



West Wales Open Market Consultation event

Wednesday, 7th June 2023, 10:00 – 11:00 BST



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the European Union**

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The UK participant in Horizon Europe Project DYNAMO is supported by UKRI grant number 10064147 (Hywel Dda University Health Board).

Presenters

Professor Chris
Hopkins



Professor Leighton
Phillips



Dr Rachel Gemine



Mrs Sarah Rees



Housekeeping rules



Recording

This session will be entirely recorded and published on the Dynamo channels.



Questions

Feel free to post your questions in the zoom chat



Microphone

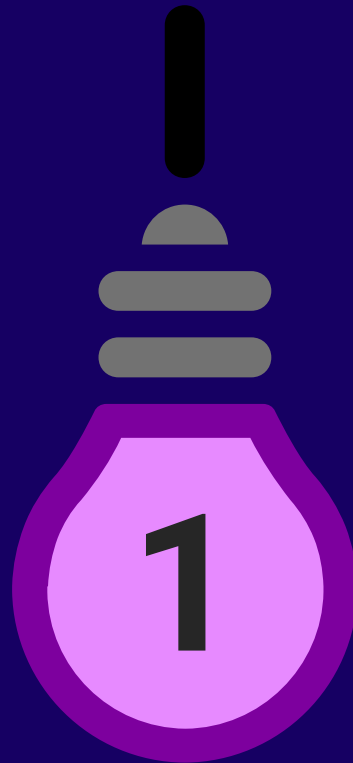
All participants must be muted when not presenting to avoid noises



Intervention

If you have any comments or questions, please use the chat box, so we can keep the questions registered to use them afterwards.

Objectives



Introduce the
Dynamo project and
the Call for Tenders



Explain the Pre-
Commercial
Procurement (PCP)
mechanism

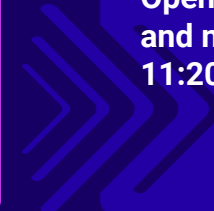
West Wales OMC agenda



01

Block 1: Main challenges and scope


10:00 – 10:05: Welcome. Prof Chris Hopkins
10:05 – 10:15 Introduction to Dynamo. Prof Leighton Phillips
10:15 – 10:40: Dynamo challenges and scope. Dr Rachel Gemine
10:40 – 11:00: Q&A



02

Block 2: DYNAMO PCP next steps

11:00 – 11:10: Dynamo PCP phases and tender process. Sarah Rees
11:10 – 11:20: Dynamo Open Market Consultation and next steps. Sarah Rees
11:20 – 11:30: Q&A





Dynamo in brief

Professor Leighton
Phillips

The challenge

The problem

- Threats to health systems exist (pandemics, natural disasters or economic crises)
- Lack of instruments to develop and communicate coordinated response processes available (multi-disciplinary care pathways for crisis times)



What is needed

- Lean and powerful solutions that enable IT platform-independent planning of crisis care pathways
- Strategic planning tools able to effectively guide a non or partially automated implementation across different health sectors and adjacent public service domains.

The solution

- Dynamo brings together procurers from Italy, Portugal, Spain and Greece
- Funded by the EU, they will jointly tender for the development of a planning tool that supports the adaptation of existing health and care services.

The method

- The PCP, as a multi-staged process, will serve to evaluate incoming offers according to pre-defined criteria and select suitable vendors.
- In the final project phase, a fully functional prototype will be tested, assuming selected "high pressure scenarios" that severely affect existing health and care services.

Dynamo procurers



Attica

Periferia Attikis



Catalonia

AQuAS (Agència de qualitat i avaluació sanitàries de Catalunya).



Treviso

ISRAA (Istituto per servizi di ricovero e assistenza agli anziani).



Amadora

SCMA (Irmandade da santa casa da misericórdia da amadora IPSS).

Associated procurer



West Wales

Hywel Dda University Local Health Board



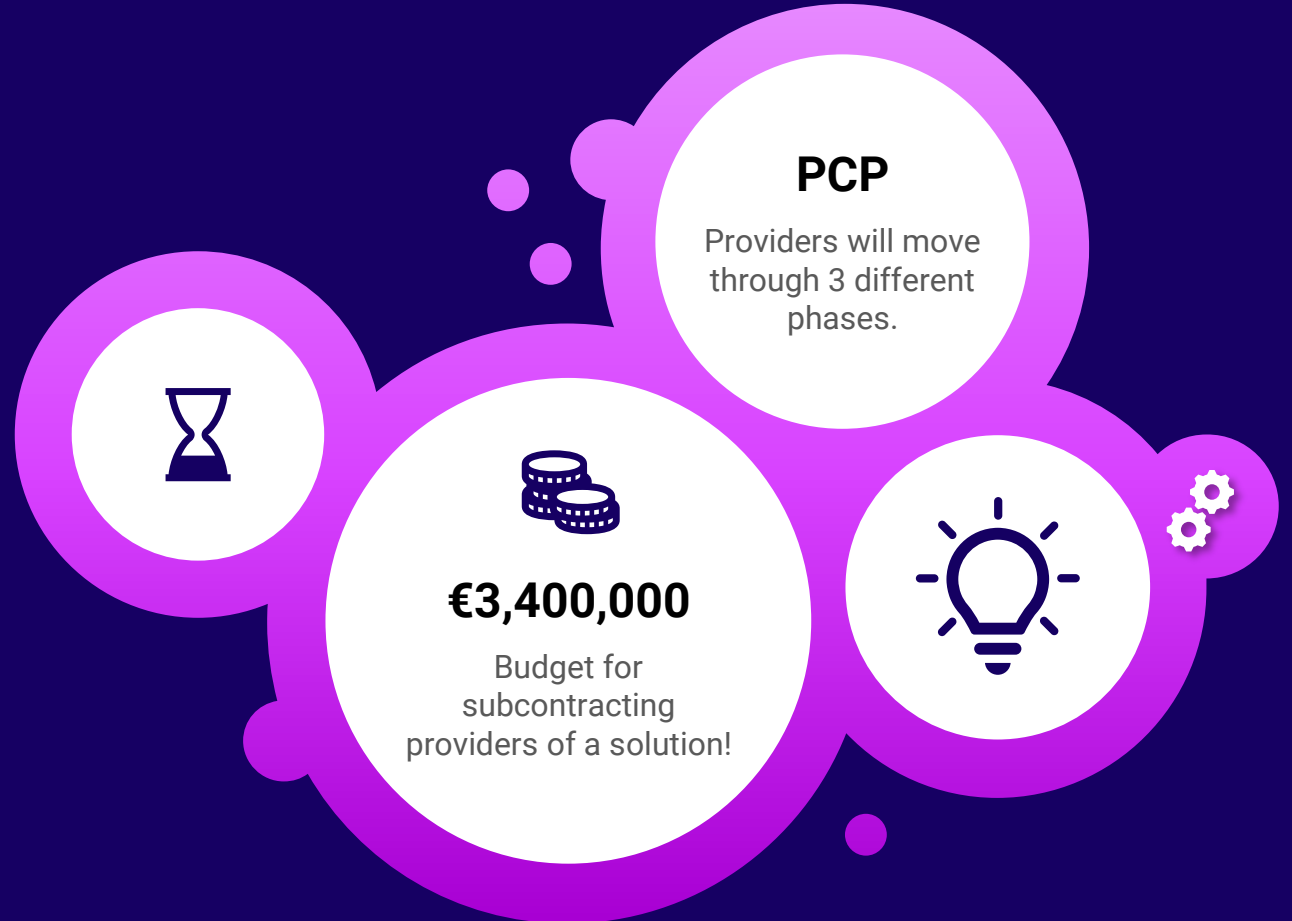
Dynamo budget and procurement

How we want to solve the problem?

