



HEALTH INNOVATION I INTERNATIONAL MEETING

Santiago de Compostela, April 28th and 29th 2014

Public Procurement of Innovation in Galician Health Service

Javier Quiles del Río

10 Steps to Innovation



How to...?

1. **Identify and Plan Innovation Purchase**
2. **Ask the market** what is being done
3. **Involve ALL stakeholders** in procurement process
4. **Define what you need**, no what you think you want
5. Select the **best global offer**, no the lowest Price
6. Use electronical support to **improve communication during the process.**
7. Identify and manage risks, and **involve your supplier in risk management**
8. Consider **innovation as a positive feature in evaluation** of proposals and **treat IP** (intellectual/industrial property) of these features accordingly
9. Establish a **model for planning control and supervising** during the execution
10. Extract and **share best practices** with others



XUNTA DE GALICIA
CONSELLERÍA DE SANIDADE

SERVIZO
GALEGO
de SAÚDE



PPI Model in H2050 and InnovaSaúde



XUNTA DE GALICIA
CONSELLERÍA DE SANIDADE



SERVIZO
GALEGO
de SAÚDE



FEGAS
Fundación Pública
Galega de
Administración Sanitaria



innova
saúde



galiciã



MINISTERIO
DE ECONOMÍA
Y COMPETITIVIDAD



FONDO EUROPEO DE
DESARROLLO
REGIONAL
"Unha maneira de facer Europa"

Identify and Plan Innovation

Innovation Health Platform



open channel

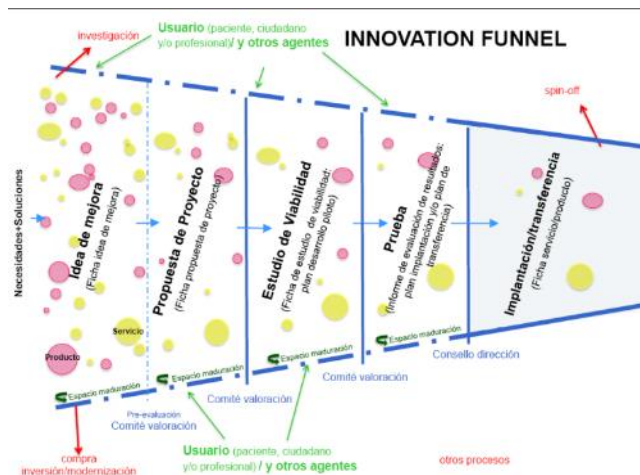
Identify strategic goals. listening to **innovative ideas** from inside and outside **to solve strategical goals**

multidisciplinary team

involving people from Health Authority and Health Services: physicians, scientists, ICT, engineers ...



Managing innovation funnel



leveraging local **positive experiences** to the whole organization for high impact

Key funding opportunity: SPANISH ERDF OP R&D&i

- **Operational R&D&i Program – Technological Fund 2007-2013:** The objective of the operational program is to increase competitiveness of the Spanish economy, and bring innovation performance in the industrial production and services of Spanish Regions.

✓ **Budget OP: 3.000 M€**

- ✓ Cofinanced with EDFR (2007-2013)
- ✓ Earmarking to convergence regions 80%
 - ✓ Galicia received 17,3 % of total budget
- ✓ Innovation projects promoted by public administrations



The H2050 e Innova Saúde plans



2x45 M€

- **Management:** Agreement with the Ministry of Economy and Competitiveness
- **Objectives:**
 - Provide the Galician public Health System with innovative products and services
 - **Foster innovation in companies through Public Procurement of Innovation (PPI)**
- **Temporal Scope:** 2012-2015
- **Financing: Regional Development Funds**, within the Operational R&D&i Plan – Technological Fund 2007-2013 (**80% ERDF**)
- **Novelty:** Practitioners and patients will be the main actors, participating in the definition of the plans, in their development and evaluation.

