



II Congreso
de Ingeniería
Municipal

II Congreso de Ingeniería Municipal

Barcelona 27 y 28 de Octubre

COMPRA PÚBLICA INNOVADORA

ROSSANA ALESSANDRELLO

INGENIERO SUPERIOR EN ELECTRÓNICA
COORDINADORA PROYECTOS INNOVACIÓN
AQUAS – AGÈNCIA DE QUALITAT I AVALUACIÓ
SANITÀRIES DE CATALUNYA



cetop.cat

Col·legi d'Enginyers Tècnics
d'Obres Públiques de Catalunya

Agenda

- AQuAS y su rol en el sistema de salud catalán
- Compra publica innovadora:
 - los porqués y los qués
 - incentivos para quien
 - cuando podemos decir que funciona
- INSPIRE Academy



Agenda

- **AQuAS y su rol en el sistema de salud catalán**
- **Compra publica innovadora:**
 - los porqués y los qués
 - incentivos para quien
 - cuando podemos decir que funciona
- **INSPIRE Academy**



AQuAS

Rol de AQuAS en el sistema de salud catalán



Agència de Qualitat i
Avaluació Sanitàries de Catalunya

AGENCY FOR HEALTH QUALITY AND ASSESSMENT OF CATALUNYA

Entidad de derecho público de la Generalitat sometida al ordenamiento jurídico privado, adscrita al Departamento de Salud de la Generalitat de Catalunya

MISIÓN

AQuAS tiene la misión de generar **conocimiento** relevante para contribuir a la mejora de **la calidad, la seguridad y la sostenibilidad** del sistema de salud de Cataluña, poniendo el enfoque en la **evaluación** y utilizando como instrumentos principales la **información**, el conocimiento y las **tecnologías de la información y las comunicaciones**.



Generalitat de Catalunya
Departament de Salut



Agència de Qualitat
i Avaluació Sanitàries de Catalunya



Rossana Alessandrello
ralessandrello@gencat.cat

AQuAS

Rol de AQuAS en el sistema de salud catalán



Agència de Qualitat i
Avaluació Sanitàries de Catalunya

AGENCY FOR HEALTH QUALITY AND ASSESSMENT OF CATALUNYA

Observa-
torio
Innovaci-
ón en
Gestión
de la
Sanidad
en
Cataluña

Evaluac-
ión

Innova-
ción

Central de Servicios TIC

Innovación

El principal objetivo de la unidad de Innovación es reforzar la cultura de la innovación dentro del Departament de Salut especialmente a través del **desarrollo y la adopción de instrumentos de compra pública innovadora como la CPTI y la CPP**. AQuAS es un referente en la compra pública innovadora en España gracias a la experiencia en proyectos regionales e internacionales.