Dynamo PCP has a budget of up to €3,400,000 to distribute among applicants that respond to the challenge by developing solutions.

The applicants will move through three phases:

- Phase I: Solution design (15% of budget)
- Phase II: Prototype development (35% of budget)
- Phase III: Testing of pilot systems (50% of budget).

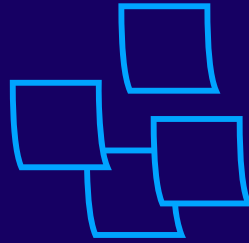




Block 1: Dynamo challenges and scope

Dr Rachel Gemine

Aim of the procurement



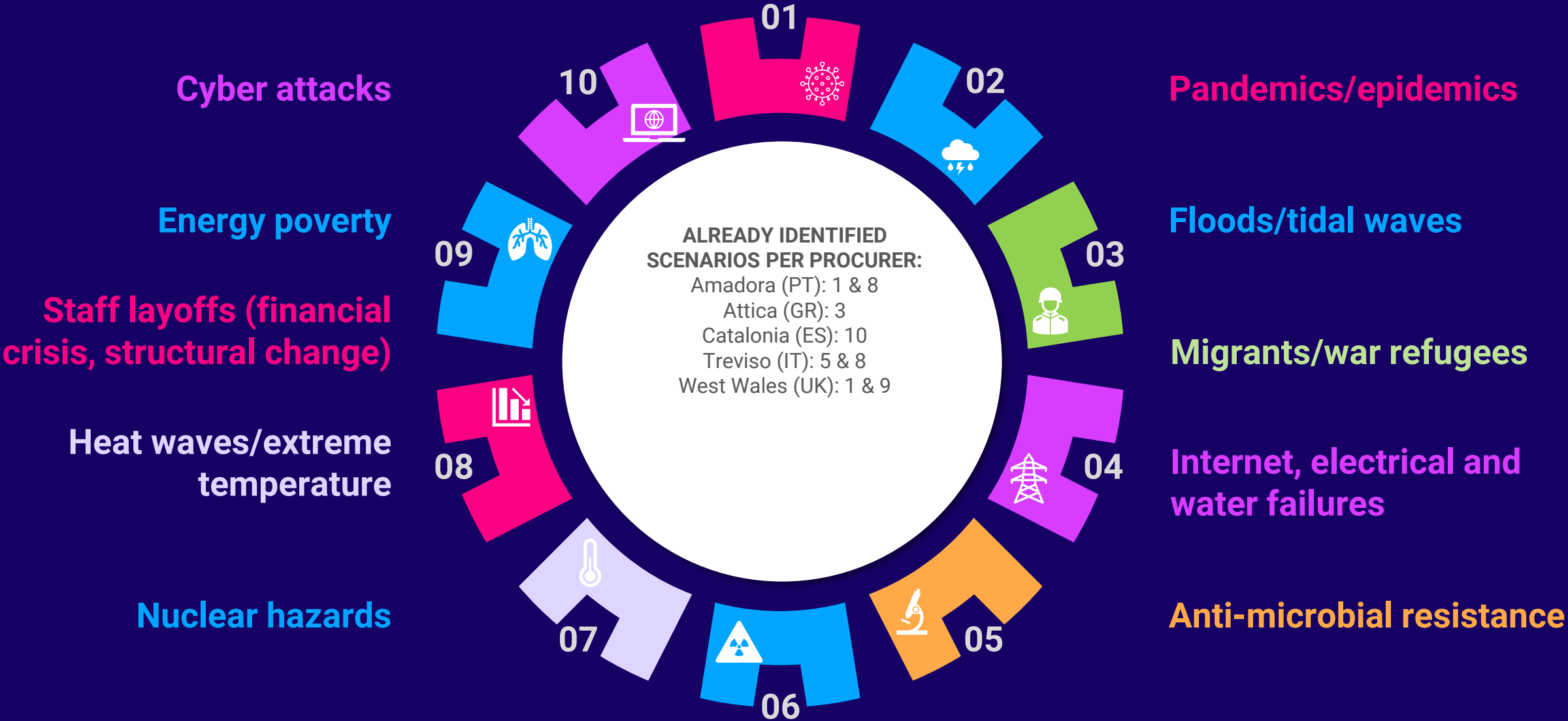
Addressing unmet needs

- Disruptive threats to health systems which lead to profound implications
- Multidisciplinary care pathways.
- Enabling of IT platform-independent solutions for disruptive care situations.
- Strategic planning tool across different health and adjacent sectors.

Bring solutions to the reality

- Procurers from different European regions.
- Funded with the support of the EU and UKRI
- Multi-staged process for developing a tailor-made solution.
- Real-environment testing of the solutions in project latest stage.

High-pressure scenarios



Current Situation and state of the art

To date the sites have been mapping:

- Current pathways and how crisis is responded to and managed
- Needs, challenges and perceptions to enhance stronger and powerful responses to increase emergency preparedness and better responses
- Explored perceptions and expectations on novel dynamic pathways to deal with increasing Global Health Crisis
- Reviewed integration of cross-sectoral data to accurately forecast outcomes and impacts of alternative pathway configurations
- Understanding task planning and skills matching in times of crises

Pandemic

- Rapid response to crisis
- Plan for short term and long term
- Manage health and social care conditions outside of the direct pandemic
- Consider staff shortages and skill sets