The H2050 e Innova Saúde plans

Goals Innova Saúde

- PATIENT CENTERED CARE
- SAFE and FLEXIBLE CARE
- SMART CARE



Goals H2050

- A SAFE HOSPITAL
- A GREEN HOSPITAL
- A SUSTAINABLE AND EFFICIENT HOSPITAL
- AN OPEN HOSPITAL



The H2050 e Innova Saúde plans



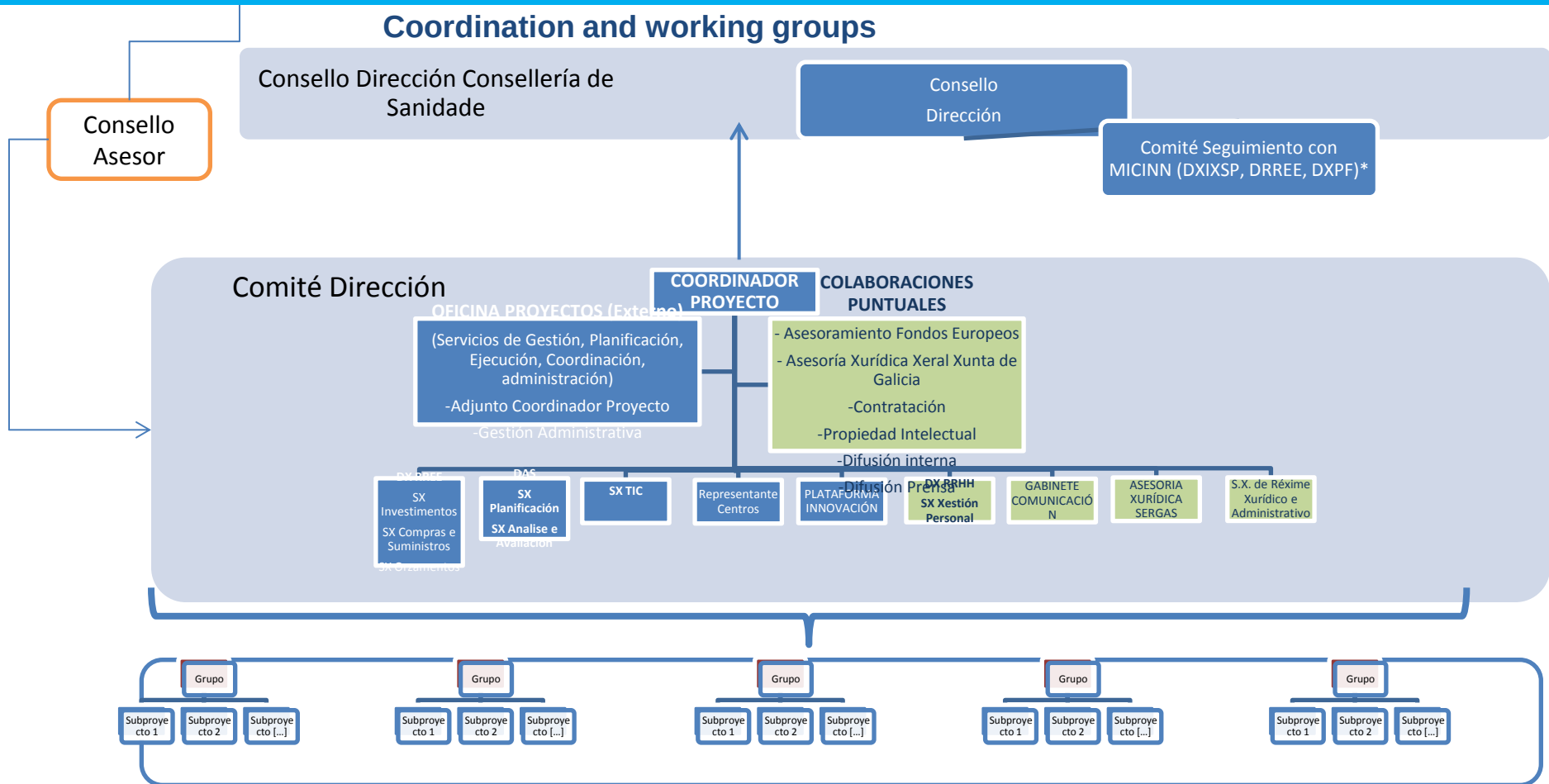
1. Mobile diagnostic-therapeutic healthcare point.
2. Medical imaging centre
3. Hospital at home
4. Multi-specialty telecare products
5. Digital home. accessibility to healthcare services
6. Patient expert in 2.0. innovation and active information for patients
7. Smart multilevel alert system
8. Advanced medical simulation centre
9. Computer-aided diagnosis systems
10. Professional 3.0
11. Innovation space for healthcare services
12. Integrated information and management system for clinical end epidemiological data for research
13. Transfer of the results of research and innovative healthcare projects
14. integrated system for digitalisation, indexation, custody and management of clinical information