Generalitat de Catalunya
Departament de Salut



Agència de Qualitat
i Avaluació Sanitàries de Catalunya

20
anys

Rossana Alessandrello
ralessandrello@gencat.cat

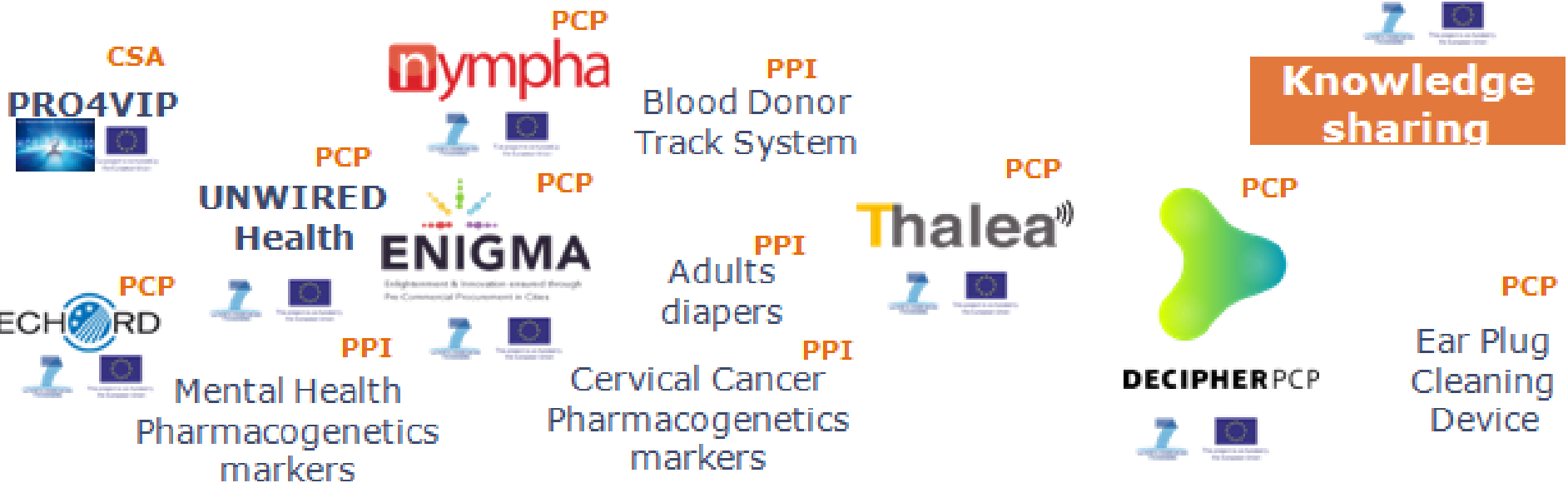
AQuAS

Rol de AQuAS en el sistema de salud catalán

CSA



Knowledge sharing



**Needs Assessment
& Open Technical Dialogue
& Business Case Modelling**

**ITT
definition
- Legal**

**ITT
Issued**

**Bids
Assessment**

**Design &
Prototyping**

Definition

Execution



Generalitat de Catalunya
Departament de Salut



Agència de Qualitat
i Avaluació Sanitàries de Catalunya



Rossana Alessandrello
ralessandrello@gencat.cat

Agenda

- AQuAS y su rol en el sistema de salud catalán
- **Compra publica innovadora:**
 - los porqués y los qués
 - incentivos para quien
 - cuando podemos decir que funciona
- INSPIRE Academy



Procurement of Innovation: **why** and what

- The **total volume of public procurement** in the European Union is estimated to be about the **18%-19% of the EU GDP** (European Parliament, 2014: *New EU-rules on public procurement - ensuring better value for money*)
- The EU has been championing PCP and PPI processes which enable **demand-driven procurement, but still %** in comparison to the overall European procurement estimation **is negligible**.
- Procurement Authorities have **not yet embraced such instruments** and hence **innovative solutions are not reaching the market** in the quantities which are needed.



Procurement of Innovation: **why** and what

The **EC identifies** the below has the **main difficulties for procurers** to purchase innovative solutions:

