



# International Open Market Consultation Workshop

Wednesday March 1<sup>st</sup> 2023

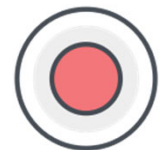
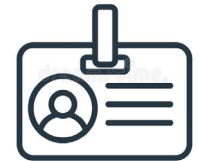


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# Logistical aspects for the event

1. Please state your **name and your organization** in brackets (e.g., Ion Arrizabalaga (AQuAS))
2. Excepting the **Groups of Discussion**, from now on please **quit both Camera and Microphone**.
3. Please use the **Chat** to ask questions. These will be collected and answered afterwards in the website, together with the slides of the event(s).
4. We will be using **Wooclap** to gather further feedback.
5. The meeting is being **recorded** and will be **published** in the project website





# Agenda

- 09.45** Joining the session
- 10.00** Welcome and introducing the event – *AQUAS | DG GROW | EISMEA*
- 10.10** About RaDAR, the buyers, and coordinated innovation procurement – *AQuAS*
- 10.30** The unmet needs and buyer perspectives – *ICO*
- 10.50** The procurement process and timelines – *Resah*
- 11.00** Clarifications and feedback
- 11.15** Break
- 11.30** Breakout group discussions
- 12.30** Feedback from group discussions
- 12.50** Next steps, bilateral meetings, networking tool - *AQuAS*
- 13.00** Clarifications and feedback
- 13.15** Conclusions and close – *AQuAS*





# About RaDAR, the buyers, and coordinated innovation procurement

International Open Market Consultation Workshop

Ion Arrizabalaga, AQuAS



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# AMR Problematic

## The Problem

### Antimicrobial Resistance (AMR)

In 2019, **4.95 million** people died from illnesses in which bacterial AMR played a part. **1.27 million** as direct result of AMR.

More deaths than cancer by **2050**

High economic burden: **1.5 billion** euros annually in healthcare costs and productivity losses in EU

The ways we treat illnesses now will endanger our health in the future

## The Need

To respond Joint Action on Antimicrobial Resistance (EU-JAMRAI) and EU Action plan (2017-2020):

Improve early detection systems to ensure **quality care process**

Screen drug-resistance and virulence to improve **treatment effectiveness**

Report and rapid communication system to **increase system resilience**

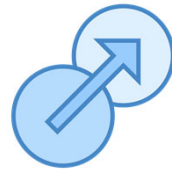
**Reduce** both Healthcare and governmental costs

# Follow up of ANTI-SUPERBUGS PCP



The ANTI-SUPERBUGS PCP buyers group challenged the market to develop **novel medical technologies** with the aim to:

- Rapid detect the presence of MDROs in the hospital premises.
- Improve the appropriateness of antibiotics usage
- Reduce the community and social care impact of Hospital-Acquired Infections.



- ▶ Extend and leverage from the outcomes of ANTI-SUPERBUGS PCP
- ▶ New research and development arising from the pandemic crisis caused by Covid-19
- ▶ Adapt to the new procurement organisations' specific needs
- ▶ Develop new models of payment / reimbursement models



