



" Telemonitoring and Telemedicine for Hospitals Assisted by ICT for Life saving co-morbid patients in Europe As part of a Patient personalised care program of the EU "

Work Package 6

Deliverable 6.2.

Meeting in convergence region

Document Information

Grant Agreement	N°	611855	Acronym	THALEA
Full Title	" Telemonitoring and Telemedicine for Hospitals Assisted by ICT for Life saving co-morbid patients in Europe As part of a Patient personalised care program of the EU "			
Project URL	www.thalea-pcp.eu			
EU Project Officer	Name	Jaakko Aarnio		

Deliverable	No	6.1.	Title	Project dissemination Publications and meetings according communication and dissemination plan
Work package	No	6	Title	Dissemination

Date of delivery	Contractual	30.04.2015	Actual	Apr. 2015
Status	Version 1.1		Final	1.1
Nature	Prototype	<input type="checkbox"/>	Report	<input type="checkbox"/>
	Dissemination	<input checked="" type="checkbox"/>	Other	<input type="checkbox"/>

Dissemination level	Consortium+EU	<input type="checkbox"/>
	Public	<input checked="" type="checkbox"/>

Target Group	(If Public)	Society (in general)	<input type="checkbox"/>
Specialised research communities		Health care enterprises	<input checked="" type="checkbox"/>
Health care professionals		Citizens and Public Authorities	<input type="checkbox"/>

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Version Log			
Issue Date	Version	Author (Name)	Partner
Apr. 2015	1.0	RD, DD, GM	UKA
28.02.2017	1.1	DD (merge with template)	UKA

Executive Summary	Web-based meeting in convergent regions and the particular presentation.
Keywords	Dissemination, presentation, convergent region

PCP for Healthcare Procurement Welcome to Aachen



UNIKLINIK
RWTHAACHEN



Participation requirements- Consortium

- Minimum two independent legal entities who are public procurers
- Established in two member states or associated countries

PCP-Basics

Markus Belten



PCP – From demand to product

PCP = Pre-commercial Procurement

PPI = Public Procurement of Innovative Solutions

- PCP-Procedures don't take place under the regulations of the Directive 2004/18/EC
- They are excluded under the regulation of Art. 16 lit. f), transferred to German procurement law in § 100 (2) lit. n) GWB

How to design the PCP-Process?

- UKA has gained wide experience in PCP
- Procedure = coordinated approach with the EU
- EU has keen interest in following the basic procurement principles in PCP
- Process was closely reviewed by the EU
- Example procedure is designed in the style of a negotiating process according to procurement regulations

Open Market consultation

Aim

- Contact to stakeholders
- Market research
- Insight in market and state of the art
- Rising awareness

Planned strategy

- Online questionnaire to determinate the demands of the aspired solution
- Regional presentations for interested companies to acquire informations about the planned pcp-procedure and to give an easy opportunity to build tender-consortia



