iProcurenet Webinar: Market Demand rehearsal

RaDAR Project: the Cross-Border Collaborative Public Procurement approach

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OVERVIEW OF THE RaDAR PROJECT

EISMEA Call

1 Promote the use of PPI between public procurers

2 Increase impact of PPI in areas of interest

3 Establish Synergies

Expected outcomes

Tackle their needs

Fora of buyers

Contribute to public policy objectives

Encourage companies (in particular SMEs)

Collaborate with EU funded projects whenever possible

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AMR Problematic

The Problem

Antimicrobial Resistance (AMR)

Multidrug-resistant organisms (MDROs)
25,000 deaths per year in EU and 700,000 globally

More deaths than cancer by **2050**

High economic burden: **1.5 billion** euros annually in healthcare costs and productivity losses in EU

The ways we treat illnesses now will endanger our health in the future

The Need

To respond Joint Action on Antimicrobial Resistance (EU-JAMRAI) and EU Action plan (2017-2020):

Improve early detection systems to ensure **quality care process**

Screen drug-resistance and virulence to improve **treatment effectiveness**

Reduce both Healthcare and governmental **costs**

Report and rapid communication system to **increase system resilience**

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Follow up of ANTI-SUPERBUGS PCP

The ANTI-SUPERBUGS PCP buyers group challenged the market to develop **novel medical technologies** that will:

- Rapid detect the presence of MDROs in the hospital premises.

- Improve the appropriateness of antibiotics usage

- Reduce the community and social care impact of Hospital-Acquired Infections.

- ✓ Extend and leverage from the outcomes of ANTI-SUPERBUGS PCP

- ✓ New research and development arising from the pandemic crisis caused by Covid-19

- ✓ New procurement organisations' specific needs

- ✓ Develop new reimbursement models

Consortium

Supporting Entities

1. AQuAS (Coord) – Spain
2. INSERM – France
3. INSME - Italy
4. JERA- UK
5. BD-HRI- Spain

Buyers

6. RESAH (Lead Procurer) - France
7. Basque Health Service - Spain
8. Oncology Institute of Catalunya - Spain
9. Universidad de Nápoles Federico II - Public Health Department - Italy

THE CROSS-BORDER COLLABORATIVE PUBLIC PROCUREMENT APPROACH

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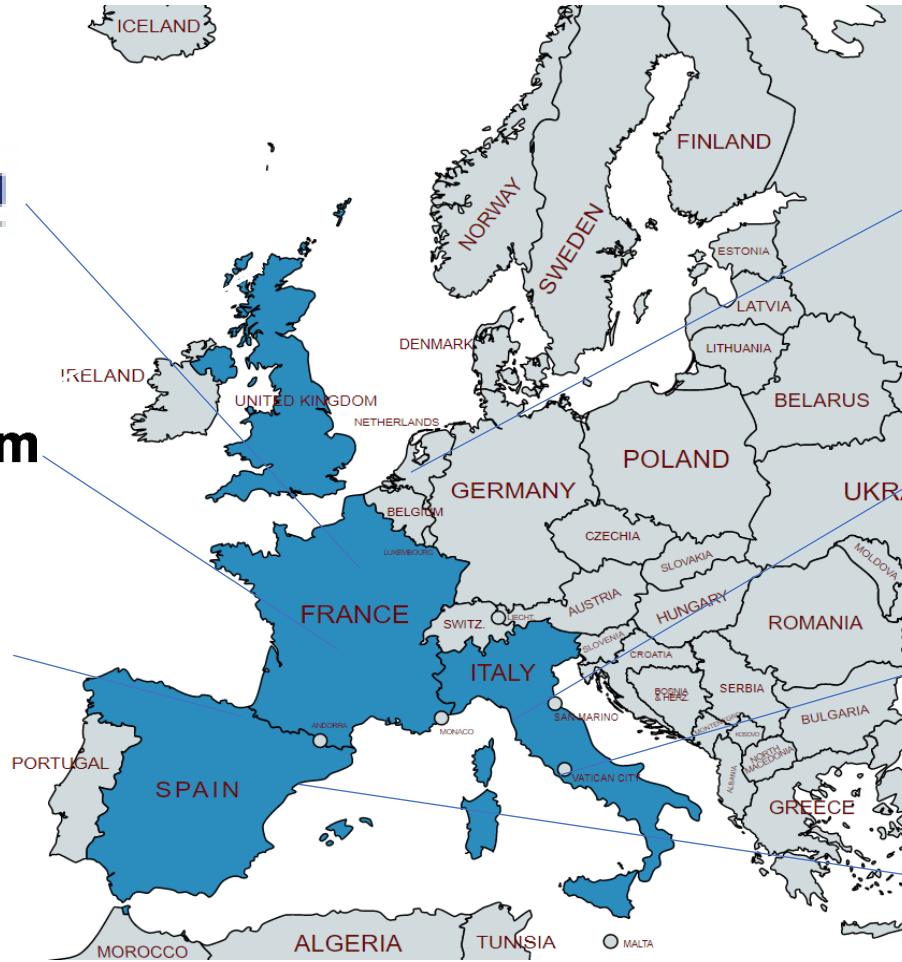
What do we want to buy?