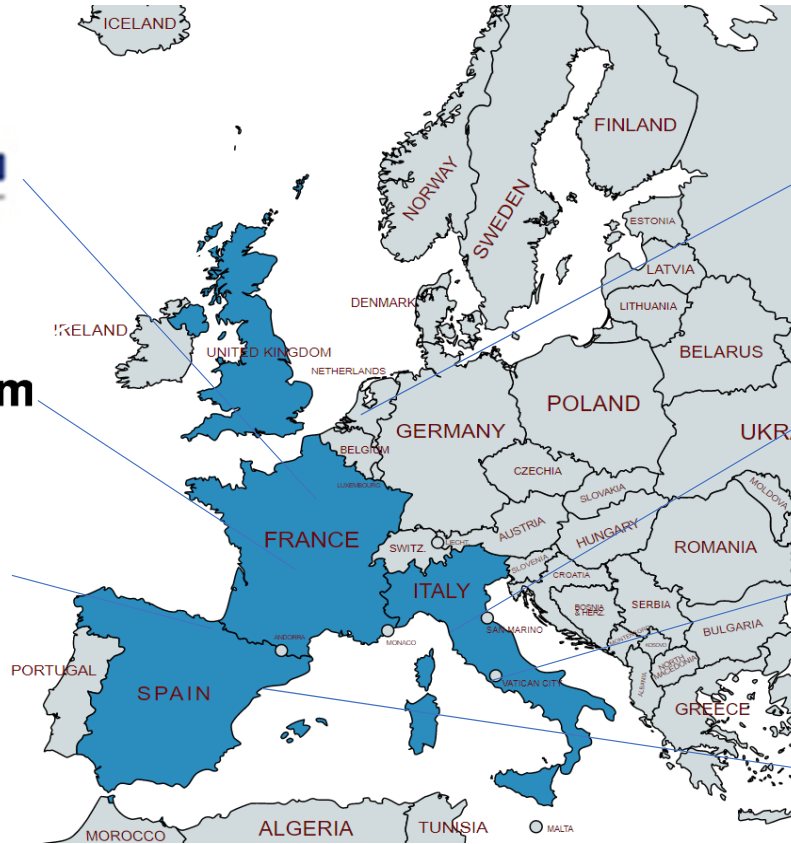
# Consortium

## Buyers

1. RESAH (Lead Procurer) - France
2. Basque Health Service - Spain
3. Oncology Institute of Catalunya - Spain
4. Universidad de Nápoles Federico II - Public Health Department – Italy

## Supporting Entities

5. AQuAS (Coord) – Spain
6. INSERM – France
7. INSME – Italy
8. JERA- UK
9. BD-HRI- Spain



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# RaDAR Buyers Group

## Osakidetza

### Basque Health Service

16 hospitals  
160 Primary Care Centers  
2.71 million population



## Instituto Catalán de Oncología (ICO)

### Reference Oncology Center in Catalonia

4 oncology centers  
VINCat: 73 hospitals; 370 Primary Care Centers;  
92 socio-health centers  
7.57 million population



### Central Purchasing Body in France

Preparatory phase at the University  
Hospital of Limoges

130 regional hospitals  
67.75 million population



## Resah



### Department of Public Health – University of Naples Federico II

Federico II University Hospital - 1500 medical  
staff members.

Provides specialized services for: Local health agencies,  
hospitals, public and private organizations.

5.87 million population

## UNINA -Campania



# Introduction to Public Procurement of Innovation (PPI)

## Public Procurement

Public procurement refers to the **purchase by governments and state-owned enterprises of goods, services and works.**

As public procurement **accounts for a substantial portion of the taxpayers' money**, governments are expected to carry it out **efficiently** and with high standards of conduct in order to ensure **high quality of service delivery and safeguard the public interest**

(Source: OECD)

## Innovation

An innovation is a **new or improved product or process (or combination thereof)** that differs significantly from the unit's previous products or processes and that **has been made available to potential users (product) or brought into use** by the unit (process).

Source: OSLO MANUAL 2018 © OECD/EUROPEAN UNION 2018



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# Introduction to Public Procurement of Innovation (PPI)

## Public Procurement of Innovation

TRL 1 – basic principles observed

TRL 2 – technology concept formulated

TRL 3 – experimental proof of concept

TRL 4 – technology validated in lab

TRL 5 – technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)

TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)

TRL 7 – system prototype demonstration in operational environment

TRL 8 – system complete and qualified

TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Fundamental research

Industrial research – the type of activities targeted by Phase 1 of a PCP

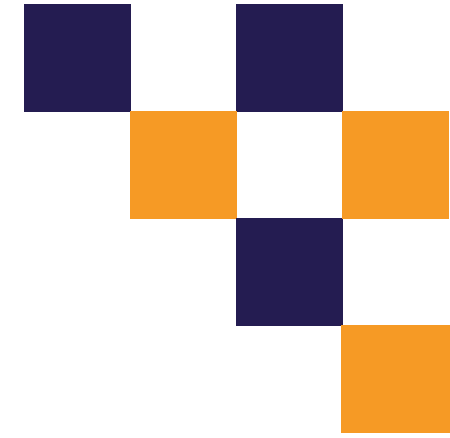
Experimental development – the type of activities targeted by phase 2 and 3 of a PCP



(Source: European Commission)



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# Introduction to Public Procurement of Innovation (PPI)

## Public Procurement of Innovation

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Fundamental research

Industrial research – the type of activities targeted by Phase 1 of a PCP

Experimental development – the type of activities targeted by phase 2 and 3 of a PCP

PPI



(Source: European Commission)



