alpes Métropole

CHALLENGE

French law requires cities larger than 3500 inhabitants to make available their "territorial data" in an anonymous open data format.

1. Collection and extraction of open data
2. "Territorial data" shall be compiled for each citizen into a personal account
3. Citizens should be able to authorize and revoke at any moment that specific personal data

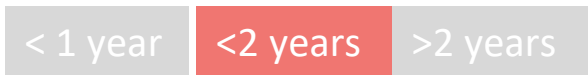
EXPECTED RESULTS

- **Higher impact at lower cost:** increase publication of open data from smaller cities by pooling resources with a bigger nearby city.
- **Help to build up trust** into a city administrations' role as curator of citizens' personal data
- **Foster local non-profit use of citizen**



Image Source: Grenoble Alpes Métropole

TERM TO LAUNCH THE TENDER



INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM



TYPE OF PUBLIC PROCUREMENT INNOVATION



INTEREST IN MARKET SITUATION



2 Connected Vehicle Technology Sandbox



Coordinator:

City of Tampa, FL, USA



Image Source: Pixabay

CHALLENGE

- Using cellular networks (4G/5G) based applications to connect vehicles, transit, infrastructure and pedestrians (V2X) to improve safety and multi-modal mobility.

EXPECTED RESULTS

- Transit bus/streetcar efficiency: Transit signal priority
- Pedestrian safety: Pedestrian in roadway/intersection warning
- Crash avoidance: Forward collision warnings, intersection movement assist, queue ahead warnings
- Secure V2X solution

TERM TO LAUNCH THE TENDER

< 1 year **<2 years** >2 years

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES **NO**

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP PPI

INTEREST IN MARKET SITUATION

YES NO

3 TERRASSA: A RESILIENT CITY



Coordinator:
Terrassa City Council

CHALLENGE

To have mechanisms that facilitate risk identification, simulation of effects and proposal of actions on that way the municipal services can be connected to prevent, mitigate and correct the impacts. Main priorities;

1. Risk of fire in the North-West area
2. Floods in the Riera de Palau
3. Vulnerable groups of people

EXPECTED RESULTS

- To acquire **TIC innovative systems** to facilitate the flow of identification
- To achieve a **Resilient City**
- Development of **Innovation Public Procurement** processes



Image Source: Pixabay



TERM TO LAUNCH THE TENDER

< 1 year <2 years >2 years

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES NO

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP PPI

INTEREST IN MARKET SITUATION

YES NO

4 PRO-ACTIVE IDENTIFICATION OF COCKROACH PLAGUES



Coordinator:

Terrassa City Council

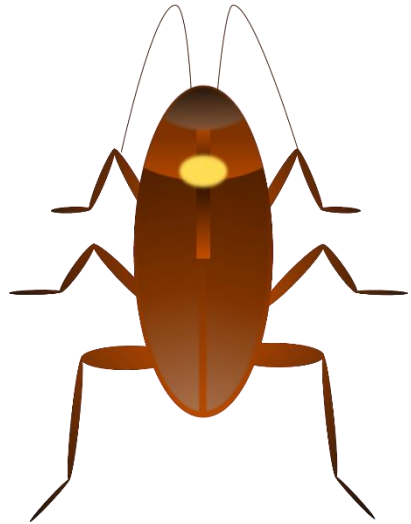


Image source: Pixabay

CHALLENGE

To solve the problem of cockroach plagues.

The elimination of the plague from its detection takes an approximate duration of one week, which decisively affects the quality of life of the citizenship and the image of the city.

EXPECTED RESULTS

- To identify the early period of insects before their appearance on public roads and activate the appropriate action measures.
- The acquisition of innovative systems that facilitate this early identification of plagues which are also easily exportable to other cities.

TERM TO LAUNCH THE TENDER

< 1 year <2 years >2 years

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES NO

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP PPI

INTEREST IN MARKET SITUATION

YES NO



5 Motorization of public services



Coordinator:

Ajuntament de Parets del Vallès



Ajuntament de Parets del Vallès



Image source: Pixabay

CHALLENGE

Oriented to promote a sustainable urban environment, which incorporates Smart initiatives in the sub-areas of Sustainable Urban Environment that incorporates Smart initiatives in the fields of Urban Environment, Waste Management, energy and Water.

