



International OMC

6th July 2023, 10:00 AM 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

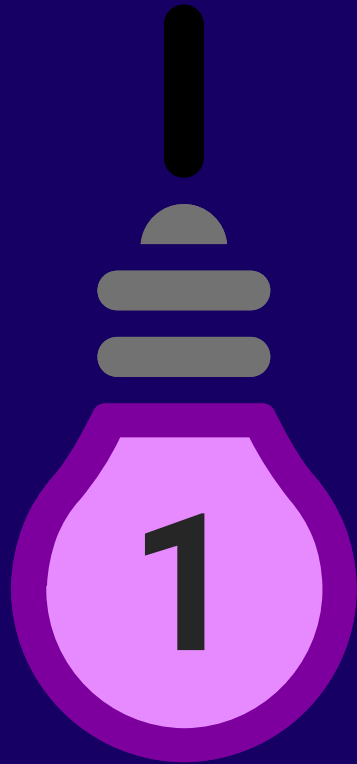
All participants must be muted when not presenting to avoid noises



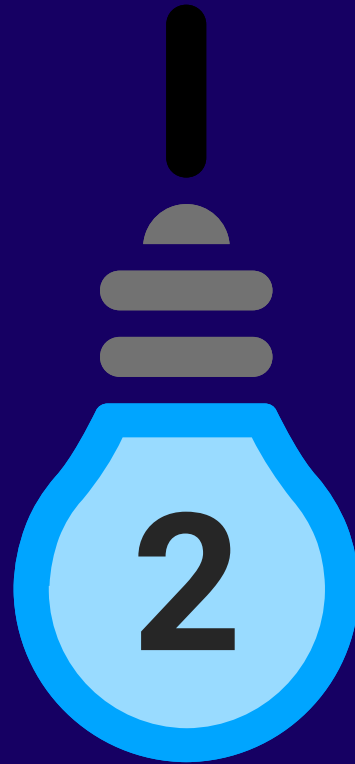
Intervention

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

Oscar Zanutto



ISRAA

EU projects
department
coordinator

Lutz Kubitschke



empirica

Senior research
consultant

Klaus Piesche



empirica

Senior research
consultant


Ulises Pisano



Ticbiomed

Project consultant

OMC Draft agenda




01

Block 1: Main challenges and scope

10:00 – 10:10: Welcome and introduction to Dynamo. Oscar Zanutto (ISRAA)

10:10 – 10:40: Dynamo challenges and scope. Lutz Kubitschke (empirica)

10:40 – 11:00: Q&A



02

Block 2: DYNAMO PCP next steps

11:00 – 11:10: Dynamo PCP phases and tender process. Klaus Piesche (empirica)

11:10 – 11:20: Dynamo Open Market Consultation and next steps. Ulises Pisano (TBM)

11:20 – 11:30: Q&A




03

Block 3: Breakout rooms

Session splits into 2 breakout rooms

Breakout room 1: *Pitching session for consortium building.*

Breakout room 2: *Gathering of feedback from external procurers.*





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.

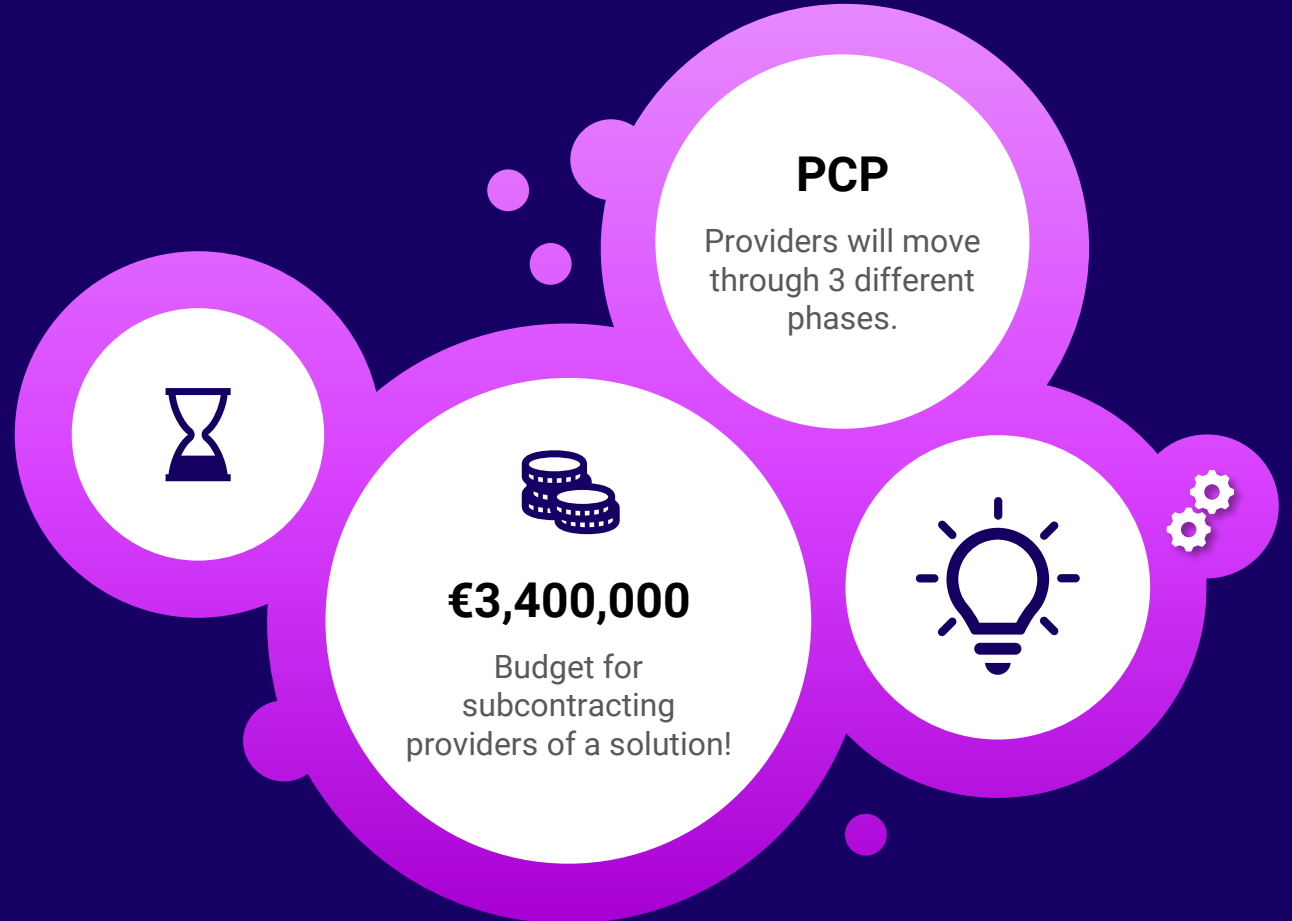
DYNAMO budget and procurement

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:

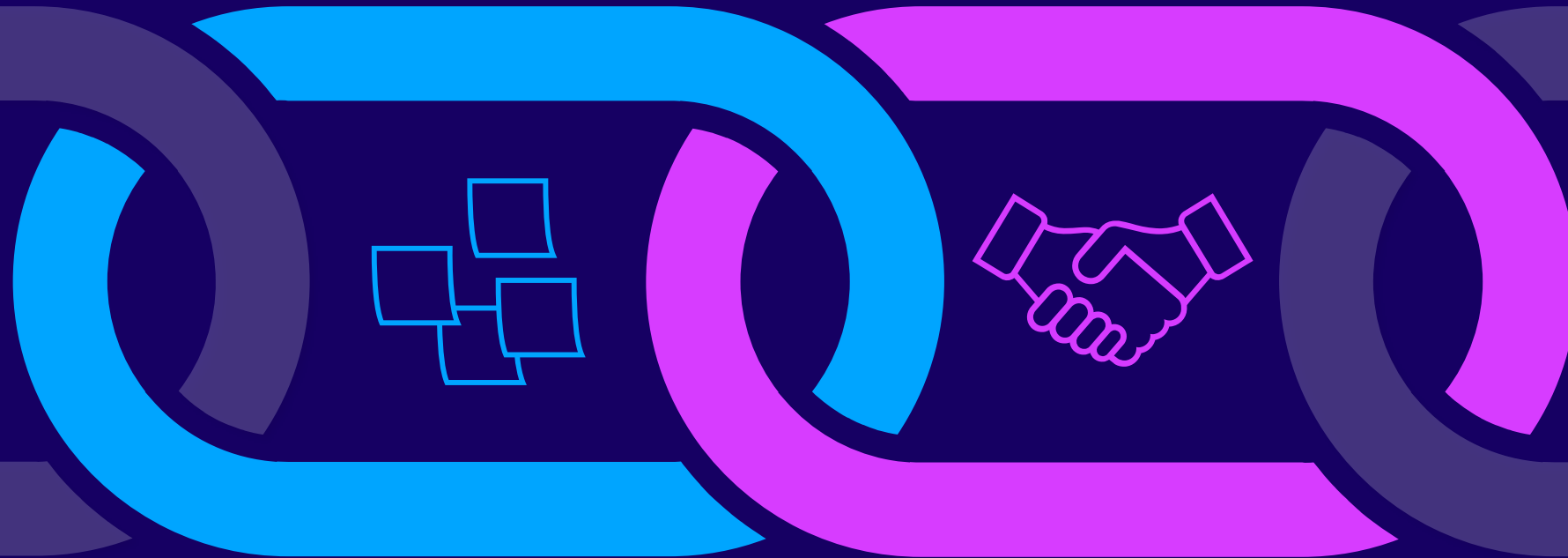
- Phase I: Solution design (15% of budget)
- Phase II: Prototype development (35% of budget)
- Phase III: Testing pilot systems (50% of budget).





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.

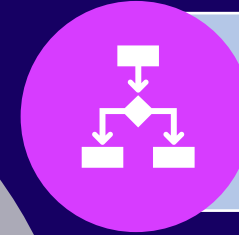
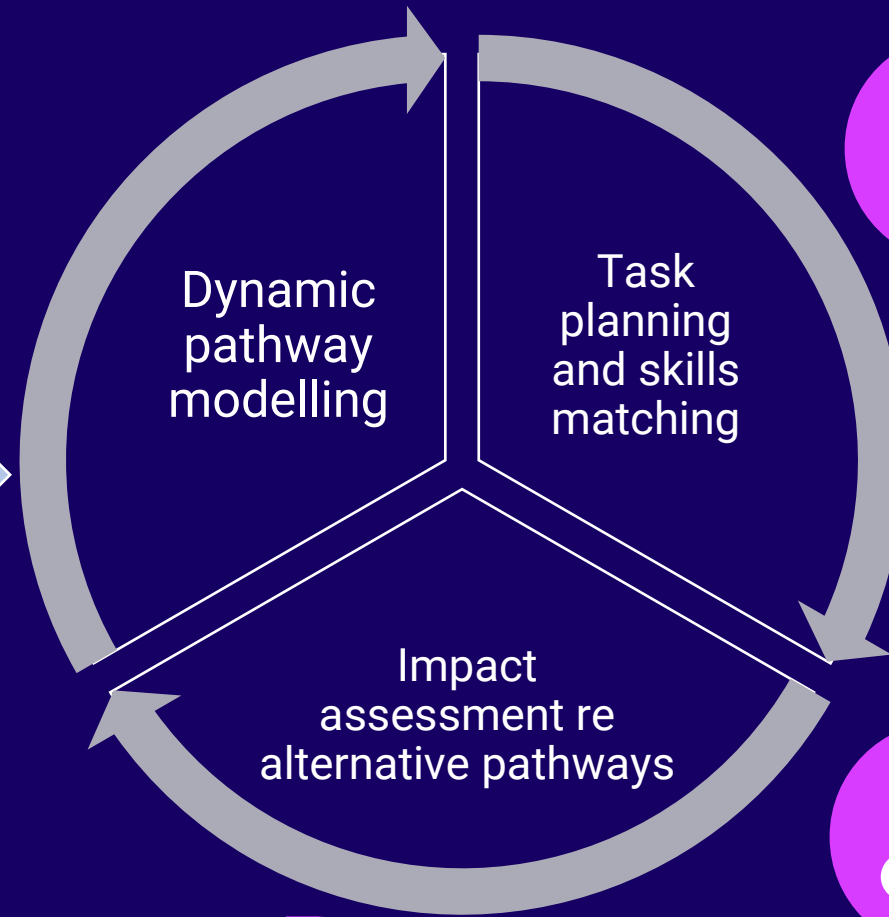
Bring solutions to the reality

- 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.

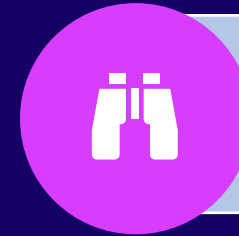
Will there be a real benefit ?

Systemic Threats

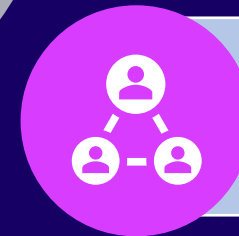
- Propagated epidemic
- High service demand by migrants / refugees
- Increasing anti-microbial resistance
- Heat wave
- Staff layoffs (e.g. caused by structural staff shrinkage)
- Energy poverty inducing respiratory illness
- Cyber attack
- ...



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.

