



Call for Tenders Webinar

22nd of February 2024, 12:00-13:00 CET



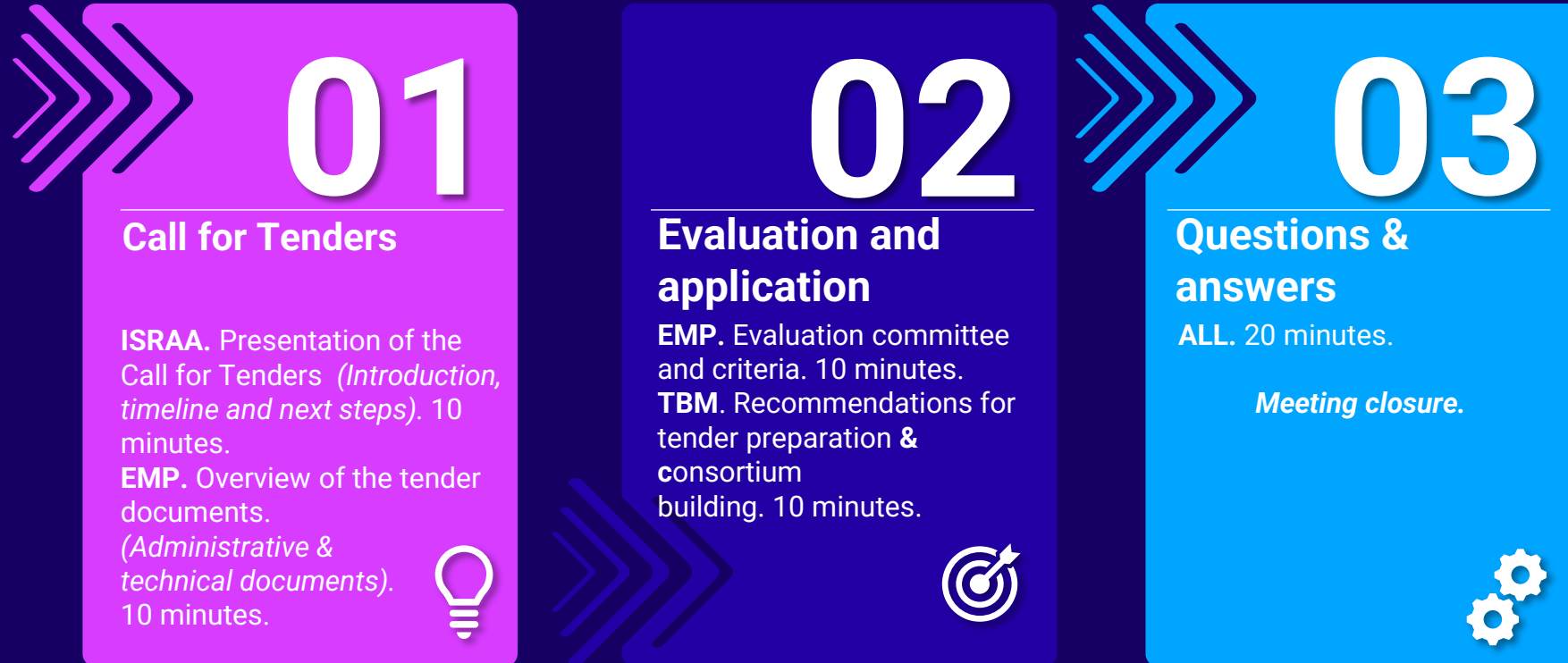
**Funded by
the European Union**



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

This project has received funding from the European Union's Horizon Europe research and innovation programme under grant agreement n° 101095516. This document reflects only the partners' view and the Commission is not responsible for any use that may be made of the information it contains.

CALL FOR TENDERS WEBINAR AGENDA





DYNAMO PCP Call for Tenders Introduction

DYNAMO PROCURERS



Olsztyn

WMCC (Warmińsko - Mazurskie Centrum Chorób Płuc w Olsztynie)



Catalonia

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



Treviso

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



Amadora

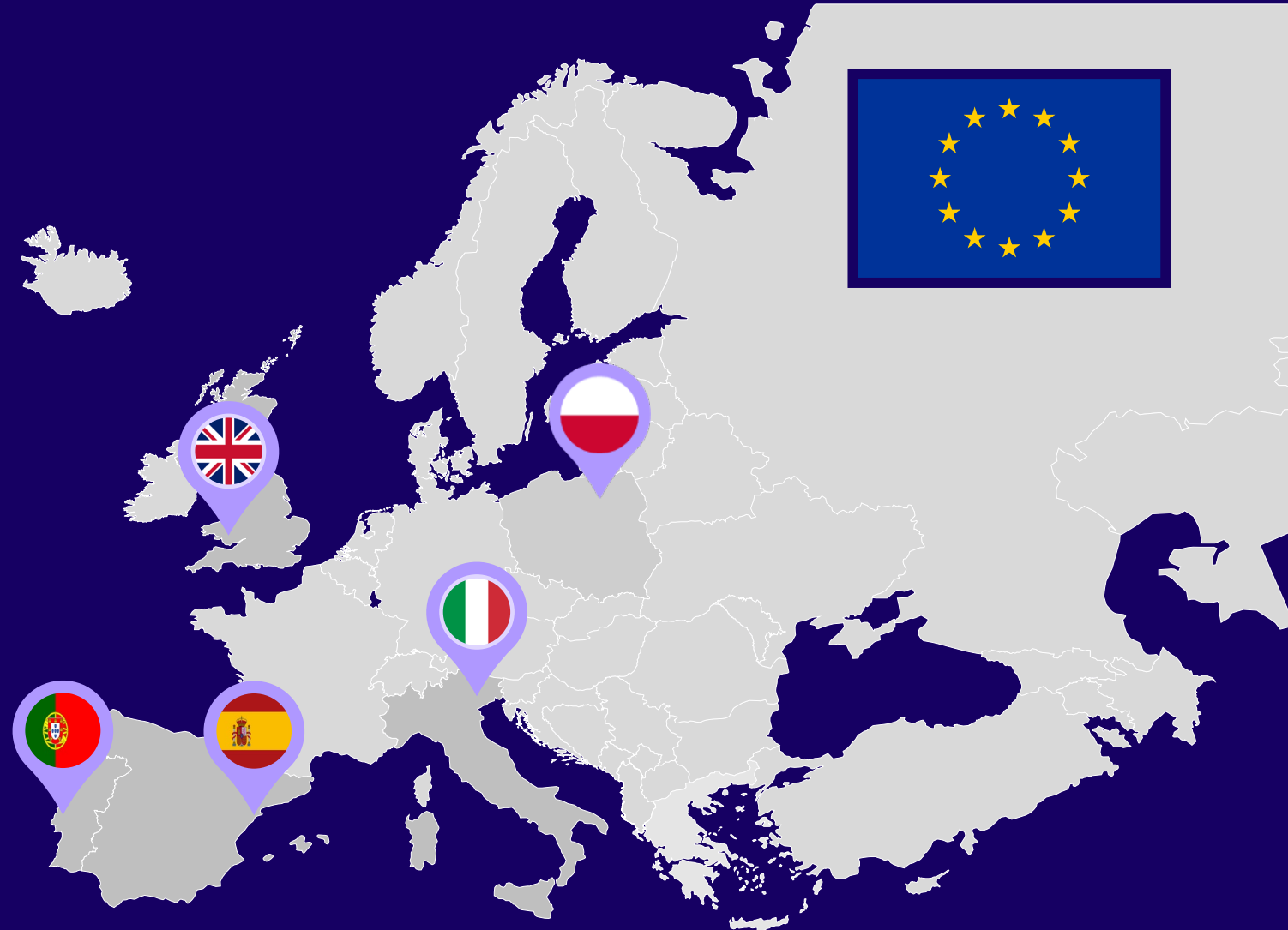
SCMA (Irmandade da santa casa da misericórdia da amadora IPSS).