Energy Poverty

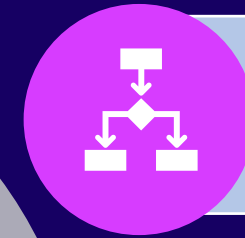
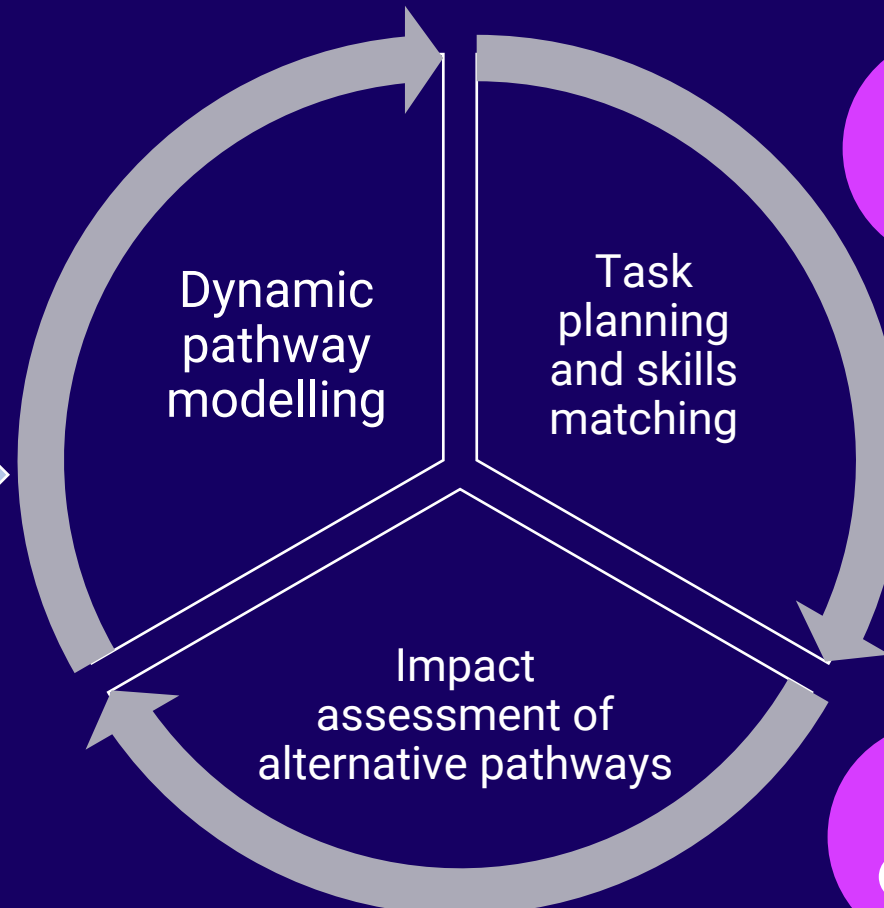
- Impact on health and social care
- Additional pressures on system
- Additional pressure on staff
- Plan for short term and long term
- Prioritisation of resources



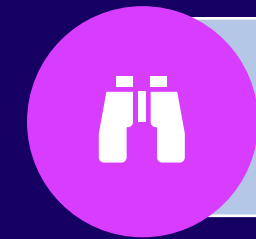
Will there be a real benefit ?

Systemic Threats

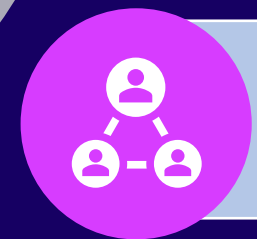
- Propagated epidemic
- High service demand by migrants / refugees
- Increasing anti-microbial resistance
- Heat waves
- Staff layoffs (e.g. caused by structural staff shrinkage)
- Energy poverty inducing respiratory illness
- Cyber attacks
- ...



Efficiently adapt service delivery processes to shocks and structural changes



Forecast outcomes and impacts of alternative pathway configurations



Facilitate task planning and skills matching in times of crisis

Building blocks

**MULTI-DISCIPLINARY CARE
PATHWAYS DESIGN (FIT FOR
CRISIS SITUATIONS)**

**EX-ANTE IMPACT ASSESSMENT AT
PATHWAY PLANNING STAGE**

**TASK PLANNING AND SKILLS
MATCHING**

Building blocks

MULTI-DISCIPLINARY CARE PATHWAYS DESIGN (FIT FOR CRISIS SITUATIONS)

One building block envisages the enabling of pathway planning and design across various organisations and settings, which can deal with multiple, varied system threats.

- Multi-disciplinary care pathways which are platform independent.
- Rapid response and increased preparedness.
- Dynamic and shareable pathway modelling.

Building blocks

EX-ANTE IMPACT ASSESSMENT AT PATHWAY PLANNING STAGE

Second building block is expected to enable ex-ante impact assessment that includes relevant parameters and is suitable for situations where health system functions are threatened.

- Alternative crisis-related care pathways.
- Integration with existing health IT infrastructures.
- Consider data points for parameters (regular capacities, and additional resources).
- Consider surge onset/duration and special supply need.
- Allow ethical triage.
- Consider context data for region/nation.
- Couple data mining capabilities.
- Pursue different levels of interoperability.
- Allow effective data management.

Building blocks

TASK PLANNING AND SKILLS MATCHING

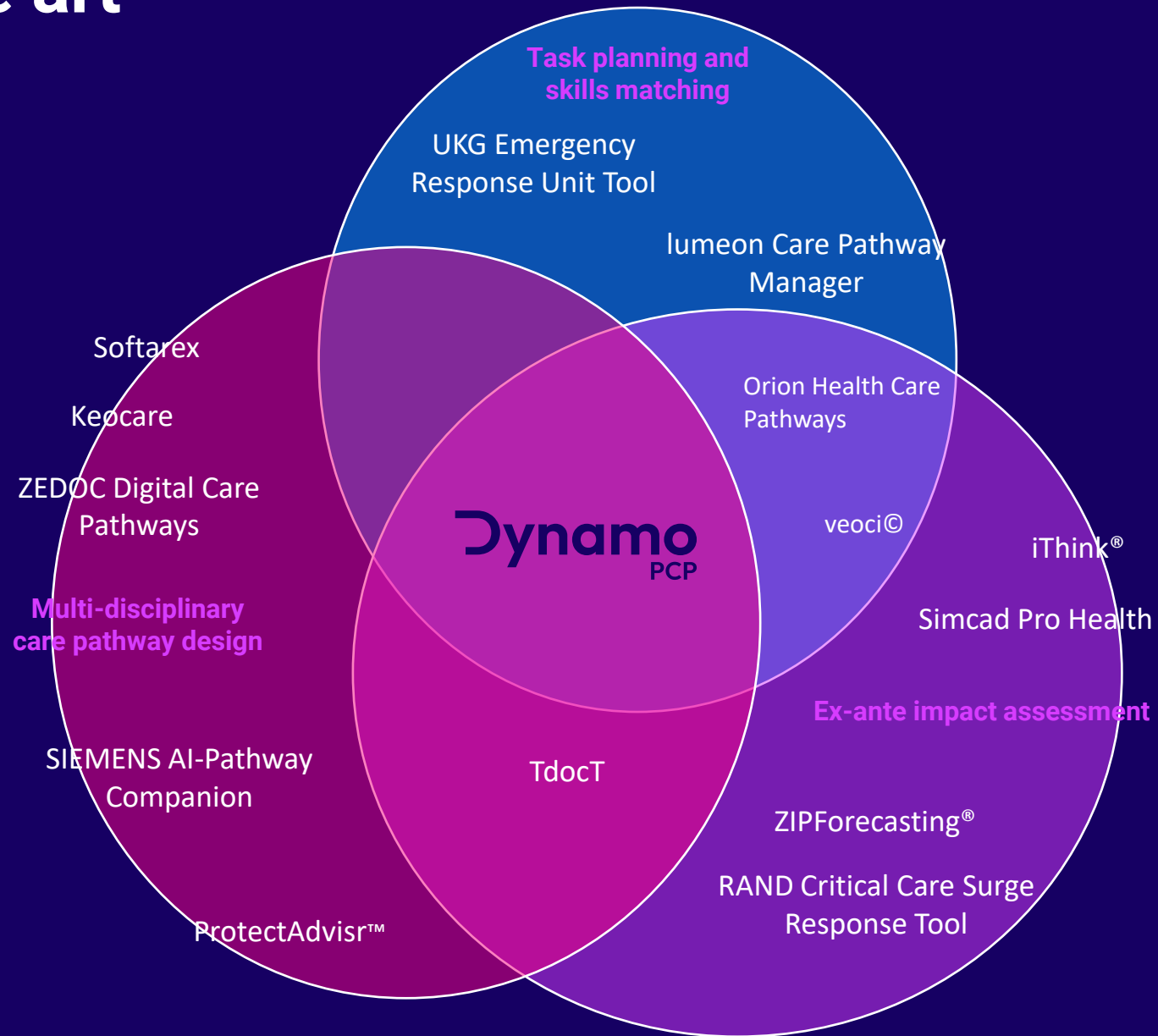
Third building block is expected to enable task-based staff planning and skills matching that is appropriate for health system.