EXPECTED RESULTS

- Motorization of public services water, street lighting, electric energy meters, garbage collection containers.
- City services, traffic control, traffic lights, information panels at bus stops.

TERM TO LAUNCH THE TENDER

< 1 year	<2 years	>2 years
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INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES	NO
-----	----

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP	PPI
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INTEREST IN MARKET SITUATION

YES	NO
-----	----

6 Immersive VR Memory Café for Dementia Patients



Coordinator:

iHUB Oxfordshire Country Council



Image source: iHUB Oxfordshire Country Council

CHALLENGE

The number of people with dementia globally is estimated to be 50 million and is projected to nearly triple by 2050. There is a recognized need to support dementia patients in improving and retaining their cognitive ability.

Accessibility of services designed to this end vary and there is a recognized need to deliver reminiscence therapies via technology.

EXPECTED RESULTS

- **Reducing pressure on statutory services:** delivering psychosocial interventions in the home environment via technology will reduce pressure on the NHS and create efficiency savings.
- **Health & Wellbeing:** Reminiscence therapies act as a positive driver for people living with dementia.
- **Transport:** Reducing Carbon emissions by eliminating the need for patient transport
- **Workforce:** releasing NHS capacity

TERM TO LAUNCH THE TENDER

< 1 year	<2 years	>2 years
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INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES	NO
-----	----

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP	PPI
-----	-----

INTEREST IN MARKET SITUATION

YES	NO
-----	----

7 New Model of standardization of assistance processes



Coordinator:

Consorti Corporació Sanitària de Parc Taulí



CHALLENGE

Clinical pathways are tools to standardize care process management. Current processes are highly variable and it is common to use them only for recording nursing activity.

Our hospital developed the Multidisciplinary standardization on Assistance Processes, However we are currently using it on paper, making data storage, manage, and analysis difficult.

EXPECTED RESULTS

A digital solution to keep track of all clinical processes in our hospital. A solution that facilitates the integration of all professionals involved in patient assistance.

- **Impact on professionals:** better planning for clinical processes based on scientific evidence. Increase of security during patient's assistance. Support in decision making.
- **Impact on patients:** better assistance
- **Impact on hospitals:** Decrease of unnecessary hospital stays, detailed planning, easy to obtain data for analysis.

TERM TO LAUNCH THE TENDER

< 1 year	<2 years	>2 years
----------	----------	----------

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES	NO
-----	----

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP	PPI
-----	-----

INTEREST IN MARKET SITUATION

YES	NO
-----	----



Image Source: Freepik

8 Intestinal Perfusion Monitoring system During Colorectal Surgery



Coordinator:

Consorti Corporació Sanitària de Parc Taulí



CHALLENGE

There are a high number of suture dehiscence mainly due to poor vascularization of anastomosis during colorectal surgery.

Therefore there is the need to develop a method, objective, reliable, and effective, for the evaluation of the intestinal vascularization, allowing the identification of those areas with the least probability of suffering a suture outage after an anastomosis

EXPECTED RESULTS

- Increasing the patient quality of life
- Reduction of expenses associated with suture dehiscence
- Improvement of the standardization of the procedure, and easiness of decision-making by the surgeon.

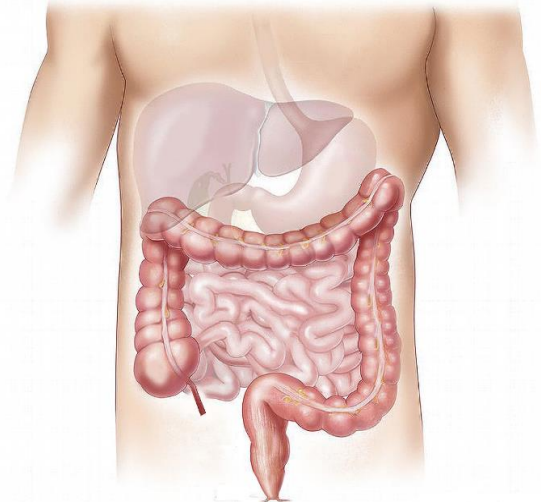


Image source: Pixabay

TERM TO LAUNCH THE TENDER

< 1 year <2 years >2 years

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES NO

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP PPI

INTEREST IN MARKET SITUATION

YES NO

9

Design Health strategy to promote healthy habits, improve maternal health, ensure optimum child development and reduce child obesity.