Associated procurer



West Wales

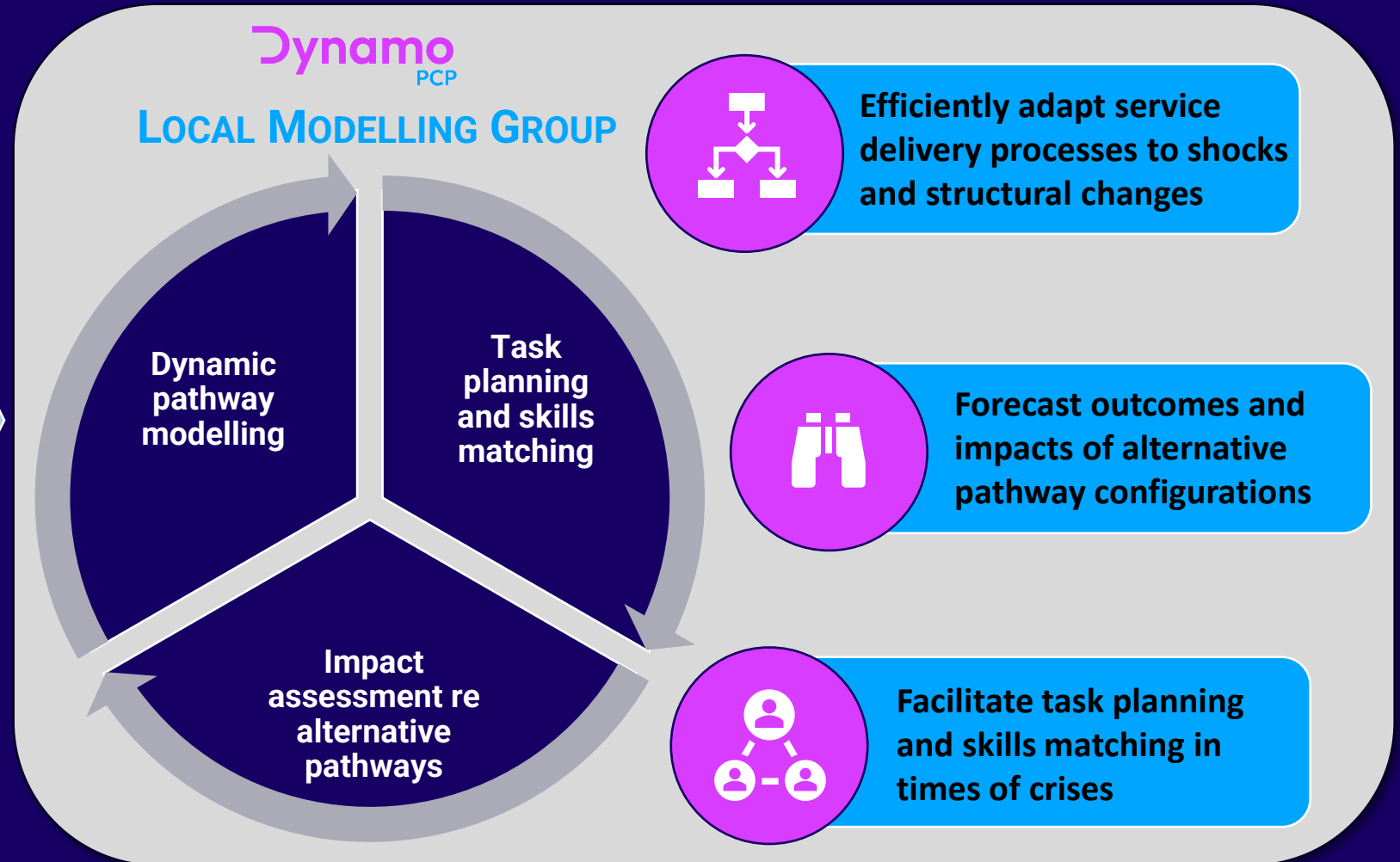
Hywel dda local health board.



THE CHALLENGE

Crises in Health Care

- Propagated epidemic
- Increasing anti-microbial resistance
- Heatwaves
- Staff shortage
- Cyber attack
- Etc.



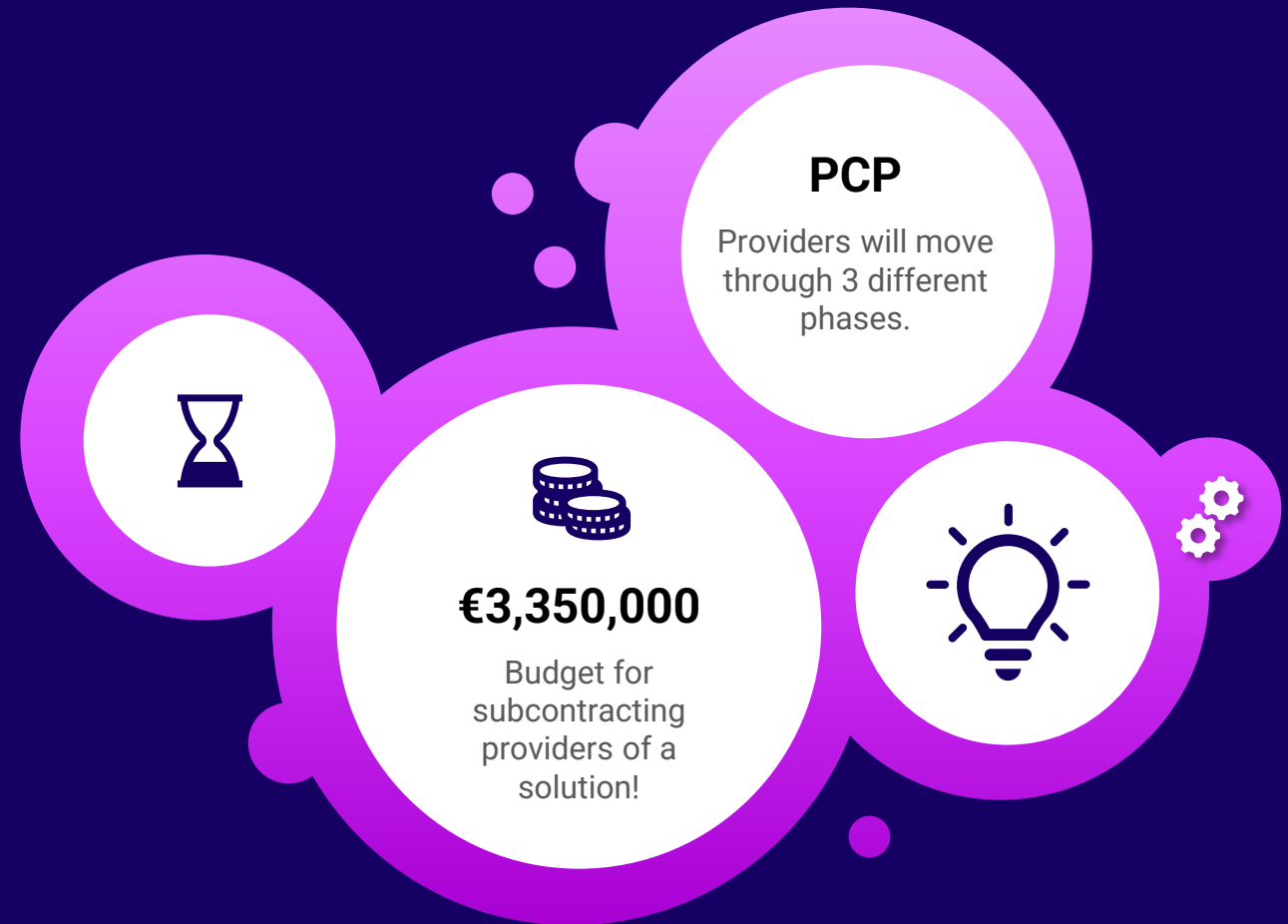
DYNAMO BUDGET AND PROCUREMENT

How we want to solve the problem?