- Model care pathways around task allocations.
- Design a standard catalogue of tasks (skills of different professional groups).
- Skills inventory of relevant staff categories.
- Mechanisms for task shifting and staff pool mapping.
- Ad hoc care skills alert.

Solution target end-users



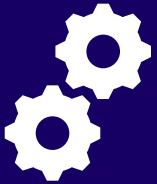
State of the art



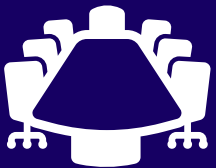
Towards a common specification of needs!



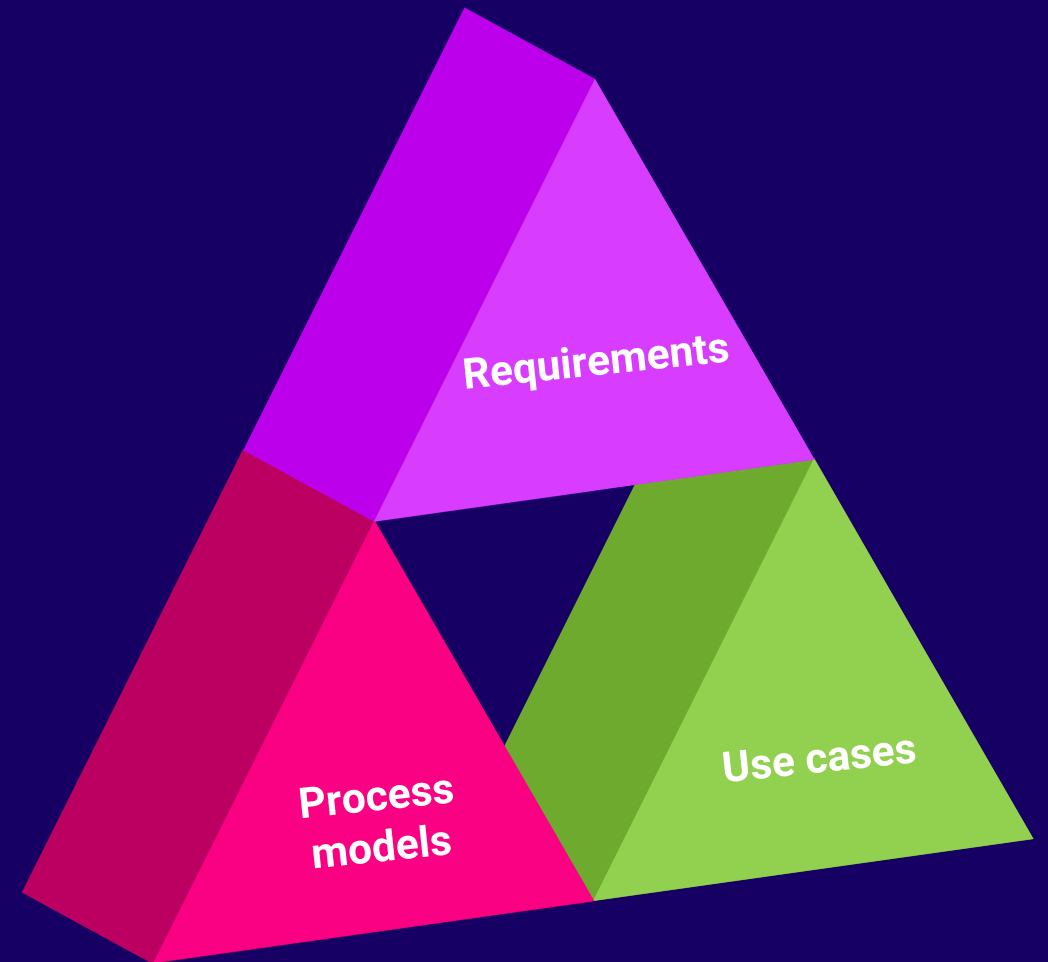
Dynamo procurers



Supporting partners



Advisory board





Q&A

Professor Chris
Hopkins



Mrs Sarah Rees

Block 2:

- Phases and tender process**
- Dynamo OMC and next steps**

Benefits of PCP



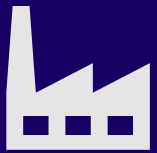
Taxpayers

- More resilient health services in emerging crisis situations;
- Access to better healthcare and social services;
- More innovative and globally competitive society;
- Attractive for foreign investment;
- Increased employment demand.



Procurers

- Solutions tailored to public needs.
- Increased quality of services.
- Knowledge about pros/cons of alternative solutions.
- Procurers get to select the best options.