Innovative rapid detection solutions and effective infection control system for antimicrobial resistance (AMR).

Taking into consideration:

1. The contribution to the global respond to the AMR increasing problem

2. Providing SMEs access to public tenders/contracts

3. Bringing value to the Health system and if possible, foster its digital transformation

4. Contributing to decision making of public authorities in alignment with EU Health policies and European Health Emergency Preparedness and Response Authority (HERA)

5. Contributing to the Sustainable Development Goals (SDG).

The Collaborative cross-border procurement model
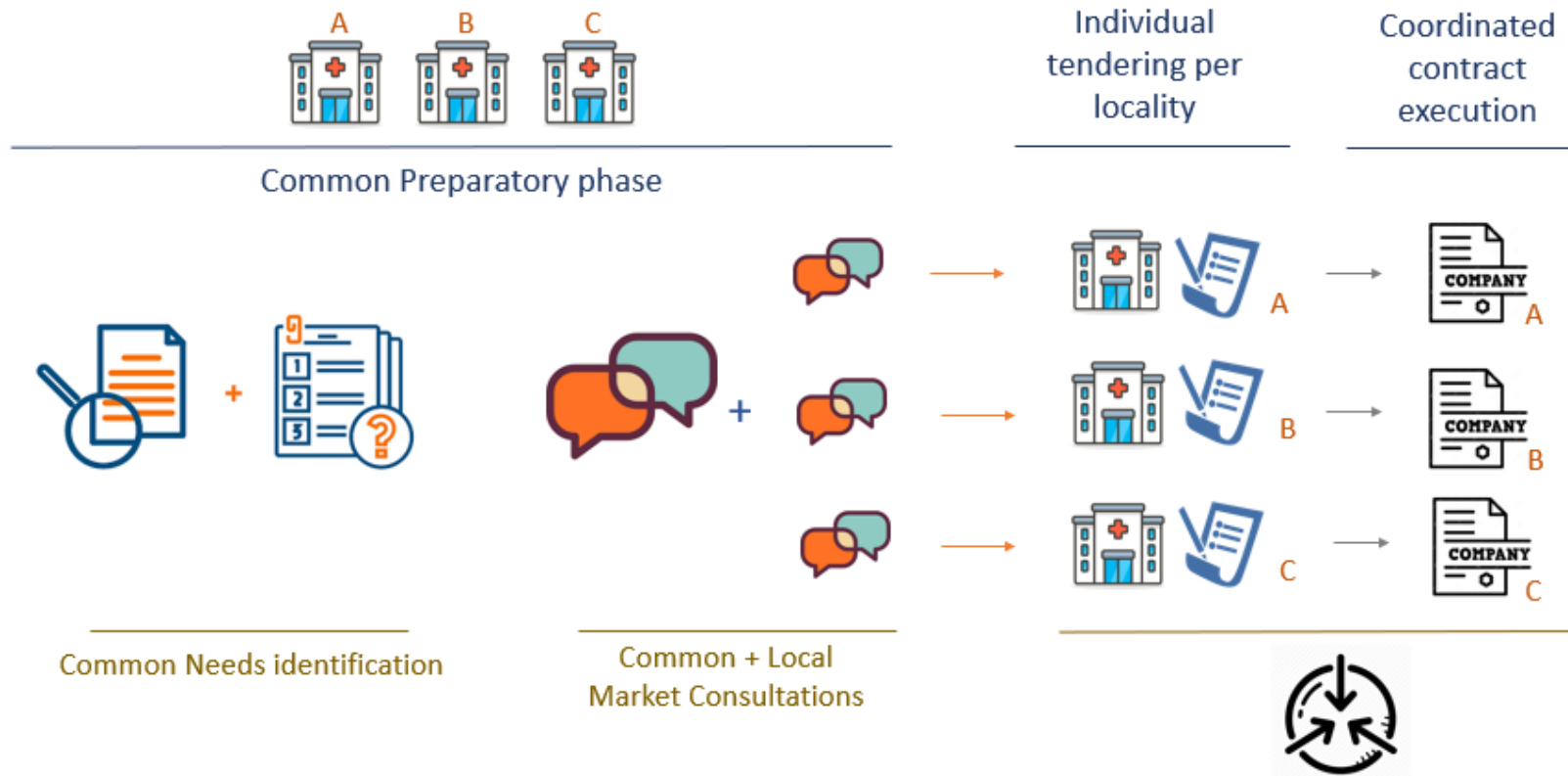
Why a Collaborative and not a Joint cross-border procurement

1

Different national practices and organisation regarding AMR

In the AMR field, impossible for the Buyers Group to define the exact same need(s).