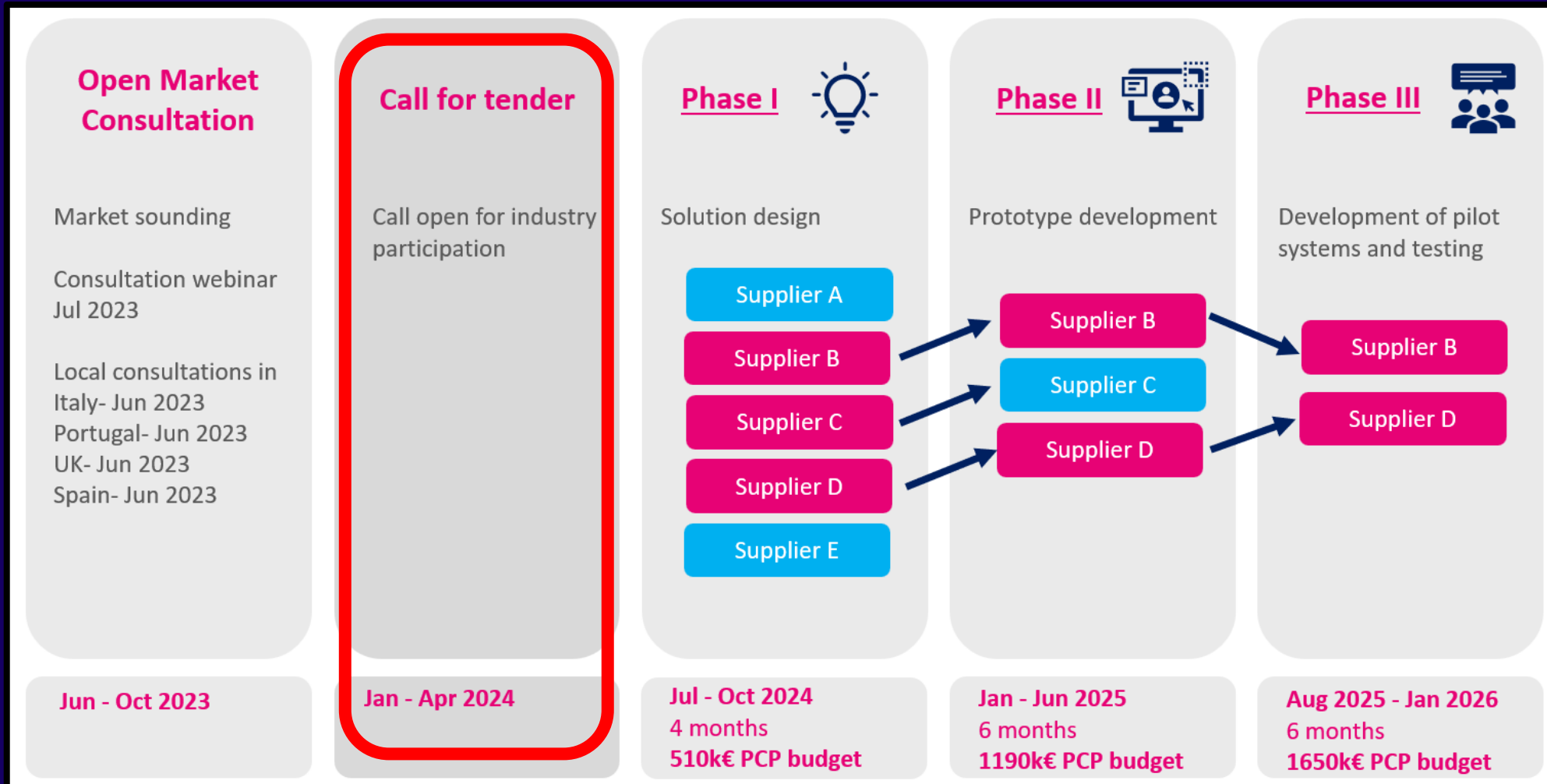
For solving the problem, DYNAMO PCP has a budget of up to €3,350,000 to distribute among the consortia that bring a solution for the challenge.

The applicants will move through three phases:

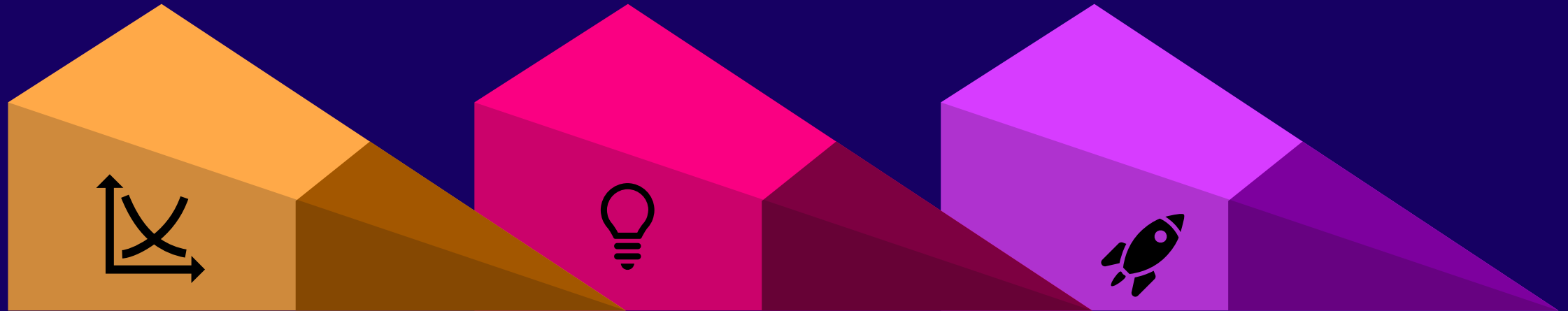
- Phase I: Solution design (15% of budget)
- Phase II: Prototype development (35% of budget)
- Phase III: Testing pilot systems (50% of budget).



OVERVIEW PCP PHASES



HOW TO PARTICIPATE



Download the tender documents

Visit the website of the project www.dynamo-pcp.eu
Download the tender documents and find out what Dynamo is about, the challenges and the PCP procedure

Ask questions

If something is not clear, you can ask questions regarding the Call for Tenders writing to suppliers@dynamo-pcp.eu

Prepare your tender

Take your time to read all the tender document package and prepare your offer to submit by the end of April

DEADLINES

Date	Activity
First tender procedure (framework agreement and phase I contracts)	
26.01.2024	Publication of contract notice in TED
13.03.2024	Deadline for questions by tenderers
05.04.2024	Deadline for replies to questions by tenderers

QUESTIONS
Submitted by email
Answers on the website

SUBMISSION
29 APRIL 2024
17:00 CET

29.04.2024	Deadline for submission of tenders
30.04.2024	Opening of tenders
12.06.2024	Award decision and notification
12.06.2024	Standstill period
24.06.2024	Contracts sent for signature by tenderers
01.07.2024	Publication of contract notice in TED
01.07.2024	Signed contracts sent to tenderers
01.07.2024	Publication of contract award notice in TED

