



# Open Market Consultation Treviso

22 GIUGNO 2023, 09:30-11:30 CEST



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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).

# 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

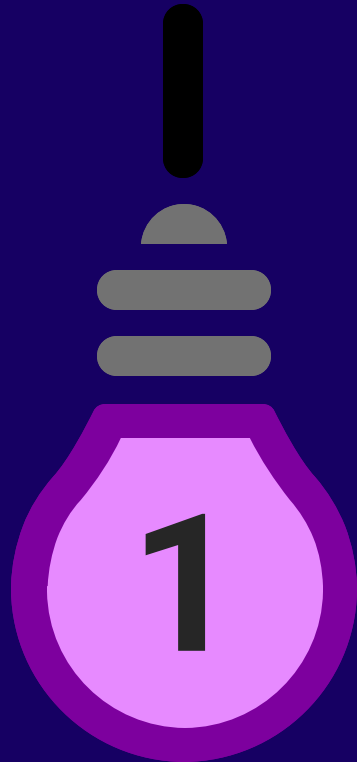
All participants must be muted when not presenting to avoid noises



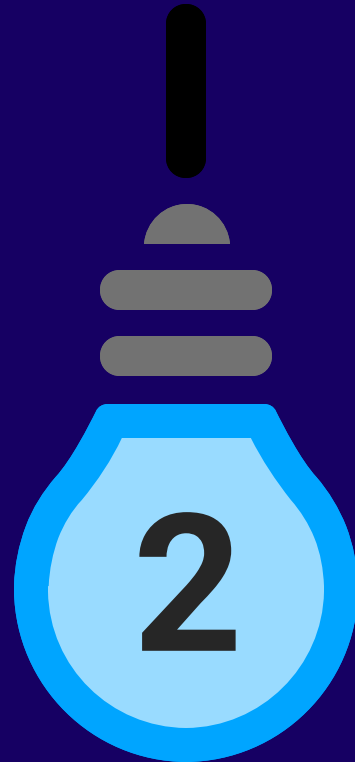
## Intervention

If you have any comment, 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



Consult with potential suppliers the draft specifications



Facilitate the establishment of partnerships

# Presenters

GIORGIO PAVAN



I.S.R.A.A.  
Director

OSCAR ZANUTTO



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EU Project  
Department  
Coordinator

DAVIDE TUIS




I.S.R.A.A.  
EU Project  
Officer

SILVIA PALMA



I.S.R.A.A.  
EU Project  
Officer




## 01

**Block 1: Main challenges and scope**

**09:30 – 09:40: Welcome and introduction to Dynamo.** – Giorgio Pavan – I.S.R.A.A. Director

**09:40 – 10:10: Dynamo challenges and scope** Oscar Zanutto – EU Project Department Coordinator

**10:10 – 10:20: Q&A** 



## 02

**Block 2: DYNAMO PCP next steps**

**10:20 – 10:30: Dynamo PCP phases and tender process.** Silvia Palma – EU Project Officer

**10:30 – 10:40: Dynamo Open Market Consultation and next steps.** Davide Tuis – EU Project Officer

**10:40 – 11:00: Q&A** 



# DYNAMO in brief

# 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 local health board.



# The challenge

## The problem

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



## What is needed

- Lean and powerful solutions that enables 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.



