

EcoQUIP

Delivering Efficiency, Quality and Sustainability in Healthcare

1st EcoQUIP Workshop

Background Research on Priorities and Opportunities

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Purpose of the Workshop

How to Move from:

- Individual hospital ‘innovation procurement’ projects in different countries

TO

- Collaborative cross-border actions involving multiple hospitals/stakeholders
 - Leader—Led Collaborative Procurement Actions (6 hospitals)
 - Annual Innovation Procurement Foresight Workshops (until 2016), leading to:
 - Collaborative Innovation Procurement Actions
 - **Other Joint Actions?????**

Joint Action Plan

- How can European hospitals work together to effectively communicate their unmet needs to potential solutions providers?
- How can European hospitals be mobilised to become early adopters of new and emerging solutions?

Pre-Workshop Research

Provocation Paper

- Top-down analysis to identify important needs and potential areas for joint action
- Insights into some emerging solutions (EU R&D activities – FP7)

Stakeholder Survey

- Based on provocation paper
 - What are the most important unmet needs and under exploited solutions
- What are the barriers
- What actions would have the greatest impact on the barriers

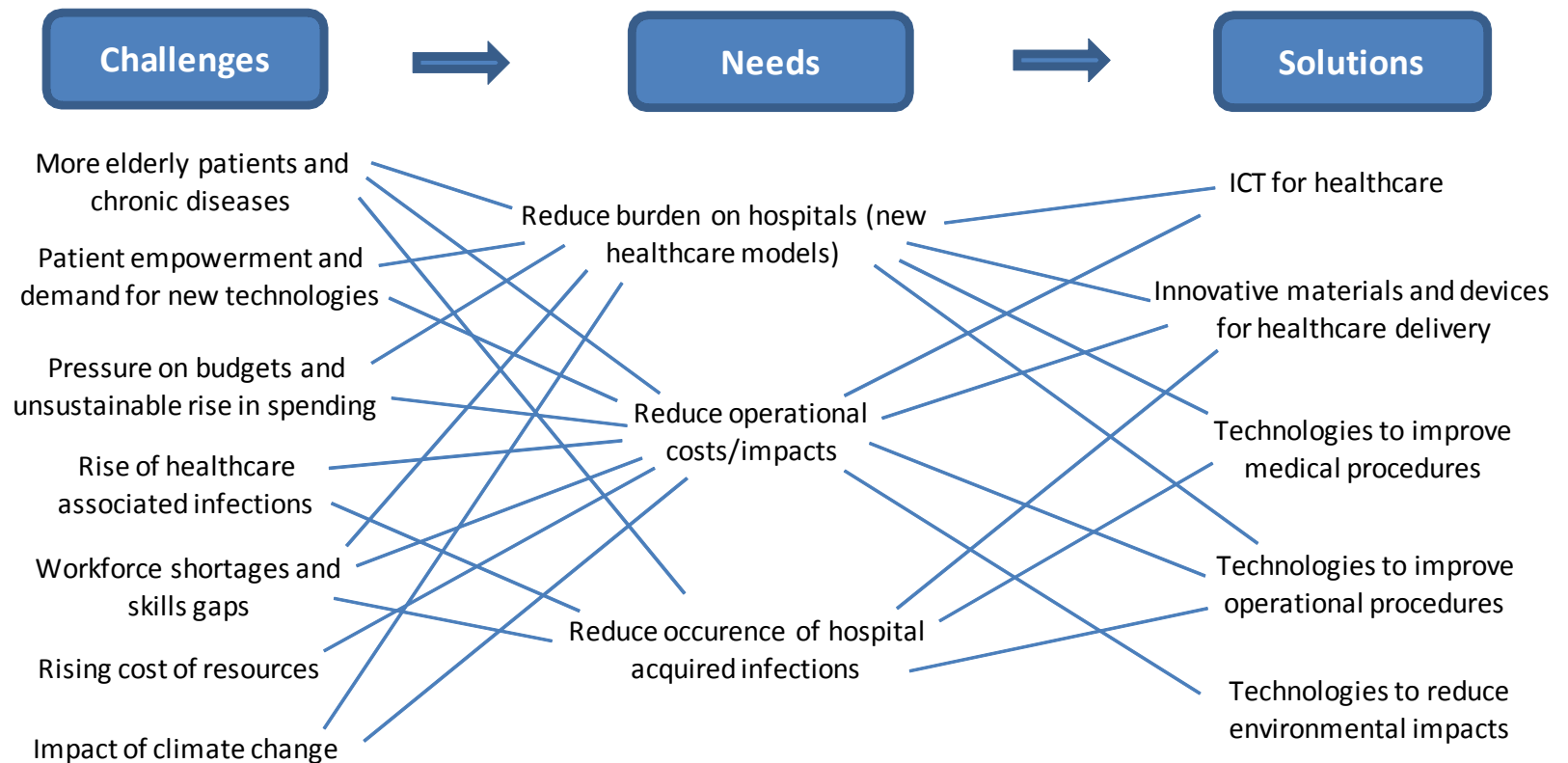
Joint Action Plan

- Initial ideas from virtual brainstorming (Expert Panel)
- Gaynor, Joram, Juan-Manuel, Marcin, Ville

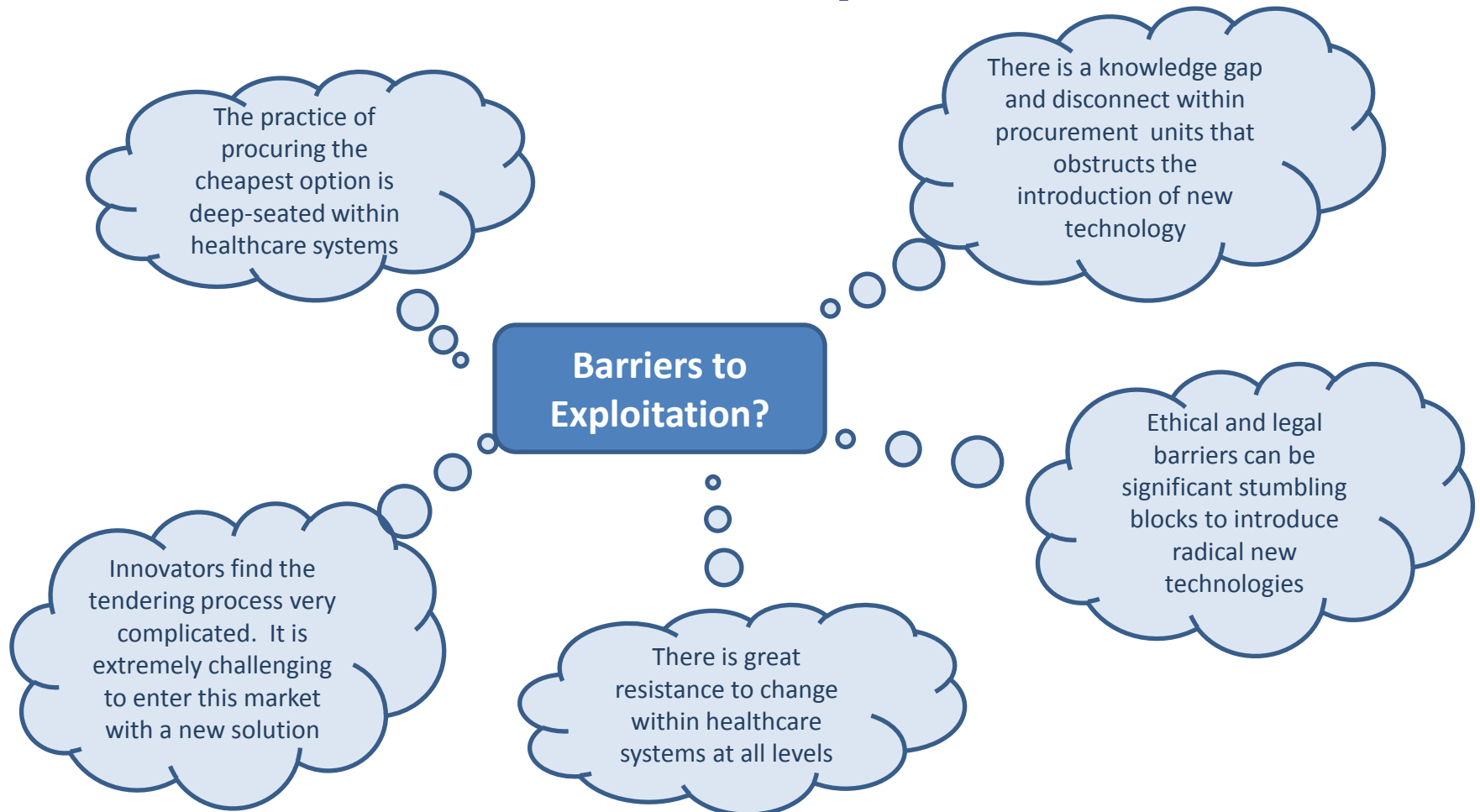
Funding Opportunities

- 1st PPI/PCP Calls of Horizon 2020
- Influence future PPI/PCP Calls of Horizon 2020