TENDERING PROCESS



NEXT STEPS



Opening of tenders and evaluation process

May – June 2024



Award of the selected offers and signature of contracts

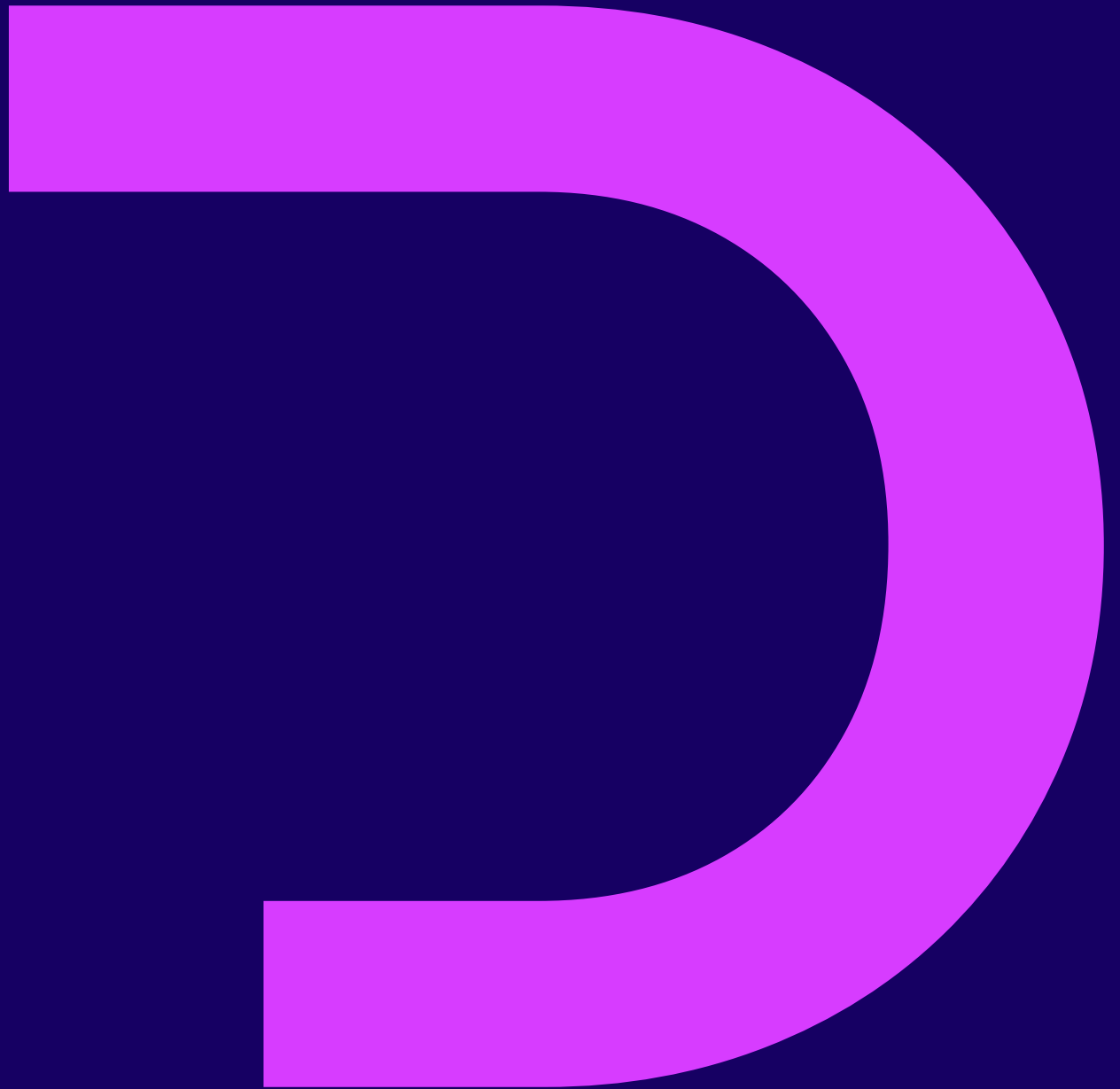
Mid-End June 2024



Start of Phase I

July 2024

THANK YOU





Overview of the tender documents

Tender documents- Overview

Description	Document
Central documents on conditions, content, and challenge	TD1 Call for Tenders TD2 Challenge Brief
Administrative Forms to be filled by tenderers	TD3a Declaration of Honour - Exclusion Criteria TD3b Declaration of Honour – On/off Award Criteria TD4 Power of Attorney
Application Templates to be filled by tenderers	TD5 Tender Application Template – Administrative TD6 Tender Application Template – Technical TD7 Tender Application Template – Financial
Contract Templates to be signed by successful contractors	TD8 PCP Framework Agreement TD9 PCP Specific contract for Phase I-II-III

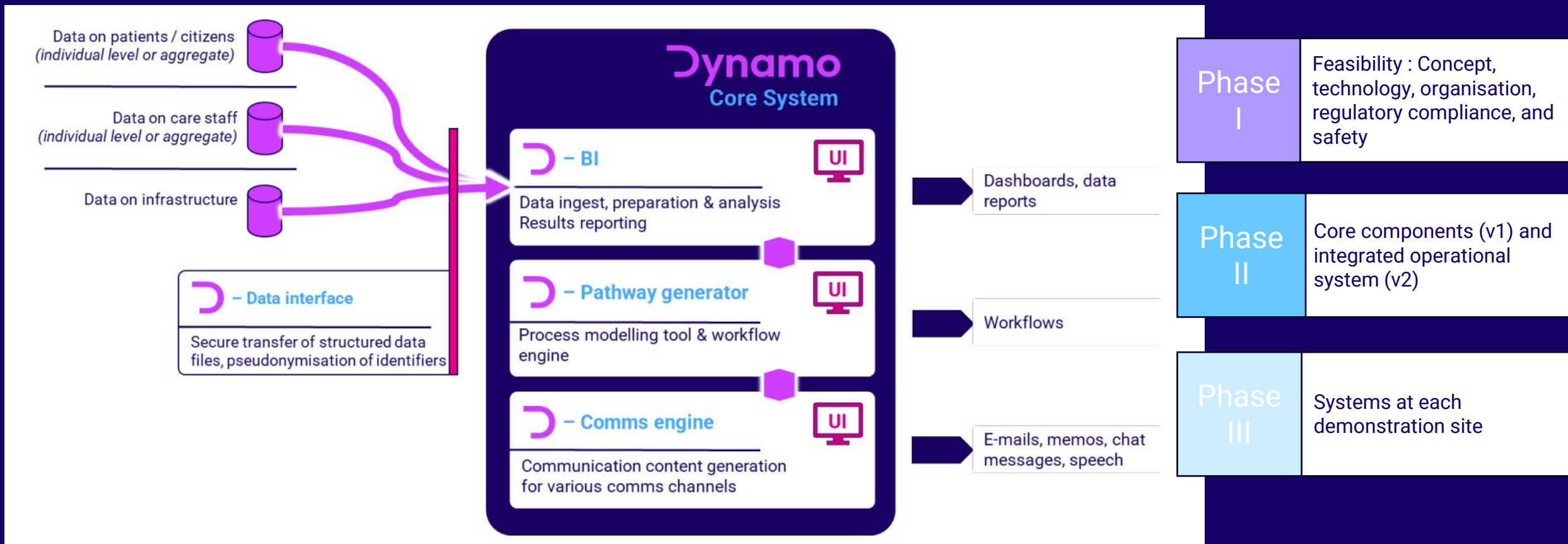
Depending on your role you read one or the other first

Proposal to be submitted

Though TD1 contains key terms, there is more detail here

Expected outcomes during Project

Section 2.1 in TD1 and Challenge Brief TD2



Technical Application Template TD6

Excellence of the proposed solution

Innovation and originality of the solution

Detailed description of the proposed solution

Understanding of the DYNAMO domain

Matching the DYNAMO vision

Meeting the DYNAMO requirements

Evidence of effectiveness

Impact of the proposed solution

Benefits for procurers and their employees, including planners.

Annual costs of the proposed solution

Supplier business case

Implementation of the proposed solution

Project plan - Overall approach and work packages

Supplier description

Management, compliance, and user involvement

Legal and ethical issues

Cost and Payment principles

A PCP is a tender, not a grant

- Financial offers are requested for each phase (up to the ceiling) – Note: no VAT applies
- The offer has to include all costs (including taxes if applicable)
- The payment is made based on the offered price ...
- ... after receipt of invoice and approval of work (cf. section 5.5.3 in TD1)

Phase	Satisfactory completion of	Invoices in % of contractors' total price in each phase
Phase I	M1.1, SD1.1, SD1.2, SD1.3	P1: 100%
Phase II	M2.1, SD2.1, SD2.1a	P2: 50%
	M2.2, SD2.2, SD2.2a, SD2.3, SD2.4, SD2.5	P3: 50%
Phase III	M3.1, M3.2, M3.3, SD3.1, SD3.2	P4: 50%
	M3.4, SD3.3, SD3.4, SD3.5	P5: 50%

PCP Tendering | Core requirements for Suppliers

All core requirements are derived from the EU directive on competition

ELIGIBILITY CRITERIA

- Tender is restricted to entities established in EU Member States and Horizon Europe Associated Countries
 - A minimum of 50% of the project R&D activities/budget must take place in the EU or Horizon Europe Associated Countries
- Tender is open to all types of operators (companies or other type of legal entities), regardless of their size or governance structure
- Both single entity or joint tender offers and subcontracting (consortia) are possible
- On-off award criteria can be considered as extension of selection criteria, if you are not able, you need a partner
- Participation in the open market consultation or this event is not a condition for submitting a tender

GENERAL REQUIREMENTS

Electronic submission via email (see Section 4.1 in TD1)

Submission deadline is 29 April 2024, 17:00 Treviso local time (CET)

Official language is English

Suppliers keep IPR if you exploit results

As consequence of retaining IPR: Offer MUST provide financial compensation for the value of the IP

