

EcoQUIP News

Delivering Efficiency, Quality and Sustainability in Healthcare

Issue 1 Summer 2013

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EcoQUIP news and updates

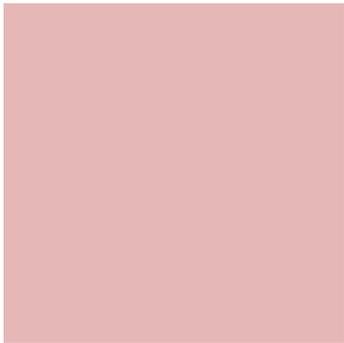
In a time of rapid change and escalating challenges the healthcare sector needs new solutions to deliver what is needed in a cost effective and timely way. This newsletter is the first of a series that will keep you up to date with how EcoQUIP will support and promote effective investment in healthcare facilities and services.

EcoQUIP's mission is to demonstrate how healthcare managers can deliver efficiency, quality and sustainability through the use of innovation procurement

NEWSFLASH ...get involved and have your say:

EcoQUIP Stakeholder Consultation and Workshop, 16th September 2013, Oxford, UK

Find out more on page 3



About EcoQUIP and innovation procurement

The goods and services you buy make healthcare facilities more efficient and enable their staff to do their jobs effectively.

The challenges that the healthcare sector will face over the coming decade will need new, better and more cost effective goods and services. This means that healthcare managers need to be pro-active managers of their supply chain to make sure that the goods and services they need are available and affordable.

The underlying aim of the EcoQUIP project is to create a network of 'innovation leaders' that will work together to improve the efficiency, quality and environmental sustainability of healthcare through innovation procurement.

“Unless the healthcare sector gets better at stimulating and enabling innovation in its supply chain it will simply not be equipped for the future”.

Why innovation procurement?

Healthcare organisations are for the most part unaware of the **benefits that a proactive approach to procurement** of innovative new solutions can bring. Instead, opportunities for step-change improvement are missed and problems remain unsolved.

Pilot innovation procurement projects have demonstrated the impact that innovation procurement can bring – better, more effective products that are affordable, cost effective and environmentally sustainable. Read the case studies at:

[InnovationProcurementCaseStudies](#)

“Patients and staff deserve the best that the supply chain can offer. Our hope is that healthcare leaders will recognize the role that innovation procurement could play in delivering better solutions”

You can become an EcoQUIP associate and learn more about how you can tap into the creativity of the supply chain by contacting the EcoQUIP team at info@ecoquip.eu.



EcoQUIP Innovation Procurement Consultation and 1st Innovation Procurement Workshop

Creating conditions for innovation in healthcare – EcoQUIP Stakeholder Consultation and Workshop

The Consultation

When the EcoQUIP team consulted stakeholders about the barriers to low carbon innovation in healthcare, what you said was that the main barrier was that procurement practices stifled innovation.

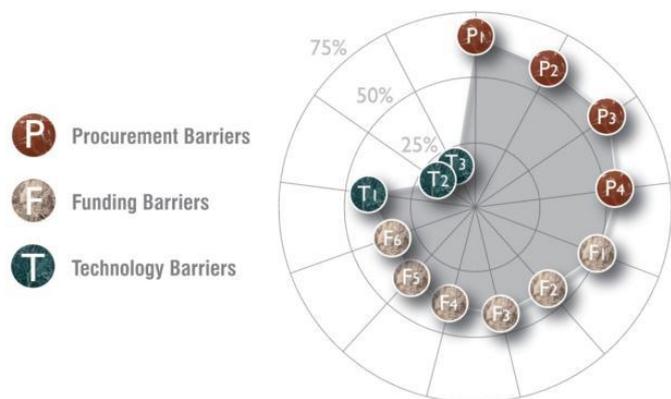
Several hospitals across Europe have now demonstrated that changing their approach to procurement leads to better and cost effective goods and services.

EcoQUIP are now launching a new consultation to find out how we can build on these success stories, improve the conditions for innovation in the healthcare sector and enable healthcare organisations to collaborate and access European Commission Grant funding.

The consultation will find out what the barriers are and identify how these can be overcome from the perspective of customers, suppliers and policy makers

The survey will only take a few minutes of your time, and it is your opportunity to provide some evidence that will contribute to the evidence base on the barriers to early adoption of new solutions that could improve the efficiency, quality and environmental sustainability of healthcare in Europe. It is aimed at innovative suppliers, healthcare organisations and the related R&D community.

Complete the survey by clicking [here](#).



The Workshop – 16 September, Oxford, UK

The workshop will bring together a group of healthcare providers that are ready, willing and able to participate in collaborative innovation procurement collaboration activities and create more demand for innovative solutions to healthcare challenges.

