



European wide Innovation
Procurement in Health and Care

EURIPHI
IRT

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Cross-border collaborative procurement enabling local decision making

- **Balancing policy and market constraints**
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Public procurement

1. **EU Public Procurement Directive (PPD) governs the tender process of (most) healthcare public procurement and contracting bodies**
2. **EU's motive is to create an open, internal European market**
3. **EU fosters (cross-border) joint procurement to support efficient and effective procurement by:**
 - Joint response to common unmet health & social needs of European citizens
 - Dividing project leadership and -tasks among participants;
 - Exchanging know-how and market information;
 - Realizing increased demand volume and contract size:
 - Supporting the development of innovative solutions;
 - Opening up market/sales opportunities (in particular to start-ups and SMEs);
 - Lowering of prices as a result of increased buying power.

Local issues joint procurement (1)

1. Supply-side specifics

- Differences in local product-, solution- & support offerings
- General lack of (supply) capacity to support full-size cross-border projects including the implementation of (innovative) solutions
- SMEs acting locally (not European level) with local development of innovations - hampering participation in EU-wide public tenders
- Creating excessive demand volume only to be delivered by limited number of suppliers - endangering competition
- Single supplier awarding impacting negatively on viability, growth and jobs across EU - currently 44% of EU tenders 1 bidder only

Local issues joint procurement (2)

1. Demand-side specifics

- Differences in context and exact (local) needs of the participants in a joint cross-border project
- Differences in the national transposition of the PPD and local law
- Difference in health care structure and payment model, organizational set-up, culture, language e.g.

Practical examples

1. STOP & GO (621013)

Sustainable technology for older people

Individual tenders by (hospital or city council)

partners

2. RITMOCORE (727796)

Service provisioning for bradycardia patients

Open procedure – Lot per contracting authority

3. THALEA II (689041)

Telemedicine system saving co-morbid patients

PIN issued – Lot per contracting authority

4. HAPPI (2014-54)

Innovative goods/services for active and healthy ageing

Open procedure – Technical lots with framework agreements

5. RELIEF (689476)

Pain self-management

PCP – Local adaptation of solutions and pilots

6. Joint Procurement Agreement (JPA)

Procurement of medical countermeasures on cross-border threats to health

Ad hoc – Framework contract agreement(s) and participant specific contracts



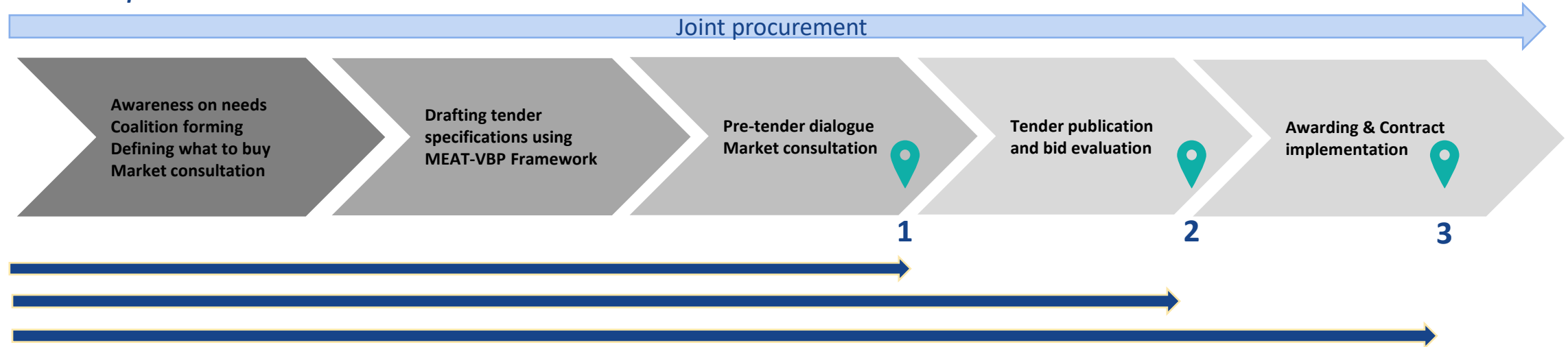
Cross-border value-based procurement model

Given the EU context of cross-border *joint* procurement and the demand-/supply-side issues, until which point in the procurement tender process does it makes sense to *cooperate* also across borders ?

Proposed 'Cross-border collaborative procurement model'

-models of enabling local (*distributed*) decision making within a cross-border collaborative procurement project

Full tender process



- **Model 1:** Full **pre-tender collaboration** followed by issue of **individual local tenders**
- **Model 2:** Full **joint tender** having **lots per locality**
- **Model 3:** Full **joint tender** resulting in **framework agreement(s)** followed by **specific contracts per locality**
(and local management of final solution)

Procurement procedures safeguarding local decision making (WP2)

<u>Procurement procedures</u>	<u>Model 1</u> Full pre-tender collaboration & issue of local tenders	<u>Model 2</u> Joint tender having lots per locality	<u>Model 3</u> Joint tender resulting in framework agreement followed by specific contracts per locality
Open Procedure (OR)	√	√	(√)*
Restricted Procedure (RP)	√	√	(√)*
Competitive Procedure with Negotiation (CPN)	√	(√)	X
Competitive Dialogue (CD)	√	(√)	X
Innovation Partnership (IP)	√	X	X
PCP	(√)	X	X

* Depending on product specifics

Next to define – EURIPHI principles of cooperation (WP2)

- **MoU governing the principles of cooperation of the EURIPHI partners and guiding specific procurement procedures**
- **Voluntary (or mandatory ?) participation in specific procurement procedures**
- **Organisational structure and authority:**
 - **General Steering Committee**
 - **Specific Procurement Procedure Steering Committee**
- **Decision making process:**
 - **Selection type of procurement (tender) procedure and contract award criteria**
 - **Selection type of localised cross-border procurement model**
 - **Evaluation of tenders and contract award**
- **Practical arrangements**
 - **Proposal and start of specific procurement procedures**
 - **Organisation of meetings**
 - **Publication of contract notice TED**
 - **Abandonment of specific procurement procedure**
 - **Applicable law**



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