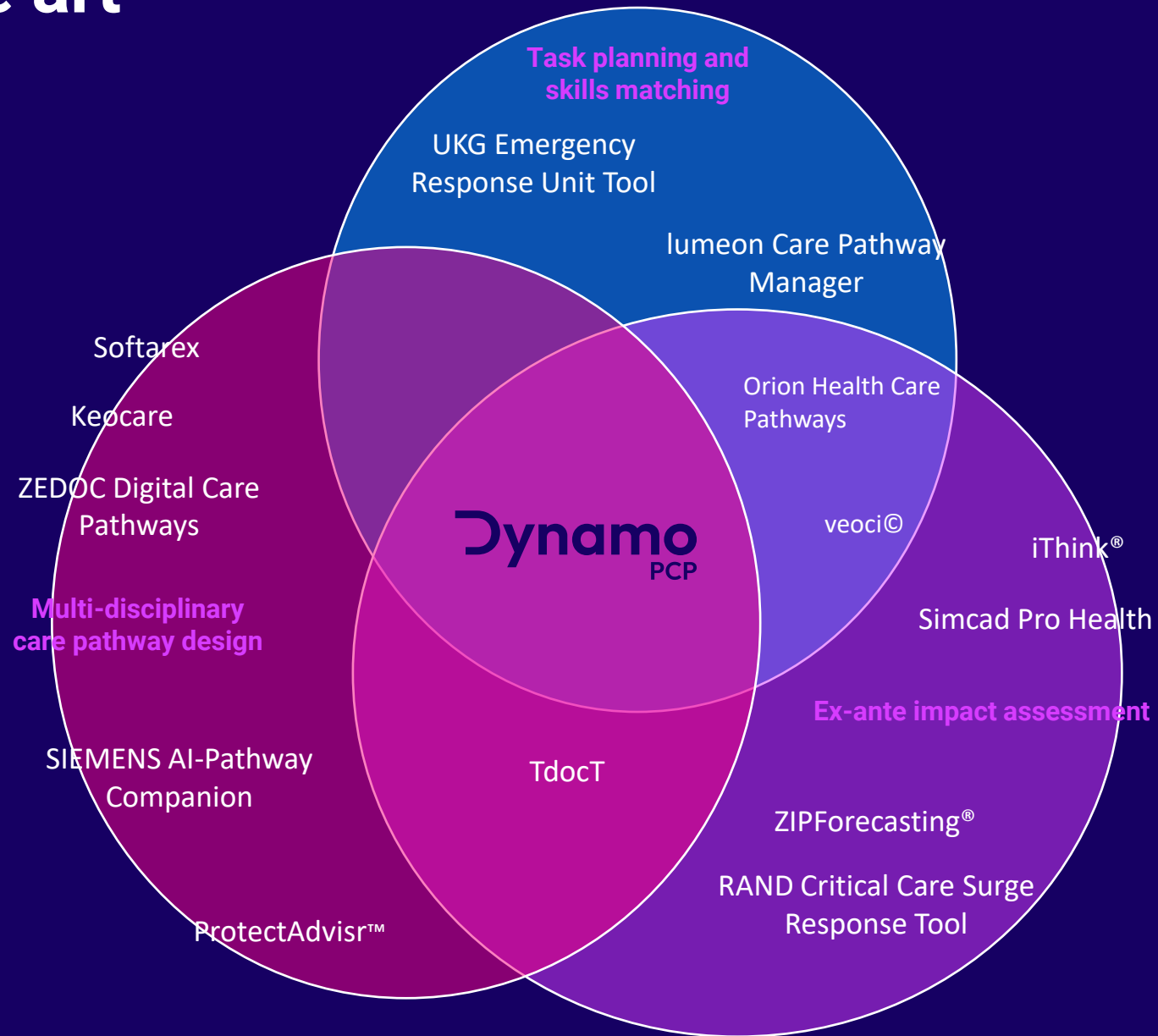
EX-ANTE IMPACT ASSESSMENT AT PATHWAY PLANNING STAGE

- 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

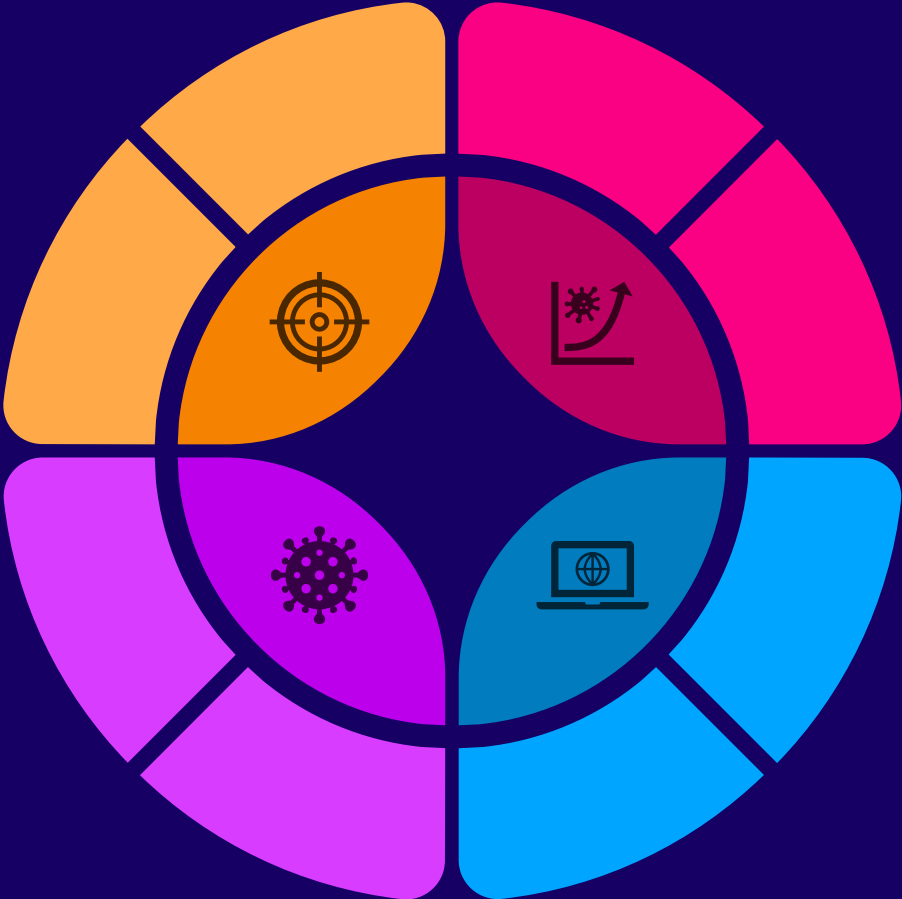
- Model care pathways around task allocations.
- Design a standard catalogue of tasks (skills of different professional groups).
- Skills inventory of relevant staff categories.
- Mechanisms for task shifting and staff pool mapping.
- Ad hoc care skills alert.

State of the art



High-pressure scenarios (I): Communicable

**Point-source
epidemic**



**Propagated
epidemic**

Identified by West Wales (UK).

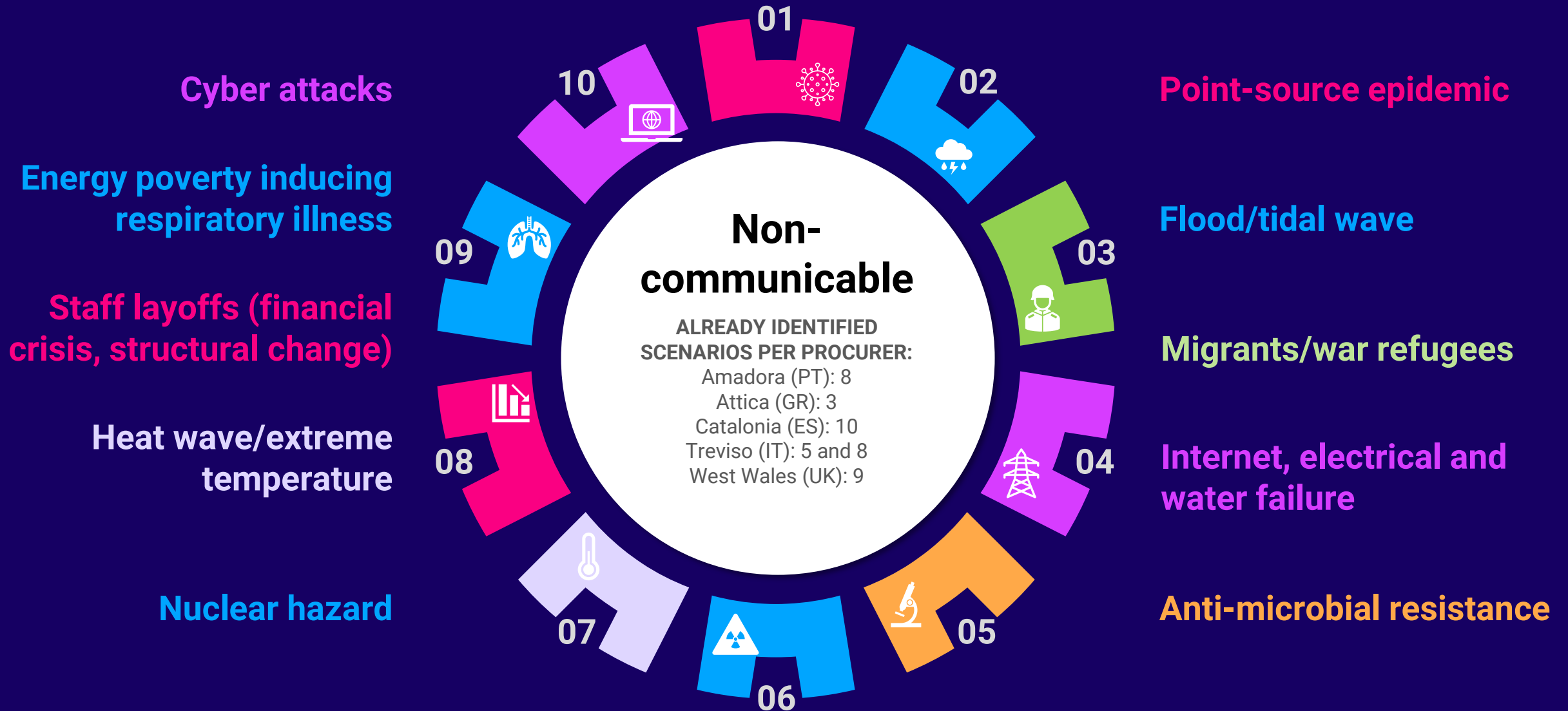
Pandemic

Identified by Amadora (PT), Attica (GR), and Catalonia (ES).