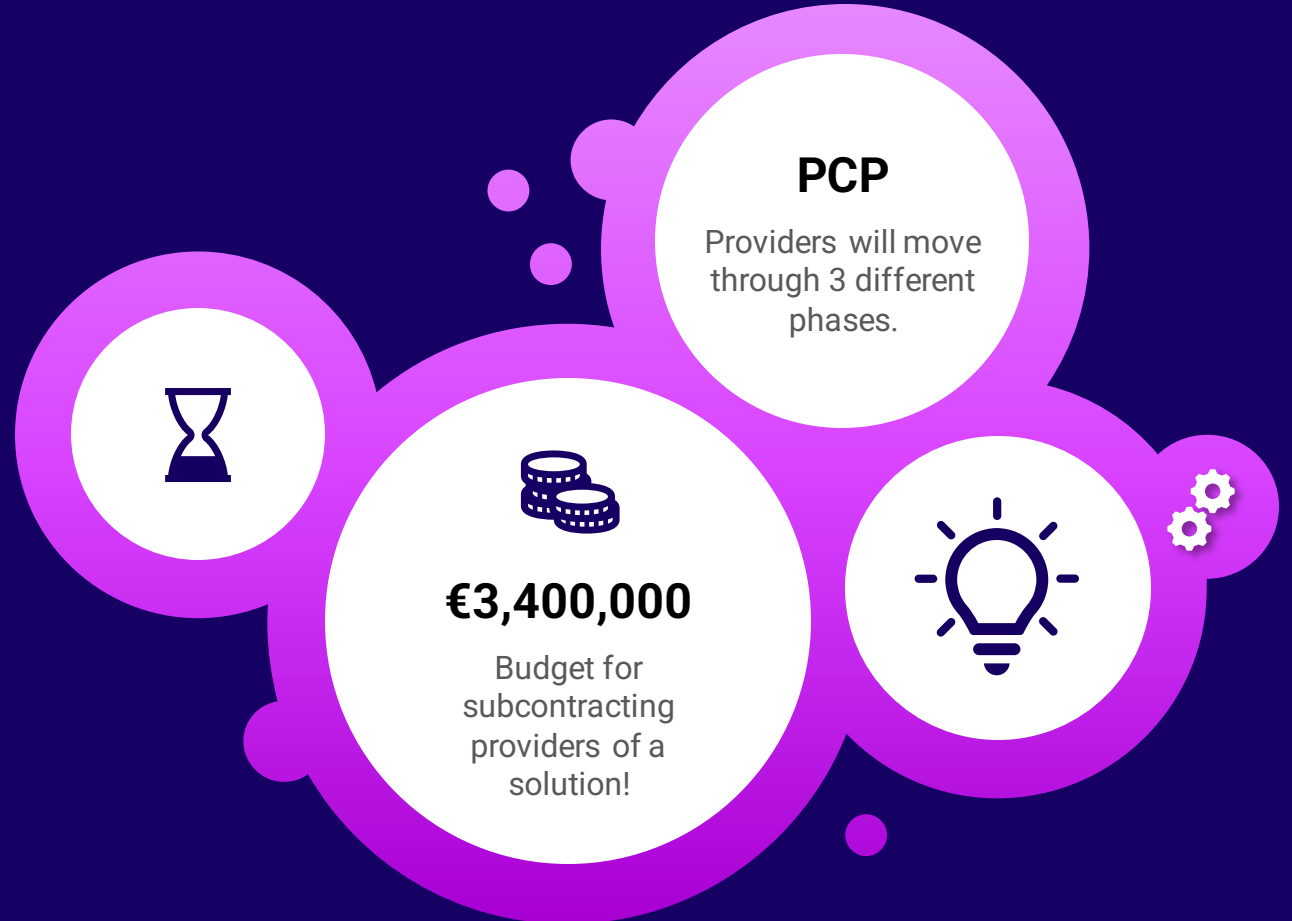
# DYNAMO budget and procurement

## How we want to solve the problem?

For solving the problem, DYNAMO PCP has a budget of up to €3,400,000 to distribute among the consortia that bring a solution for the challenge.

The applicants will move through three phases:

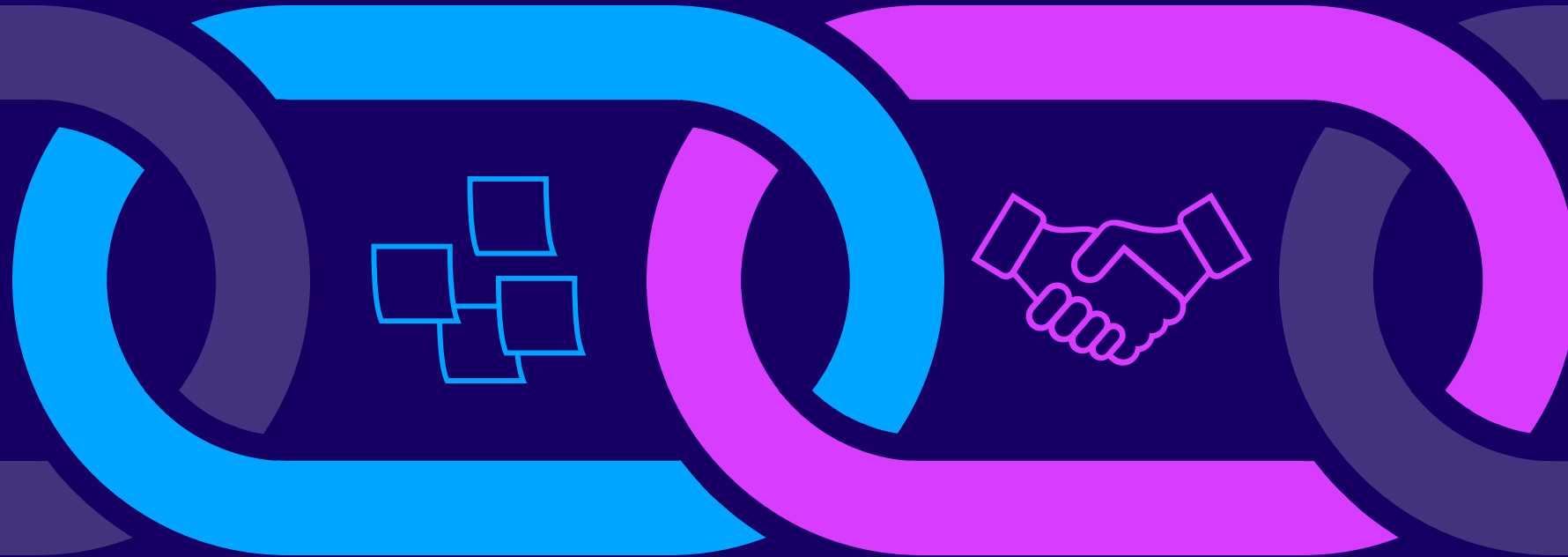
- Phase I: Solution design (15% of budget)
- Phase II: Prototype development (35% of budget)
- Phase III: Testing pilot systems (50% of budget).