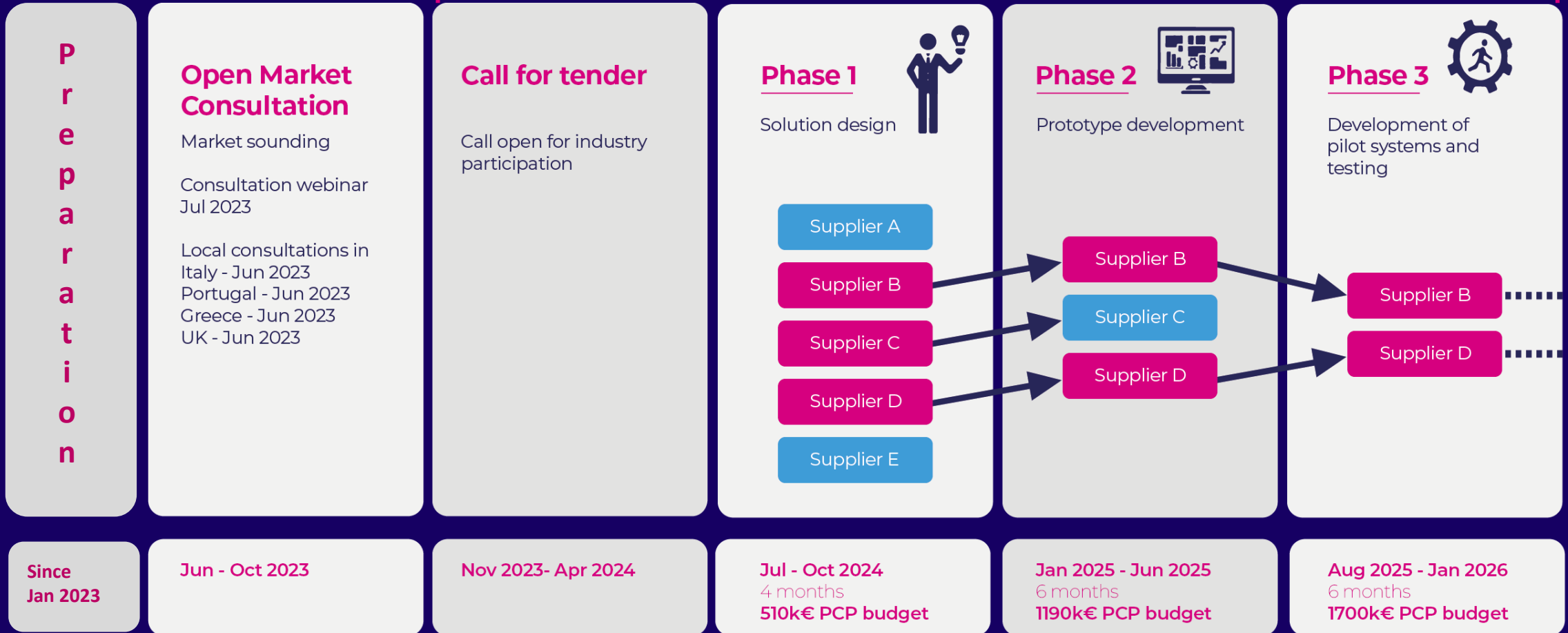
Suppliers

- Opportunities to gain leadership in a sector or to enter new markets;
- Retention of IPR ownership;
- Testing under real world conditions
- Shortening time-to-market process for solutions.

**A WIN-WIN FOR
EVERYONE!**

Overview of PCP process

Pre-Commercial Procurement



Phase I – Solution design

Concept design, solution architecture and technical specifications based on procurers' requirements, use cases and process models.



Suppliers

- 6 suppliers to be awarded
- Budget per supplier: €85,000



Expected output

- Detailed report describing the solution and a detailed plan for the prototyping and testing activities.
- Pathway design and assessment tool: Concepts + Full architecture
- User training tutorial & training cases: Concepts.



Phase characteristics

- Starting: July 2024
- Ending: October 2024
- Duration: 4 months
- Total budget: €510,000

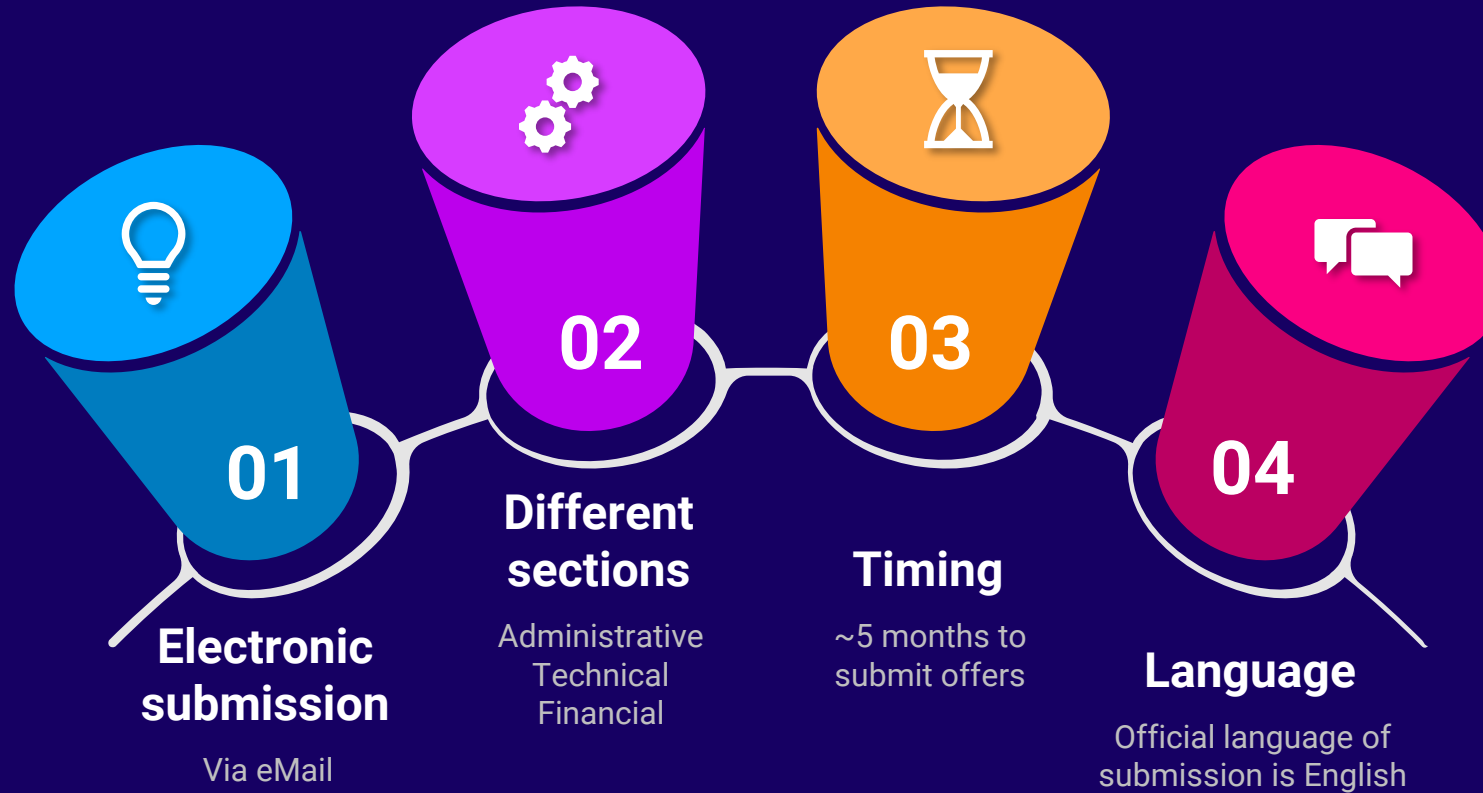
Phase II – Prototype development

Development of prototype systems in two iterations.

Phase III – Develop of pilot systems and testing

Final development and testing of a limited volume of services in real world conditions.

Tendering process: Submission of tenders



Tendering process: Eligibility and evaluation criteria

01

Typology

Open to all type of operators, regardless of their size or governance structure.

02

Number

Single entity or joint tender offer, it does not matter if the proposal covers all the requirements.

03

OMC

OMC participation is voluntary, it is not a condition for submitting a tender.

04

Ratios

Applications will be selected based on a quality-price ratio, focusing on quality.

05

Criteria

Exclusion, selection, compliance and award criteria are **yet to be developed**.

Tendering process: Beyond quality / price

01

Criteria



How to find a fair criteria when deciding the best solution?

02

Population health



If population health goes beyond cost-effectiveness, shouldn't we find a tailored criteria as well?