Cyber attack

Identified by Catalonia (ES).

High-pressure scenarios (II): Non-communicable



Solution target end-users

06. Data managers

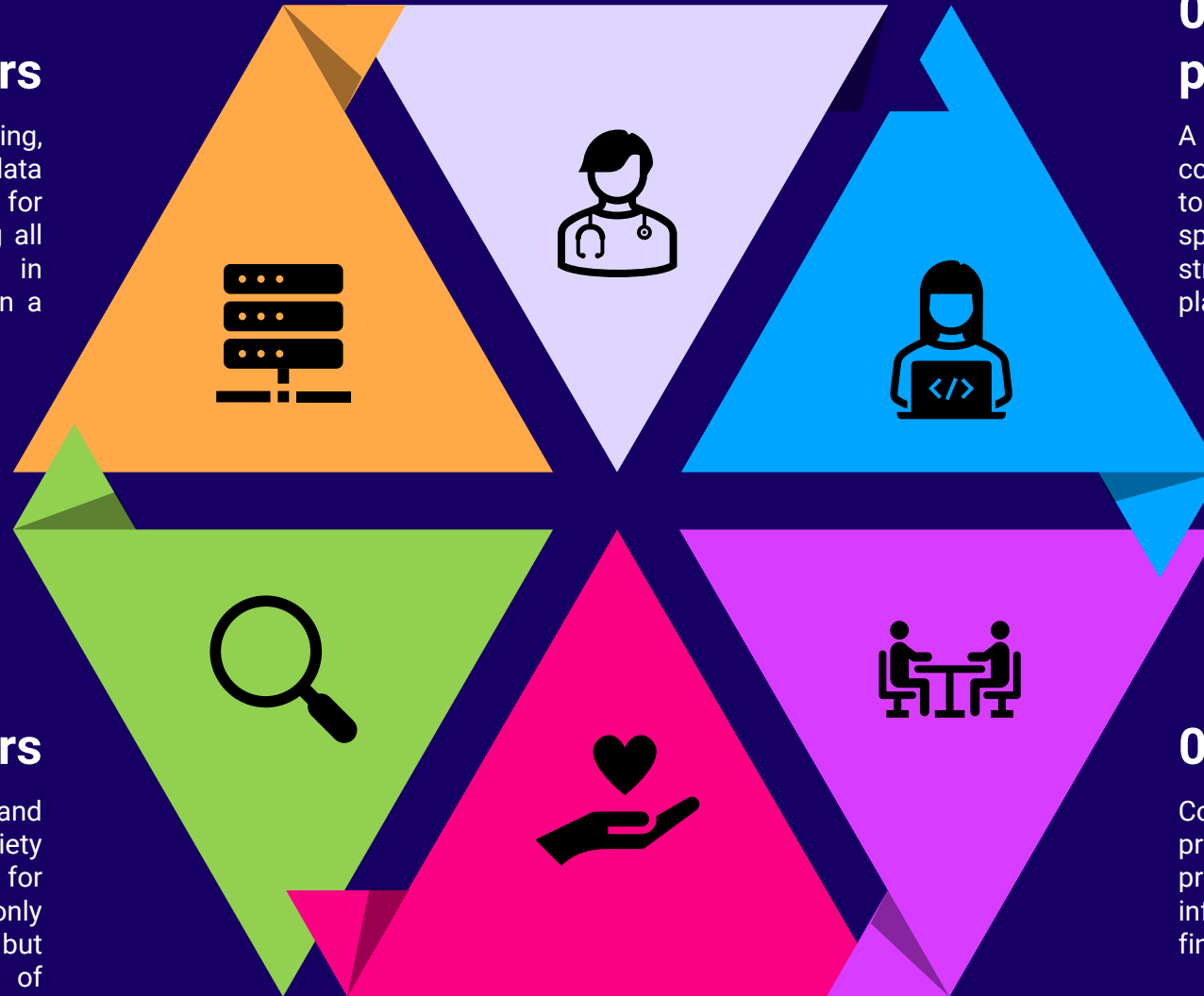
The ones developing, overseeing, organising, storing, and analysing data and data systems. Responsible for security and confidentiality, taking all due ethical issues into account in accordance with the GDPR, and in a timely manner.

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.

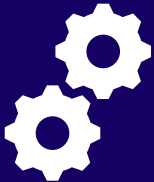
03. Community staff

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

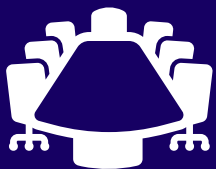
Towards a common specification of needs!



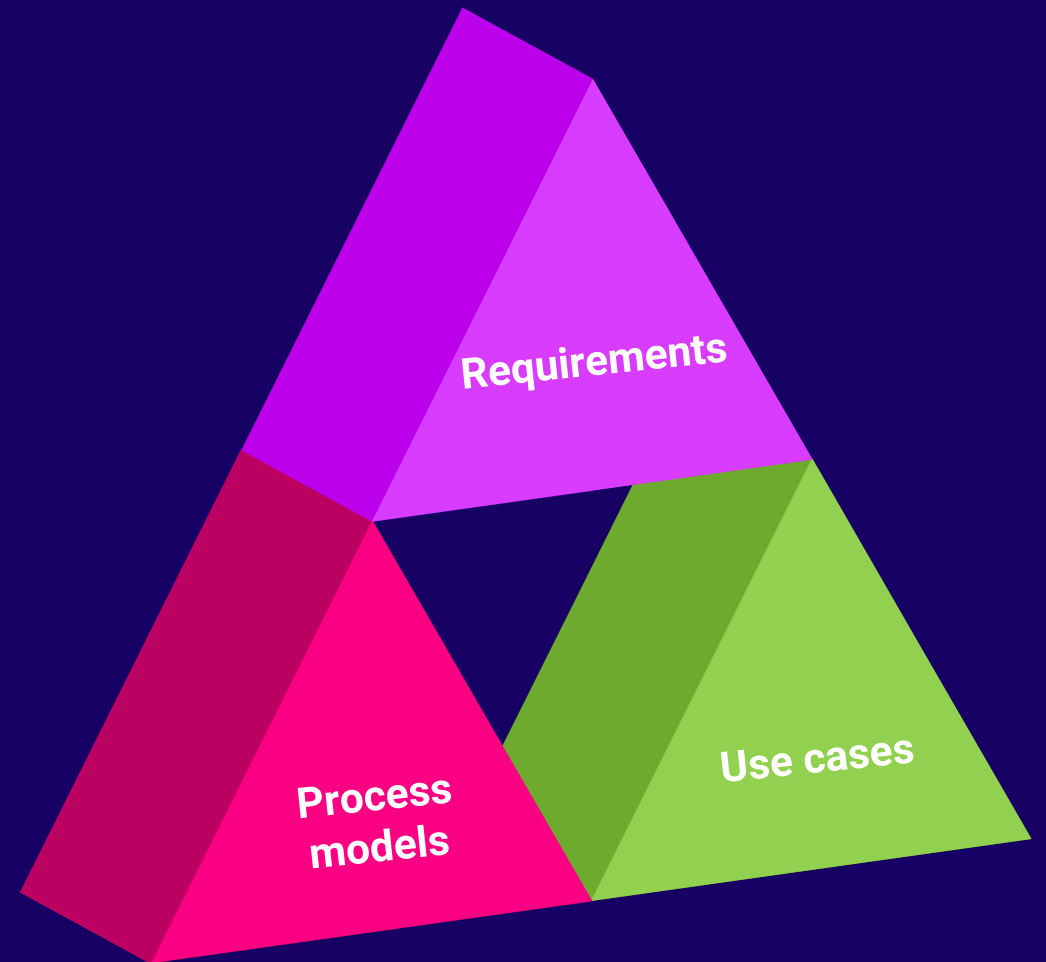
DYNAMO procurers



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.