The PCP process

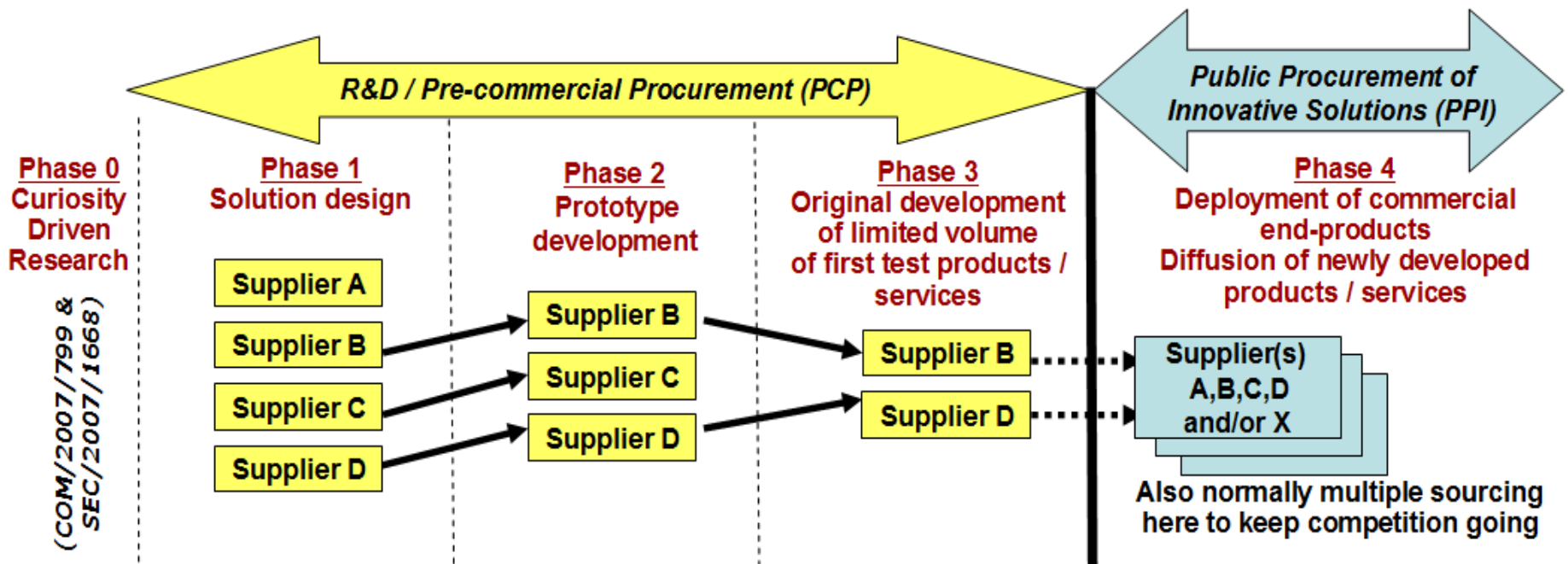
After Open Market consultation:

1. Prior information notice
2. Functional description
3. Open procedure with bidding competition
4. Call for tender
5. Development and evaluation of products during three phases

