

## INSPIRE case study

### SILVER: Supporting Independent Living for the Elderly through Robotics

Roles involved: Please see Call Documents.

Status: Phase 2

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Key information:

• Object: R&D services	
• Object: commercial volumes of end-product	
• Demand side driven approach (need /challenge definition)	
• Separation with the procurement of commercial volumes of end-product and no preferential treatment in the supply of the final product (re-opened competition)	
• Absence of exclusive condition: the public purchaser does not reserve the R&D results exclusively for its own use	
• Open and competitive procurement (no invitation-based or restricted procedure)	
• Development in phases	
• Multiple-sourcing contract	
• Retaining at least two participating companies until the last phase to ensure a (future) competitive market	
• Open, transparent, non-discriminatory selection procedure based on objective selection and award criteria specified in advance of the bidding procedure	
• Contractual arrangements (including IPRs), rights and obligations allocation decided upfront and made available to all interested bidders in advance	
• All potential bidders (including SMEs) have equal chances to bid against the same contractual condition	
• Awarded criterion: MEAT (competition also on price)	

#### 1. Identification and assessment of unmet needs within (and starts from) the public bodies

The general topic of Assisted Living through Robotics was selected during 'consortium building' sessions with considerations and assessments regarding the needs of the local authorities as well as of the elderly, the staff and the informal caregivers . It was agreed that the independent living via robotics theme was both important to them and technically achievable. The time saving excel sheet itself is a very quantitative way of expressing the needs.

#### 2. Involvement of users in specification of requirements and/or piloting

End-users were involved in the needs assessment. The competition concentrates on 'Activities for Daily Living (ADL)' to identify areas where Users said they would most welcome technology support. Each of the projects which are selected for prototyping is planned to be user-tested in each of the consortium members test sites.

### **3. SoA analysis via open technical dialogue and early market engagement**

The OJEU PIN dated 19/9/2012 announces an online market survey at the SILVER website and a consultation session at the Ambient Assisted Living event in Eindhoven on 26/9/2012.

### **4. Specification of functional / performance-based requirements**

The SILVER Call for Tender comprised 29 pages of text, of which perhaps 4 pages describe the challenge of demographic aging and a typical day in the life of an elderly person and their carer, and the rest describe the PCP process and tender requirements and evaluation criteria. Several supplementary documents further support the Call, one of which is a two-page .pdf elaborating on the typical personal activities for Daily Living which form the core focus of the Call. It is a broad-based Call, and is appropriate for this subject area.

### **5. Evaluation and Verification of innovative solutions (either within the tendering process or in pre-commercial phase)**

The Consortium conducted this in house with support of external experts. The assessment criteria are presented clearly in the Call.

### **6. Shared allocation of risks and benefit (including IPR management)**

It is clearly stated that IPR resides with the Supplier.

### **7. Enable the participation of SMEs**

There is no evidence of any measure designed to prefer SMEs over any other provider. However we were keen to enable them by not having a call too difficult for them to take part in. We succeeded as shown by the large number of SME:s applying to phase 1 and actually entering the PCP.

### **8. Enhance the competition during execution and facilitate innovation over the contract period (for PCP multiple sourcing and approach in phases, for PPI performance condition, lots....)**

Multiple solutions have been supported in parallel with each other, albeit that each solution is providing different functionality, ie: aimed at supporting different aspects of personal Assistance for Daily Living (ADL).

### **9. (Identified) Knowledge, skills and resources needed to conduct PCP/PPI**

There was knowledge transferred between the EC and the Consortium. Also knowledge from legal consultants and from SBRI and SBIR schemes via 2 partners in the consortium.

## **10. Business / service case development- was this present and relevant**

Market Consultation confirmed business case.

## **11. What was the main aim with the procurement? To procure new technology/solutions or technology+ service (service procurement) leading also possibly to change in care model/delivery?**

The aim was to develop new technology which would reduce the burden of care providers by increasing the independence of the elderly so that the same number of carers could handle an additional 10% of patient numbers. In so doing the care model would change.

## **12. Procurement results – was it worth the investment in the pre-procurement phase?**

Project still ongoing, in Phase 1 (techno-economic feasibility). Now in Phase 2

## **13. Main lessons learnt (lessons learnt that are worth sharing with others) so far in general**

See Public Document D5.1

## **14. Financial aspects**

From different key players/ payers perspectives...From Västerås it has been identified as a major challenge for future PCP processes targeting the elderly care sector that we lack structures (bodies, networks, etc) that could co-finance the PCP. There are 290 local authorities like Västerås in Sweden and even though we are one of the largest it is not realistic that we solely should finance further PCP calls.