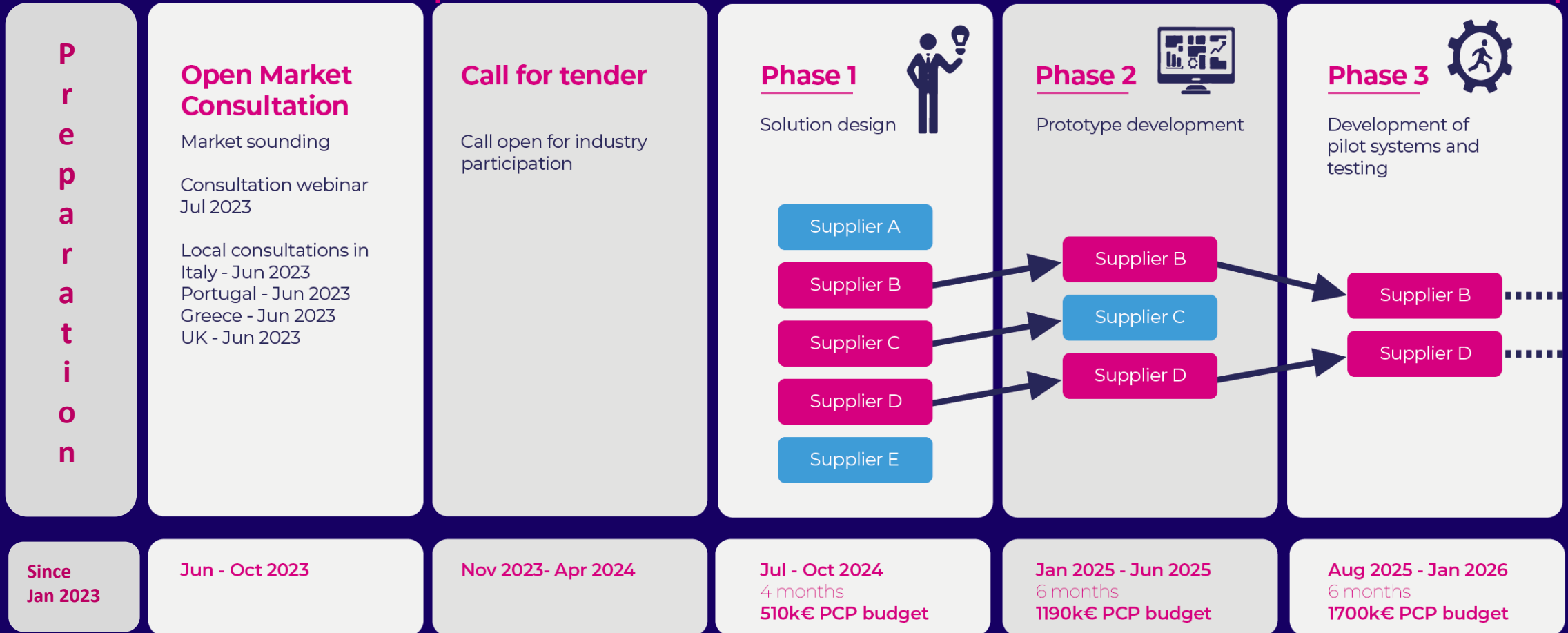
Suppliers

- 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 2024
- 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

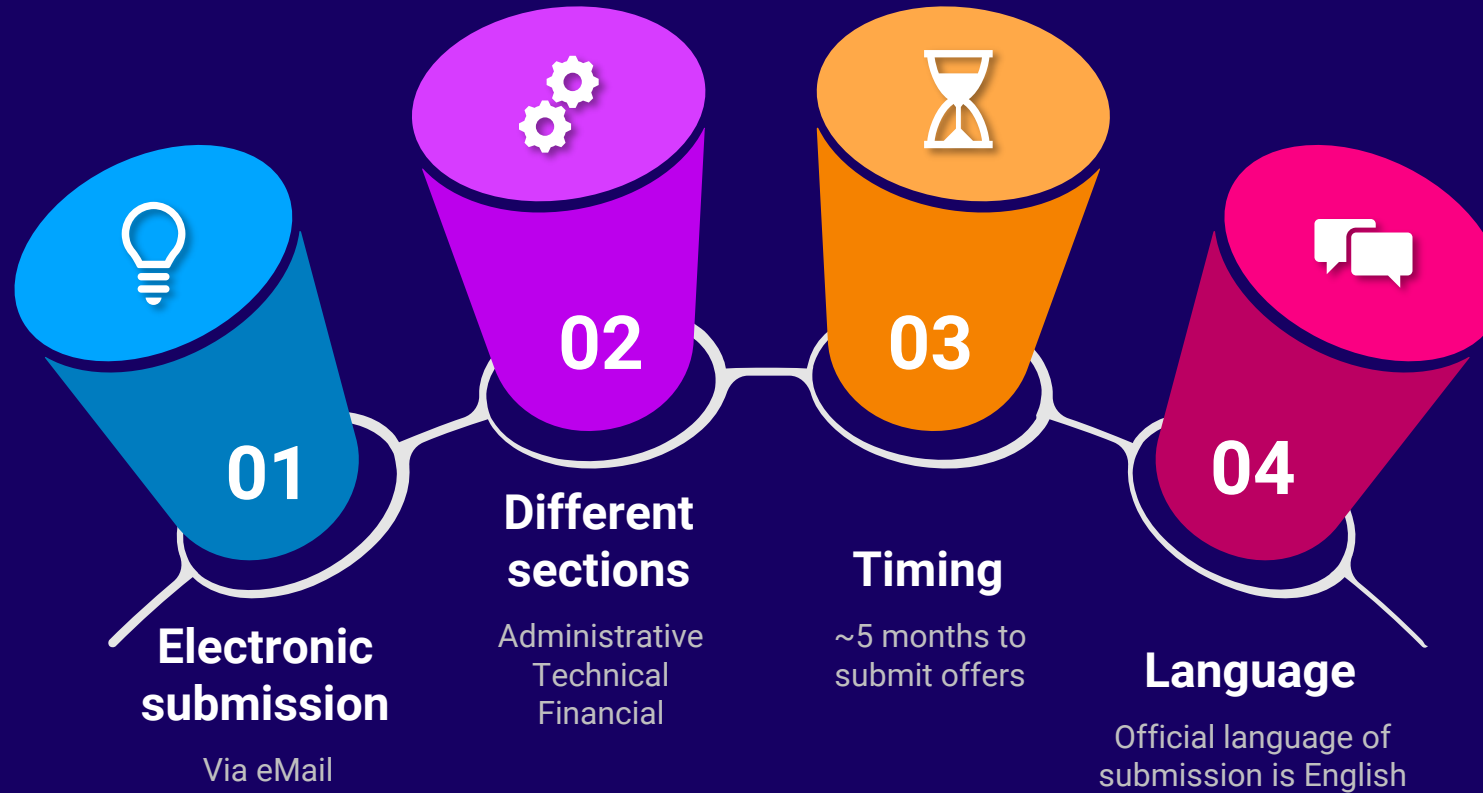
- Final development.
- Implementation + Final test + training
- Operation + helpdesk



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**.

06

Members

For tendering regulation reasons, the members of a consortium should remain the same until the end of the process.

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?