Coordinator:

Consorci Sanitari de Terrassa

CHALLENGE

Prevention and early intervention to prevent successfully the obesity.

Identifying mothers and children at risk of being obese and the determinants that have caused this condition to establish what type of intervention should be performed in each individual or group.

EXPECTED RESULTS

Providing a strong evidence of successful approaches for bridging the 'knowledge-do' gap in improving maternal and child health.

Obtaining successful engagements and adherence to the health program and promote healthy habits and education.

To create an IT lifelong learning platform for self-engagement. To increase the overall healthy habits, making them self-aware of the benefits of a healthy lifestyle.

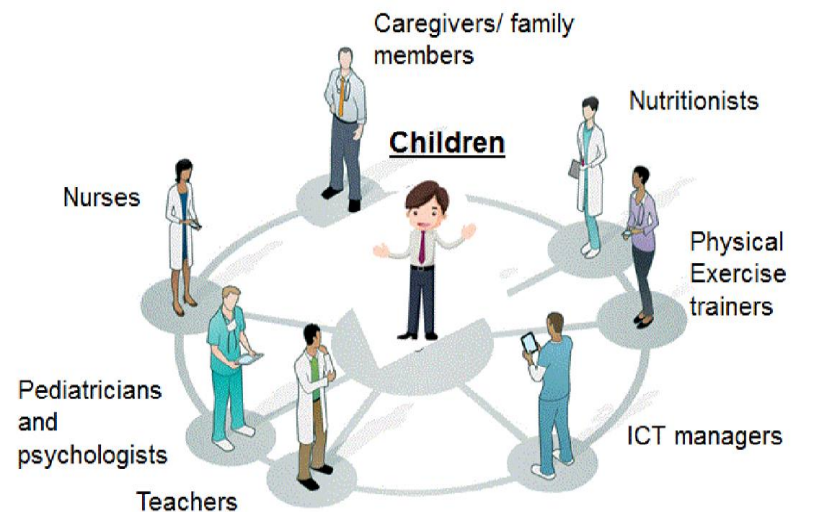


Image Source: Consorci Sanitari de Terrassa

TERM TO LAUNCH THE TENDER

< 1 year	<2 years	>2 years
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INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES	NO
-----	----

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP	PPI
-----	-----

INTEREST IN MARKET SITUATION

YES	NO
-----	----

10 Integrated solution to improve living conditions for elderly people at home, including health promotion and healthy habits coach.

Coordinator:

Consorci Sanitari de Terrassa



Image source: Pixabay

CHALLENGE

To set up an universal and versatile platform capable to gather information from different kinds of Medical devices at home to monitor patients. Transmit information in a secure way. The platform has to give specific feedback to patients including information of their indications and their medication.

EXPECTED RESULTS

Impact on the improvement of the well-being and QoL of these patients
 Impact on prompt intervention when a medicals alert arise.
 Social impact having elderly with multi chronic disease well monitored and their relatives and carers well informed on their status.
 Impact on the way of care are provided by health care organizations patient-centred and focusing on prevention, early detection and coaching.

TERM TO LAUNCH THE TENDER

< 1 year
 <2 years
 >2 years

INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES
 NO

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP
 PPI

INTEREST IN MARKET SITUATION

YES
 NO

11 A rapid diagnostic tests to improve the clinical pathways associated with Ventilator Acquired Pneumonia (VAP)



Coordinator:

AQUAS: Agència de Qualitat i Avaluació Sanitàries de Catalunya



CHALLENGE

- The diagnosis of Ventilator-Associated Pneumonia (VAP) is a challenge because the affected tissue is not accessible to sampling. A VAP diagnosis based on clinical symptoms only might lead to overdiagnosis and excessive antibiotic treatment. An early detection of VAP can enhance the appropriate management of the disease, reduce morbidity and mortality.
- EURIPHI project defined the clinical decision tree, focusing on detection of colonization and antibiotic stewardship of VAP.
- We identified several needs; such as the absence of reliable epidemiological data and useful prognostic biomarkers.