2

Limit the barriers, costs and difficulties due to language issue

With 3 different countries represented in the Buyers Group (France, Spain and Italy), the languages issue would have been to complex to handle, for the Buyers Group, for the suppliers but also for the end users.

3

Facilitate access to SMEs

One common tender for 4 different procurement organisations from 3 different European countries make it difficult (impossible?) for SME to submit an offer. The market and perimeter is to broad.

3

Facilitate the contract execution phase

With the execution done at national/local level, allowing a better relationship between the buyer and the supplier(s).

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The Collaborative cross-border procurement model: RaDAR calendar

| M1 – M16 | M1 – M16 | M8 – M27 | M28 – M48 |
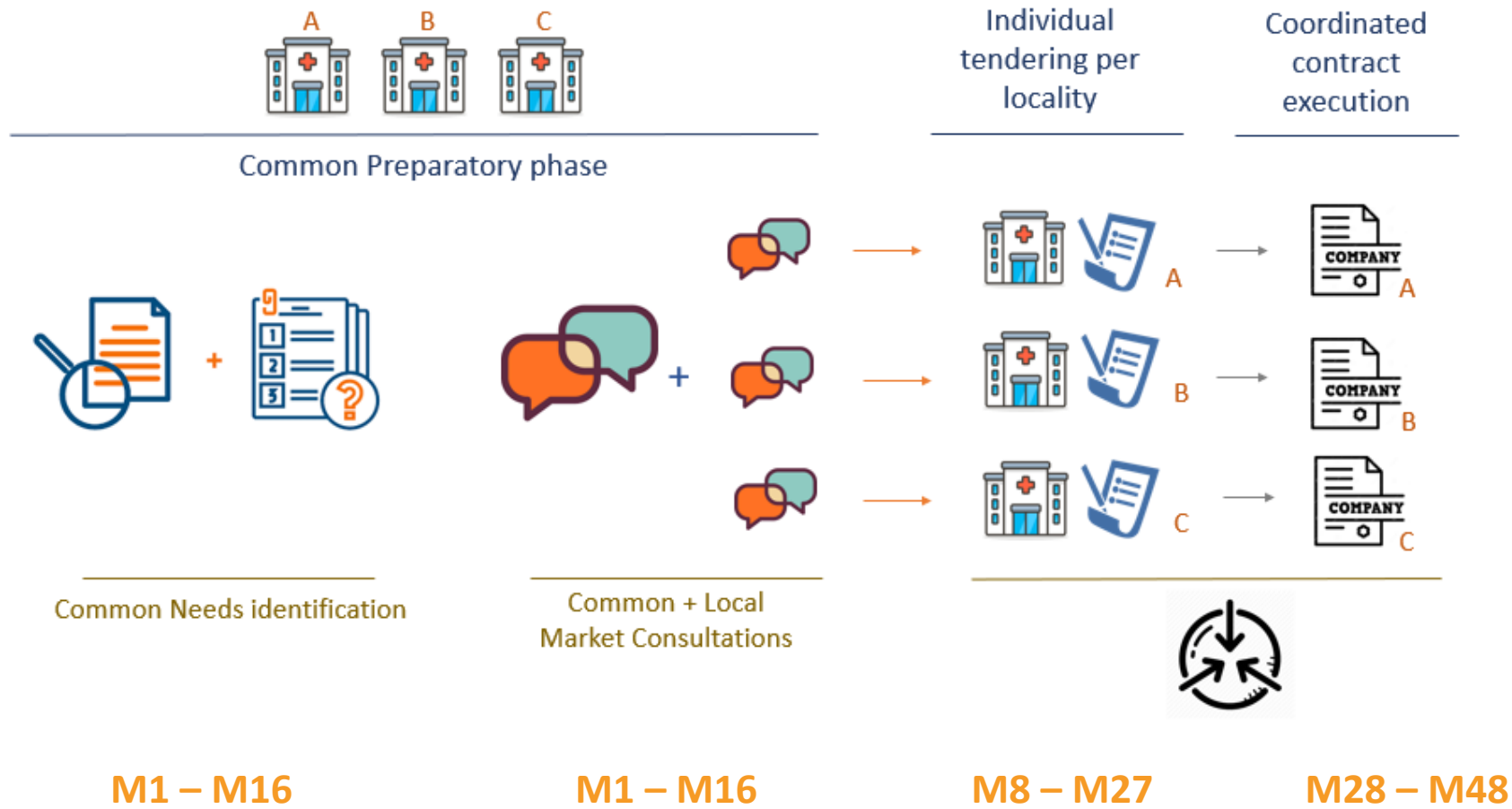
Focus Phase 1: Clinical demand definition

Task 1.1

Common needs identification

Regular and continuous need identification workshops with microbiologists, clinicians, infection control teams, hospital epidemiologists... from the buyers group.