We will then look to work together to link with the EU Horizon 2020 Framework programme for research and innovation, which will offer grants for joint and demand-led public procurement of innovation. These are called Public Procurement of Innovation (PPI) and Pre-commercial Procurement (PCP) actions.



Bridge of Sighs, Oxford. © Wikimedia Commons (Tom Murphy VII)



Leader-led Project News: People Centred Low Carbon Catering

The **Rotherham NHS Foundation Trust** is using Forward Commitment Procurement – a proven innovation procurement approach developed in the UK – to take a strategic and progressive approach to delivering a new catering service. The opportunity for this fundamental re-think of its catering requirements is the conclusion of a 15-year catering contract.

Since the previous contract was agreed in 1999 much has changed in terms of health care provision and environmental and carbon reduction requirements. Today mealtimes and nutrition is seen as an integral part of patient care.

Similarly, new and emerging catering service models and innovative technologies promise benefits in terms of patient outcomes, efficiency, quality, sustainability and carbon reduction.

A cross-departmental team was brought together to determine the needs of patients, staff and visitors.

The Trust developed an outcome based requirement and then launched a market sounding exercise to test this requirement with the supply chain before embarking on the formal tender process. A well-attended market consultation workshop brought together a cross section of the supply chain in January 2013. The information gained during the market engagement process helped the Trust to develop a pro-innovation procurement strategy that is now being implemented.

“We are looking to deliver a progressive and forward thinking catering service that meets the needs of patients, visitors and staff”.

Donna Jones, Head of Facilities Services.

The Rotherham NHS Foundation Trust



“The Trust wish to procure a catering service for patients, staff, both from a clinical perspective and as consumers, and visitors that is people centred, environmentally sustainable and low carbon, and demonstrates whole-life cost savings.”

Extract from the Market Sounding Prospectus



Community of Learning Exchange in the UK: the Perspective from Poland

On 4th to 6th February 2013 representatives of Sucha Beskidzka Hospital and Wadowice Hospital visited United Kingdom as a part of the EcoQUIP learning exchange programme.

Sucha Beskidzka Hospital, as a leading Polish partner of the project, is currently preparing to conduct a Forward Commitment Procurement through which an innovative solution that meets the needs of the hospital can be purchased. The Project Coordinators have been busy creating a firm foundation for the project by meeting regularly with managers and staff and running workshops on the role of innovation procurement and the Forward Commitment Procurement methodology. The Community of Learning exchange visits have proved to be a most valuable mechanism for mutual learning and exchange and to build collaborative links with colleagues from other EU Member States.

The visitors from Sucha Beskidzka Hospital included the CEO, his Technical and Maintenance Assistant and External Funds Acquisition Assistant, an accountant and a PR manager and the group also included the Head of Procurement from EcoQUIP Associate Wadowice Hospital.

The purpose of the visit was to show how innovative solutions can lead to better outcomes and how innovation procurement can be used to simulate innovation in the supply chain.



Innovative energy solutions: Fuel Cell Combined Heat and Power plans and Wind Turbines

To find out more about new and emerging energy solutions the group visited the Hydrogen Office in Methil (Scotland). They were accompanied by EcoQUIP colleagues from The Department of Health, Nottingham University Hospitals and Zalaegerszeg Hospital (Hungary).

The group heard from Logan Energy about how Fuel Cell Combined Heat and Power Solutions can deliver resilient high efficiency heat and power to hospitals. They also heard from Gaia Wind – a company offering innovative wind turbines. The presentations and site visit aroused much interest and led to a discussion concerning the possibilities of adopting those innovative solutions.

The site visit enabled the group to see first hand a fuel cell installation and they were very impressed with its characteristics: high energy efficiency, low noise, low maintenance as well as its small size.

The main aim of the visit was to broaden our knowledge of innovative solutions and the way those solutions can be used in healthcare. The visit met that expectation. All our questions were answered.

*Monika Kubasiak –
CEO's Technical and
Maintenance
Assistant
in Sucha Beskidzka
Hospital*

It was shocking to learn how energy can be produced from hydrogen. Not to mention seeing how small fuel cell is and that its size does not jeopardize the amount of power it generates. That was incredible. I think it is an excellent solution and that there are many Polish institutions that would be interested in using it.

*Katarzyna Grzybczyk
– Head of
Procurement,
Wadowice Hospital*



I think there was no person amongst us who felt that the presented lighting solution was not very good. A patient, a visitor, a medical and nonmedical personnel would surely be happy with that solution. It is something to keep in mind when we are going to make a comprehensive modernization in the future.