EXPECTED RESULTS

- A rapid test that can rule in or out infection, diagnose a syndrome (sepsis, pneumonia), or identify a specific pathogen or resistance determinant should be targeted as this will improve patient care and reduce healthcare costs.



Image Source: Pixabay

TERM TO LAUNCH THE TENDER

< 1 year	<2 years	>2 years
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INTERESTED IN MAKING A PUBLIC BUYER CONSORTIUM

YES	NO
-----	----

TYPE OF PUBLIC PROCUREMENT INNOVATION

PCP	PPI
-----	-----

INTEREST IN MARKET SITUATION

YES	NO
-----	----

Future PPI about collection of urban waste

Teresa Guerrero, Agència de Residus de Catalunya

ACCIÓ



Generalitat de Catalunya
Government of Catalonia





Agència de
Residus de
Catalunya



FUTUR PUBLIC PROCUREMENT OF INNOVATION (PPI) ON URBAN WASTE

SMART CITY EXPO

Barcelona, 20 November 2019

Teresa Guerrero
Waste Agency of Catalonia



WHO WE ARE

The public authority in waste management of the Government of Catalonia (Spain)

<http://www.arc.cat>



General Plan

Statistics
and
monitoring

Prevention

Awareness
creation

Economic &
fiscal
incentives

Separate
collection
promotion

7,5 million inhabitants

Nearly **1000** municipalities,
doing waste separate collection

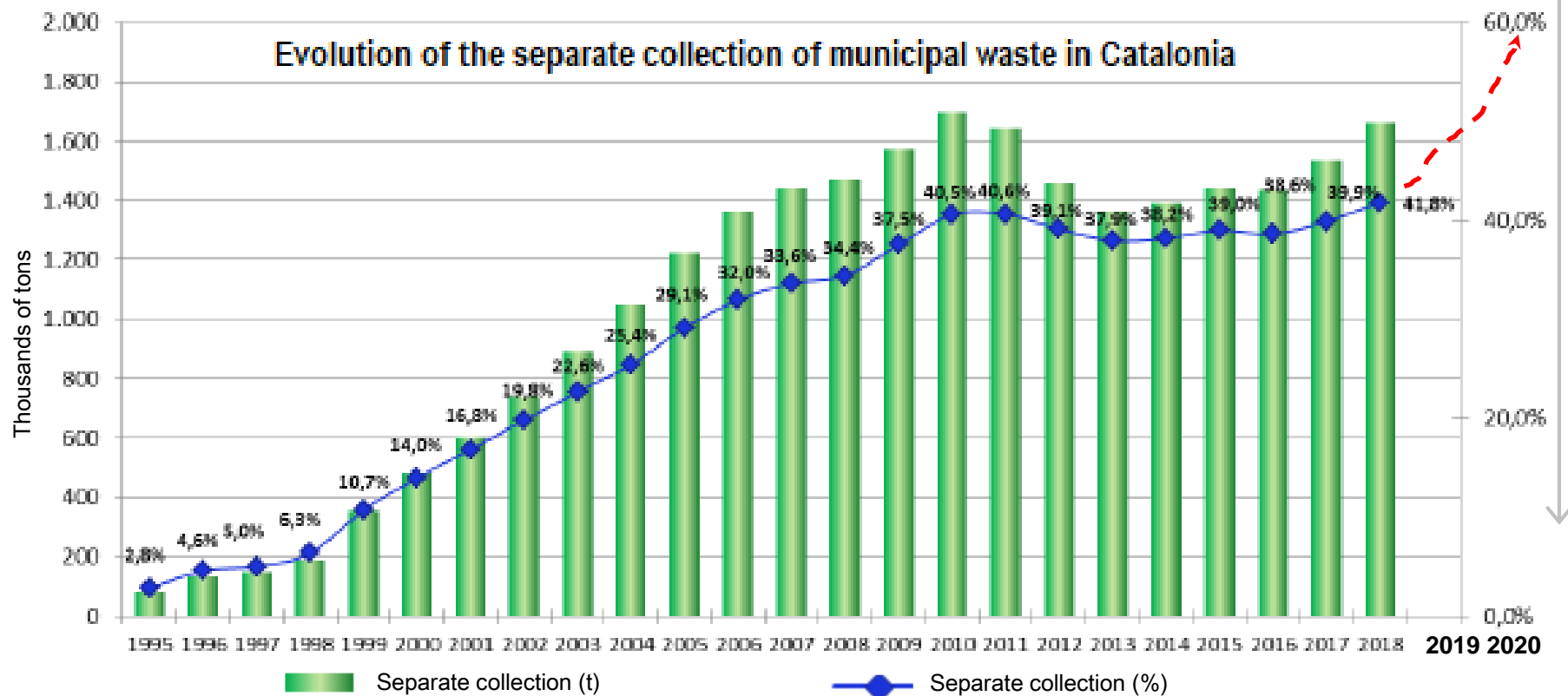