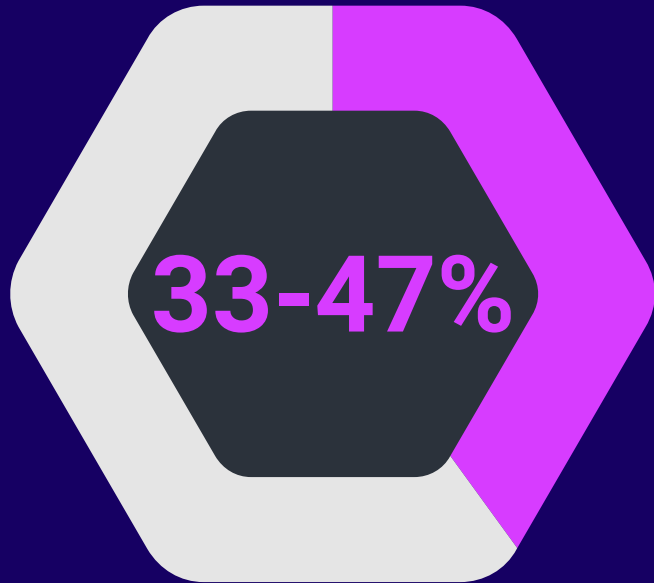
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Cost

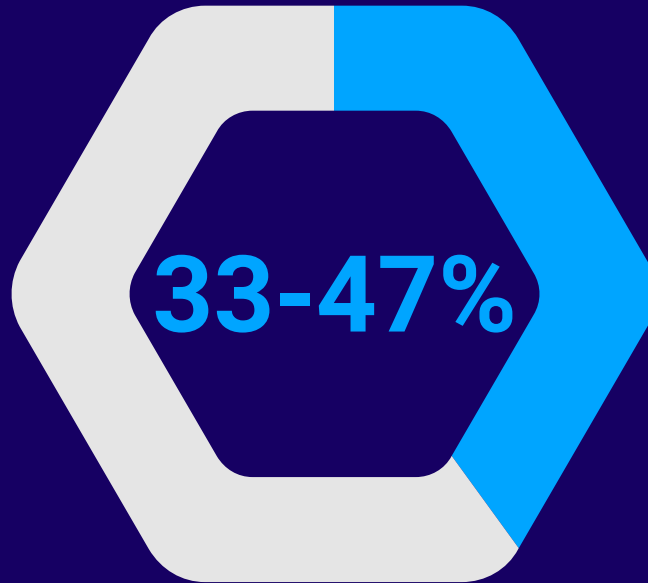


Cost shouldn't be a burden for innovation. It will be based on real-life estimations, not on development cost. Its relevance will increase as phases move forward.

