

# Thalea<sup>)))</sup> – PCP Workshop



# THALEA ©

## European Demand of a ...

Telemonitoring and Telemedicine System for the demand of  
Hospitals need in Early Warning and Detection of Severe Infections  
Assisted by innovative ICT (effective management) for  
Life saving co-morbid patients in  
Europe  
As part of a Patient personalised care programme of the EU



# Rational of Innovation Procurement

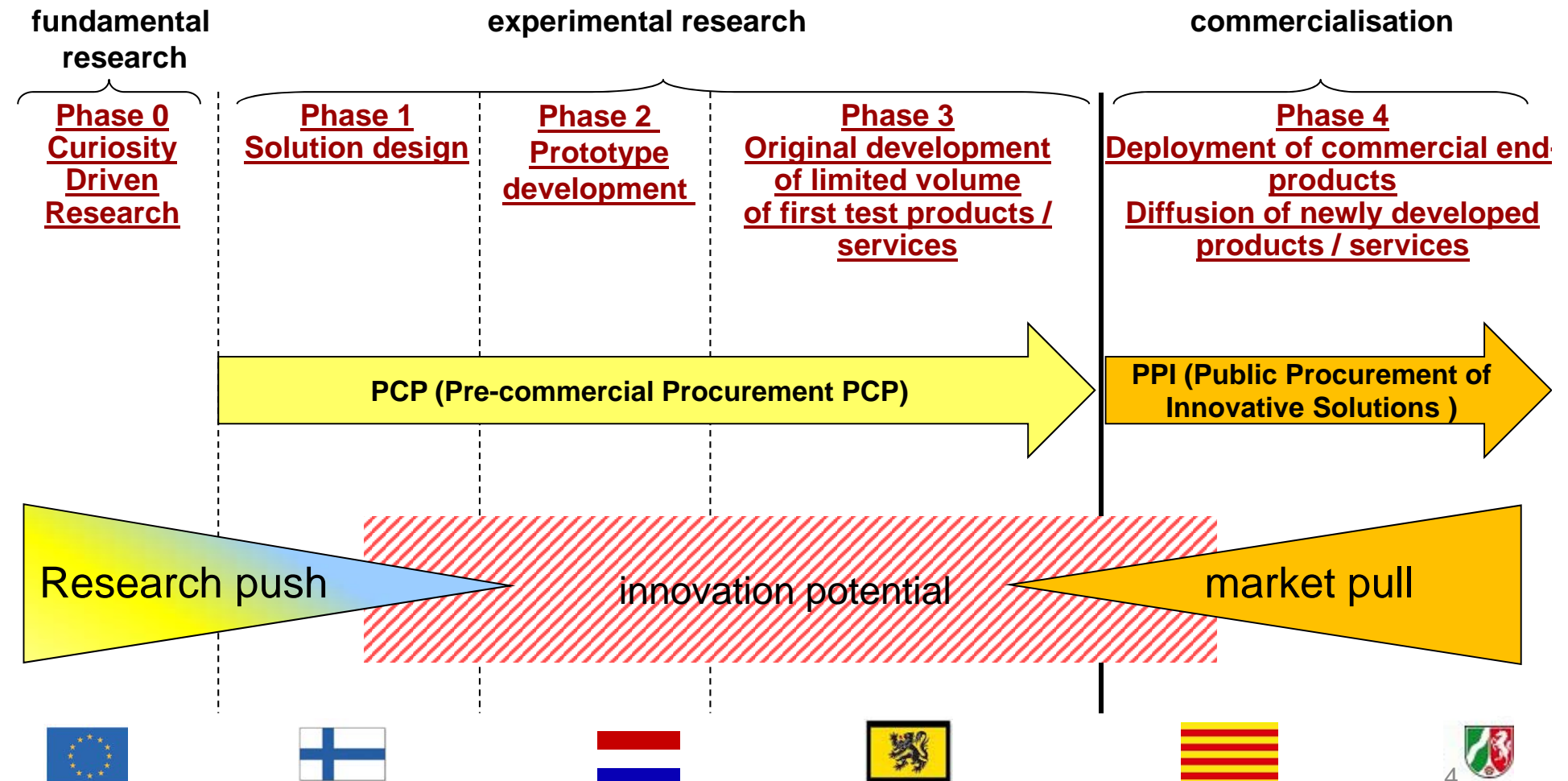
- Health care
- Climate Change
- Energy Efficiency
- Transport
- Security