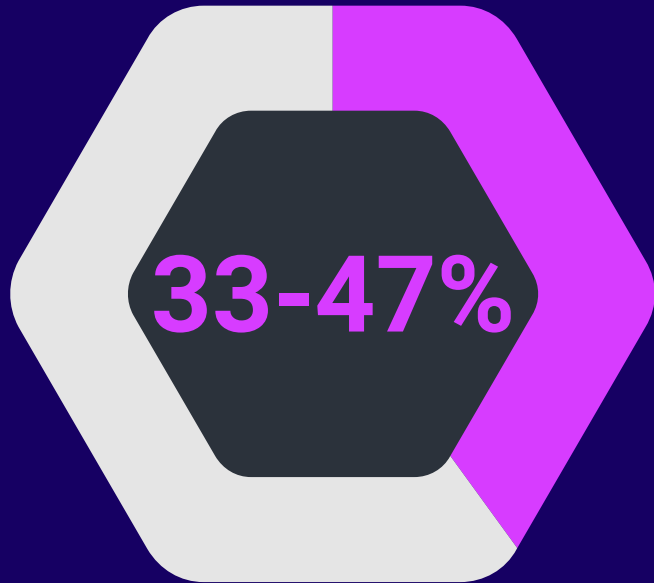
03

Cost

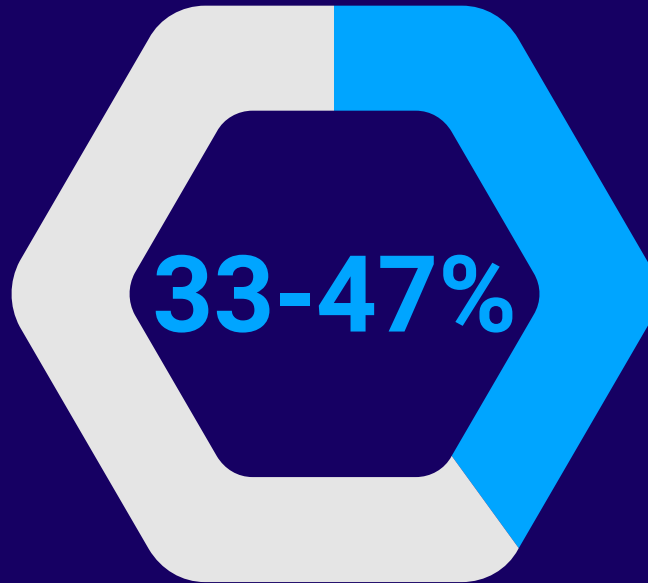


Cost shouldn't be a burden for innovation. It will be based on real-life estimations, not on development cost. Its relevance will increase as phases move forward.

Tendering process: Dynamo triple aim



Population health



Process fit



Cost

Tendering process: Contract, monitoring and payments

Contracting

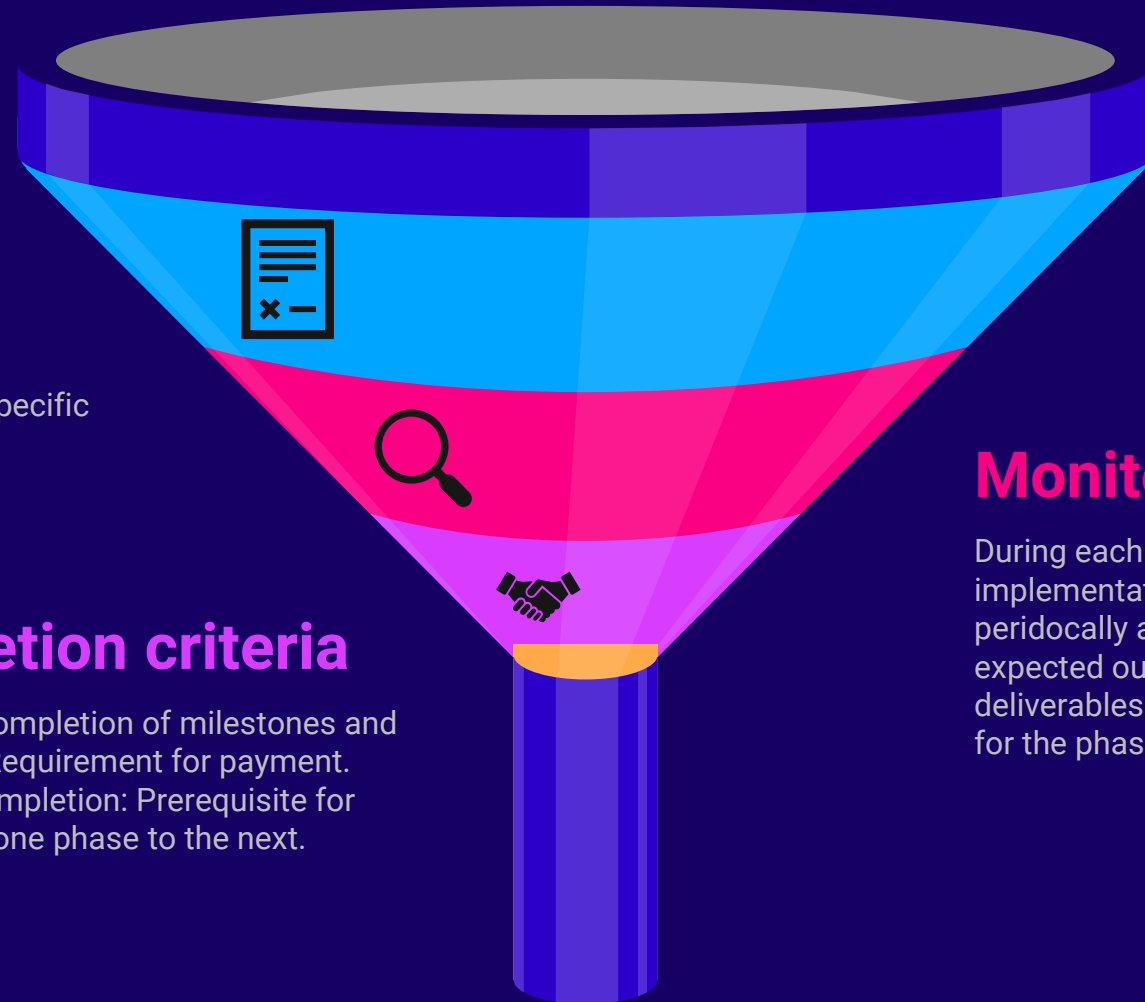
Framework agreement with specific contracts in each phase.