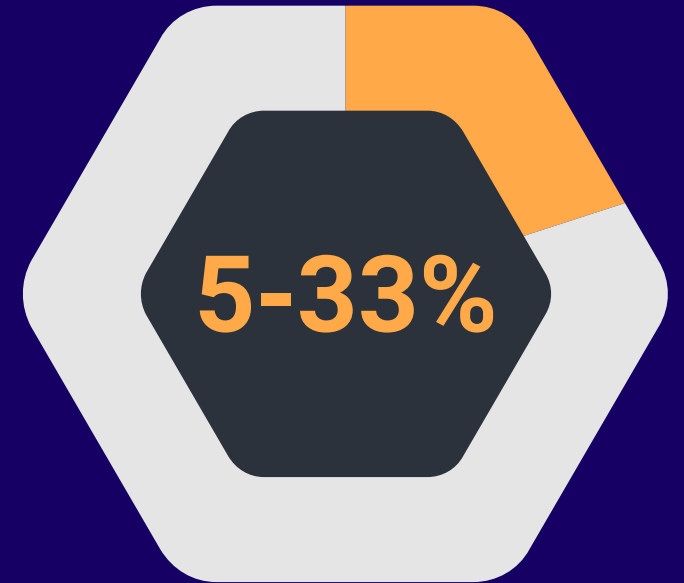
Tendering process: DYNAMO triple aim



Population health

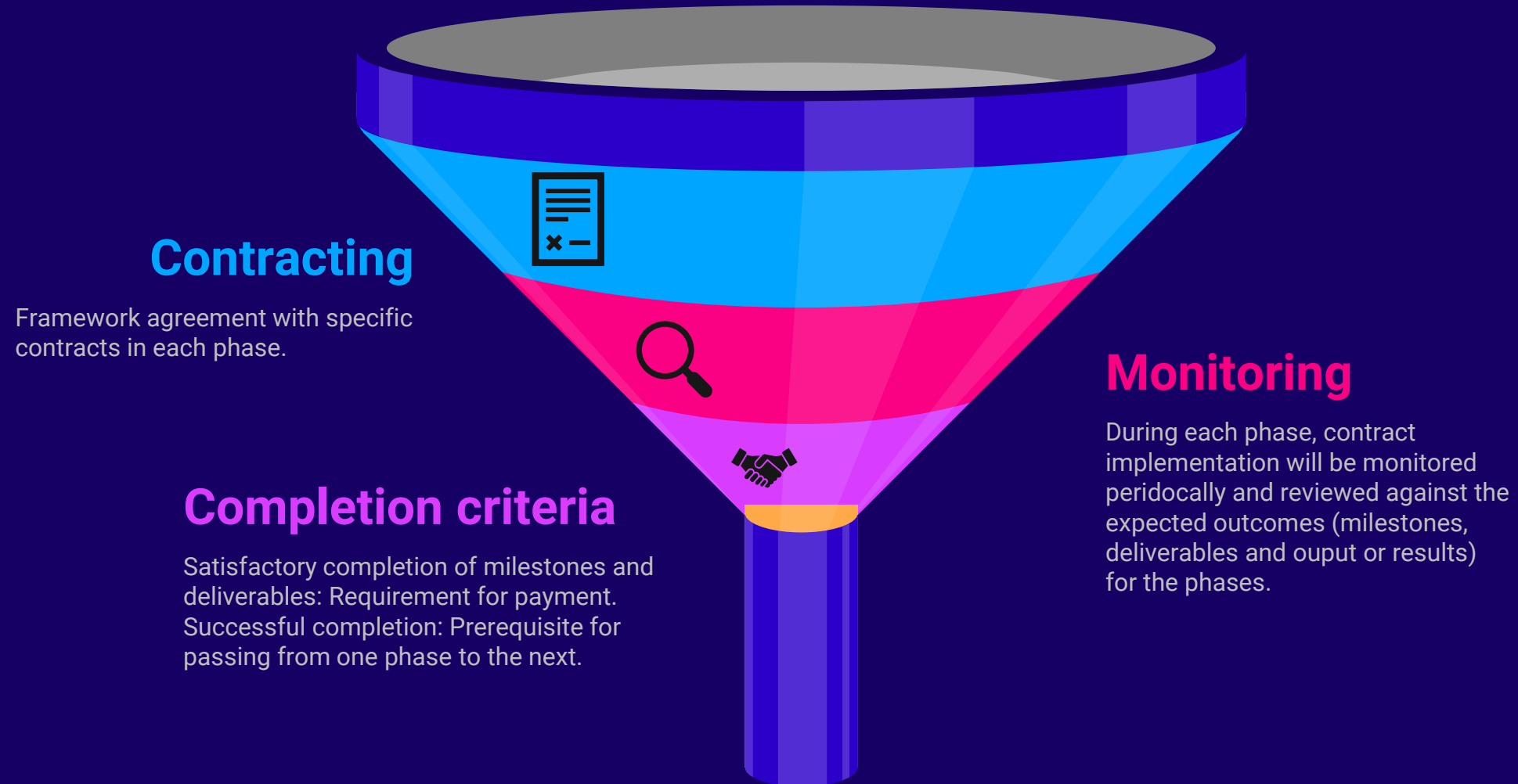


Process fit

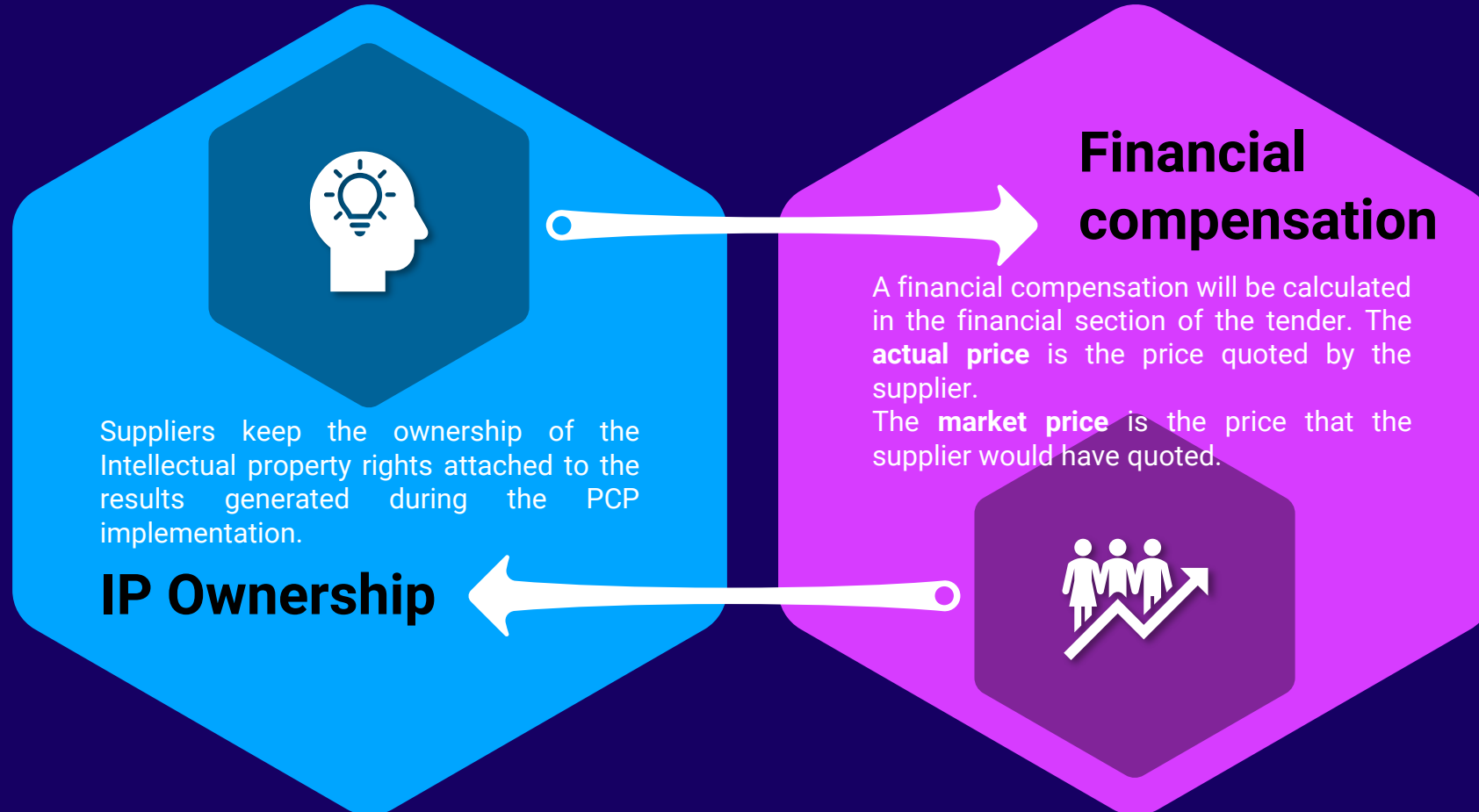


Cost

Tendering process: Contract, monitoring and payments



Tendering process: Intellectual property rights



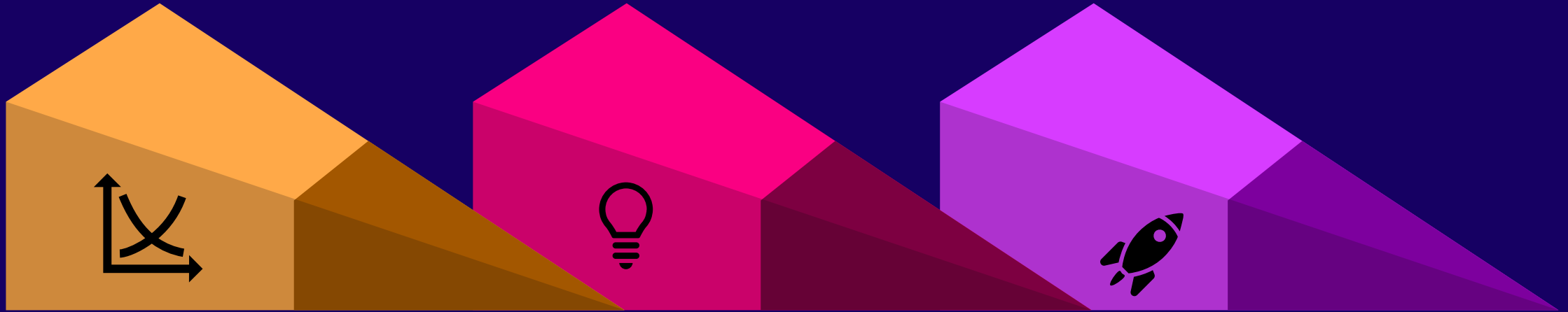


Q&A



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



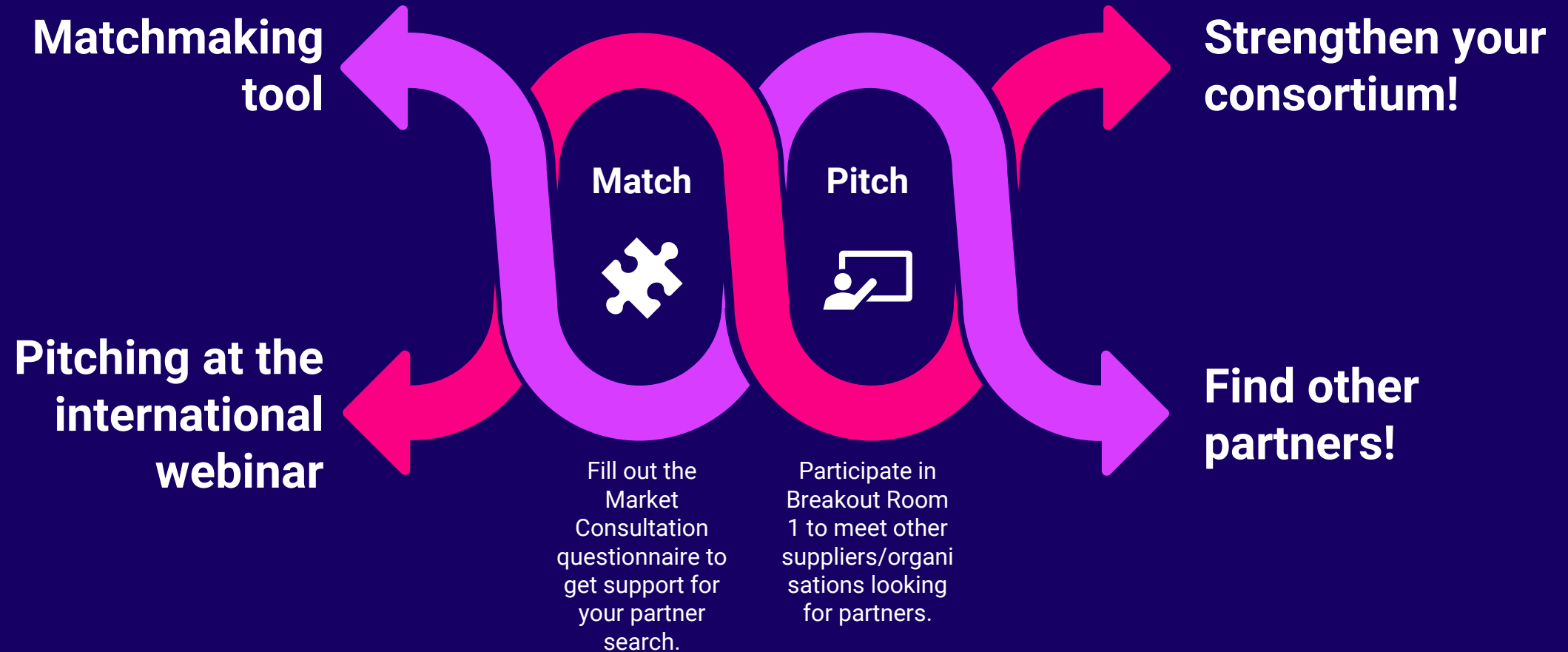
DYNAMO feedback process