Provocation Paper



Feedback from FP7 Participants



Stakeholder Survey

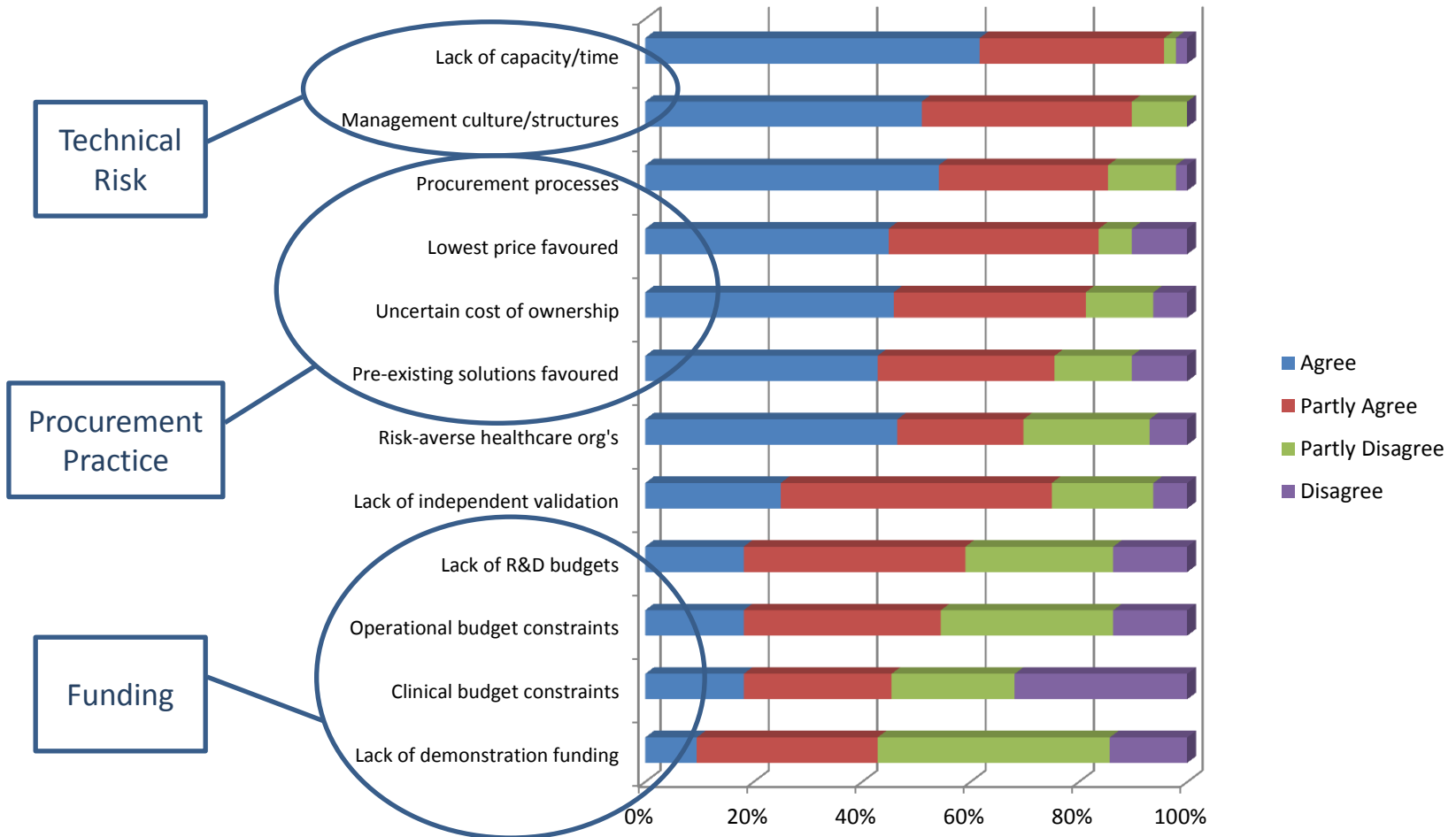
Questions

- Barriers
- Priority areas of need for new solutions
- Technology priorities
- Potential actions
 - *Demand Side*
 - *Supply Side*