14 projects

1. Smart management system in emergency services
2. Integrated traceability system for patients and resources
3. Hospital robotics
4. Self-sustainable hospital
5. New his 2050. integrated patient management system
6. Smart ward
7. Experimental hospitalization h2050
8. Secure digital hospital
9. Preservation of clinical information

9 projects

Involve all stakeholders in procurement process



inova
saúde

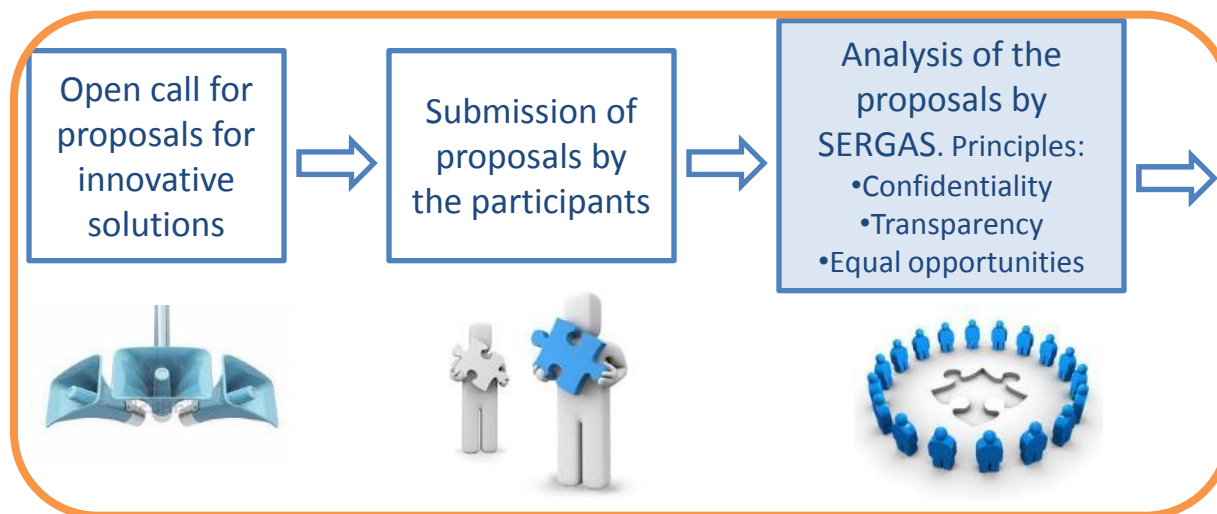
177 professionals involved



100 professionals involved

Ask the market what is being done

SERGAS has introduced an **open call for proposals** for innovative solutions to implement a Technical Dialog in the process of Innovative Public Procurement within the framework of H2050 and IS projects



The published open call for ideas is “technical dialogue” with the marketplace

“Order of 27 April 2012 approving the open call for proposals for innovative solutions. DOG Number. 82
Monday, April 30, 2012”

Publication of **fact sheets** describing the progress of each project on web-site: <http://www.sergas.es/H2050-innovasaude>

Functional definition of each project and preparation of the technical requirements for the technical documents for the PPI Tenders

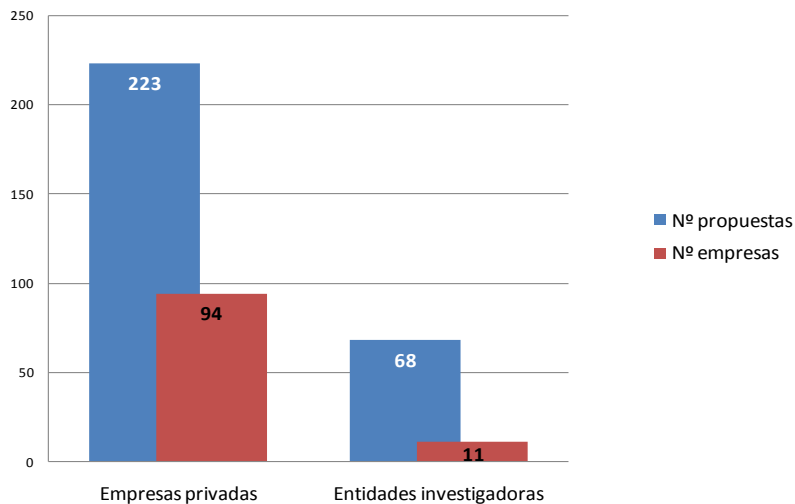
Open tender procedure following the TRLCSP (Law on public sector contracts)