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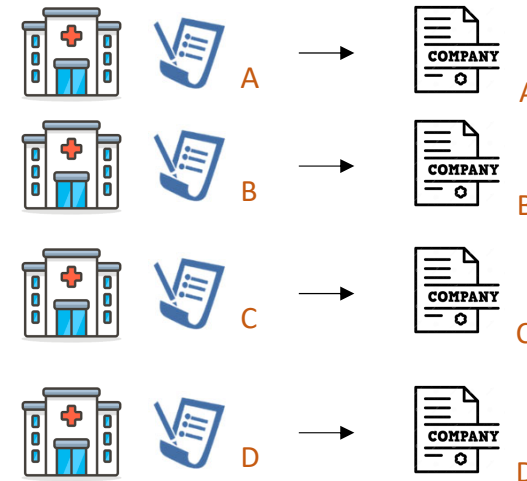


# Collaborative cross-border procurement model



Individual tendering per locality

Coordinated contract execution



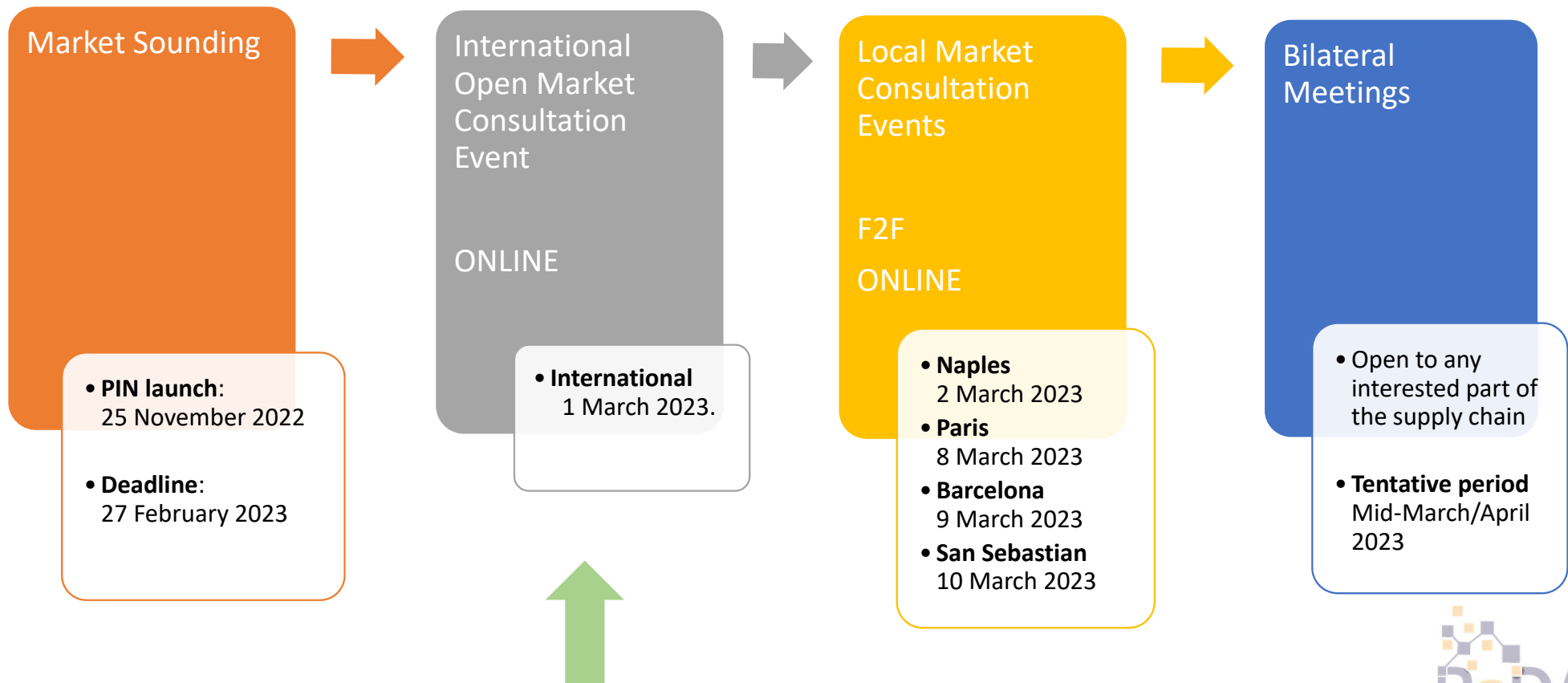
Clinical demand definition

Common + Local Market Readiness Assessment





# RaDAR Market Readiness Assessment





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- 1 Vaya a [wooclap.com](https://wooclap.com)
- 2 Ingrese el código de evento en el banner superior