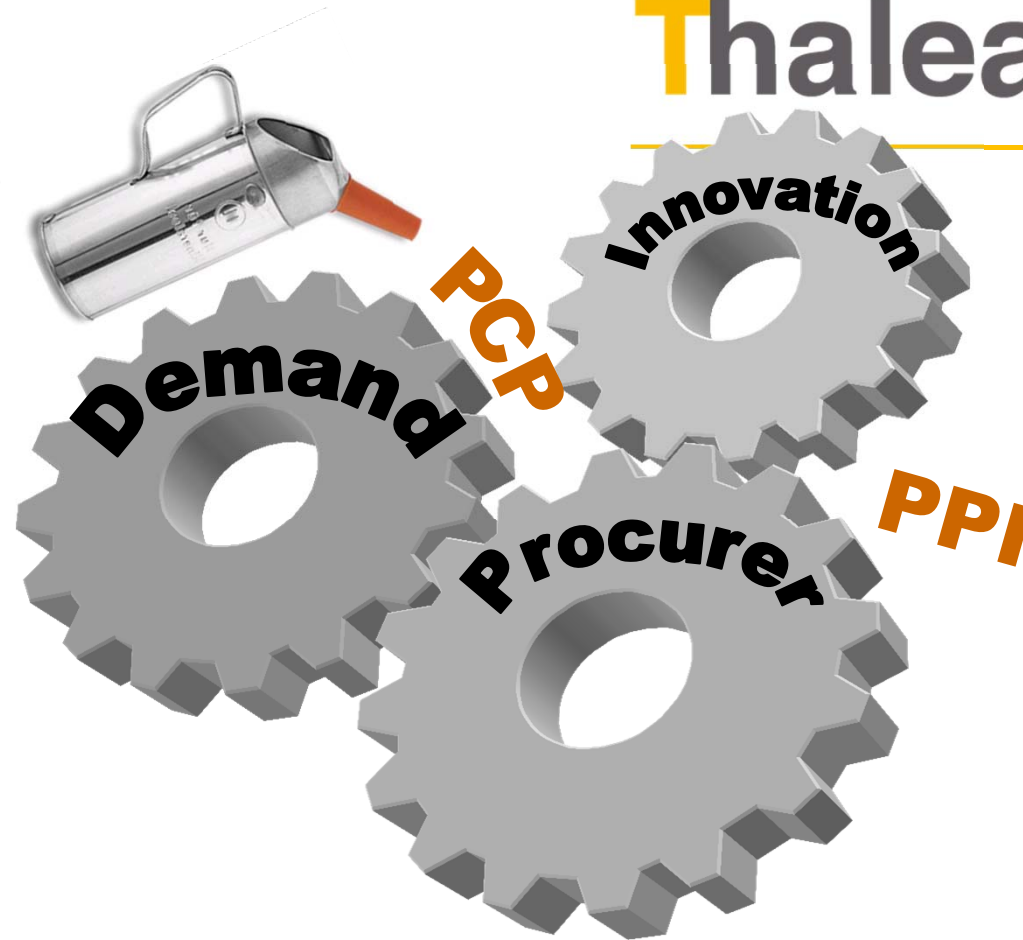


- Public sector is faced with important challenges.
- Addressing these, often requires public sector transformations so technologically demanding, that no commercially stable solutions exist on the market yet, and forward looking public procurement strategies are needed
- However, public procurement driving innovation from demand side is underutilised in EU versus other parts of the world