# **Block 1: DYNAMO challenges and scope**

# Aim of the procurement



## Addressing unmet needs

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

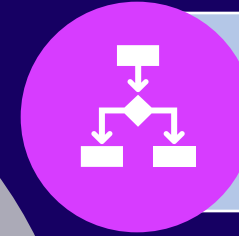
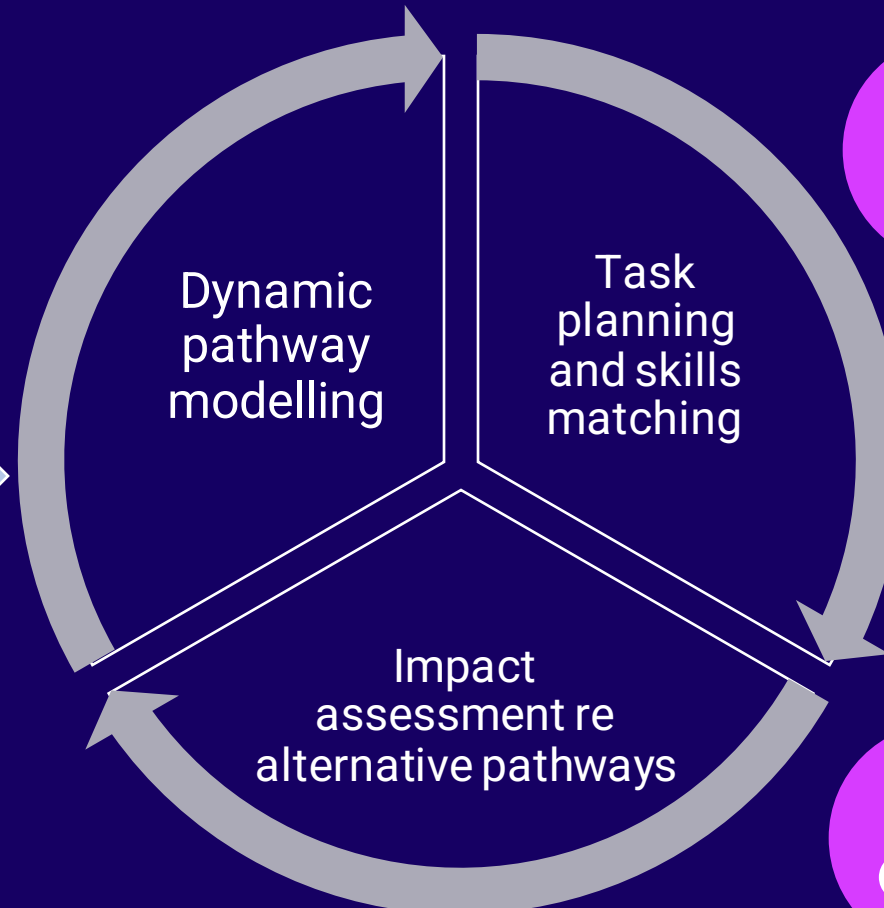
## Bring solutions to the reality

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

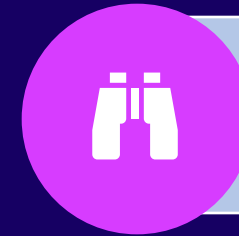
# Will there be a real benefit ?

## Systemic Threats

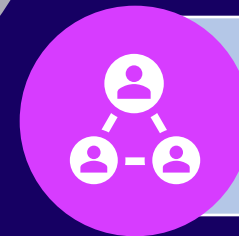
- Propagated epidemic
- High service demand by migrants / refugees
- Increasing anti-microbial resistance
- Heat wave
- Staff layoffs (e.g. caused by structural staff shrinkage)
- Energy poverty inducing respiratory illness
- Cyber attack
- ...



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 crises

# Building blocks

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

One building block envisages to enable pathway planning and design across various organisations and settings, suitable to deal with several various system threats.

## **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 function is threatened.

## **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.

# Building blocks

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

- Multi-disciplinary care pathways and platform independent.
- Rapid response and increase preparedness.
- Dynamic and sharable pathways modelling.