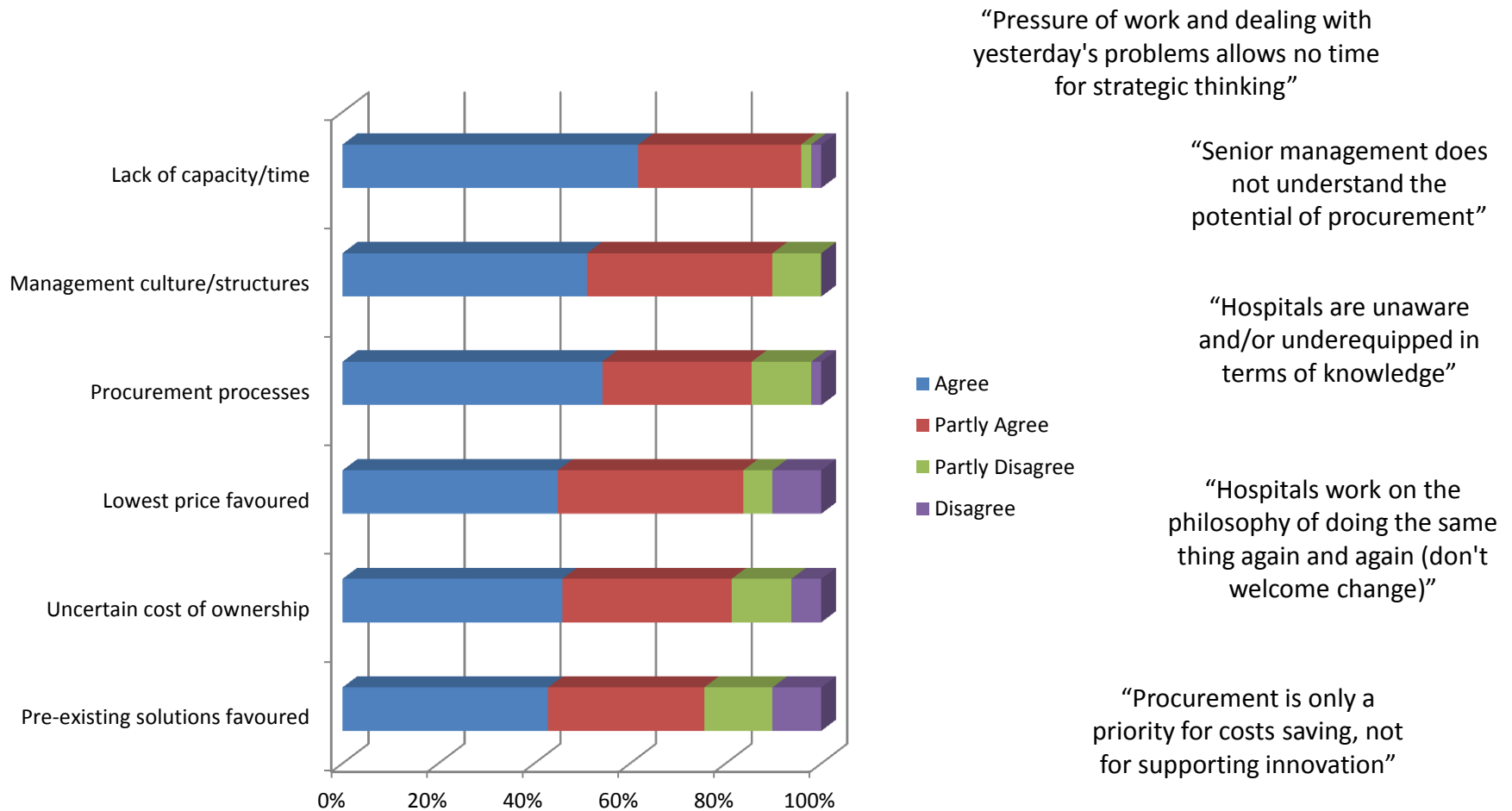
Statistics

- 50 completed questionnaires
 - *56% from healthcare organisations*
- 11 countries
 - *Denmark, France, Hungary, Italy, Netherlands, Norway, Poland, Spain, Sweden, USA, UK*

