" Telemonitoring and Telemedicine for Hospitals Assisted by ICT for Life saving co-morbid patients in Europe As part of a Patient personalised care program of the EU "

Work Package 6

Deliverable 6.2.

Meeting in convergence region
# Document Information

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<tr>
<th>Grant Agreement Nº</th>
<th>Acronym</th>
<th>THALEA</th>
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**Full Title**

"Telemonitoring and Telemedicine for Hospitals Assisted by ICT for Life saving co-morbid patients in Europe As part of a Patient personalised care program of the EU"

**Project URL**

www.thalea-pcp.eu

**EU Project Officer**

Name: Jaakko Aarnio

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| Specialised research communities | x | Health care enterprises |
| Health care professionals | | Citizens and Public Authorities |

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<tr>
<th>Responsible Author</th>
<th>Name</th>
<th>Deisz Robert</th>
<th>Partner</th>
<th>UKA</th>
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| Email | rdeisz@ukaachen.de |

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<td><strong>Executive Summary</strong></td>
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PCP for Healthcare
Procurement
Welcome to Aachen
Participation requirements - Consortium

- Minimum two independent legal entities who are public procurers
- Established in two member states or associated countries
PCP-Basics
Markus Belten
PCP – From demand to product

PCP = Pre-commercial Procurement
PPI = Public Procurement of Innovative Solutions

- PCP-Procedures don't take place under the regulations of the Directive 2004/18/EC
- They are excluded under the regulation of Art. 16 lit. f), transferred to German procurement law in § 100 (2) lit. n) GWB
How to design the PCP-Process?

- UKA has gained wide experience in PCP
- Procedure = coordinated approach with the EU
- EU has keen interest in following the basic procurement principles in PCP
- Process was closely reviewed by the EU
- Example procedure is designed in the style of a negotiating process according to procurement regulations
Open Market consultation

Aim

• Contact to stakeholders
• Market research
• Insight in market and state of the art
• Rising awareness

Planned strategy

• Online questionnaire to determinate the demands of the aspired solution
• Regional presentations for interested companies to acquire informations about the planned pcp-procedure and to give an easy opportunity to build tender-consortia
The PCP process

After Open Market consultation:

1. Prior information notice
2. Functional description
3. Open procedure with bidding competition
4. Call for tender
5. Development and evaluation of products during three phases
From PCP to Market
PCP and PPI

Phase 0: Curiosity Driven Research

Phase 1: Solution design
- Supplier A
- Supplier B
- Supplier C
- Supplier D

Phase 2: Prototype development
- Supplier B
- Supplier C
- Supplier D

Phase 3: Original development of limited volume of first test products/services
- Supplier B
- Supplier D

Phase 4: Deployment of commercial end-products
- Diffusion of newly developed products/services
- Supplier(s) A, B, C, D and/or X
- Also normally multiple sourcing here to keep competition going

... in line with WTO proc. rules, EU Treaty, State aid free
The phases of the PCP-process

• **Phase 0 (pre-pcp-procedure)**
  Call for tender to get feasibility-studies
  Ends with a selection-process to enter the PCP

• **Phase 1**
  Selected tenderer develop a solution design based on their feasibility-study

• **Phase 2**
  Three best solution-designs should develop a prototype

• **Phase 3**
  Two (at least) best prototypes will carry-on to develop a test system
Core-Facts

- Evolve functional specifications
- Structured evaluation according functional specifications
- Predefined decision matrix throughout all phases
- Monitoring of the decisions
- Internal review and approval of specific selections in e.g. evaluation conferences
  - In case of disagreement consider a ultimate decision body in your consortium structure
Consortium-Examples
Core Consortium- draft

- University Hospital Aachen, D
- Karolinska University, S-
- TeCIP Institute, Scuola Superiore Sant'Anna Pisa, I
- AIAQS Barcelona, ES
- University Hospital Maastricht UMC+; NL
- Hospital of Traumatology and Orthopaedics Riga, LV
- NOHD, FIN
- University Hospital Cracow, PL
- Madrid
- Fraunhofer Stuttgart
University Hospital Aachen

- Modern University hospital, part of the RWTH University of excellence
- 1300 beds including more than 200 ICU beds
- Acting as a Procuring entity
- Coordinator of first German PCP THALEA
- First Chair Intensive Care Medicine
- Only Intensive Care Department certified in all fields of ICU
- Own procurement department
Karolinska Institute

• One of worlds top 10 medical faculties
• 40% medical research in Sweden
• Planning und procurement for new building
• Own innovation unit
• identified demand
• In line with innovation strategy
Maastricht University

• Maastricht University Medical Center+

• Focuses on cardiovascular diseases, chronic diseases, cancer and preventive medicine in cooperation with the faculty of Health Sciences
Maastricht Instruments
AQuAS

- AQuAS - Catalan Agency for Health Information, Assessment and Quality
- Innovation agency for the Catalan Health System
- Experienced in a variety of EU cross border Cooperations
- Innovation management and Innovation Procurement
Consorci Sanitari de Terrassa -CST

- public health Consortium
- services in **14 different centres**
- CST has a reference clinical **laboratory**
- clinical **diagnostic imaging** services
- several **medical technologies** applied to surgery and diagnostic areas.
Fraunhofer IPA