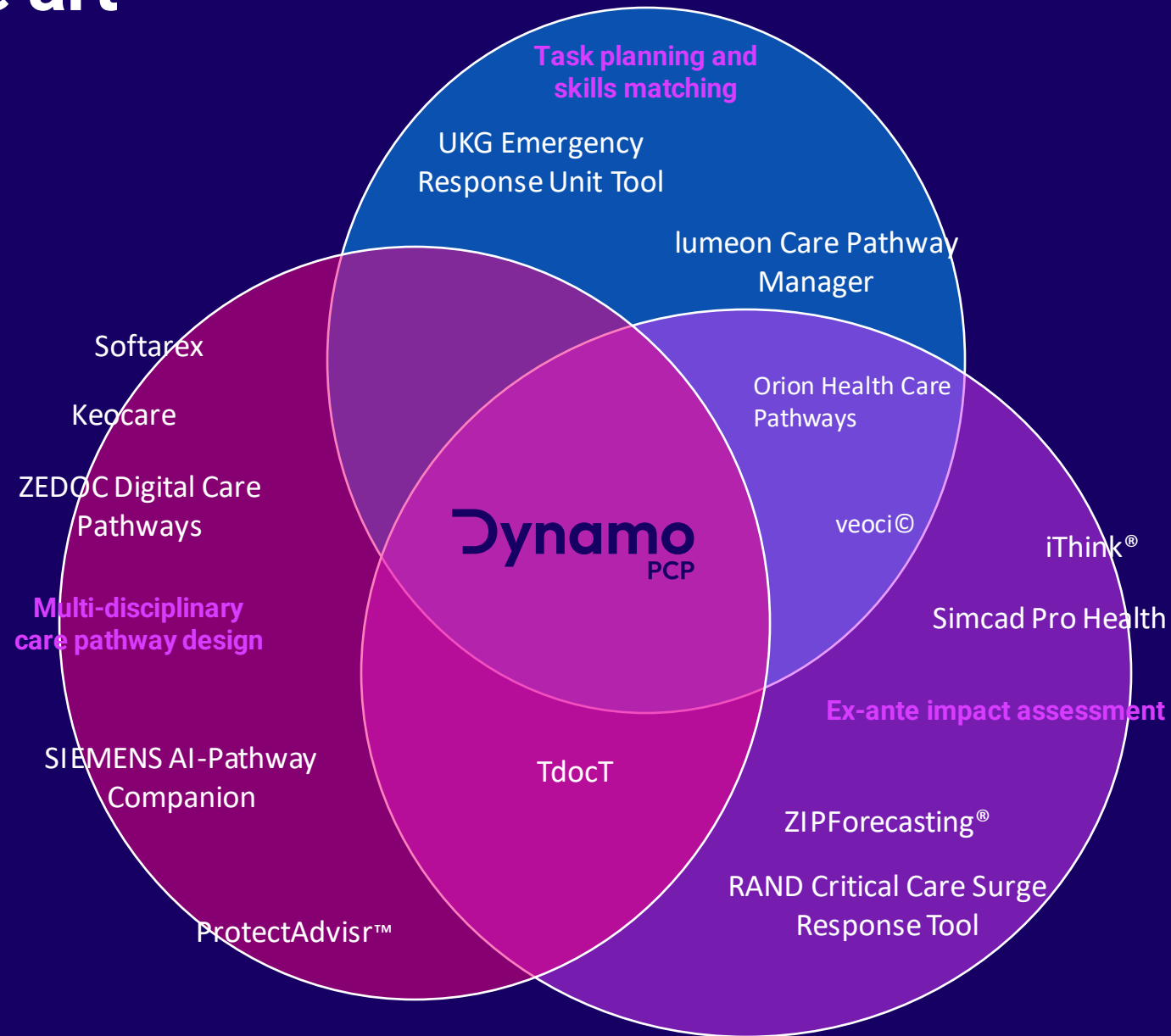
## EX-ANTE IMPACT ASSESSMENT AT PATHWAY PLANNING STAGE

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

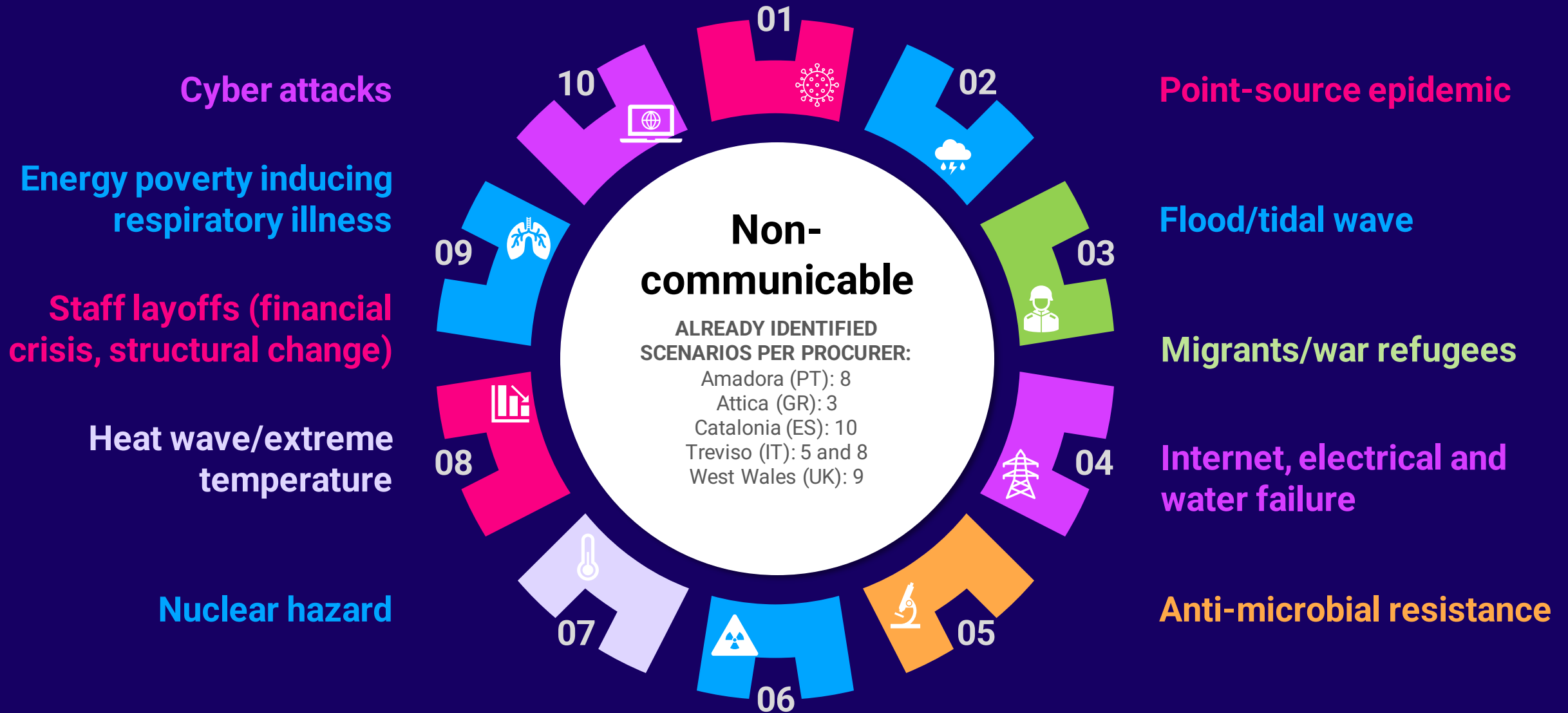
## TASK PLANNING AND SKILLS MATCHING

- 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.

# State of the art



# High-pressure scenarios





# Solution target end-users

## 06. Data managers

The ones developing, overseeing, organising, storing, and analysing data and data systems. Responsible for security and confidentiality, taking all due ethical issues into account in accordance with the GDPR, and in a timely manner.

## 05. Decision-makers

Individuals who can make the authoritative decisions on behalf of the organisation or a specific department. (i.e., managers, executives, directors, presidents, and so on).

## 04. Care managers

Facilitators who can give advice and provide information about the variety of options available in their area for care services. They are not only experts in the services available, but also know the quality and costs of different providers.