Stakeholder Survey (Barriers)



Stakeholder Survey (Top Six Barriers)



“Pressure of work and dealing with yesterday's problems allows no time for strategic thinking”

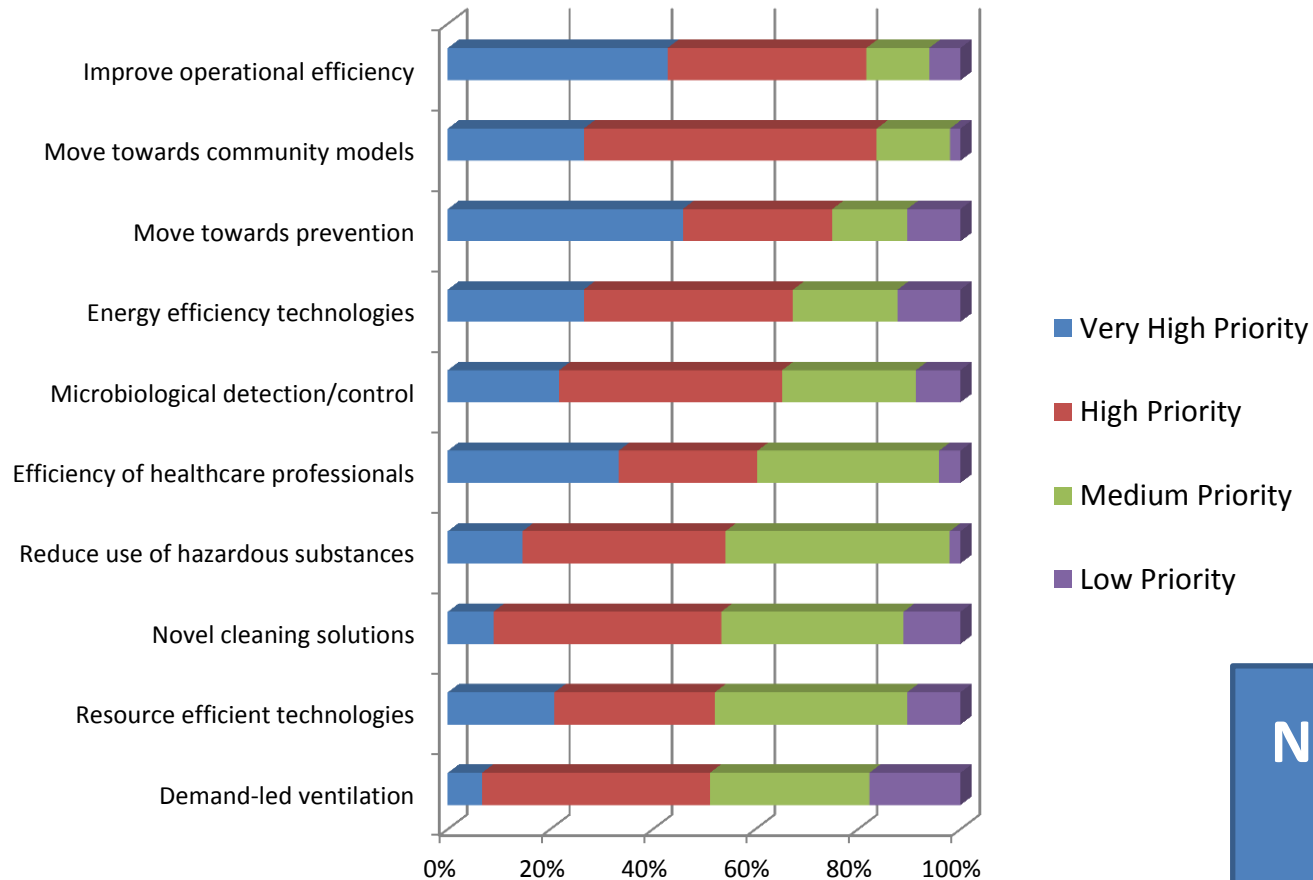
“Senior management does not understand the potential of procurement”

“Hospitals are unaware and/or underequipped in terms of knowledge”

“Hospitals work on the philosophy of doing the same thing again and again (don't welcome change)”