From PCP to Market



PCP and PPI



... in line with WTO proc. rules, EU Treaty, State aid free



The phases of the PCP-process

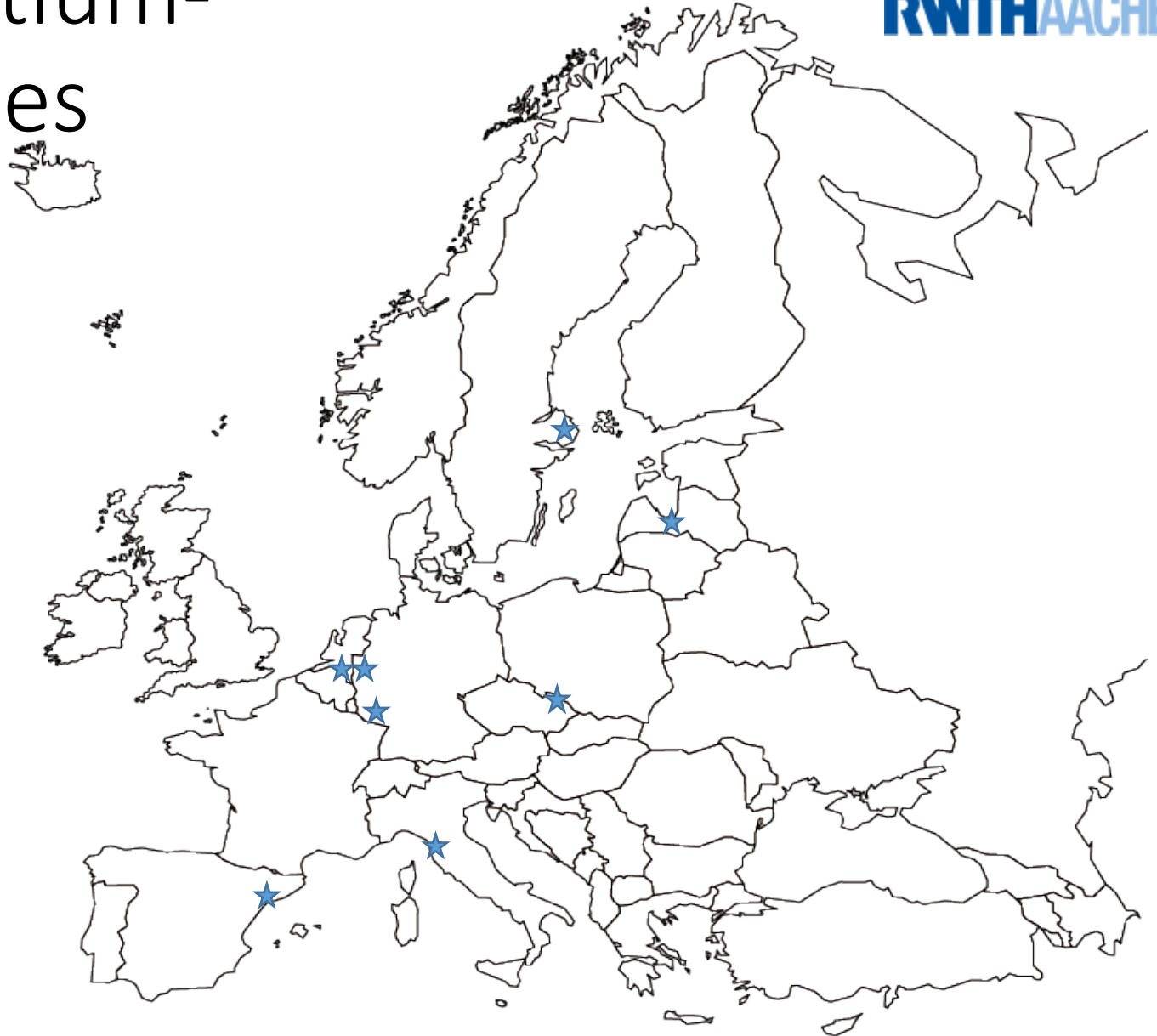
- **Phase 0 (pre-pcp-procedure)**
Call for tender to get feasibility-studies
Ends with a selection-process to enter the PCP
- **Phase 1**
Selected tenderer develop a solution design based on their feasibility-study
- **Phase 2**
Three best solution-designs should develop a prototype
- **Phase 3**
Two (at least) best prototypes will carry-on to develop a test system



Core-Facts

- Evolve functional specifications
- Structured evaluation according functional specifications
- Predefined decision matrix throuout all phases
- Monitoring of the decisions
- Internal review and approval of specific selections in e.g. evaluation conferences
 - In case of disagreement consider a ultimate decision body in your consortium structure

Consortium- Examples



Core Consortium- draft

- University Hospital Aachen, D
- Karolinska University, S-
- TeCIP Institute, Scuola Superiore Sant'Anna Pisa, I
- AIAQS Barcelona, ES
- University Hospital Maastricht UMC+; NL
- Hospital of Traumatology and Orthopaedics Riga, LV
- NOHD, FIN
- University Hospital Cracow, PL
- Madrid
- Fraunhofer Stuttgart



University Hospital Aachen

- Modern University hospital, part of the RWTH University of excellence
- 1300 beds including more than 200 ICU beds
- Acting as a Procuring entity
- Coordinator of first German PCP THALEA
- First Chair Intensive Care Medicine
- Only Intensive Care Department certified in all fields of ICU
- Own procurement department





Karolinska Institute

- One of worlds top 10 medical faculties
- 40% medical research in Sweden
- Planning und procurement for new building
- Own innovation unit
- identified demand
- In line with innovation strategy