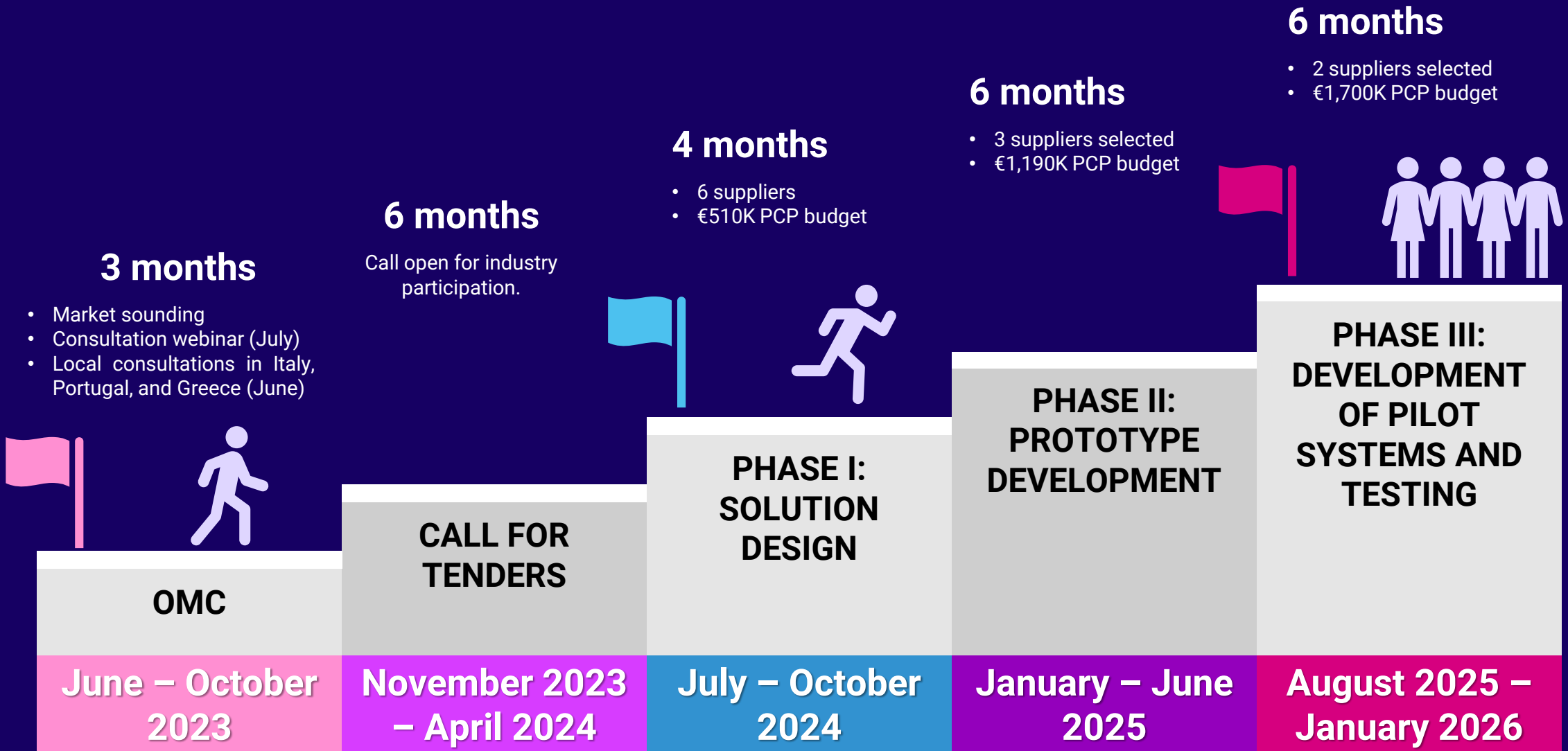
Check out the scope document and fill in the questionnaire!

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

Competitive consortia



Roadmap





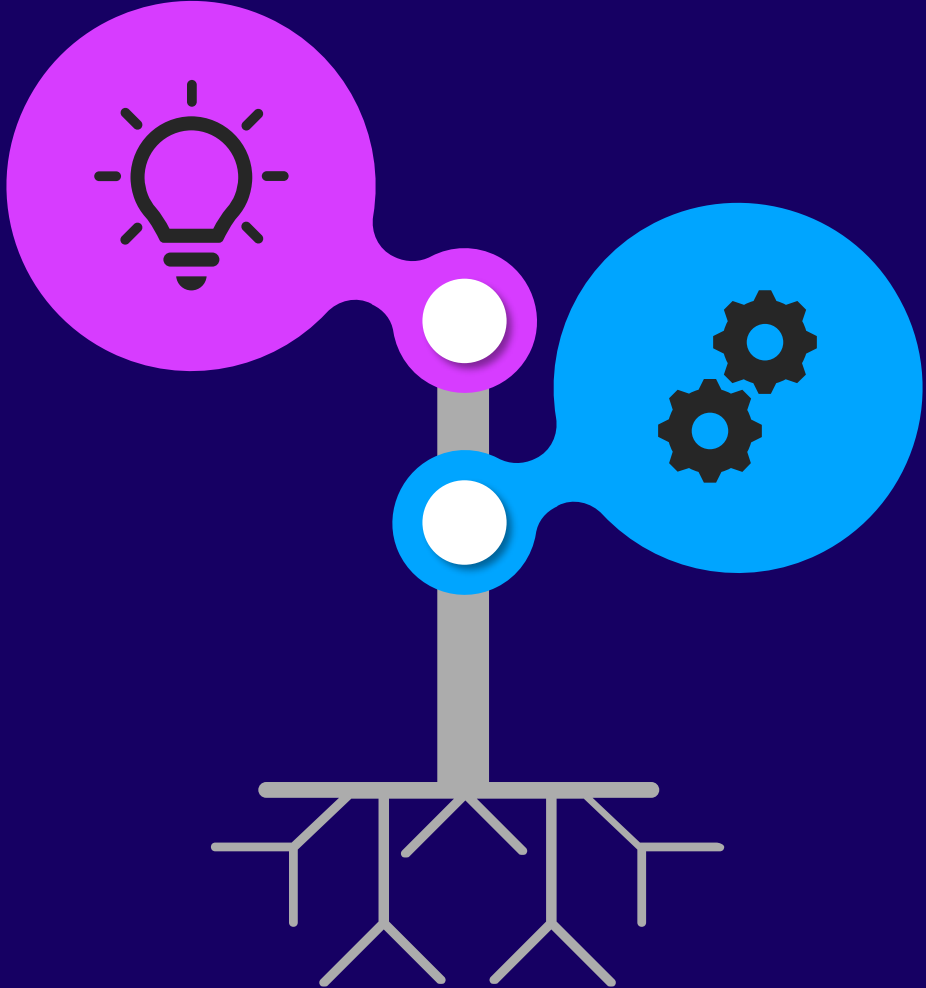
Q&A



Block 3: Breakout rooms

Breakout rooms: time to join your breakout room!

**Pitching session for
consortium building!**



**Feedback collection
from external
procurers!**



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

THANK YOU