# Rational of Innovation Procurement



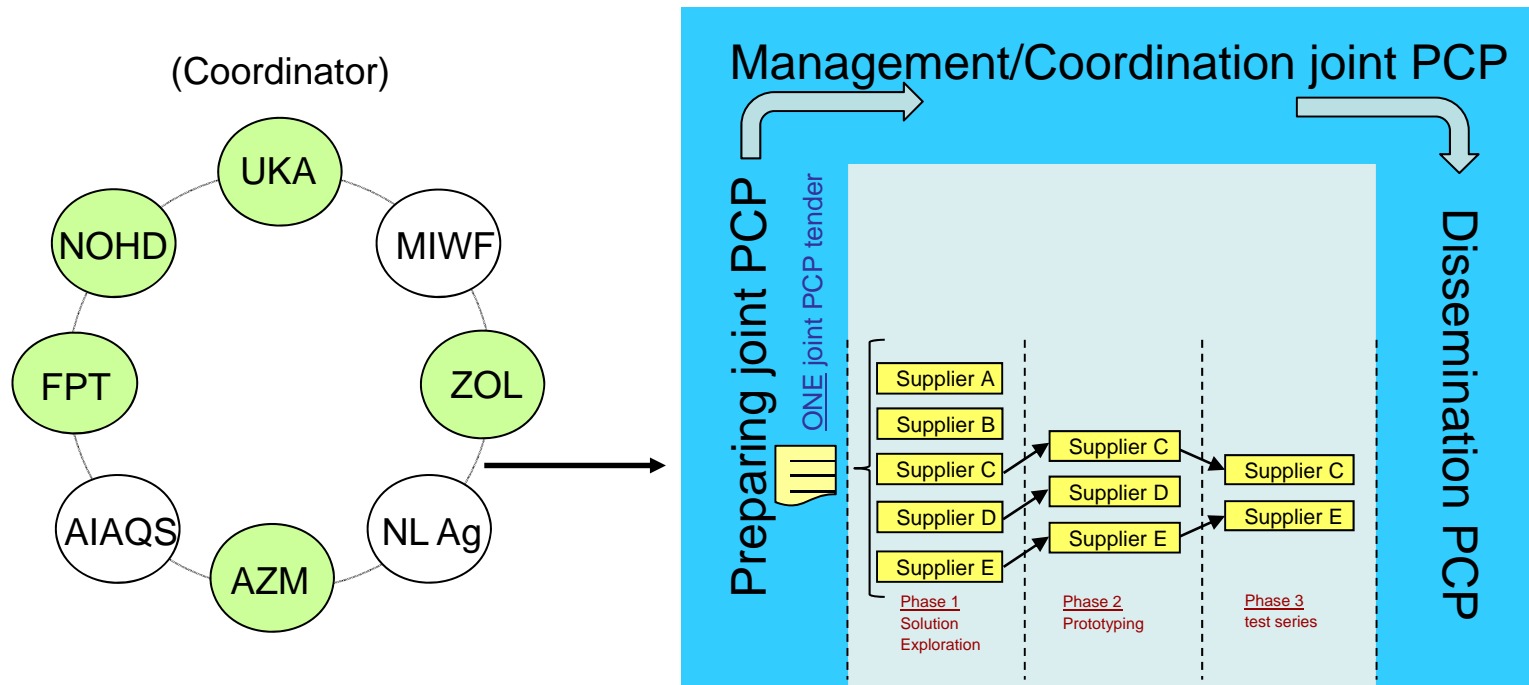
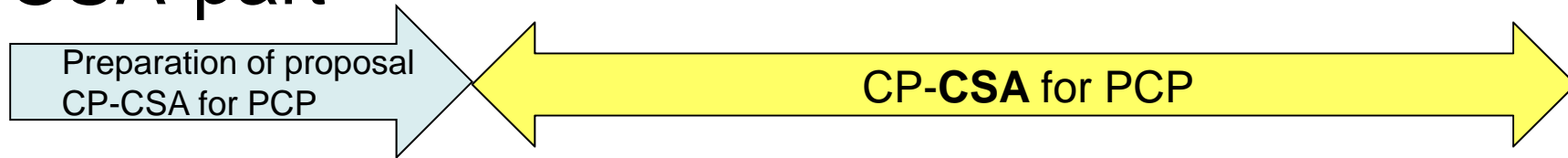