We have reached 42 % of total separate collection



New Target 60%



We have been around the same level for 5 years

Main objectives for 2025



Decrease the generation of municipal, industrial and construction waste by at least **15%** by weight compared to 2010





Main objectives for 2025



Achieve a separate collection rate of **60%** for municipal waste





Improve the **quality** of waste collected:



Biowaste
< 10% impurities



Packaging
< 25% impurities



To increase the **quality** and value of recovered materials

We know what we want
to achieve



but we don't know exactly how to do it



This is a good
opportunity to
launch a **PPI**
process!



PPI budget and main steps

Budget: **20.000.000 €**, 50% from
European Regional Development Fund



Challenges identification

Open market consultation

Pilots definition

Grant publication (4/11/2019)



We are
here



Innovation strategy for a better separate collection

1st
challenge

Results in small
municipalities



More populated
municipalities

2nd
challenge



Commercial activities



Assimilated industrial waste

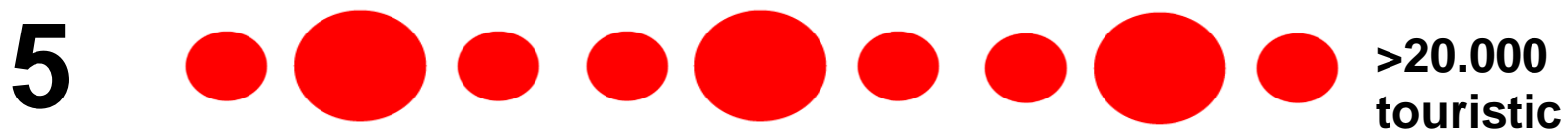
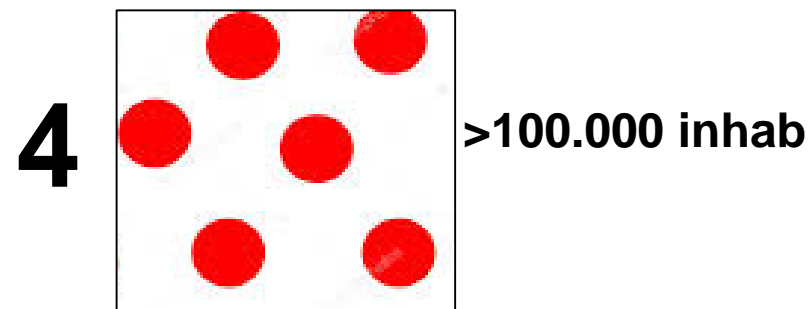
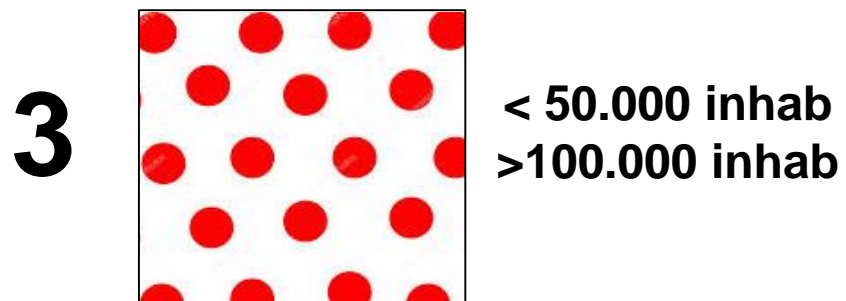
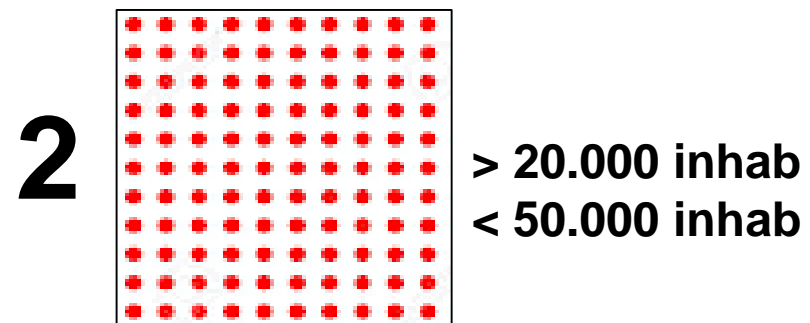
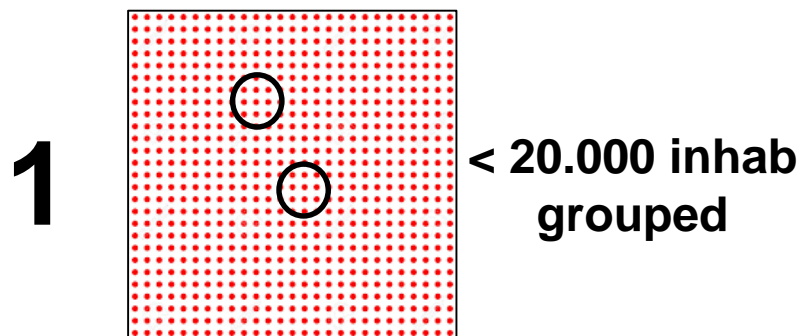
3rd
challenge