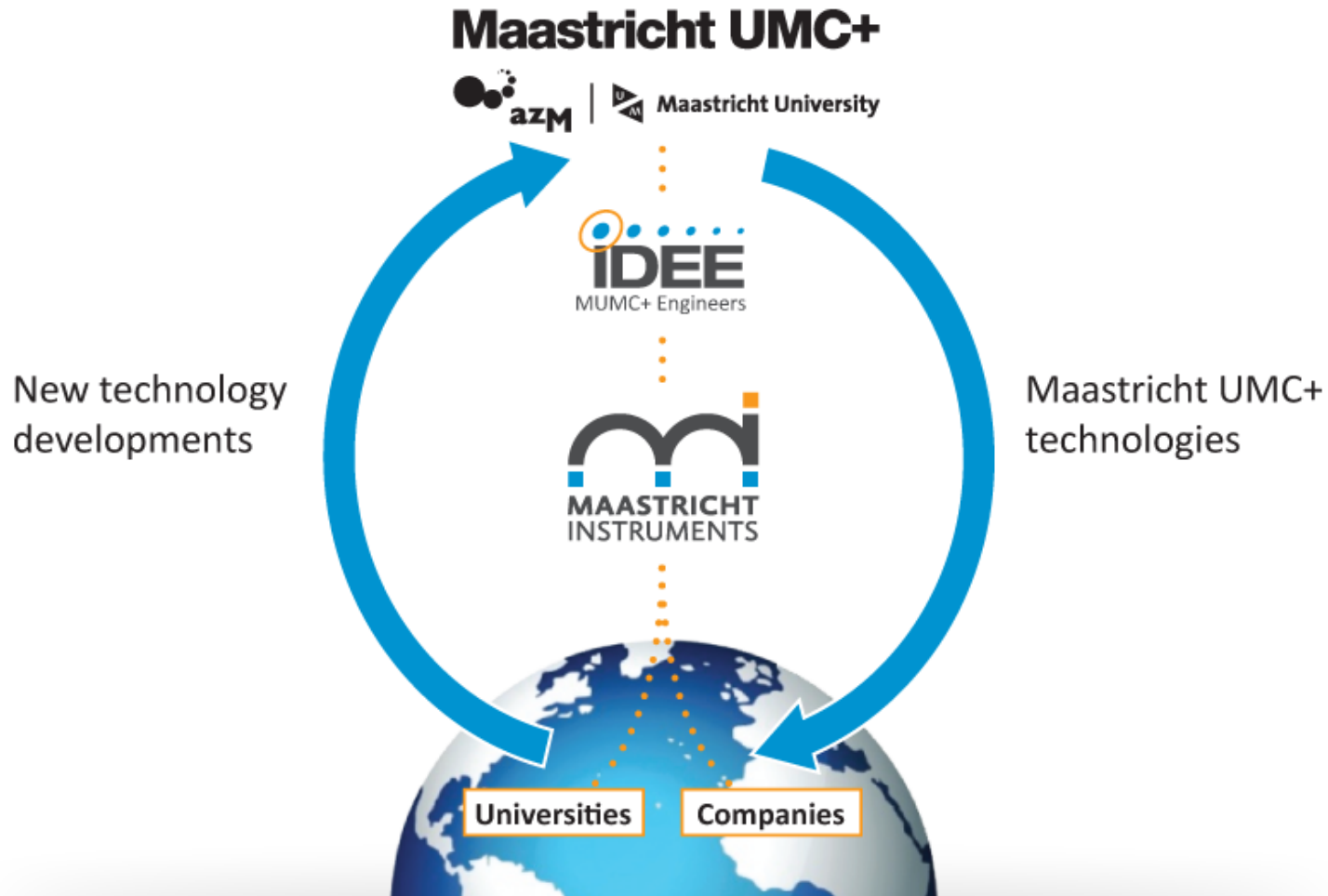
Maastricht University



- Maastricht University Medical Center+
- Focuses on cardiovascular diseases, chronic diseases, cancer and preventive medicine in cooperation with the faculty of Health Sciences



Maastricht Instruments



AQuAS

- AQuAS -Catalan Agency for Health Information, Assessment and Quality
- Innovation agency for the Catalan Health System
- Experienced in a variety of EU cross border Cooperations
- Innovation management and Innovation Procurement

Consorci Sanitari de Terrassa -CST

- **public health Consortium**
- services in **14 different centres**
- CST has a reference clinical **laboratory**
- clinical **diagnostic imaging** services
- several **medical technologies** applied to surgery and diagnostic areas.