- **PCP** to steer the development of solutions towards concrete public sector needs, whilst comparing/validating alternative solution approaches from various vendors
- **PPI** to act as launching customer / early adopter / first buyer of innovative commercial end-solutions newly arriving on the market

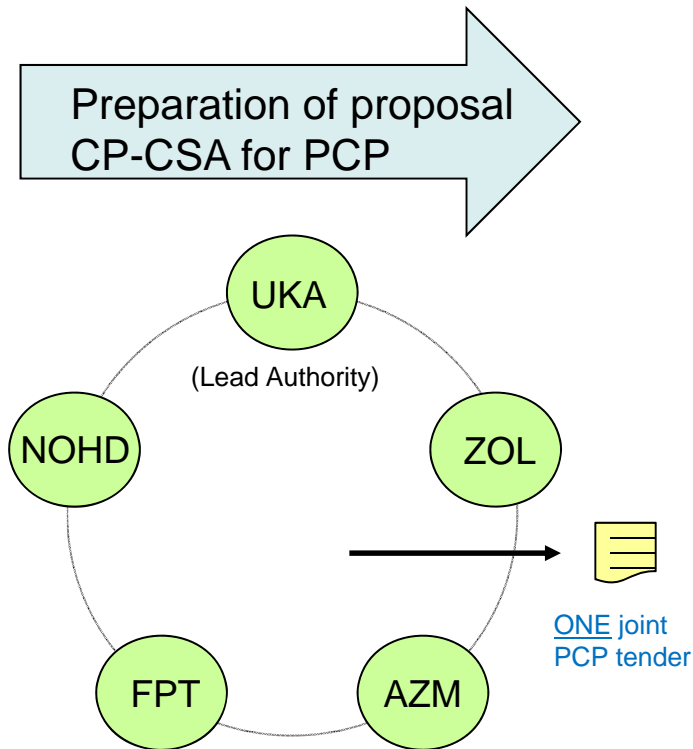


# Joint PCP-Coordination / **Thalea** <sup>)))</sup> **UNIKLINIK RWTHAACHEN**

## CSA-part



# ONE joint cross-border tender

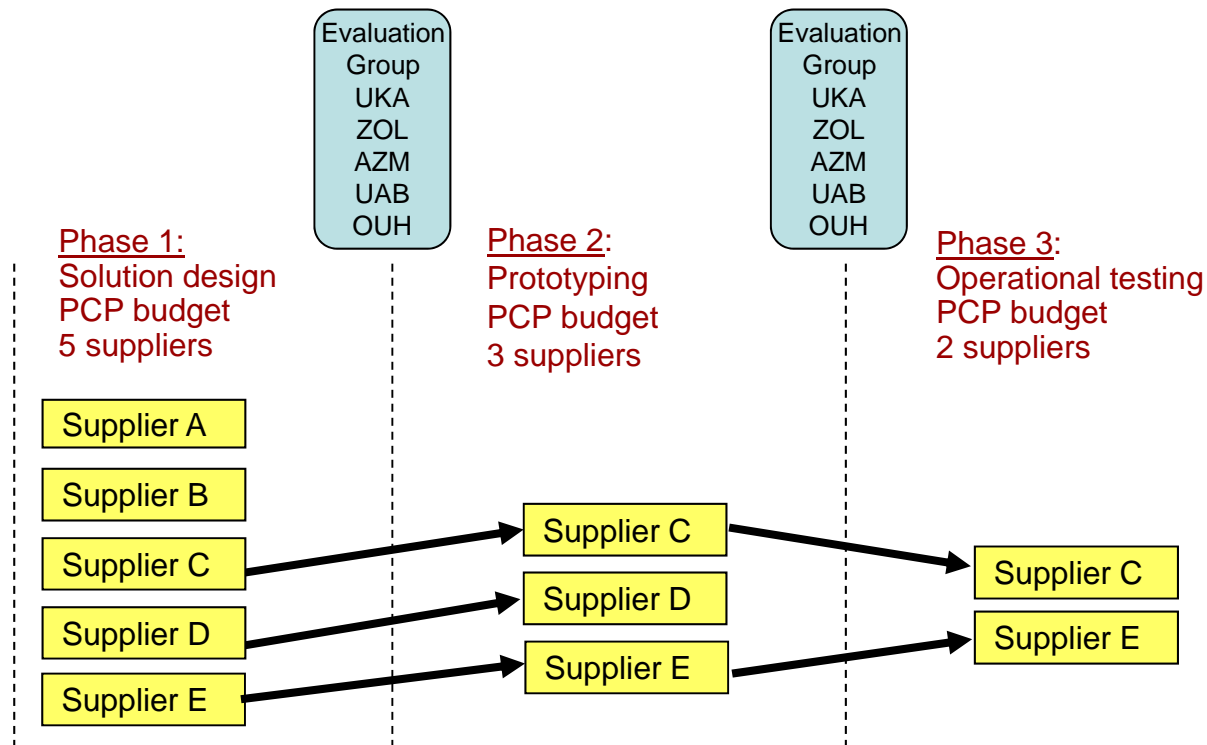
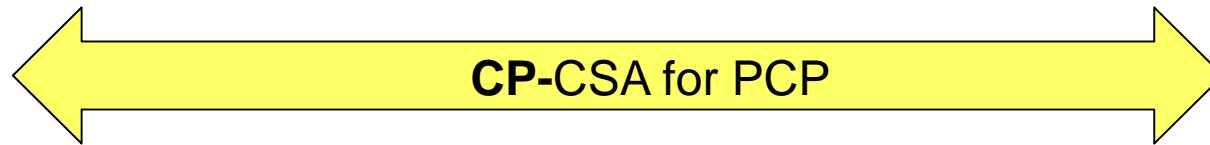


THALEA will follow the "**lead authority**" constellation. Public purchasing authorities collaborate through their existing purchasing departments in such a way that **one public purchasing authority** of the group is designated as lead authority to conduct the joint procurement, with joint mandate and joint resources of all purchasers, all in consultation with other purchasing authorities involved in the joint procurement. "**Joint procurement**" means combining the procurement actions of the contracting authorities into one procurement carried out jointly. The key defining characteristic is that there should be only **one joint PCP tender** published, and only one entity awarding the resulting R&D service contracts for all PCP phases on behalf of all participating purchasers.

All participating purchasers transfer their financial contribution to the CP-CSA for PCP into one '**common pot**' from which all suppliers are paid.