Monitoring System
Transparent & accessible

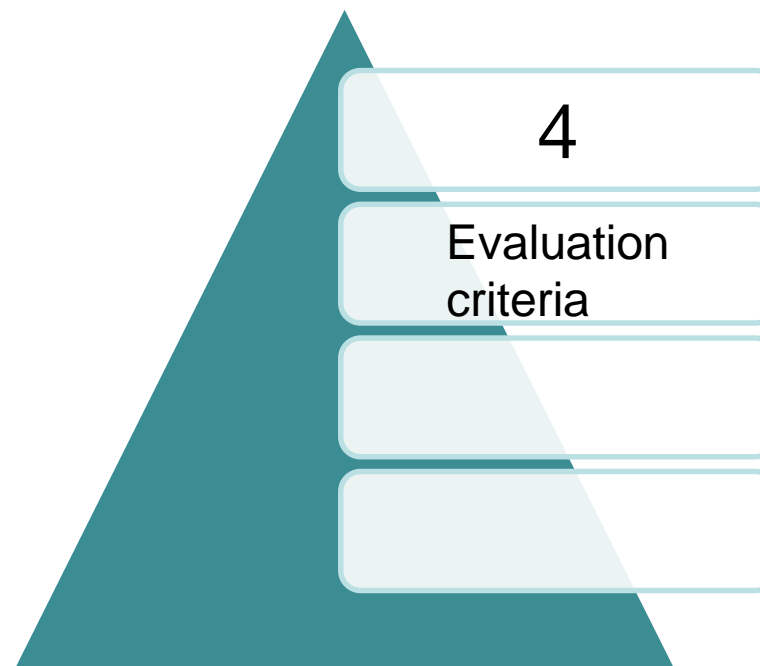


Pilot projects classification





Requirements





Citizens & comercial activities



Prevention

Targets & actions



Separate collection

Targets & actions



Biowaste management & residual restrictions





Open
communication
channel



Pay
As You Throw
PAYT



Transparency
results + costs



Green purchasing





Innovation





4 evaluation criteria

Scope



Objectives



Budget



Design





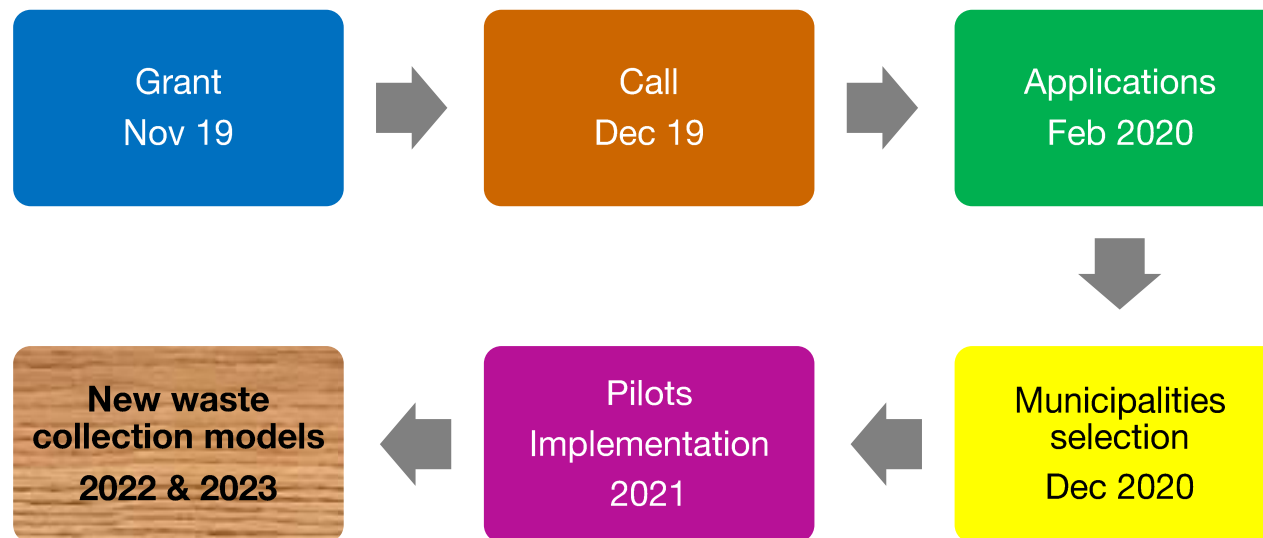
Technology



Collaboration



- Public administration and private sector
- Big companies and SMEs
- Technology and TICs suppliers
- Environmental and communication consultancies
- Social entities and citizens



<http://residus.gencat.cat/ca/actualitat/noticies/detall/Ajudes-FEDER>



Agència de
Residus de
Catalunya



Thanks!

Teresa Guerrero
Waste Agency of Catalonia
tguerrero@gencat.cat



**Generalitat
de Catalunya**

New Guide of Public Procurement of Innovation

Anna Ciutat, Oficina de Contractació Pública de la Generalitat

ACCIÓ



Generalitat de Catalunya
Government of Catalonia





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