PCP Tendering | Call-offs

Call-offs occur at the end of Phase I and II to select the best Suppliers for the following Phase

Documents required	Initial tender	Call-off I (for Phase II)	Call-off II (for Phase III)
Legal Entity Form*	All documents	Only in case of a change, current information needs to be provided	Only in case of a change, current information needs to be provided
Financial Identification Form*			
TD3a Declaration of Honour – Exclusion Criteria			
TD3b Declaration of Honour – On/off Award Criteria			
TD4 Power of Attorney			
TD5 Tender Application Template – Administrative			
TD6 Tender Application Template – Technical			
TD7 Tender Application Template – Financial			
		Extended + revised	Extended + revised
		Extended + revised	Extended + revised

TD5 Tender Application Template - Administrative

The main purpose is identification and documentation of the consortium

TD5 ADMINISTRATIVE TENDER CONTENT

- The template is as simplified it can be
- Section 2 – Identification of consortium
 - Describe every entity participating in the tender
- Section 3 – Documentation of consortium (=selection criteria)
 - Introduction: Describe your team
 - 3.1- 3.4: Selection criteria → Each criterion can be fulfilled by the group as a whole



[Title of proposal]

Administrative Section

List of participants

Participant No.	Participant organisation name	Country (code)
1 (Coordinator)		
2		
3		

TD7 Tender Application Template - Financial

The tender must include a detailed financial offer (TD7)

TD7 CONTENT

- Binding unit prices
 - New units and prices are allowed
- Price breakdown including
 - Price for R&D services
 - Price for supplies of products
- Financial compensation valuing the IPRs
- Prices
 - Fixed total price for Phase I
 - Indicative prices for Phase II+III
 - Prices after compensation must be equal to or lower than the budget

This project has received funding from the European Union's HORIZON programme under the Grant Agreement No. 101095516.

Horizon Europe Framework Programme (HORIZON)

Project acronym: DYNAMO
Grant Agreement Number: 101095516
Project full title: Modelling and dynamic assessment of integrated health and care pathways enhancing response capacity of health systems

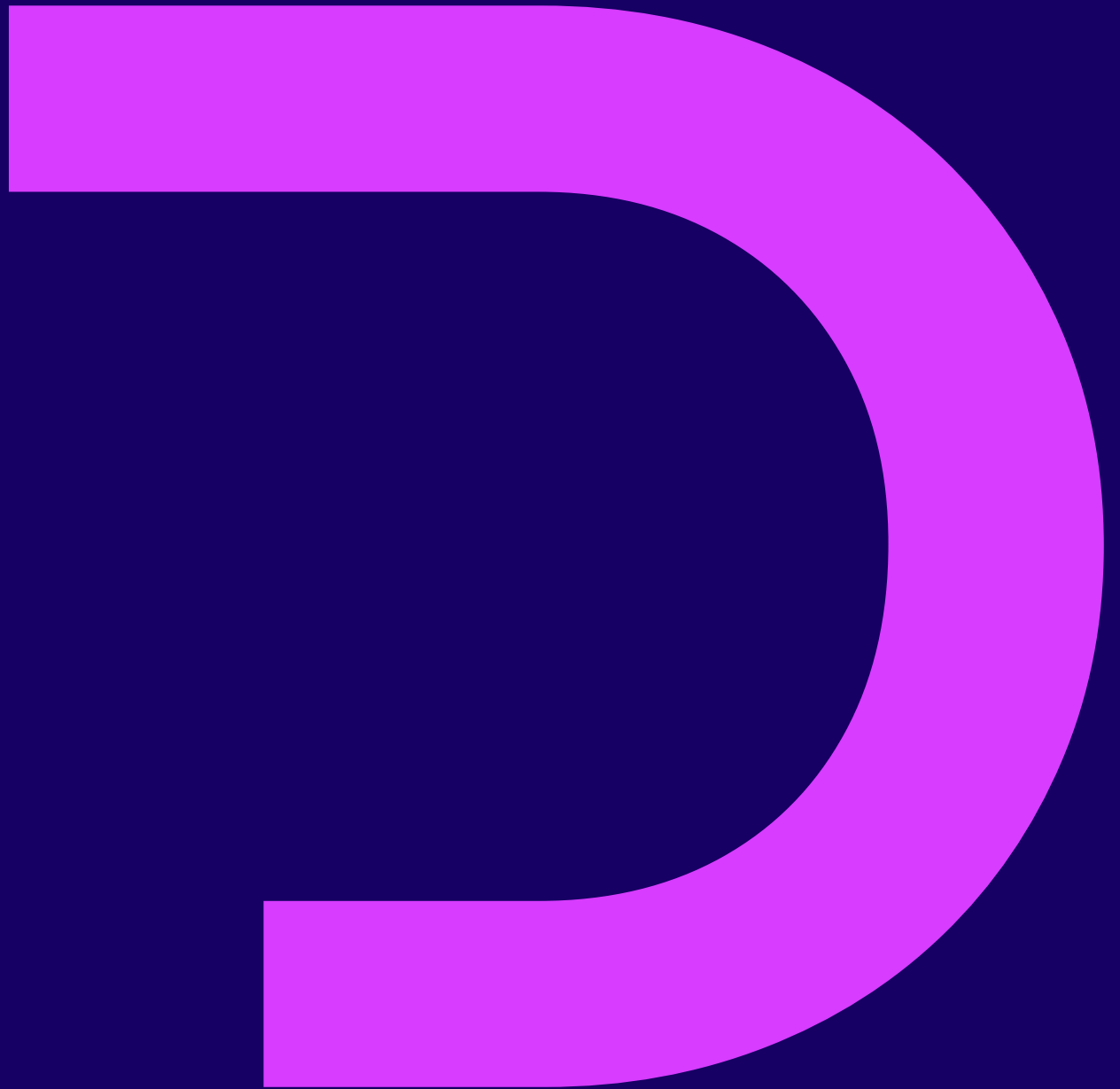
[Title of proposal]

FINANCIAL SECTION

List of participants

	Participant organisation name	Country (code)
1		
2		
3		
S1	(any subcontractors)	
S2	(any subcontractors)	