Fraunhofer IPA



- Robotics research institute
- Participation in various EU robotics projects
- Covering all field of application robotics
 - from industry robotics
 - Care assistance
 - Home environment



TOS - RIGA

Hospital of Traumatology and Orthopaedics, Riga



TRAUMATOLOĢIJAS
UN ORTOPĒDIJAS
SLIMNĪCA

- **220 beds**
- 6204 inpatients, 9079 surgeries, 86517 amb. consultations (2014)
- **ICU:** 8 beds (3 septic isolators), 18 monitored PACU beds, 780 ICU patients/year, 3 PhD and 1 PhD student
- **Main fields of activity:** orthopaedic surgery, trauma patients (not politrauma), spine surgery
- **ERAF project:** Innovative technology for regional anaesthesia circulatory contactless monitoring (with Latvian University)
- **Other studies:** Postoperative Pain Management in Orthopaedics, Stem Cells in Orthopaedics, Arthroplasty Register, Help in Care
- **Affiliation** to Faculty of Medicine (Latvian University) and to Riga's Stradina University (Medicine University)



Scuola Superiore Dant'Anna & TeCIP



- Public university located in Pisa
- Applied science, Center of Excellence
- Research Institute: TeCIP
- Integrated Research Center
- Involved in EU Robotics project ReMeDi
- Variety of robotics research activities



Advisory Board- draft

- NL Ministry, Carla Dekker (SILVER)
- DLR, BY
- MWIFT
- Care Organisations
- TKK, Insurance
- NRW Excellence MedizinTechnik, NRW