Completion criteria

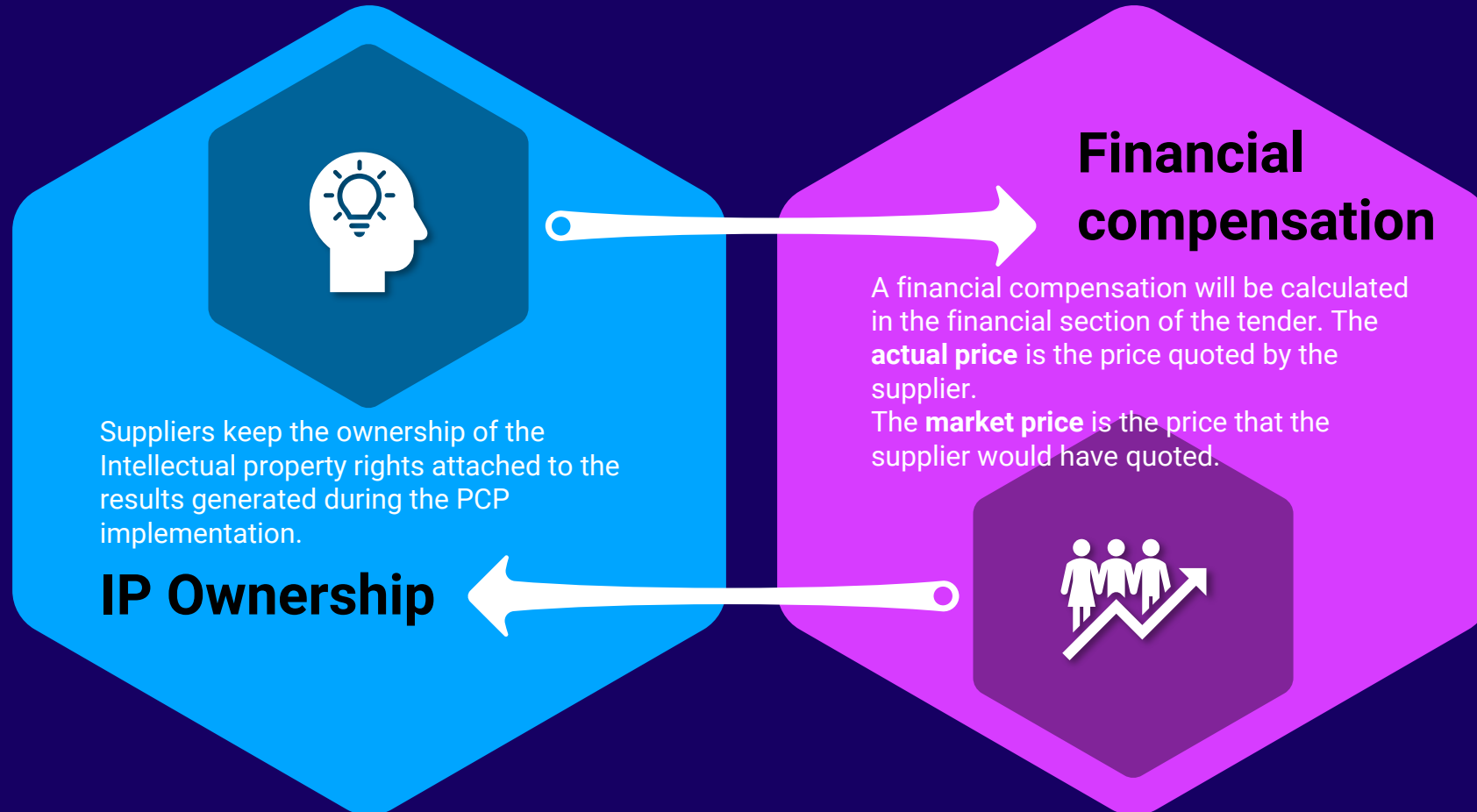
Satisfactory completion of milestones and deliverables: Requirement for payment.
Successful completion: Prerequisite for passing from one phase to the next.

Monitoring

During each phase, contract implementation will be monitored periodically and reviewed against the expected outcomes (milestones, deliverables and outputs or results) for the phases.



Tendering process: Intellectual property rights

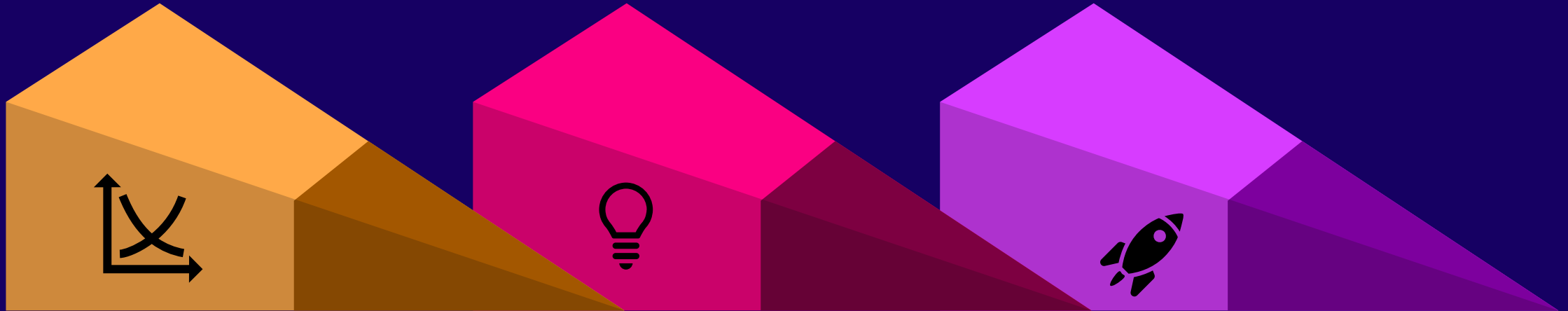




Q&A

Professor Chris
Hopkins

Purpose of the Open Market Consultation



Market perspective

The OMC aims to bring the market perspective to a procurement process.

Tendering approach

It helps the procurers to prepare an effective pro-innovation tendering approach.

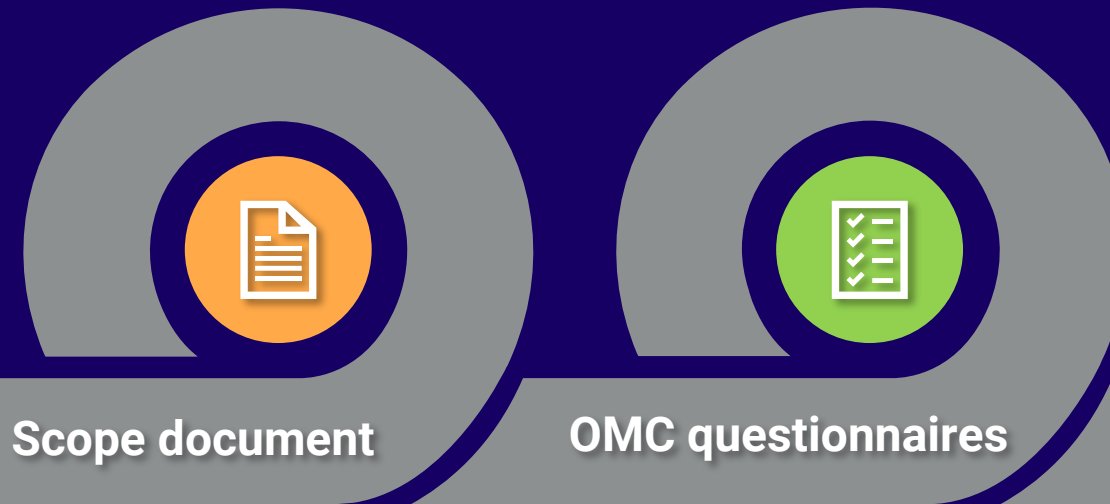
Suppliers' preparation

It enables the suppliers to work in advance and prepare competitive offers.