The AMR topic is vast and impact many different practices and services in an hospital. **Important to identify on which specific AMR sub-topics (specific disease...)** we can have an important impact with our procurement.

Task 1.2

Reference Business Case description

To produce the RaDAR set of individual Business Cases that will identify the innovation-yielding components of the common challenge suitable to be sustainable, replicable and scalable.

Additionally, it will include the components that require a customization or adaptation according to the organizational contingencies that characterize each procurement organisation.

Task 1.3

External stakeholders' engagement

To gather the expertise from external stakeholders across Europe and worldwide (patients, caregivers, healthcare providers, health system, public health policy makers) with relevant knowledge on the field that will serve as key input for the common needs identification and the clinical demand definition.

Task 1.4

Clinical demand definition

To define a structured description of a set of requirements, specifications and pre-conditions that connote innovation, to fulfil the common unmet needs identified and to determine the number of solutions required for each type of hospital service and disease targeted.

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Focus Phase 2: Market Readiness Assessement

Task 2.1

Early market notification and market communications

Publication of an early first Prior Information Notice to the OJEU to provide an early warning of market consultation and procurement of a solution.

Creation of a communication platform (webpage) to provide a landing site for suppliers, other buyers and innovation networks interested in the project.

It carry all the relevant documents, FAQs about the process and project, and ensure that all suppliers have equal access to the opportunity.

Task 2.2

Technological state of the art analysis and Market Research

Literature research and analysis of the state of the art and the search of specialized public databases at a worldwide level as a key activity allowing for the scouting of research projects, solutions under development and technologies under testing, along with the technological readiness of such products in the areas of AMR prevention and detection.

Task 2.3

Market Sounding

A Market Sounding Prospectus (MSP) to set the outcomes required of RaDAR solutions, why a solution is needed, the scale of the potential market, list of relevant research projects and the outline procurement schedule.

Task 2.4

Open Market Consultation

Physical Open Market Events at national and pan-European level to facilitate dialogue with suppliers. Participatory events to provide opportunities for online networking and discussion.

This will be the **opportunity for the Buyers Group to challenge the Clinical need definition with the market.**

Focus Phase 3: The Collaborative procurement

Task 3.1

Collaborative procurement framework and strategy

Definition of all aspects of the procurement by the Buyers Group. For each part of the procurement several options will be considered and defined.

- Definition of the relevant procurement procedures
- Definition of the requirements: ethical, environmental, technical and functional,
- Definition of a common awarding procedure
- Definition of the different relevant tender rules (duration, modality to submit an offer,etc) and legal aspects of the contract

Task 3.2

Coordinated writing of the tender documents

Given that each procurer will launch its own Call for Tender (CfT), **each Tender document will contain a common part and an adapted part according to each local/national specificities**

Task 3.3

Coordinated publication of the Call for Tenders

Each procurer publish its individual Call for Tenders.

The date of publication of the Call for is the same for all the Buyers.

The duration of the Call for Tenders will be 2 months for all the tenders, this is at least the double of the minimum timing for a public tender. In this way, SMEs will have more time to prepare their offers and increase their chances to participate and be awarded.

TaskP 3.4

Coordinated evaluation of the offers, contract award and signature of the contract

Prior to the evaluation of the offers, **each procurer appoint a multidisciplinary team** composed of at least one AMR clinical/scientific expert, AMR technical expert, a procurement expert and a legal expert to perform the evaluation of the offers received to its tender.

Each procurer perform the evaluation of the offers based on the common evaluation process . The deadline to finalise the evaluation of the offers will be the same for all Buyers.

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Focus Phase 4: Coordinated contract execution

Task

Coordinated contract execution

The buyers group monitor and evaluate both the implementation and execution of RaDAR's Cross-border collaborative procurement of innovation procedures against the contract-monitoring framework

Regular meetings are organized in order to timely exchange potential difficulties occurring, good practices and impacts.

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Takeaway

Before taking the decision of doing a Joint Cross-Border Public Procurement, make sure that you effectively really need to do the tender together:

- *Are you buying a shared service(s) or product(s)?*

- *If not, are you buying the exact same product(s) or service(s)?*

- *Are you sure that there are companies that can support the large perimeter of the procurement (several organisation from different countries)?*

- *Are you sure that the security of supply will be ensured?*

- *Positive Costs vs. Benefits balance?*

If there is no specific obligations or clear benefits of doing a Joint Cross-Border Public Procurement, but there is still the necessity to collaborate at European level on this specific procurement, **an alternative option is the Collaborative Cross-Border Public procurement model**, with a common preparatory phase, individual tenders per locality and a coordinated contract execution phase.

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Thank you!