



International Network Supporting
Procurement of Innovation
via Resources and Education

“This initiative intends to address the confidence issue in Pre Commercial Procurement and Public Procurement of Innovation by creating a stakeholder ecosystem and a communications platform intended to inspire public procurers from Member States responsible for defining the acquisition strategies for innovative solutions in eHealth, Active Ageing and Independent Living ”

Definitions

Pre-Commercial Procurement (PCP)¹ is an approach for procuring R&D services which enables public procurers to:

- share the risks and benefits of designing, prototyping and testing new products and services with the suppliers; in line with relevant EU and WTO legislation on public procurement, without involving State aid;
- create optimum conditions for wide commercialization and take-up of R&D results through standardization and/or publication.
- pool the efforts of several procurers;

Public Procurement of innovation (PPI)² refers to procurement where contracting authorities act as a launching customer (early adopter) to purchase/deploy innovative goods or services that are newly arriving on the market and which are not yet available on a large-scale commercial basis.

^{1,2} Lieve Bos, European Commission - Information Society and Media DG http://cordis.europa.eu/fp7/ict/pcp/overview_en.html; http://cordis.europa.eu/fp7/ict/pcp/links_en.html

Background

European Union is confronted with pressing **financial and societal challenges** represented by the increasing call upon healthcare services caused by an **aging population and growing incidence of chronic diseases**. There is also a clear need to shift the service balance from **hospital to outpatient care and to preventive care and self-care**. **New technologies and new ICT-based solutions should lead us towards better quality services and patient satisfaction as well as lower total system level costs.**

Yet a **weakness in bringing such solutions into practice is encountered** at the very first step of the process - **defining and procuring innovative solutions**. In general **Health/ Procurement Authorities have not yet embraced the new procurement instruments** and there is a need to meet such challenges head-on and to enable procurement teams to deal with them in confidence.

PCP provides an opportunity for co-development of new methods and delivery processes for healthcare, connecting the problem owners, end-users and companies as solution providers.



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Objectives

The INSPIRE project presents an outstanding effort to create practical impact on the use of the Pre-Commercial Procurement (PCP) instrument and to strengthen forward looking procurement strategies in the domains of eHealth, Active Aging and Independent Living.

INSPIRE focuses on sharing and disseminating evidence on procurement practices from European projects and on supporting European procurers in the Health domain to take into use these new collaborative practices.

INSPIRE aims to:

- Create a sector-specific network of Contracting Authorities to foster demand for innovation. Focus will be on sharing and disseminating evidence on innovation procurement practices from European projects.
- Facilitate the introduction of new technologies and ICT-based services in the healthcare delivery system, through evidence based service – and business model thinking.
- Link innovation procurement and venture capital activities. R&D&I activities often face difficulties in attracting sufficient external finance in an adequate timeframe especially in the prototype and commercialization phase. Linking PCP with Venture Capital can provide the missing boost to complete the Innovation chain in a manner which secures also the Business case.



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