2013: 18,4 M€
For 18 procurement Processes

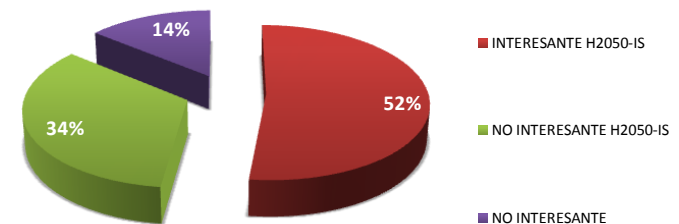
Results from open call for proposals for Innovative solution

109 companies and research centers have participated with more than 301 proposals

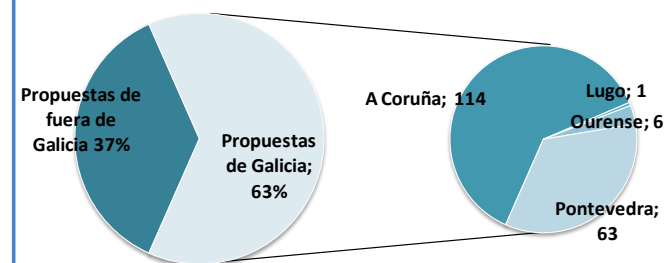
Nº de propuestas por tipo de entidad



Valoraciones de la propuestas

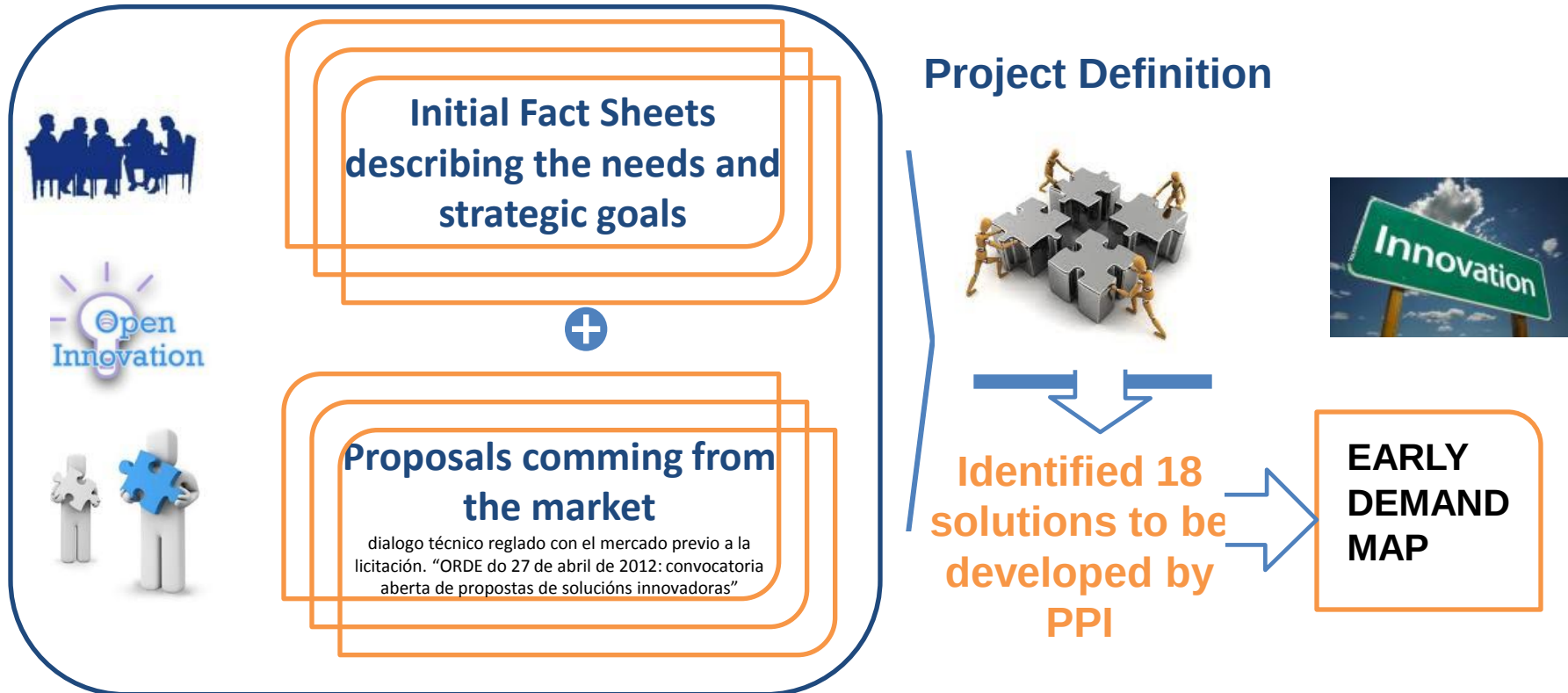


Propuestas distribuídas geográficamente



Improve communication during the process.

Advance Innovation Projects to the market: EARLY DEMAND MAP



Updated DEMAND MAP for H2050 and Innova Saúde

Description of 12 ADITIONAL TENDERS to be bidden by SERGAS in 2014 for up to 13,9 M€ in PPI

12,8M€ destined to PPIT Modality
1,1M€ destined to PCP Modality

www.sergas.es/H2050-innovasaude

Update on April 26th 2014.



MAPA DE DEMANDA TEMPRANA PROYECTOS H2050-IS

ID	CONCEPTO	DESCRIPCIÓN	IMPORTE ESTIMADO DE LICITACIÓN (M€)
01/2013	Desarrollo de un software de control de demanda y actividad asistencial en estructuras sanitarias integradas	Desarrollo del Sistema de Gestión Integral de Pacientes que proporcione al paciente toda la información y mecanismos necesarios para el seguimiento de su proceso y que facilite que los profesionales dispongan de información sobre la trayectoria asistencial de un paciente y sus pro-ces-os de atención, apoyando la planificación de las actividades asistenciales y garantizando que la atención y las distintas prestaciones se realicen en el tiempo y forma adecuadas, utilizando los recursos óptimos en cuanto a la eficiencia del sistema y para minimizar los desplazamientos del paciente. Esta herramienta será el core de la planificación de los servicios asistenciales. Por ello, será el único punto de entrada del registro de las actividades asistenciales que forman parte de los procesos más relevantes de la organización sanitaria regional, con especial hincapié en las enfermedades crónicas. Además, identificará con carácter nuclear a los asegurados, pacientes