GUIDE ON PUBLIC PROCUREMENT OF INNOVATION

WHY IS AN
INNOVATION
GUIDE
NECESSARY?



TO PROMOTE PUBLIC
PROCUREMENT OF INNOVATION



TOOLS



- Public buyers
- Suppliers

CHANGE IN MENTALITY



PUBLIC AUTHORITIES

- **Identify needs, not products**
- **Interact with the market**
- **Be a driving force** for innovation



SUPPLIERS

- Learn how to exchange **information with public buyers**
- Don't be afraid of giving **information**
- **Confidence** in public administration

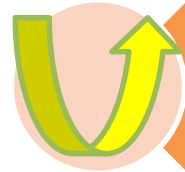
WHAT IS PUBLIC PROCUREMENT OF INNOVATION?



PROMOTION OF
BUSINESS INNOVATION



IMPROVEMENT OF PUBLIC
SERVICES



CHANGE IN MANAGEMENT
SYSTEM



DEFINE THE NEEDS



NEW PRODUCTS NEW WAYS
OF WORKING



IT'S NOT ONLY TECHNOLOGY

WHY BUYING INNOVATION?



NEW NECESSITIES



LIMITED RESOURCES



MORE SOCIAL DEMAND



MORE QUALITY WITH LESS COSTS



RESPONSE TO FUTURE CHALLENGES



MODERNIZE

WHEN AND HOW BUY INNOVATION?



WHEN?

- We need a solution not available in the market
- The current contract does not completely satisfy the needs

HOW?

- Diagnosing needs, and improvement potential
- Opening up to change
- Planning and providing information to the market

HOW TO BUY INNOVATION?