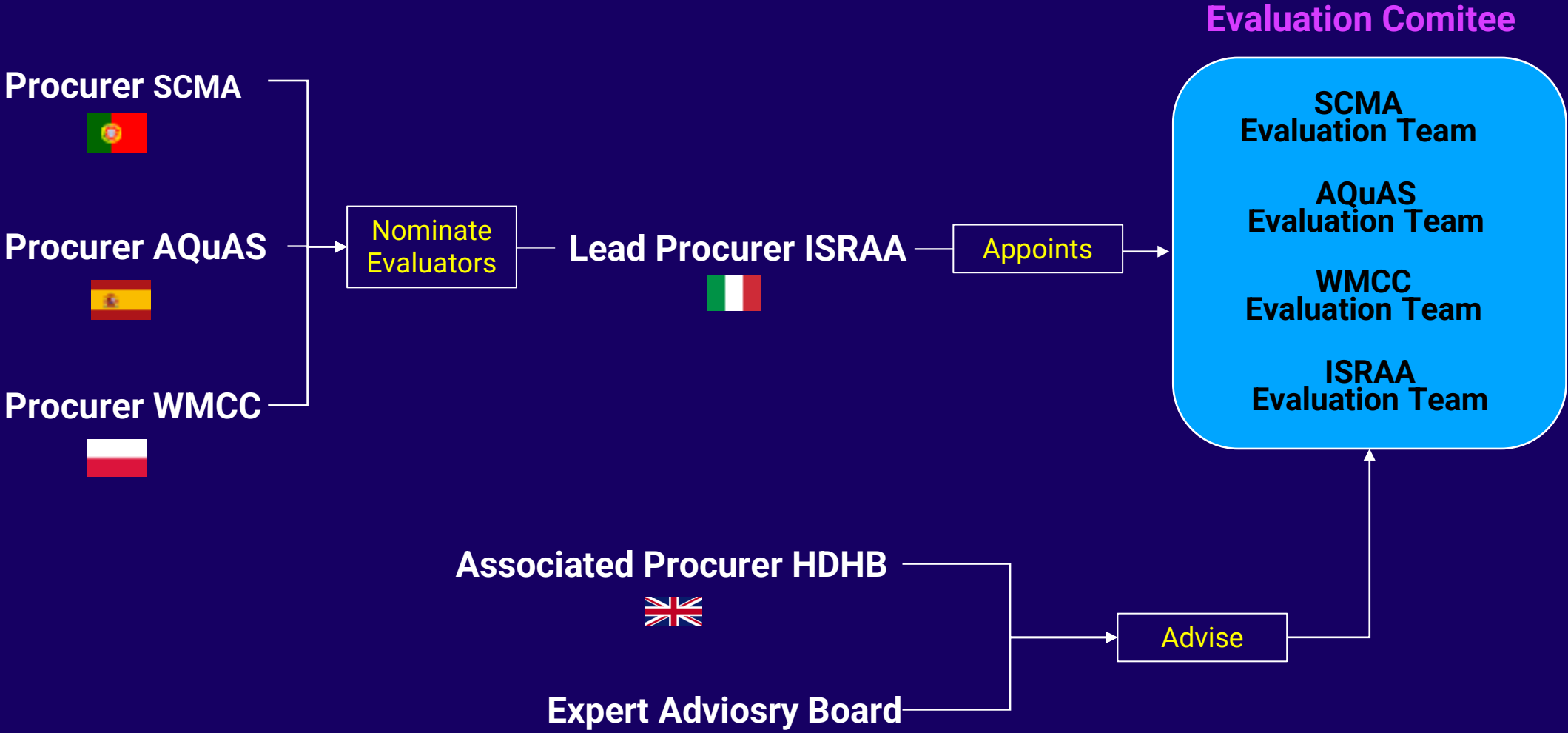
THANK YOU





Evaluation committee and criteria

Evaluation committee



Exclusion criteria

1

Conflict of Interest



If an actual or potential conflict of interest arises at a later stage (i.e. during the implementation of the contract), the contractor must contact the Lead Procurer !

2

Directive 2014/24/EU



Exclusion on grounds:

- relating to criminal convictions
- relating to the payment of taxes or social security contributions
- of insolvency or professional misconduct

Selection criteria



Has a tenderer the financial, technical, and professional capacity necessary to carry out and perform the work?

Selection criteria	Evidence
A) Ability to perform R&D up to original development of the first products or services	Description of the capacity, materials and equipment that are available to the tenderer for research, prototyping and limited production and supply of the first set of products or services.
B) Experience with Multi-disciplinary & Cross-organisational Pathway Planning	List of successfully completed projects similar in nature, CVs of key technical personnel highlighting their expertise. Details of technical tools or software in the tenderer's possession. Client feedback.
C) Proven Collaboration with Public Procurers & Stakeholder Management	List of instances where the tenderer successfully engaged with public procurers, emphasising ability to manage diverse stakeholder expectations, navigate bureaucratic processes, and deliver results in a public procurement setting. Case studies or references from past public-sector collaborations.
D) Commercially exploit the results of the PCP, including intangible results, in particular IPRs	Description of the financial and organisational structures that are available to the tenderer for management, <u>exploitation</u> and transfer of IPRs and for generating revenue by marketing commercial applications of the results.

Award criteria domains

1 Excellence



- How well does the tender understand the DYNAMO challenge?
- How well is it aligned with the DYNAMO vision, maturity, and available evidence of effectiveness of the proposed approach?
- How well does it comply with the DYNAMO specifications (requirements, use cases and process models)?

2 Impact



- To which extent do expected outputs of the tender contribute to the DYNAMO objectives and the procurers' needs for a tool that has the capability to design care pathways for their chosen population segment in the event of their respective crisis scenarios?
- Is value created in the whole ecosystem of the procurers ?

3 Implementation



- What is the quality of the proposed implementation approach, and how efficient is it?
- How well is the necessity to involve a variety of stakeholders in the design process addressed?

Weighting of award criteria

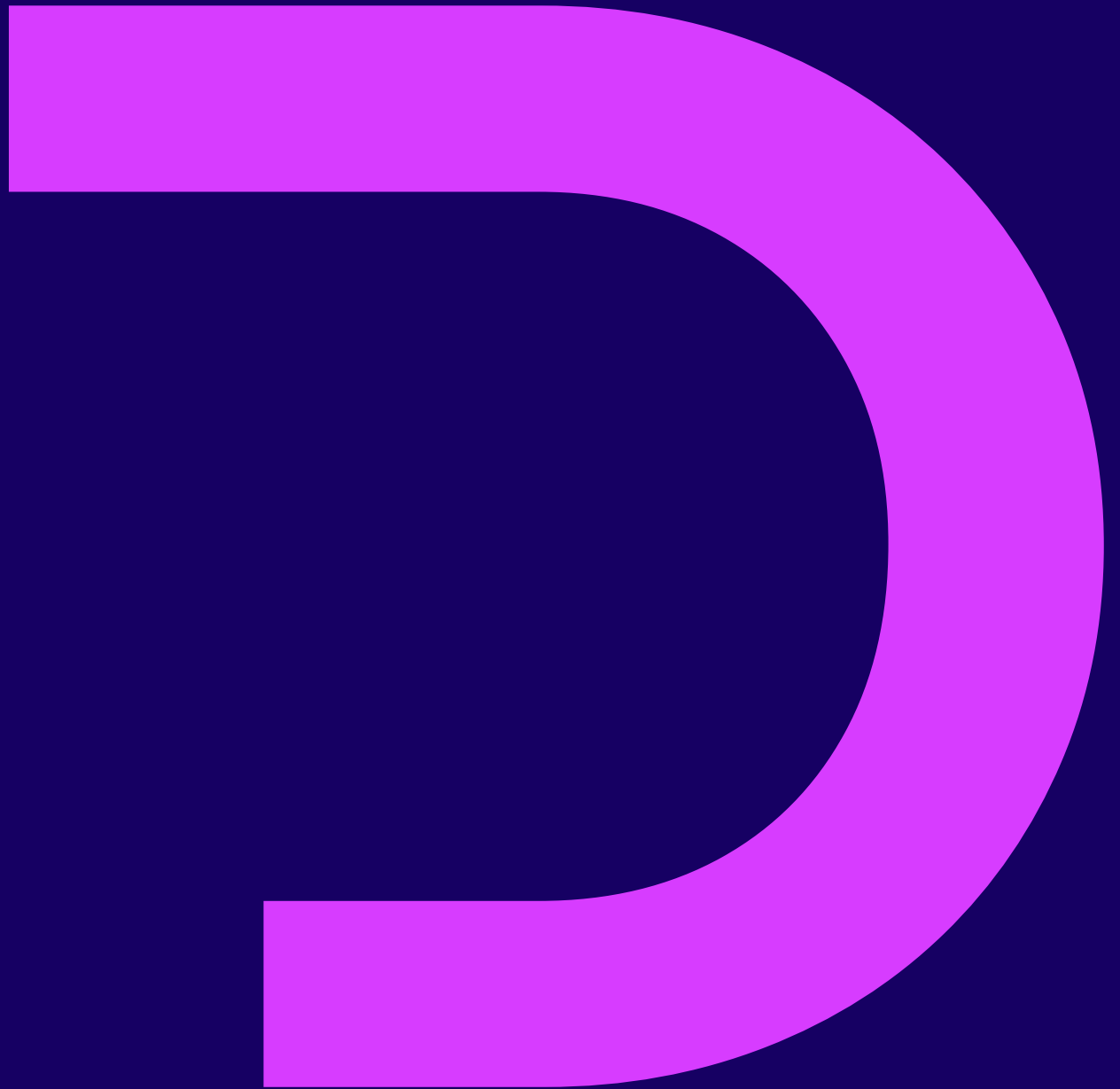
Phase I

Award criteria for Phase I ¹	Maximum points	Threshold points
Excellence of the proposed solution		
Level of innovativeness and ability to go beyond the state-of-the-art	5	3
Understanding of the DYNAMO concept	5	
Extent to which the solution can be adapted for data sharing and alignment between the diverse ecosystem entities	15	8
Extent to which the proposed solution meets the DYNAMO vision and its requirements documented in the Call	15	8
Evidence of effectiveness in addressing crisis pathway planning for the different high-pressure scenarios	10	
Total for excellence	50	25
Impact of the proposed solution		
Value of benefits for procurers and their employees including planners	15	8
Total cost of ownership of the solution including economic impact for health and care organisations	5	2
Sustainability of supplier business case including demonstrating scalability and commercialisation	5	
Soundness of the approach to data interfacing with procurer IT systems	10	5
Total for impact	35	18
Implementation of the proposed solution		
Quality and completeness of the work-plan as well as detail of tasks, methodology, milestones, and deliverables (incl. ongoing technical support and advice to procurers)	5	
Feasibility of plan and resources to meet the objectives specified	5	2
Relevance of the proposed way to involve health and care practitioners as well as planners in all aspects of design and development	5	
Total for implementation	15	8
Overall score for tender	100	60