## 01. Health and care professionals/planners

A healthcare professional is a person who is contracted to provide a healthcare service to a patient and is associated with either a specialty or a discipline. Two types: strategic planning, and operational planning.

## 02. IT planners and programmers

In the field of software engineering, computers in healthcare are used to connect patients with professionals, such as doctors and nurses, and to make their job more efficient.

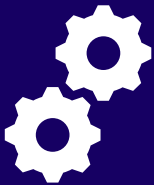
## 03. Community staff

Community staff is here referred to professionals who link patients to primary care providers, provide health information, health screening, financial assistance or transportation

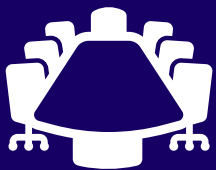
# Towards a common specification of needs!



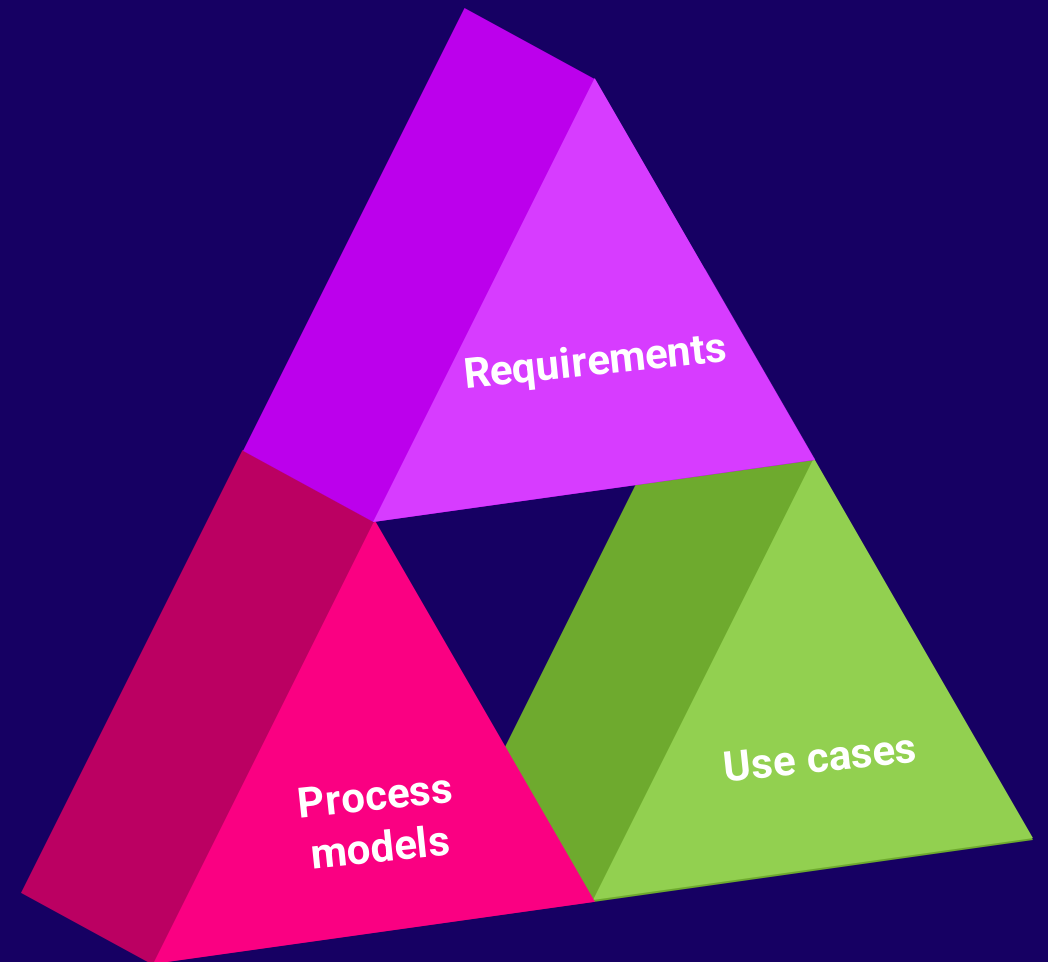
DYNAMO procurers



Supporting partners



Advisory board





Q&A



# **Block 2:**

# **Phases and tender process**

# 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.
- Increase quality of services.
- Knowledge about pros/cons of alternative solutions.
- Procurers get to select the best options.