Janusz Baczewski – CEO of Sucha Beskidzka Hospital



Community of Learning

Innovative lighting solution: The Future Ward Pod

A workshop in Manchester hosted by IMI (Integrated Medical Interiors) with the Rotherham NHS Foundation Trust enabled the visitors from Poland and Hungary to hear in-depth about the successful innovation procurement project undertaken by the Trust and to hear about the project from the perspective of the supplier.

IMI created an innovative refurbishment solution in response to an outcome based specification issued by the Rotherham NHS Foundation Trust in one of the Forward Commitment Procurement Pilot Projects.

The Trust identified that the outcomes they needed were 'a step-change in the patient experience' and 'a demonstrable step-change in energy efficiency'. The solution that was developed in response incorporates ultra-efficient lighting technology, maximizes access to natural light, high quality clinical lighting and creates a personal space for patients.

The group heard how in order to meet the hospital's expectations companies from various fields (including lighting, furniture

design, internal architecture) joined together to create an innovative 'Future Ward' solution.

What impressed the visitors most was that the cost of the IMI 'Future Ward Pod' solution was no higher than a traditional refurbishment and that there are significant cost savings in operation. This both inspired and encouraged them in the development of their own innovation procurement project.



You can find out more about the IMI Future Ward Pod by following this link to the full case study about [ultra efficient lighting](#) at the Rotherham NHS Foundation Trust.



EcoQUIP News:

1st European Forum for Public Procurement of Healthcare Innovation

EcoQUIP partners joined with the rapidly growing innovation procurement network at this event, 'Hospital purchasers: new stakeholders of European industrial innovation', held on 30th May 2013 in Paris. This Forum was the first to specifically bring together those involved in the healthcare sector (hospitals, enterprises, innovation agencies, R&D services etc.) who wanted to explore how innovation could drive better performance in healthcare systems.

Topics included:

- European policy in relation to the Research, Development and Innovation Horizon Programme 2020
- The theory and practicalities of procuring innovation
- Industry expectations
- Innovation funding
- User/supplier co-design
- Evaluation of innovation projects
- Using public procurement to boost industrial innovation
- Case studies from France, UK and the Netherlands

Gaynor Whyles, EcoQUIP Coordinator, was present to give Forum delegates insights into the implementation of innovation procurement projects and share experience gained from putting the principles of innovation procurement to work in a practical setting, as well as the lessons learned along the way. For more information about the presentations at this event click [here](#).

EcoQUIP Peer Learning Workshops

The EcoQUIP Coordination Team has hosted two Peer Learning Workshops in London (June 2012) and Rotherham (February 2013).

These workshops provide a focus for the transfer and sharing of know-how with the aim of creating a firm foundation for the development of collaborative innovation procurement initiatives.

The first workshop was 'getting to know each other and getting started' and the team had lively discussions about the underlying theory and practice of innovation procurement. They also heard about the success of innovation projects from colleagues from the UK and Netherlands.

The second workshop provided a timely opportunity to share progress and hold a frank discussion about the barriers and breakthroughs in developing an innovation procurement project. The group also began to explore the nature of collaborative procurement.

The next Peer learning workshop will be in Budapest in October 2013 and will be open to wider participation from Associate Hospitals.

Renewable Energy Guide for European Hospitals

The RES-HOSPITALS European project will shortly publish a 'Renewable Energy Guide for European Hospitals', aimed at hospital management and policy stakeholders.

This was partly inspired by some of the early EcoQUIP work on low carbon healthcare buildings and recognises that hospitals need to be more strategic when making decisions about future energy systems. The Guide is based on lessons learned from national pilots involving nearly 20 hospitals in seven European countries and evidence from a wider variety of case examples. The pilot projects have been developing investment plans to produce at least 50% of their energy needs from renewable sources by 2020 and also exploring options to become a zero carbon hospital in the longer term.

The new Guide will be available for download at www.res-hospitals.eu.



Get involved

If you work in healthcare procurement in any capacity, and you would like to know more about EcoQUIP, please find us at www.ecoquip.eu, or on Twitter @EcoQUIP.

You can email us via info@ecoquip.eu, or phone +44 191 3340366.

EcoQUIP consortium:

Coordinator: Department for Business, Innovation & Skills (England)

Partners:

Bologna University Hospital Authority - St. Orsola-Malpighi Polyclinic (Italy)

Erasmus University Medical Centre (Netherlands)

Nottingham University Hospitals NHS Trust (England)

Sucha Beskidzka Hospital (Poland)

Semmelweis University Health Services Management Training Centre (Hungary)

The Rotherham NHS Foundation Trust (England)

Department of Health (England)

European Health Property Network (EuHPN)

Health Care Without Harm (HCWH Europe)



Policlinico S.Orsola-Malpighi