Phase II

Award criteria for Phase II	Maximum points	Threshold points
Excellence of the proposed solution		
Level of innovativeness and ability to go beyond the state-of-the-art	5	1
Extent to which the solution can be adapted for data sharing and alignment between the diverse ecosystem entities (beyond health and care organisations)	10	6
Extent to which the proposed solution meets the DYNAMO vision and its requirements documented in the Call	10	6
Evidence of effectiveness in addressing crisis pathway planning for the different high-pressure scenarios	10	4
Total for excellence	35	18
Impact of the proposed solution		
Value of benefits for procurers and their employees including planners	5	2
Total cost of ownership of the solution including economic impact for health and care organisations	10	5
Sustainability of supplier business case including demonstrating scalability and commercialisation	10	5
Soundness of the approach to data interfacing with procurer IT systems	10	6
Total for impact	35	18
Implementation of the proposed solution		
Quality and completeness of the work-plan as well as detail of tasks, methodology, milestones, and deliverables (incl. ongoing technical support and advice to procurers)	10	
Feasibility of plan and resources to meet the objectives specified	10	5
Relevance of the proposed way to involve health and care practitioners as well as planners in all aspects of design and development	10	
Total for implementation	30	15
Overall score for tender	100	60

THANK YOU

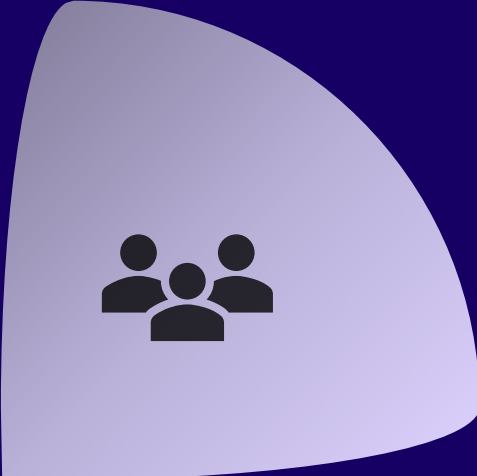
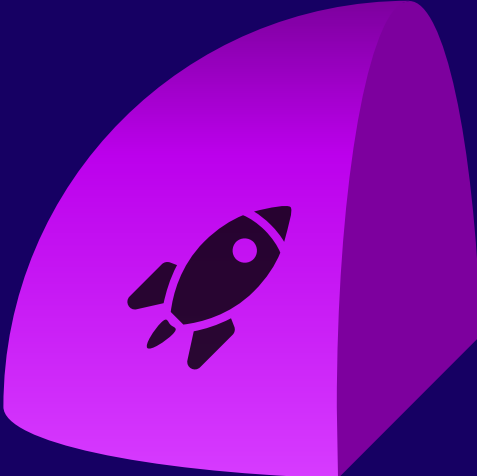




Recommendations for tender preparation & consortium building

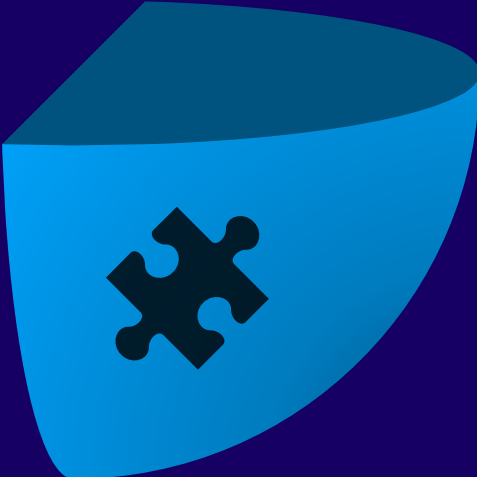
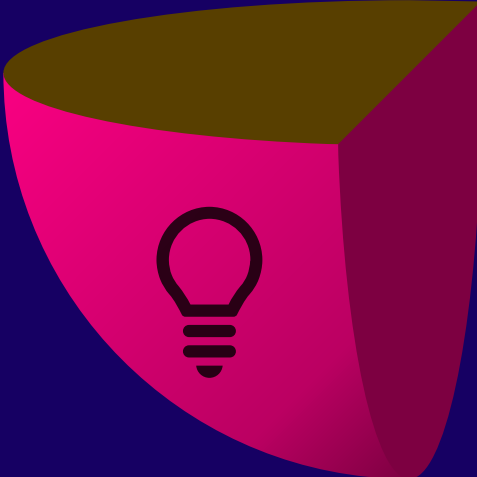
Main tips

**MAKE THE MOST OF
THE RESOURCES!**



**DON'T BE AFRAID TO
ASK!**

**MIND THE LOCAL
CONTEXT!**



**BE AWARE OF THE
RULES**

1. Make the most of the resources!



Check the documents

Carefully check the Tender Document package and the Technical Challenge Brief.



Consortium building

Set up your consortium to ensure you meet all the must-have aspects.