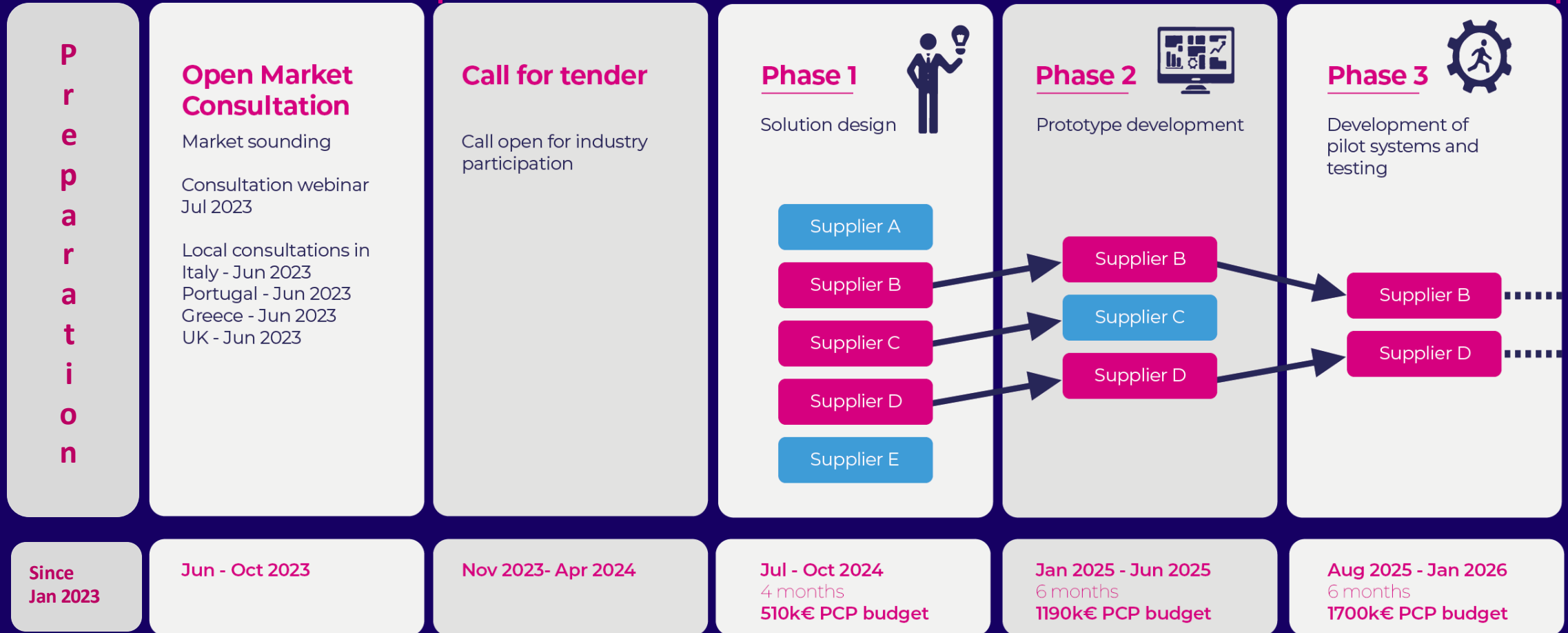
## Suppliers

- 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

## 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.



## Suppliers

- 3 suppliers to be awarded
- Budget per supplier: €396,667



## Expected output

- Initial prototypes + tests
- Full prototypes + tests



## Phase characteristics

- Starting: January 2025
- Ending: June 2025
- Duration: 6 months
- Total budget: €1,190,000



# Phase III – Develop of pilot systems and testing

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



## Suppliers

- 2 suppliers to be awarded
- Budget per supplier: €850,500



## Expected output

- Final development.
- Implementation + Final test + training
- Operation + helpdesk



## Phase characteristics

- Starting: August 2025
- Ending: January 2026
- Duration: 6 months
- Total budget: €1,700,000

# 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?

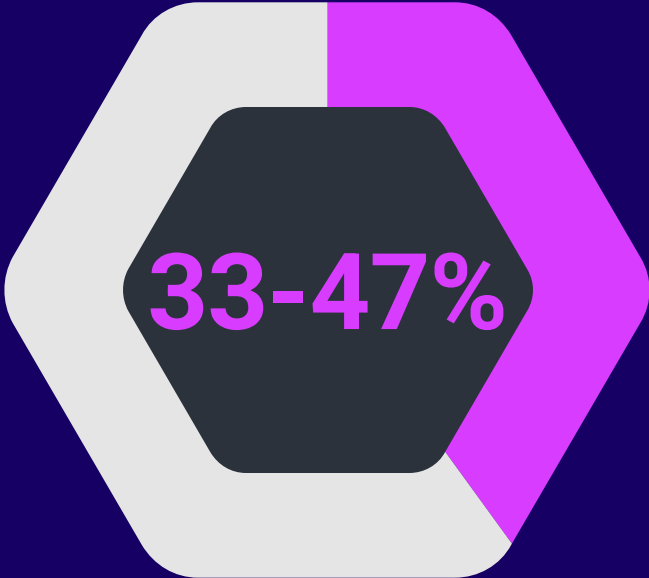
03

**Cost**

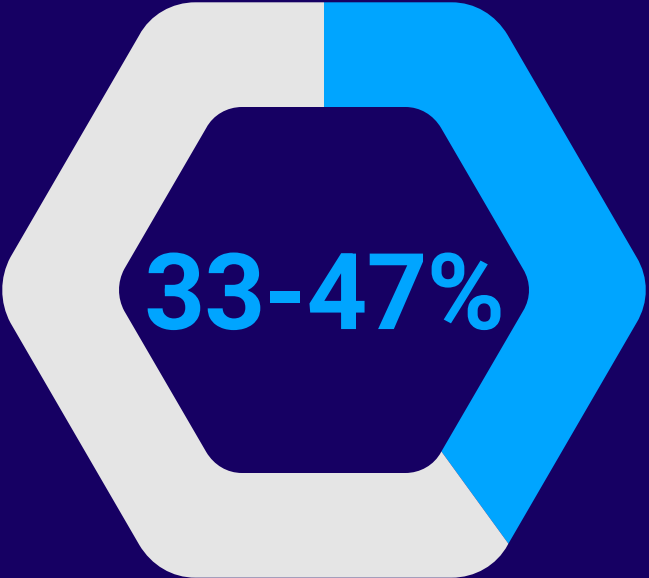


Cost shouldn't be a burden for innovation. It will be based on real-life estimations, not on development cost. Its relevance will increase as phases move forward.