Open Market Consultation activities

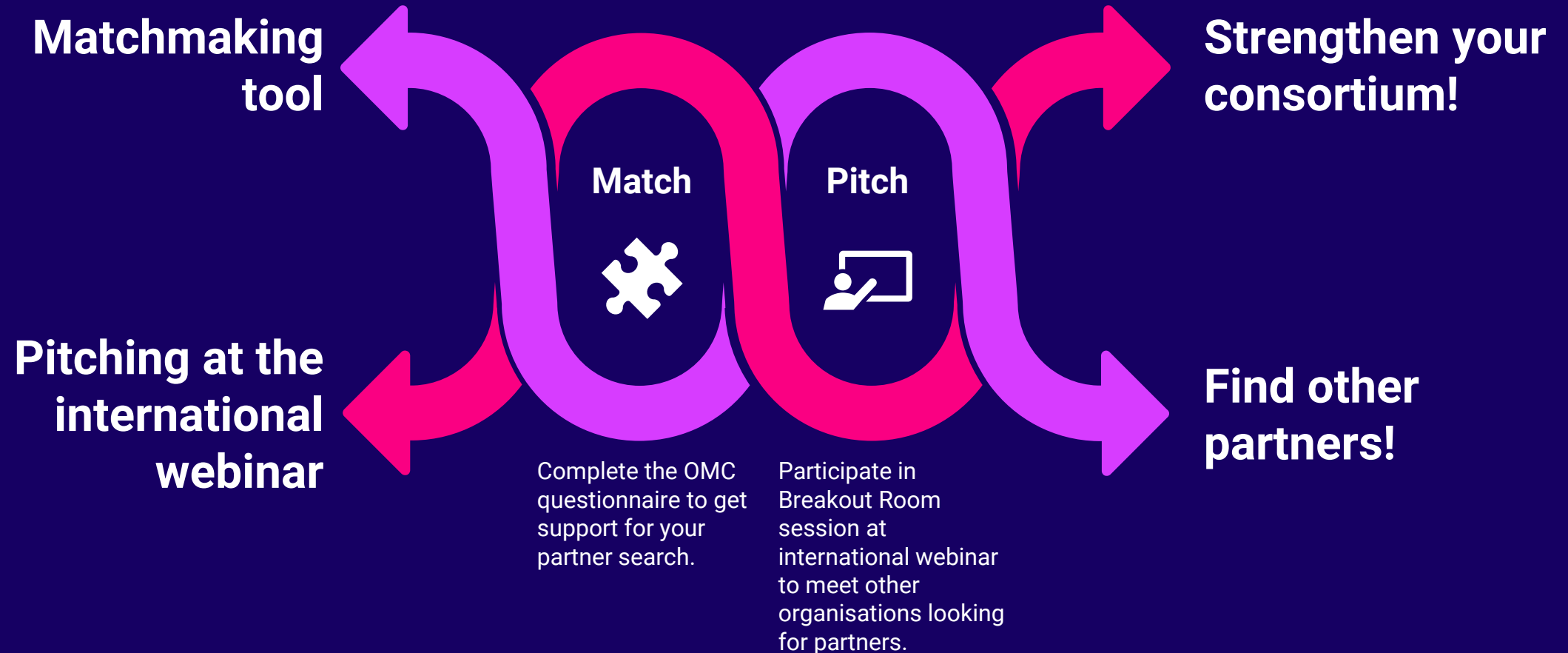


Dynamo feedback process

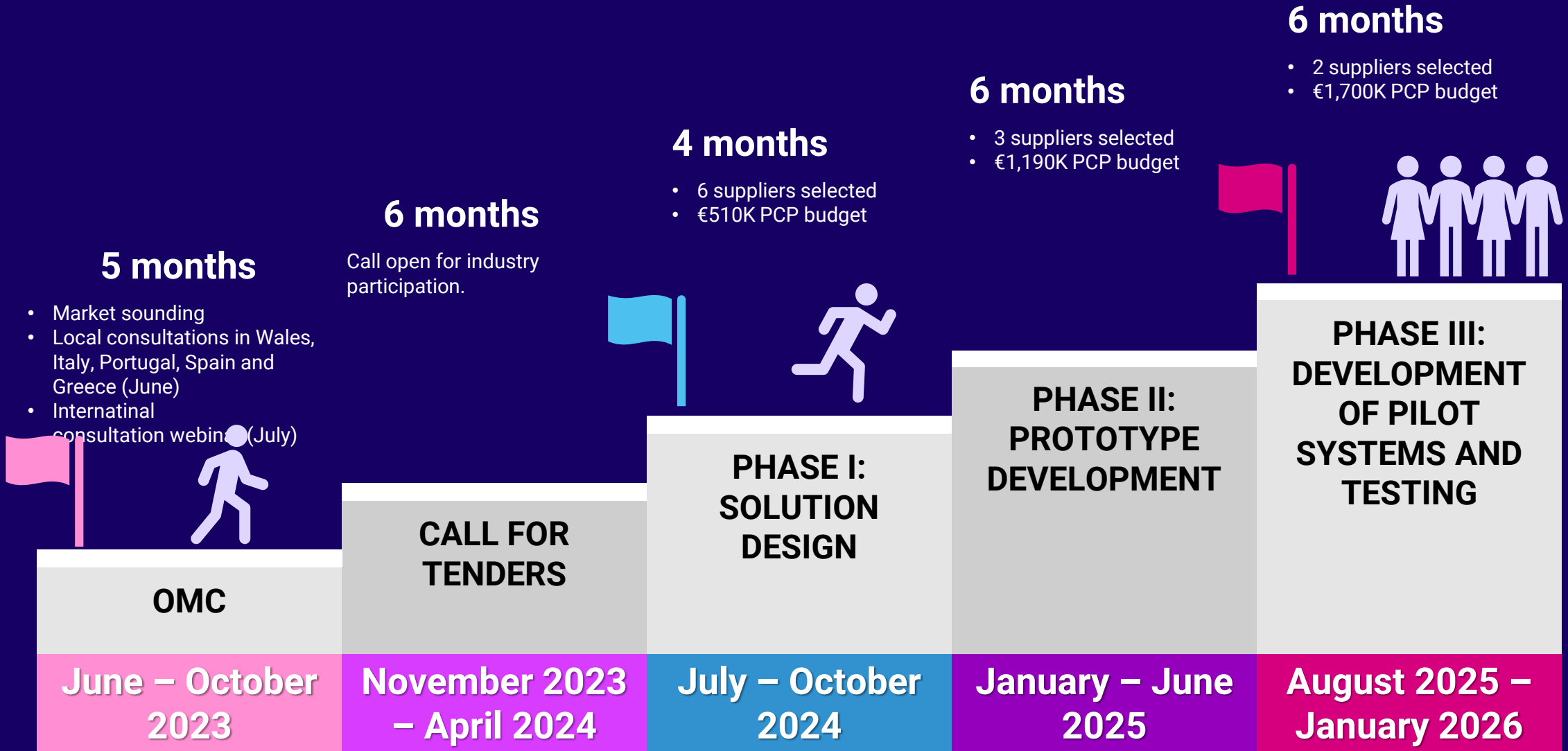


Please check out the scope document and complete the questionnaire!
We will improve the requirements prior to the call launch with your feedback.

Competitive consortia



Roadmap





Q&A

Professor Chris
Hopkins



Check our website: dynamo-pcp.eu
and register for the [Newsletter!](#)

THANK YOU