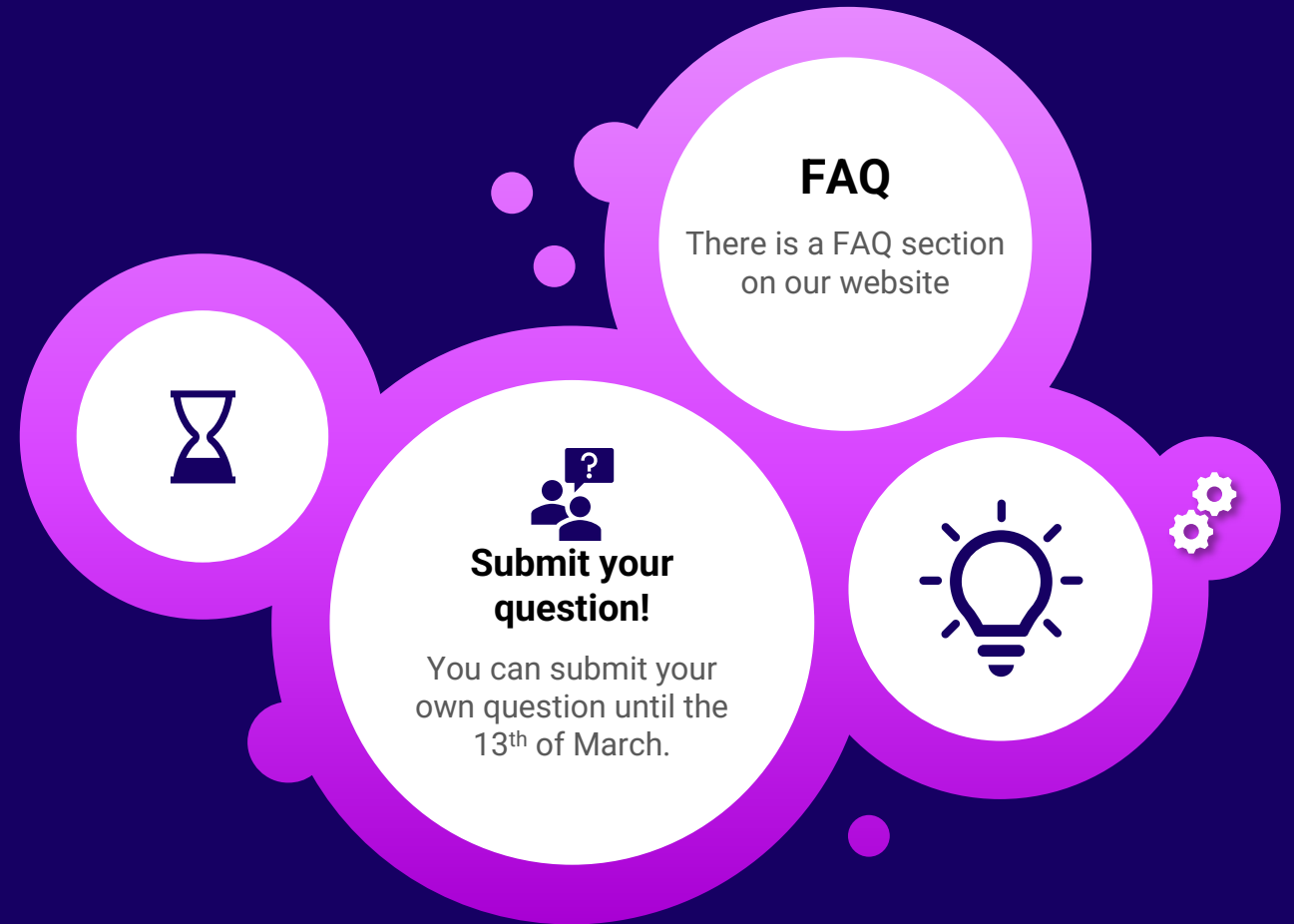


Matchmaking platform

If you are seeking new partners to build a consortium, check our Matchmaking platform on DYNAMO's website to either announce yourself or look for what you need to create a competitive consortium!

2. Don't be afraid to ask!

- There is a FAQs section available on DYNAMO's website
- Should you have any question, check the FAQs section: <https://dynamo-pcp.eu/faq/>
- If your query has not been already solved, do not hesitate to submit it to: suppliers@dynamo-pcp.eu



Submit your question!

You can submit your own question until the 13th of March.



3. Mind the local context!



01
People on board

Although it is NOT MANDATORY. It might be interesting to have someone within your consortium that is familiarized with the procurers' regions

Knowledge about the institutional and administrative culture of the procurers' countries may be crucial to foresee barriers, problems, and opportunities in advance.




02
Vision



03
Regional systems

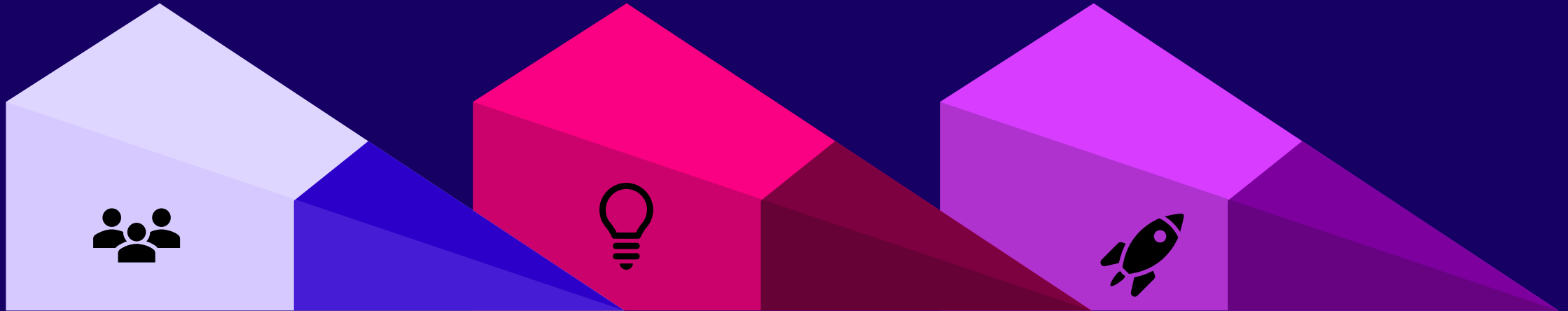
Each partner belongs to a different reality, health and social care are two domains quite decentralized in Europe. Knowledge about the regional differences may be interesting.

Although communications may be held in English, it might be interesting to involve some organization or person fluent in the local language.



04
Language

4. Be aware of the rules!



01 – Must-have aspects

Be sure that you have gone through all the documents and that your application fulfils all the legal and administrative requirements when submitting it!

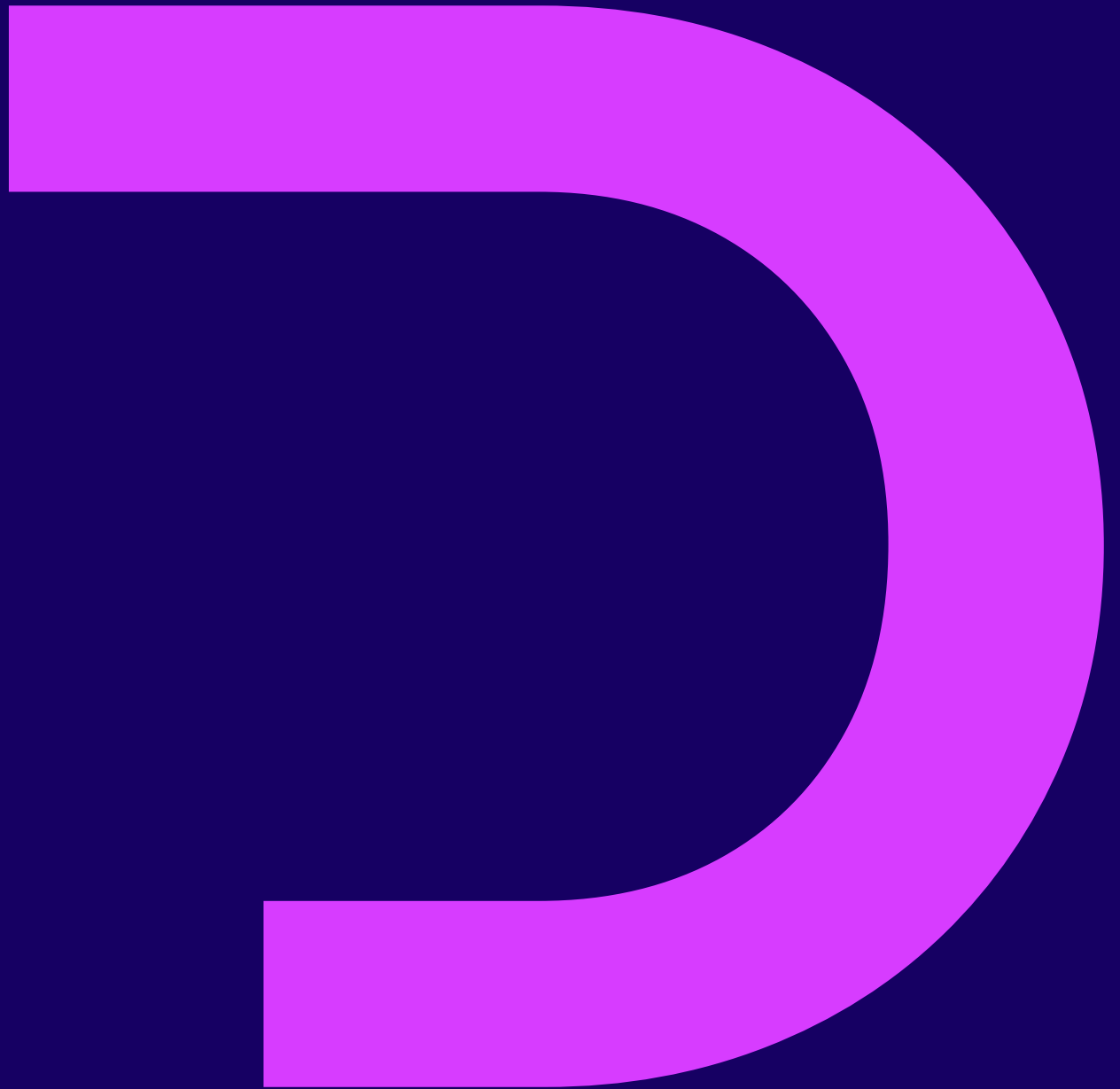
02 - Deadlines

In the same way, submission deadline should be respected at all costs. Applications submitted later than the DL will NOT be taken into consideration, even if the delay is caused by technical problems!

03 - English

DYNAMO team is composed of a group of people with different backgrounds and nationalities, barely the only thing they have in common is the English language, so remember to use it when communicating with them!

THANK YOU





Q&A



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

THANK YOU