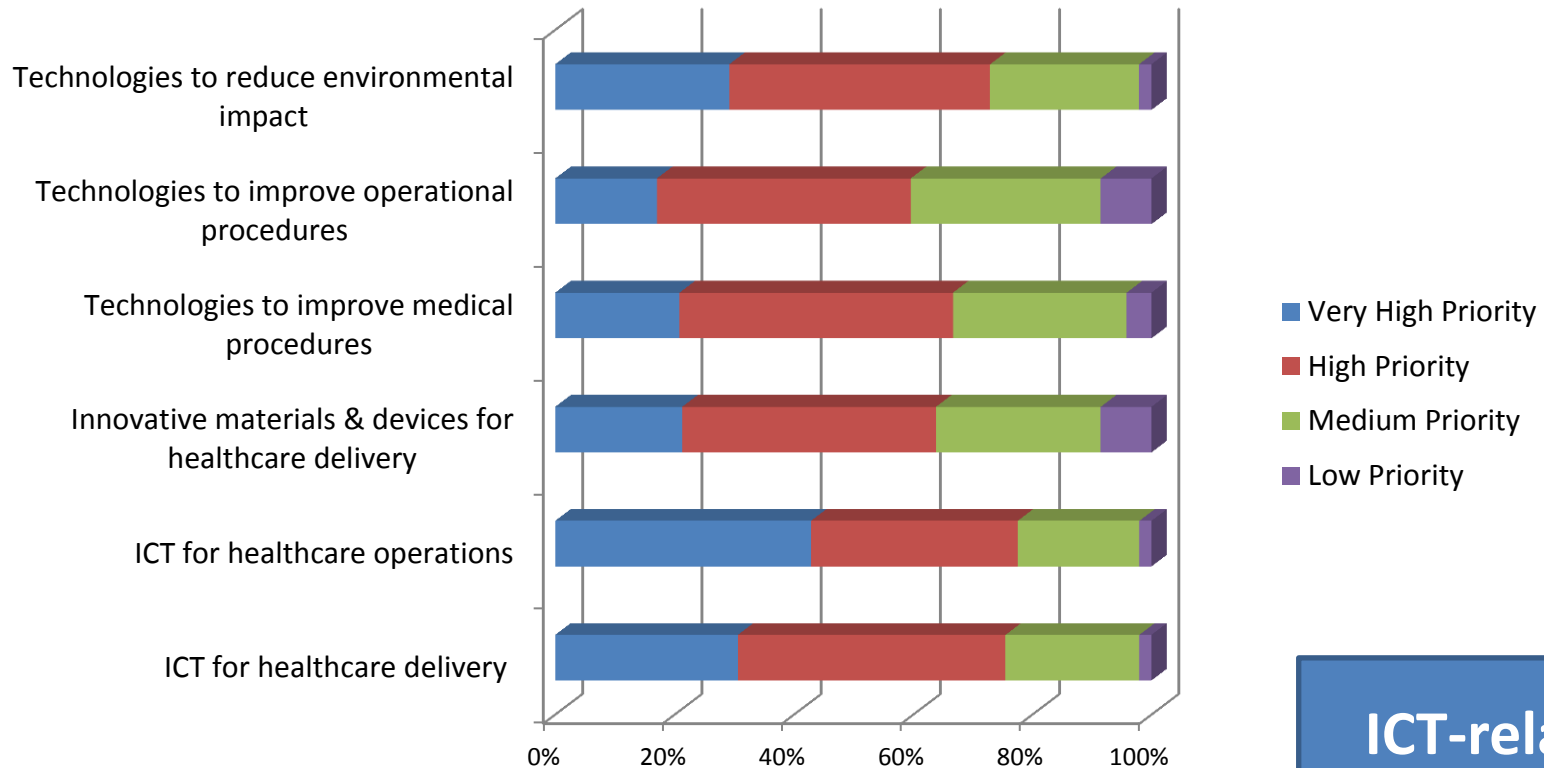
“Procurement is only a priority for costs saving, not for supporting innovation”

Stakeholder Survey (Unmet Needs)