# PCP tender procedure / CP-part

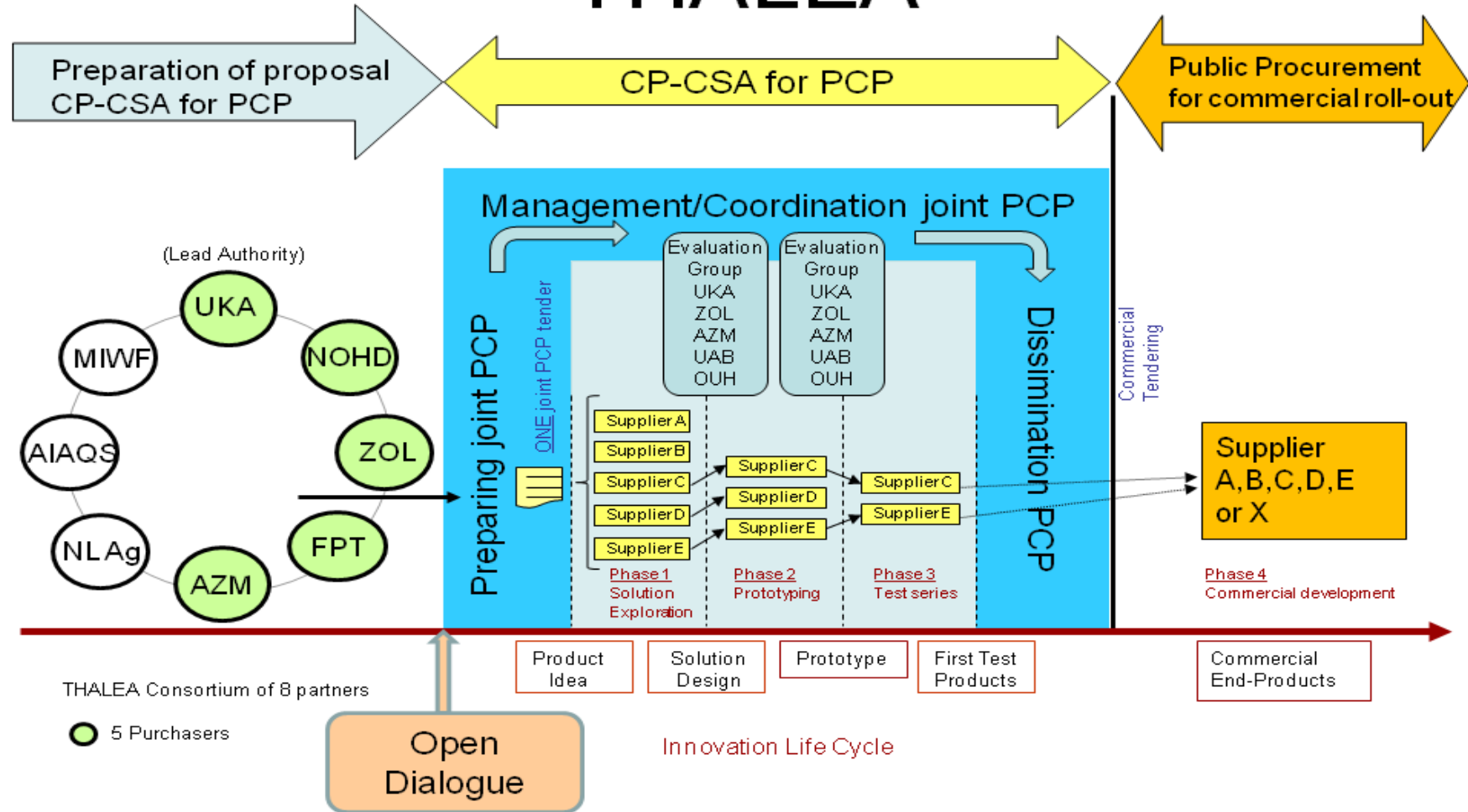


QM: Tenders awarded based on best value for money and market price





## THALEA



# FP7 specific requirements **Thalea**

## Obj. 11.1 & App. 6: specific requirements for EC co-financed joint cross-border PCPs

- **Open dialogue with industry** in preparation phase
  - Announced widely, well in advance, at least in English
- **EU wide publication** PCP call for tender, at least in English
- All offers evaluated based on **same objective criteria**
  - regardless of company size, geographic location of head office
- Use **functional/performance based specifications**
  - not prescribing specific solution approach
- PCP covers **phase 1 to 3, multiple companies** in competition
  - one framework contract/supplier with 3 specific contracts/phase
- Tenders awarded based on **best value for money** (not just lowest price) and **market price** (no State aid)
- **IPRs shared**: ownership rights with companies, license free usage rights, right to license, call back option, right to publish PCP results with procurers
- Support Europe 2020 objectives of **growth and job creation**
  - Majority of R&D and operational activities related to PCP contract, including principle researchers working on PCP contract in Europe (EU Member States or Associated Countries)
- Avoid disproportionate **qualification/financial guarantee requirements**: alternative (commercialisation plan in evaluation criteria)