# Tendering process: DYNAMO triple aim



Population health

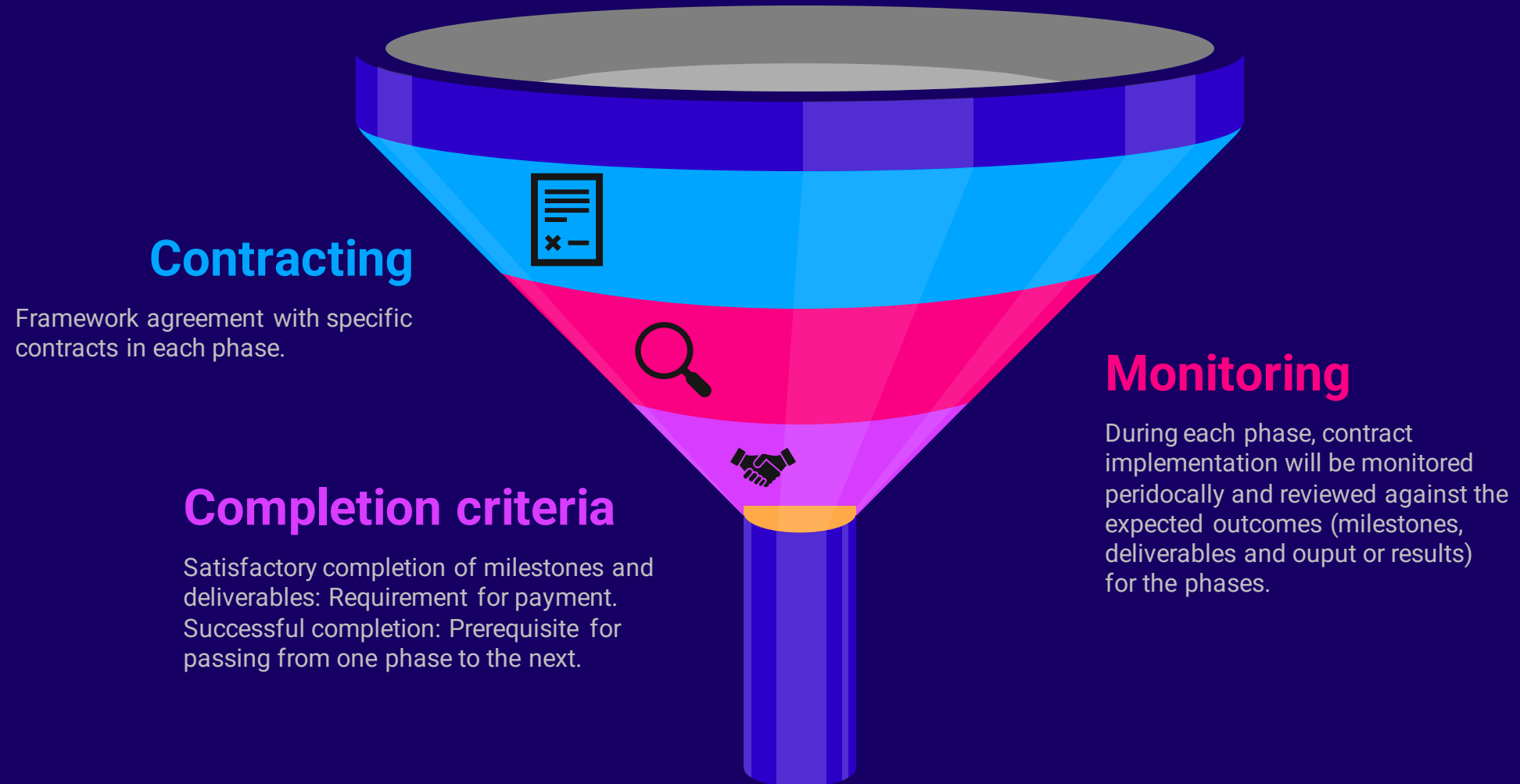


Process fit

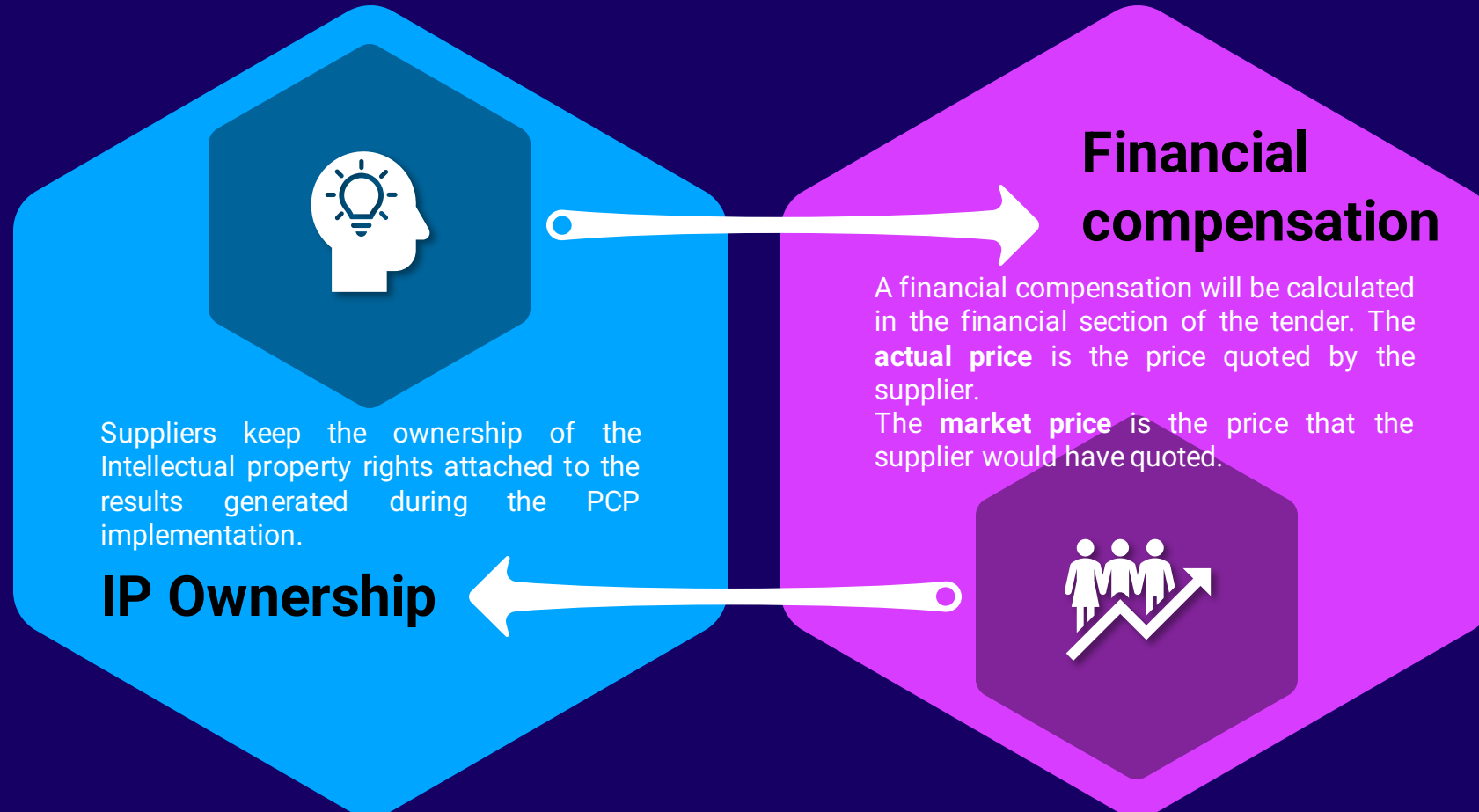


Cost

# Tendering process: Contract, monitoring and payments



# Tendering process: Intellectual property rights





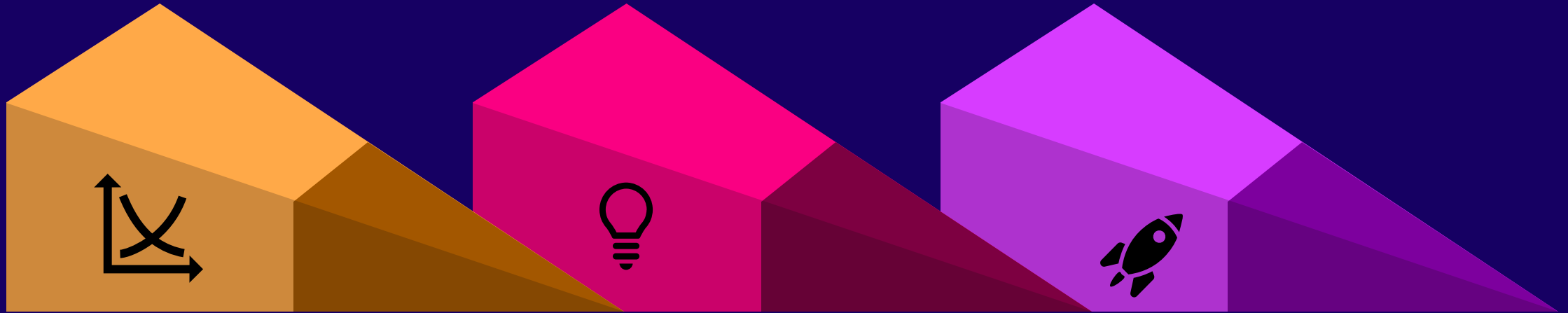
Q&A





# Block 3: DYNAMO Open Market Consultation and next steps

# Purpose of 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.

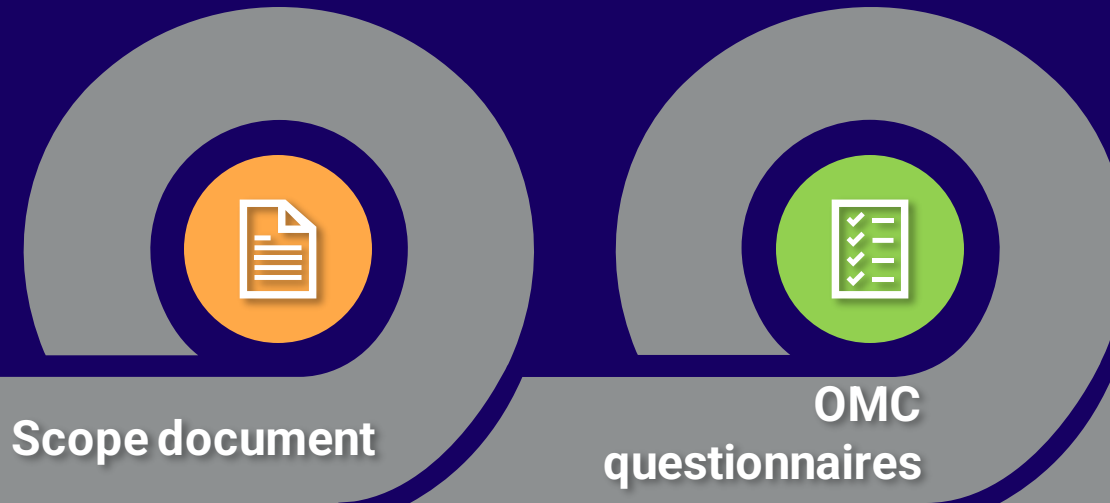
## Suppliers' preparation

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

# Open Market Consultation activities



# DYNAMO feedback process



Check out the scope document and fill in the questionnaire!

We will improve the requirements prior to the call launch  
with your feedback!

# Competitive consortia



# Roadmap





Q&A



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

**THANK YOU**