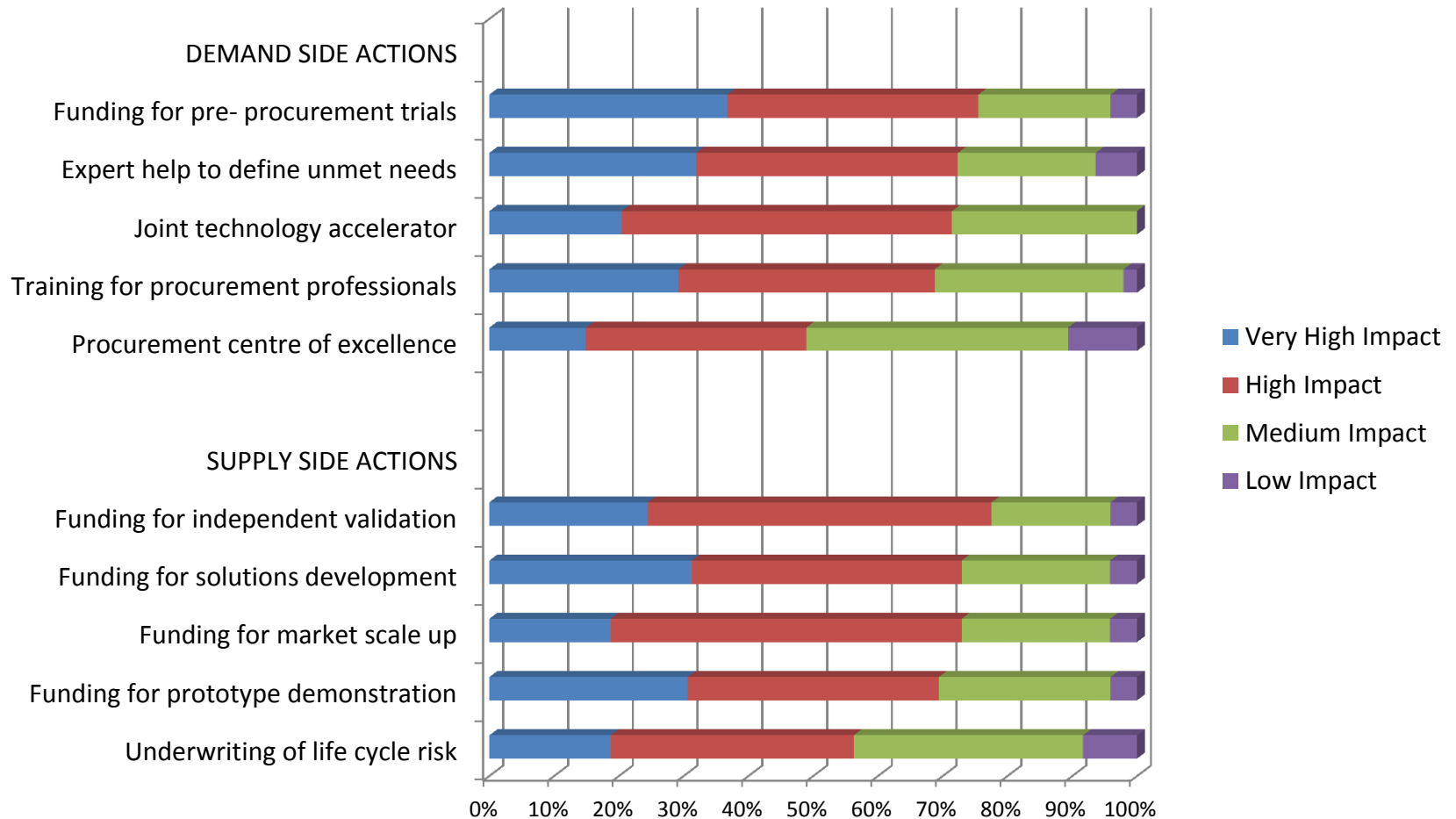
No particular theme dominating

Stakeholder Survey (Technology Priorities)