atendidos, la cartera de servicios y modalidad dispensada en cada área, las unidades de producción de servicios y los recursos profesionales, tecnológicos y físicos disponibles para la prestación del servicio sanitario. Deberá integrarse con el resto de aplicaciones departamentales y estar accesible desde la historia clínica electrónica. El sistema contará con un gestor de oferta, un gestor de planificación y programación, un ges-tor de procesos asistenciales y un gestor de documentación.	2,58
02/2013	Desarrollo de una plataforma tecnológica concentradora de localización y eventos	Desarrollo de un sistema de trazabilidad que mejore la calidad y eficiencia de los servicios prestados a pacientes y profesionales en tres ámbitos de aplicación: • Pacientes: Identificación, localización y control de flujo en tiempo real del paciente. • Recursos: Control adecuado de inventario y localización de equipos, evitando ineficiencias en el uso. • Profesionales: Mejora en la gestión de actividad, localización y en la seguridad física y lógica. Para ellos será necesario: • Identificar y parametrizar los distintos procesos y eventos asistenciales. • Integrar un sistema de identificación, control, situación, seguimiento, localización y trazabilidad basado en Sistemas de Localización en Tiempo Real en la red sanitaria de acuerdo con los diferentes escenarios que se puedan presentar. • Integrar todos los eventos de los distintos subsistemas en una plataforma concentradora, identificando los mismos y relacionándolos con responsables y tiempos. • Controlar la Actividad de profesionales, integrando la seguridad física y lógica. • Pilotaje con distintas tecnologías inalámbricas	0,93
		Desarrollo de un sistema que permita planificar y gestionar la actividad de recursos humanos. Con el uso de este sistema se mejorará la productividad y se modernizará el sistema de gestión de actividad y turnos, como eje central del sistema de profesionales de todos los	

Two modalities for PPI.

