

# Ultra Low Carbon Energy Solution

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## An Innovation Procurement Case Study



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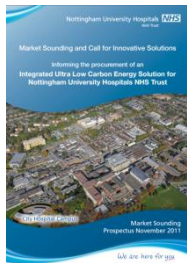
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# Project Overview

## 1. Unmet Need Identification



## 2. Supply Chain Engagement



## 3. Procurement Preparation

# Main Outcomes

- Major procurement of energy solution will be based on an outcome specification to be procured in 2016-17 and implemented in 2018-19.
- Supply chain recognition that NHS market is hungry for innovative technology.
  - Doosan Babcock (Fuel Cell manufacturer) is now part of the CEF framework 3.
- Innovation Procurement is being extended to new areas within the Trust.
  - 6 supply chain challenges for clinical environment.

# Key Lessons Learned

- Loss of leadership and big changes in operations can stall the project.
- The Supply Chain requires accurate information to allow for risk reduction.
- Long spanning projects can be impacted by new approval requirements outside the control of the organisation (TDA Guidelines)
- The procurement exercise needs to account for a long implementation plan.