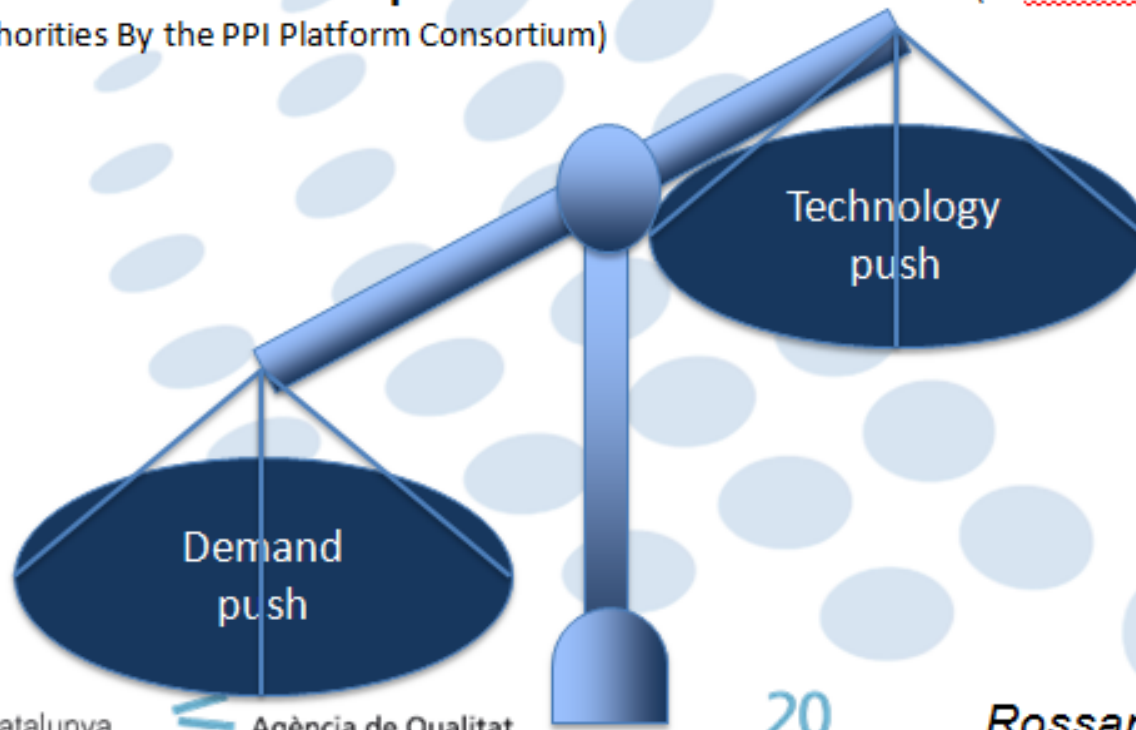
- Wrong incentives
- Lack of knowledge and capabilities on technologies, innovations, market developments
- **No strategy that aligns public procurements with public policy objectives** (e.g. health, environment, transport), **and with R&D&I support programmes**
- **Fragmentation in demand**
- **Difficulties for innovative SMEs to be involved in public procurement** as direct beneficiary/client of a purchasing authority

(DG Enterprise and Industry – Innovation For Growth Unit Policy Development for Industrial Innovation, 2013: *Driving Innovation via Public Procurement of Innovation - Support of Horizon 2020*)



Procurement of Innovation: why and **what**

- The demand-driven procurement is a procurement **driven by the demand of public authorities and targeting the development of novel and innovative solutions aimed to meet public authorities' needs.** (A. Seemple, 2014: Guidance for Public Authorities By the PPI Platform Consortium)

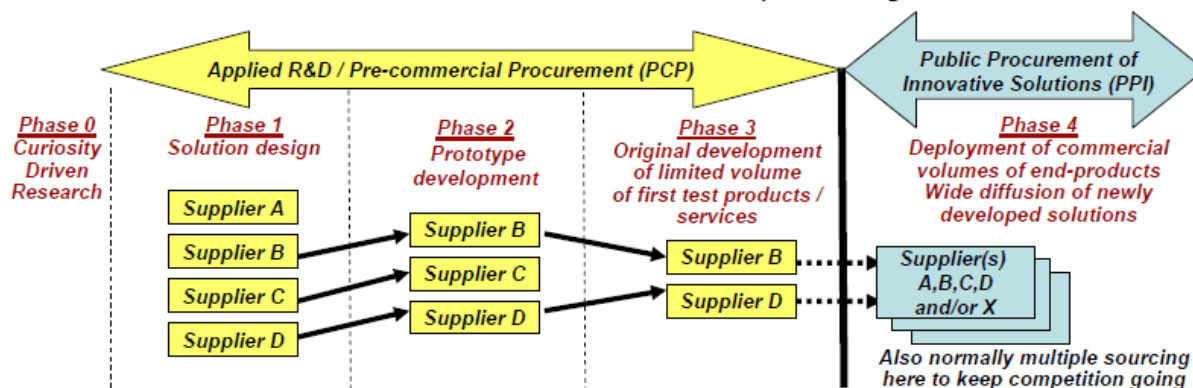


Procurement of Innovation: why and what

PCP-PPI Complementarity



- **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



Objectives:

- Price/quality products that better fit public sector needs
- Earlier customer feedback for companies developing solutions
- Better take-up/Wider commercialisation of R&D results



Agenda

- AQuAS y su rol en el sistema de salud catalán
- **Compra publica innovadora:**
 - los porqués y los qués
 - **incentivos para quien**
 - cuando podemos decir que funciona
- INSPIRE Academy



1

Co-creating through a **staged competitive process**

-> Improved quality and adaptability of new services through increased dialogue between procurers, suppliers and end-users (patients & clinicians). Less post-procurement problems and better business & use case

2

Sharing the risks and benefits of designing, prototyping and testing new products and services with the suppliers - without involving State aid.

