



European wide Innovation
Procurement in Health and Care

International Roundtable

BRUSSELS - 10 MARCH 2020

The Hotel, Boulevard de Waterloo 38 - 1000, Brussels



EURIPHI International Roundtable

An opportunity to discuss about the EURIPHI cross-border joint procurement model: a trade-off between innovation and transnationality.

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Modernising the public sector in the EU is a key priority to keep the pace with today's societal challenges. This is particularly true in the health sector, where improving efficiency and providing high quality sustainable health care in due time is crucial to cope with an ageing population, chronic diseases, co-morbidities, antimicrobial resistance, and many other issues.

To **address such challenges**, we should foster innovation, having citizens in good health and incorporating 'value' considerations in investment decisions. **Value-based procurement** is becoming an unexpected driver for health & social care systems to achieve these goals.

The European Commission supports this drive to introduce innovation by instruments such as **Public Procurement of Innovative solutions (PPI)** and **Pre-Commercial Procurement (PCP)**.

Within this context the Horizon 2020 EU funded Coordinating and Supporting Action **EURIPHI - European wide Innovation Procurement in Health and Care** – is fostering the introduction of innovations in Europe's health & social care systems through cross-border value-based innovation procurement.

Cross-border value-based innovation procurement could be the means to respond to common unmet health & social care needs of European citizens, regardless of the place where they live. However, performing joint procurement across the border is a complex procedure. Research suggests that considering its challenges, unexpected consequences and opportunities is crucial when it comes of adopting innovation and innovative solutions¹.

Until which point does it make sense to cooperate also across borders?

According to what emerged during the last EURIPHI Health & Social Care Regions Network meeting, cross-border joint procurement provides knowledge to involved Public Procurement Organisations (PPOs). The Network evaluated until which point of the tender process is valuable to collaborate. In the Network's view, the decisions should consider the regional/local specificities, including legal frameworks.

EURIPHI – with the support of EUREGHA as a project partner - is organising an **International Roundtable** – bringing together health & social care regional representatives, public procurers and suppliers across Europe – to share experiences on cross-border procurement. In this occasion, the EURIPHI cross-border value-based procurement model will be presented, together with examples of its practical deployment.

We look forward to welcome you. Please confirm your interest and participation to info@euriphi.eu or secretariat@euregha.net. For more specific information on the EURIPHI project please feel free to contact info@euriphi.eu.

¹) *Joint Public Procurement and Innovation. Lessons Across Borders; Gabriella Margherita Racca, Christopher Yukins (Eds), 1st edition, 2019.*

Draft agenda

09:30 – 10:00 Registration and welcome coffee

10:00 – 12:00 What are the opportunities and challenges of cross-border joint procurement? The experience of procurers, suppliers and legal experts

The experience of public procurement organisations

- Alyson Brett – NHS Commercial Solutions
- Louis Potel – Resah/EHPPA

The experience of a supplier

- Dominique Gilsoul – 3M
- Eszter Kacs Kovics, Essity

The experience of the legal experts

- Gabriella Racca - University of Turin
- Virginie Dor – CMS
- Caroline Hobson – CMS UK

12:00 – 12:15 Q&A

12:15 – 13:30 Lunch

13:30 – 14:30 The RITMOCORE PPI EU H2020 funded project: considering a regional vision for change management

- Ramon Maspons - AQUAS
- Discussion by all participants including the European Commission

14:30 – 15:30 How does cross-border procurement work for PCP? Reflection from THALEA PCP EU H2020 funded project

- Speaker TBC – University Hospital - Intensive Care Unit (Aachen)
- Discussion by all participants including the European Commission

15:30 – 16:00 Coffee break

16:00 – 17:00 The EURIPHI cross-border value-based procurement model: a tool to optimise cooperation

- Hans Bax – MedTech Europe
- Virginie Dor – CMS
- Caroline Hobson – CMS UK

17:00 – 18:30 Interactive session: let's share our ideas and experience!

17:00 – 17:30 First round discussion

17:30 – 18:00 Second round discussion

18:00 – 18:15 Wrap-up & conclusions