PCP in FP7





PCP

Industry

Demand

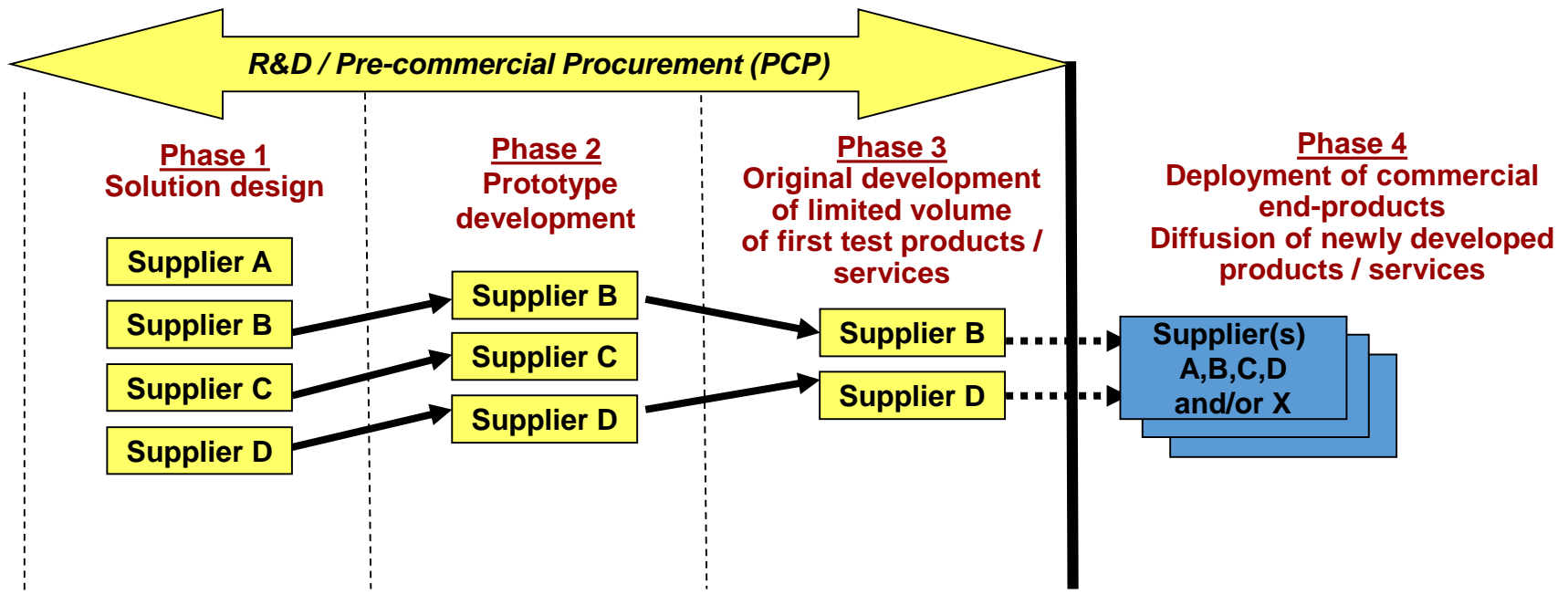
Procure

PPI

Demand driven Innovation

Market

PCP process



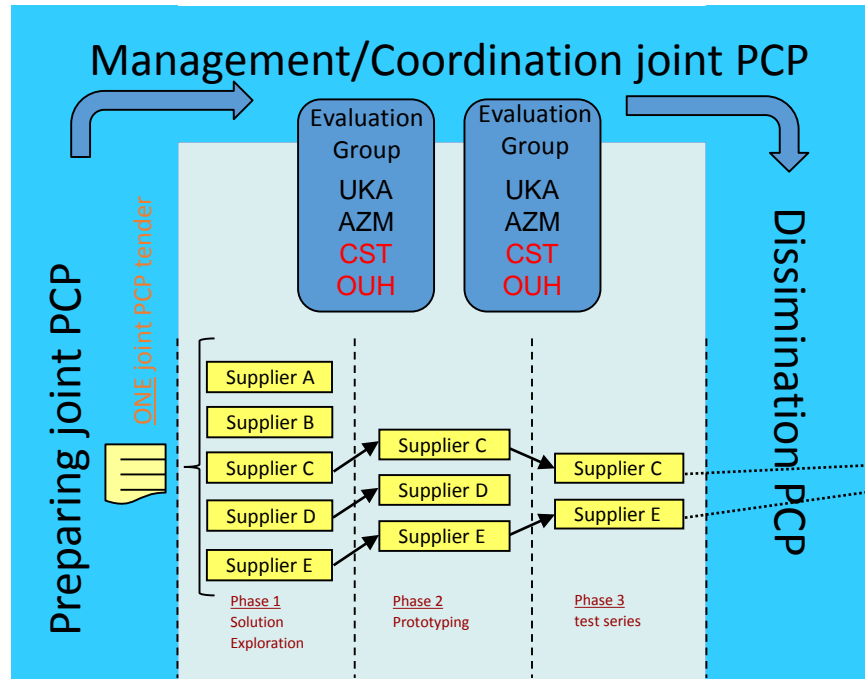
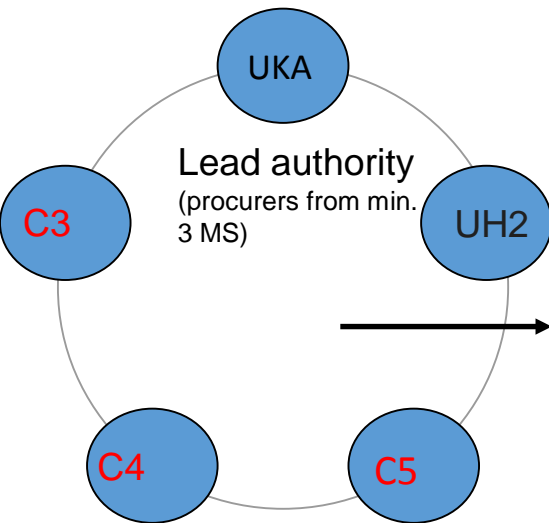
European Commission: COM (2007)799

PCP cofund action in HORIZON 2020

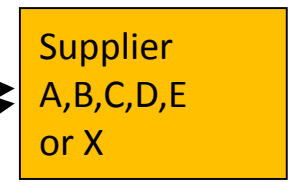
Pre-Commercial Procurement

Public Procurement for commercial roll-out

Advisory Board / Steering Committee

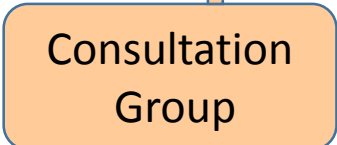
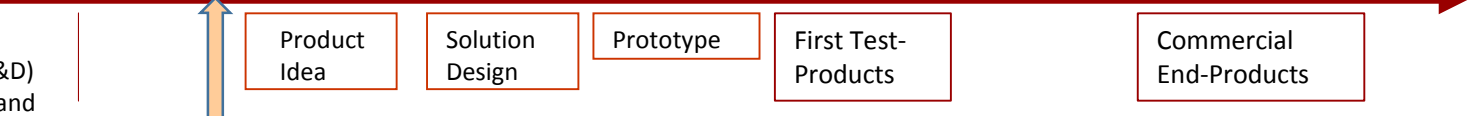