3

Creating optimum **conditions for wide commercialisation** and take-up of R&D results through standardisation and/or publication;

4

Pooling the efforts & resources of several procurers. Possibility to **drive standardization, interoperability** and market cohesion

5

Business driven: definition of business case determines the business model

1

Approach enabling procurement of R&D aimed to **solve major needs of public interest** - unmet by the solutions currently available in the market.

2

Avoidance of **vendor locking**

3

Public authority retains **free licence for internal use** & right to require participating companies to licence IPR to third parties under fair market conditions

1

Financial compensation according to market conditions, which reflects the **market value of the benefits received and the risks assumed** by the company

2

Access to public sector needs and real life testing environments

3

Opportunities to SME to offer their R&D to public procurers

4

IPR is NOT left 100% to the procurers, **stays with the companies**

5

Foster and **accelerate access to market**: PCP is aiming also at deployment and wider commercialization

Agenda

- AQuAS y su rol en el sistema de salud catalán
- **Compra publica innovadora:**
 - los porqués y los qués
 - incentivos para quien
 - **cuando podemos decir que funciona**
- INSPIRE Academy



Procurement of Innovation: when can we say 'it works'?

When the **services built on the technologies**, fruits of the procurement of innovation, cover the needs of the **procuring authorities** in a way that they **are really making use of them in production.**

Procurement of Innovation: when can we say 'it works'?

More specifically, the **PCP** works when the procuring authorities identify needs that are still uncovered by the existing technologies/services and that the industry is willing to cover within the defined timeframe and sharing the risks and benefits as defined in the tender specifications, mainly because the industry sees the business behind the identified needs

Procurement of Innovation: when can we say 'it works'?



Main
Actors



Directives



Madonna Sistina
Raffaello Sanzio
(1513)



The moneylender
Quentin Metsys
(1514)

Agenda

- AQuAS y su rol en el sistema de salud catalán
- Compra publica innovadora:
 - los porqués y los qués
 - incentivos para quien
 - cuando podemos decir que funciona
- **INSPIRE Academy**





International Network Supporting
Procurement of Innovation
via Resources and Education



INSPIRE Academy



International Network Supporting
Procurement of Innovation
via Resources and Education

[HOME](#) [ACADEMY LOGIN](#) [NEWS](#) [EVENTS](#) [REGISTRATION](#) [LINKS](#) [SEARCH](#)

[LOGIN](#) | [REGISTRATION](#)

“This initiative intends to address the confidence issue in Pre Commercial Procurement and Public Procurement of Innovation by creating a stakeholder ecosystem and a communications platform intended to inspire public procurers from Member States responsible for defining the acquisition strategies for innovative solutions in eHealth, Active Ageing and Independent Living”



PCP: PRE-COMERCIAL PROCUREMENT

PCP pools the efforts of several public procurers in procuring R&D services which enables public procurers access to new products and services. By sharing risks and benefits with suppliers, optimum conditions are met for wide commercialization and take-up of R&D results.

[LOGIN](#)



PPI: PUBLIC PROCUREMENT OF INNOVATION

PPI refers to procurement where contracting authorities act as a launching customer(early adopter) to purchase/deploy innovative goods or services that are newly arriving on the market and which are not yet available on a large-scale commercial basis.

[LOGIN](#)

INSPIRE ACADEMY : Access to on-line training resources and hands-on materials on
PCP and PPI (Registered users, please login)

[REGISTER NOW](#)

INSPIRE events

- Helsinki – 22-23 September 2014
- **Wien – 20 November 2014**
- **Barcelona – Q1 2015**
- **Paris – Q2 2015**
- **London – Q3 2015**

More Info at:

- International Network Supporting Procurement of Innovation via Resources and Education
- www.inspirecampus.eu