MARKET RESEARCH

Preliminary market consultations
Pre-commercial
Public Procurement



FORMAL PROCUREMENT

Public Procurement of Innovation.
Different procedures (ordinary and specific)

MARKET RESEARCH METHODS



Preliminary market consultations



I'm not familiar with the market and want to know if there are any suppliers



I need help with the technical specifications

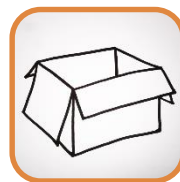


Keep confidentiality respecting transparency and equality of treatment



Future providing must be open tender

Pre-commercial public procurement



The product doesn't exist



Research and development



No commercialization. Shared results



Exploration, design and development

**PUBLIC
PROCUREMENT
OF INNOVATION.
FORMAL
PROCUREMENT**



NOT DEVELOPED PRODUCTS. ADAPTATION OF EXISTING PRODUCTS

PROCEDURES

Competitive
procedure with
negotiation

Competitive dialogue

Innovation partnership

Open and restricted
procedure

SUBJECT-MATTER

Must include R&D

Must Identify a
necessity

Functional
requirements

Performance
indicators

SPECIFIC PROCUREMENT PROCEDURES (I)



Competitive procedure with negotiation

- **The product or service exists.**
- **It requires adaptation or improvement**

Competitive dialogue

- **No technical prescriptions**
- **Each bidder presents his solution**
- **Procedure for stages**

Innovation partnership

- **R&D&I COMPULSORY**
- **2 STAGES:**
 - **Research (a contract for each bidder)**
 - **Procurement (The best/s of First Stage)**
- **Pay for the research**
- **Long procedure. Planning.**

SPECIFIC PROCUREMENT PROCEDURES (II)



Competitive
procedure
with
negotiation

- **+ Market knowledge**
- **- Time**
- **- Research**

Competitive
dialogue

- **- Market knowledge**
- **+ Time**
- **= Research**

Innovation
partnership

- **- Market knowledge**
- **+ Time**
- **+ Research**

OPEN AND RESTRICTED PROCEDURES



SPECIFICATIONS

- Functional requirements
- What I need NOT what I want
- Enabling alternative solutions



CRITERIA

- Not only price
- Cost and life-cycle
- Quality
- Functional



TECHNICAL SPECIFICATIONS

- Define needs for functionalities or performances.
- Specify the aims to achieve
- Minimum descriptive of the solution



CONTRACT PERFORMANCE

- Establish quality and performance indicators
- Exit clauses. Provide resolution or modifications
- Value engineering. Foreseeing allowances or sharing savings

UNSOLICITED PROPOSALS



**A COMPANY
PROPOSES A
PRODUCT OR A
SOLUTION**

Preliminary
performance to identify
and to plan needs.
DON'T BUY

Value the interest of the product.
Advertising (Preliminary Market
Consultation)
Avoid advantages for the
proposing company

CONFIDENTIALITY



- Bidders have to indicate which information is confidential during all the process



- Confidentiality can't cover all documents.
- Procurement documents must indicate what cannot be confidential.
- An excess of confidentiality limits free market participation



- Business secret
 - The whole product or partially is NOT generally known nor easily accessible
 - It has a business value
 - Reasonable measures of the owner to keep it in secret.

Change the clauses of intellectual property rights

Establish conditions for
sharing rights

The exploitation of rights
can be a part of the price

Public authorities must
reserve right of use



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

<https://contractacio.gencat.cat/ca/inici/>

dgcp.economia@gencat.cat

ACCRA BERLÍN BOGOTÀ BOMBAI BRUSSEL·LES BUENOS AIRES CASABLANCA COPENHAGUEN DUBAI HONG KONG INSTANBUL
JOHANNESBURG LIMA LONDRES MÈXIC DF MIAMI MILÀ MONT-REAL MOSCOU NOVA YORK PARÍS PEQUÍN SANTIAGO DE XILE
SAO PAULO SEÜL SYDNEY SILICON VALLEY SINGAPUR STUTTGART TEL AVIV TÒQUIO VARSÒVIA WASHINGTON DC XANGAI

 @accio_cat

Thank you !

International Tenders in Public Procurement of Innovation

Smart City Expo – Agora North
Wednesday, November 20, 2019

15.45 -16.45

Contact with ACCIÓ:

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ACCIÓ



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