Commercial Tendering



Phase 4 Commercial development

EU- Funding rate:
Max. 70% for PCP (including price R&D)
- thereof max 30% for coordination and networking
+ Own contribution



Typical Product Innovation Life Cycle



Challenge

- Versatile modular system
- Supporting caregivers
- In various environments
- Supporting ample scope of mobilization szenarios
- Integration into existing & upcoming robotics projects in fp7 & h2020

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- Hospital of Traumatology and Orthopaedics Riga, LV
- NOHD, FIN tbc
- University Hospital Cracow, PL tbc
- Madrid tbc
- Fraunhofer Stuttgart



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Example of a proven PCP-Structure

Project structure-WPs

- WP 1 Project management of CSA-Part
- WP 2 PCP-Process
- WP 3 Call for tender
- WP 4 Administration competition & product evaluation
- WP 5 Reviews
- WP 6 Dissemination
- WP 7 PCP pilot-products



Workpackages- in proposal

- Please write personal profile- see template
- Contributions in the field of robotics- especially MAR, SRA
- Contribution-integration in EU Robotics activities and other Projects
- Proof reading contributions & adaptations of technical parts
 - Impact
 - State of the art
 - Contributions beyond state of the art



Next actions

- Please provide email and contact details
- Contact and inform your local administration
- Please register in participant portal or send us necessary details
- Please assist with detail questions in technical questions
- Regular web conferences and project tracking
- Acces to project share-point
- Suggestions for advisory board



Lunch-break



Budget for PCP

Examples from budget draft



Budget Rules

References:

Pcp and PPI in h2020 by Live Bos

Horizon 2020-Work Programm 2014-2015 Annex D.
-specific provisions and funding rates



New in H2020

- VAT is eligible cost
- Simplification in indirect costs- 25% flat rate



Example I

Participant	(A) Direct costs of PCP subcontracting in €	(B) Costs for related additional coordination and networking activities				(C) Total Cost in € (=A+B)	(D) Reimbursement Rate in %	(E) Maximum EU contribution in € (=C*D)	(F) Requested total grant amount in €	Own contribution
		(B1) Direct Personnel costs in €	(B2) Other subcontracting costs in €	(B3) Other direct costs in €	(B4) Indirect costs in € (= (B1+B3)*25%)					
							70%			
Partner 1 Koordinator		220.000	8.000	35.000	63.750	326.750		228.725	228.725	98.025
Partner 2	500.000	60.000	2.000	20.000	20.000	602.000		421.400	421.400	180.600
Partner 3	750.000	60.000	2.000	20.000	20.000	852.000		596.400	596.400	255.600
Partner 4	250.000	50.000	2.000	20.000	17.500	339.500		237.650	237.650	101.850
Partner 5	100.000	50.000		20.000	17.500	187.500		131.250	131.250	56.250
Partner 6	300.000	40.000		20.000	15.000	375.000		262.500	262.500	112.500
Partner 7		21.000		20.000	10.250	51.250		35.875	35.875	15.375
Partner 8	250.000	40.000		20.000	15.000	325.000		227.500	227.500	97.500
Total:	2.150.000	541.000	14.000	175.000	179.000	3.059.000		2.141.300	2.141.300	917.700

Budget scheme

- 70 % funding
- 30 % own contribution
- ratio coordination vs R & D = 30 : 70 (maximum)
- Flat rate for indirect costs 25 %

End of Budget



Any other business

- Next conference
- Workshop with University's procuremetn Deaprtment

Thank you for Participating !

- Looking forward to assist you with all questions