Public Purchase of Innovation Technology (PPIT)



Pre-Commercial Procurement (PCP)

Obtaining Goods or Services not available in the market that require a Research or Development Phase

Available through Ordinary Public Procedures

Improves public services and reinforces industry competitiveness

INSTRUMENTO	TIPO DE CONTRATACIÓN	VIA DE CONTRATACIÓN	FINALIDAD
Compra Pública de Tecnología Innovadora (CPTI)	Compra Pública de Bienes & Servicios comerciales, listos para prestar servicio público El comprador adquiere bienes y servicios para prestar el servicio público que no existen en el mercado y requieren de una fase previa de I+D.	* Contratos a adjudicar mediante procedimientos ordinarios * Contrato de Colaboración Pública Privada (*) Permite el diálogo con las empresas para la definición de requisitos y el establecimiento de requisitos de licitación sujetos a fase de I+D, más allá del precio y plazo de entrega.	Adquisición de bienes & servicios innovadores <u>Mejora la prestación del servicio público</u> al comprador y refuerza la posición del suministrador al contar con un <u>mercado local de lanzamiento como aval para la internacionalización.</u>
Compra Pública Precomercial (CPP)	Compra Pública de Resultados de I+D Comprador y empresas comparten los riesgos y beneficios resultantes de la investigación de soluciones a problemas propuestos por el licitador público.	Contrato de Servicios de I+D No sujeto al régimen general de la LCSP.	Investigación de soluciones a futuras demandas públicas La CPP promueve la <u>capacitación tecnológica de las empresas.</u>

The results are R&D. Shared risks and benefits

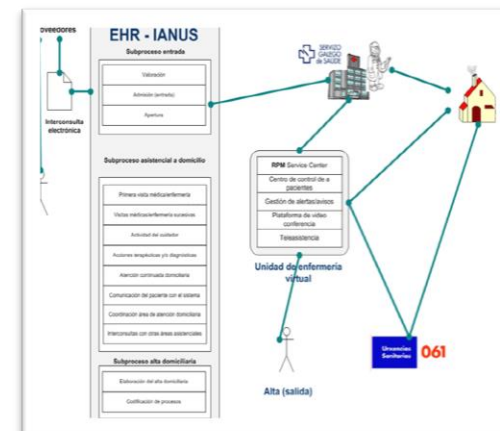
Specific Public Procedures

reinforces industry R&D capabilities

Public Purchase of Innovation Technology in H2050 - IS

Select the best global offer and consider innovation in tenders

- Only 5 points of 100 was Price
- Innovative elements were considered with 5-10 points of 100
- Maintenance and support of the solution are considered with 5-10 points
- Commercial and business plan for the solution are considered with 5 points



Public Purchase of Innovation Technology in H2050 - IS

Treat IP (intellectual/industrial property) of innovative features

IP is given to the Company awarded

The Company is allowed to commercialize the solution

Galician Health Service will act as first client. A demonstrative scenario must be included in the projects

Galician Health Service is allowed to use the solution “license-free”

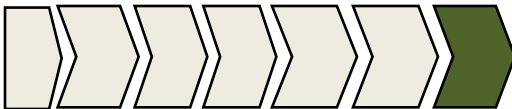
Galician Health Service is allowed to perform its own maintenance of the solution

Royalties or return is offered according to the comercial results

H2050



innova
saúde



Public Purchase of Innovation Technology in H2050 - IS

Establish a model for control and supervising during the execution

Identify and manage risks, and involve your supplier in risk management

Plan for development is required in the proposals

The amount of funding is not overestimated, the awarded Company must dedicate resources to reach results

The Company is payed according to partial results that are defined in the tenders

Project Management is reinforced with specific contracts for coordination tasks

H2050



innova
saúde



Results

- **Improve public services through innovative solutions (godos or services)**

Galician Health Service will obtain license free solutions

The average value of return or royalties in 15 tenders awarded has been 53%.

Companies will maintain the solutions an average of 4,5 years.

Price decrease has reached 5% average.

- **Foster innovation in companies, especially in SMEs**

In 73 % of awarded contracts, at least one or more local company is engaged.

In 80 % of awarded contracts, an SME is engaged.

- **Promote internacionalization and commercialization of innovation internacionalización leveraged by local market for launch**

25% of contracts have been awarded to multi-company proposal

In 73 % of awarded contracts have one or more multinational Company engaged

All proposals awarded contain a demonstration phase to evaluate and show final results



And of course, we enjoy **sharing good practices with all you.**
Thank you for coming to Galicia



Santiago de Compostela, April 28th and 29th 2014