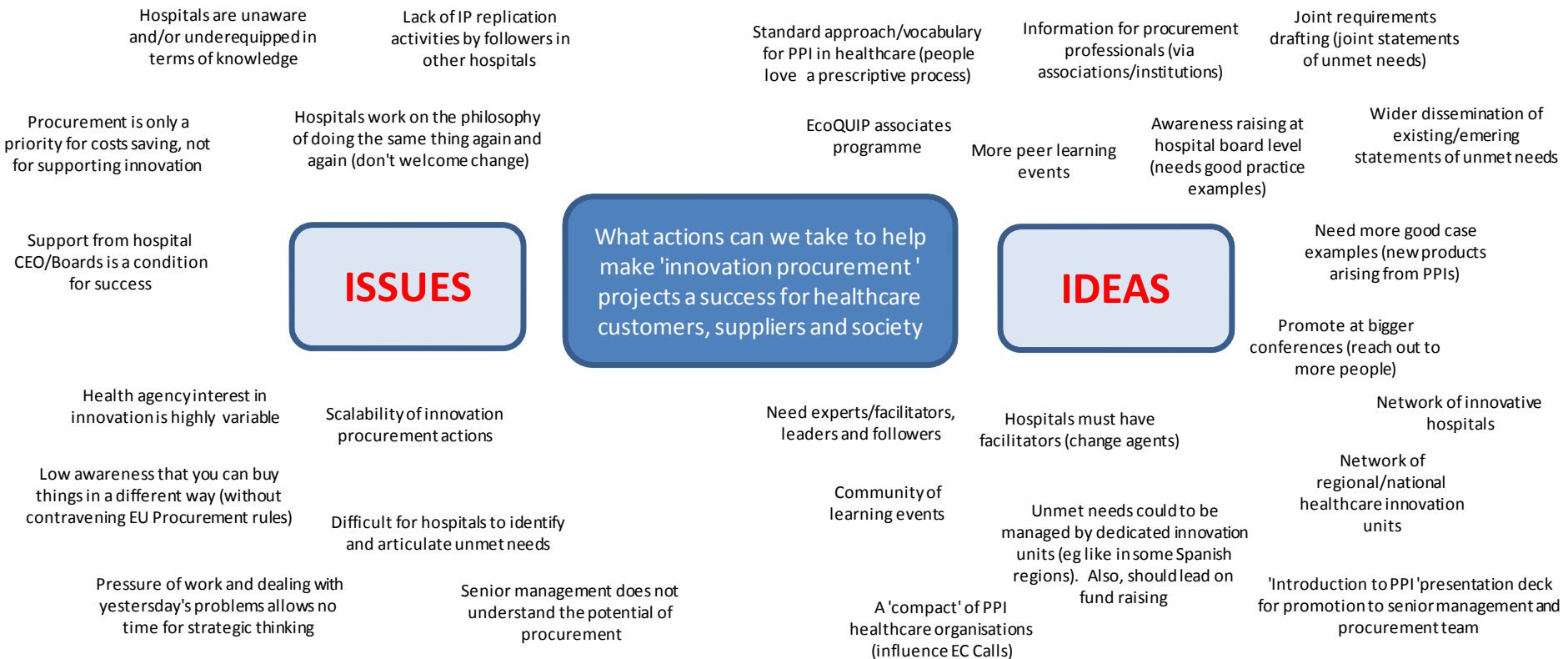


**ICT-related
seem higher
priority**

Stakeholder Survey (Potential Actions)



Joint Action Plan (Input from Expert Panel)



Funding Opportunities

Horizon 2020 (2014-2020)

- Research AND Innovation
- New instruments to support demand-led activities (PPI/PCP)
- Disappointing response to FP7 Pilot Calls

Regional/National Funding for some

- Some Spanish Regions are exploiting EU Structural Funds for PPI/PCP projects
- Tekes in Finland is launching a €60m Smart Procurement Programme
- UK and NL have supply-side support schemes (e.g Eykona example)
- **Others????**

PPI/PCP in Horizon 2020

Horizon 2020 (2014-2020)

- Public Procurement of Innovation (PPI)
 - No R&D – normal EU Procurement Rules apply
- Pre-Commercial Procurement (PCP)
 - Includes R&D (exemption under EU Procurement Rules)

Expected topics for 1st Calls (from January 2014)

- Robotics for Healthcare (Budget €4-6m)
- Bio-based Materials
- Smart Textiles
- ICT for Healthcare
- Innovative eHealth Services

Next Briefing

- 14-15 November, Krakow, Poland



Delivering Efficiency, Quality and Sustainability in Healthcare

Break-Out Groups

Break-Out Groups

- Discussion on Joint Actions
 - How can European hospitals work together to effectively communicate their unmet needs to potential solutions providers?
 - How can European hospitals be mobilised to become early adopters of new and emerging solutions?
- Members of the Expert Panel will Lead Discussion
 - Gaynor, Joram, Juan-Manuel, Marcin, Ville
 - Build on initial brainstorming of issues and ideas
 - Additional issues/ideas will be captured by note-takers
 - Followed by Panel Session to share main ideas from each break-out group
- Please join your pre-allocated Group