• Robotics research institute
• Participation in various EU robotics projects
• Covering all field of application robotics
  • from industry robotics
  • Care assistance
  • Home environment
TOS - RIGA

Hospital of Traumatology and Orthopaedics, Riga

• 220 beds
• 6204 inpatients, 9079 surgeries, 86517 amb. consultations (2014)
• ICU: 8 beds (3 septic isolators), 18 monitored PACU beds, 780 ICU patients/year, 3 PhD and 1 PhD student
• Main fields of activity: orthopaedic surgery, trauma patients (not politrauma), spine surgery
• ERAF project: Innovative technology for regional anaesthesia circulatory contactless monitoring (with Latvian University)
• Other studies: Postoperative Pain Management in Orthopaedics, Stem Cells in Orthopaedics, Arthroplasty Register, Help in Care
• Affiliation to Faculty of Medicine (Latvian University) and to Riga’s Stradina University (Medicine University)
Scuola Superiore Dant‘Anna & TeCIP

• Public university located in Pisa
• Applied science, Center of Excellence
• Research Institute: TeCIP
• Integrated Research Center
• Involved in EU Robotics project ReMeDi
• Variety of robotics research activities
Advisory Board- draft

• NL Ministry, Carla Dekker (SILVER)
• DLR, BY
• MWIFT
• Care Organisations
• TKK, Insurance
• NRW Excellence MedizinTechnik, NRW
PCP in FP7
Market demand driven innovation
PCP process

Phase 1: Solution design
- Supplier A
- Supplier B
- Supplier C
- Supplier D

Phase 2: Prototype development
- Supplier B
- Supplier C
- Supplier D

Phase 3: Original development of limited volume of first test products/services
- Supplier B
- Supplier D

Phase 4: Deployment of commercial end-products
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- Supplier(s) A, B, C, D and/or X

PCP cofund action in HORIZON 2020

Pre-Commercial Procurement

Advisory Board / Steering Committee

Management/Coordination joint PCP

Dissemination PCP

Preparing joint PCP

Dissimination PCP

EU- Funding rate:
Max. 70% for PCP (including price R&D)
- thereof max 30% for coordination and networking
+ Own contribution

Consultation Group

Typical Product Innovation Life Cycle

UEKLINK
RWTH AACHEN
Challenge

• Versatile modular system
• Supporting caregivers
• In various environments
• Supporting ample scope of mobilization scenarios
• Integration into existing & upcoming robotics projects in fp7 & h2020
Core Consortium- draft

• University Hospital Aachen, D
• Karolinska University, S- tbc
• TeCIP Institute, Scuola Superiore Sant'Anna Pisa, I
• AIAQS Barcelona, ES
• University Hospital Maastricht UMC+; NL
• Hospital of Traumatology and Orthopaedics Riga, LV
• NOHD, FIN tbc
• University Hospital Cracow, PL tbc
• Madrid tbc
• Fraunhofer Stuttgart
Partner from UKA in NRW (project co-ordinator)

- Director Procurement
  Karl-Heinz Küpper
  email: kkuepper@ukaachen.de
  Tel.: +49 241 80-89674
  Fax: +49 241 80-82583

- IT-Procurement
  Volker Lowitsch
  email: vlowitsch@ukaachen.de
  Tel.: +49 241 80-89987
  Fax: +49 241 80-82473

Chairman of Intensive Care
Univ.-Prof. Dr. med. Gernot Marx
email: gmarx@ukaachen.de
Tel.: +49 241 80-80444
Fax: +49 241 80-3380444
Example of a proven PCP-Structure
Project structure-WPs

- WP 1 Project management of CSA-Part
- WP 2 PCP-Process
- WP 3 Call for tender
- WP 4 Administration competition & product evaluation
- WP 5 Reviews
- WP 6 Dissemination
- WP 7 PCP pilot-products
Workpackages- in proposal

• Please write personal profile- see template
• Contributions in the field of robotics- especially MAR, SRA
• Contribution-integration in EU Robotics activities and other Projects
• Proof reading contributions & adaptations of technical parts
  • Impact
  • State of the art
  • Contributions beyond state of the art
Next actions

• Please provide email and contact details
• Contact and inform your local administration
• Please register in participant portal or send us necessary details
• Please assist with detail questions in technical questions
• Regular web conferences and project tracking
• Access to project share-point
• Suggestions for advisory board
Lunch-break
Budget for PCP

Examples from budget draft
Budget Rules

References:
Pcp and PPI in h2020 by Live Bos
-specific provisions and funding rates
New in H2020

• VAT is eligible cost
• Simplification in indirect costs- 25% flat rate
## Example I

<table>
<thead>
<tr>
<th>Participant</th>
<th>(A) Direct costs of PCP subcontracting in €</th>
<th>(B) Costs for related additional coordination and networking activities</th>
<th>(C) Total Cost in € (=A+B)</th>
<th>(D) Reimbursement Rate in %</th>
<th>(E) Maximum EU contribution in € (=C*D)</th>
<th>(F) Requested total grant amount in €</th>
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Budget scheme

• 70 % funding
• 30 % own contribution
• ratio coordination vs R & D = 30 : 70 (maximum)
• Flat rate for indirect costs 25 %
End of Budget
Any other business

• Next conference
• Workshop with University’s procurement Department
Thank you for Participating!

• Looking forward to assist you with all questions