Código de evento  
**RADAROMC**



- 1 Envía [@RADAROMC](https://www.instagram.com/RADAROMC) al **986 08 06 74**
- 2 Ya puedes participar

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# The unmet needs and buyer perspectives

International Open Market Consultation Workshop

Ana Álvarez Fernández , ICO



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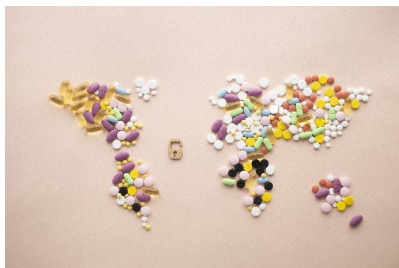




# The procurement organizations

## Buyers

1. RESAH (Lead Procurer) - France
2. Basque Health Service - Spain
3. Catalan Institute of Oncology- Spain
4. Universidad de Nápoles Federico II - Public Health Department – Italy



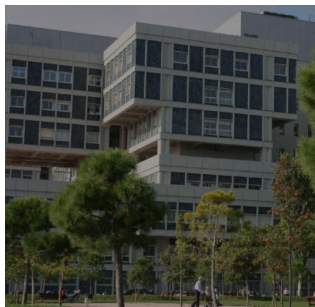


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# ICO - Institut Català d'Oncologia

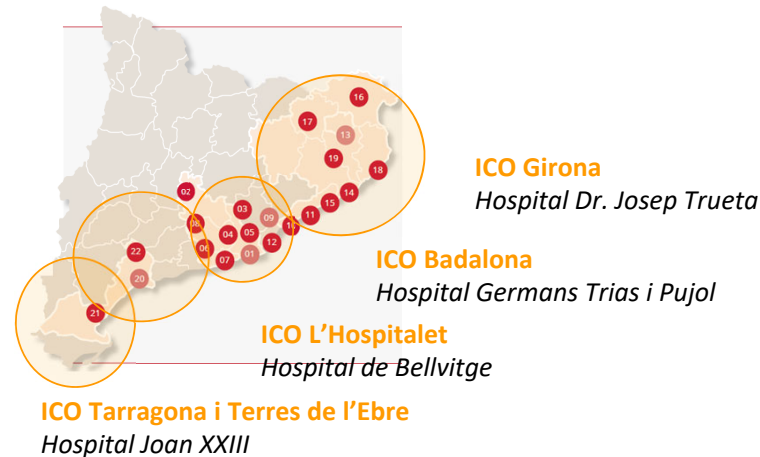


The **Catalan Institute of Oncology (ICO)** is a public non-profit centre working almost exclusively in the field of cancer.



Its approach to the disease is **comprehensive**, combining, all in one organisation: **Prevention, Patient Care, Training and Research**

Cancer centre for almost **45%** of the adult population of Catalonia.





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# Introduction to the VINCat programme

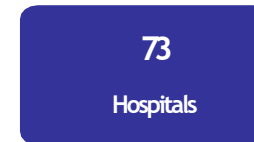
## Healthcare-Associated Infections Surveillance Programme (VINCat)

### Surveillance System

- Healthcare-Associated Infections
- Antimicrobial Resistant Infections
- Antibiotic Susceptibility

### Infection Prevention and Control

### Stewardship Program of Catalonia (PROACat)



EU-JAMRAI 2





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# The Context in ICO



Institut Català d'Oncologia  
Hospital Duran i Reynals – ICO l'Hospitalet



Onco-hematological patients -  
Immunocompromised



High incidence of AMR



External laboratory – Dependency and more  
time to obtain results



# OSAKIDETZA: Basque Health Service



Provides medical assistance to the population of the Basque Country: Approximately 2M inhabitants.



Integrated Health Care Model composed by:  
- 37 hospitals.  
- 160 primary care centers.



Internal microbiology laboratories.



Map of the Basque Country: Integrated Health Care Model of Osakidetza.





# OSAKIDETZA: Basque Health Service



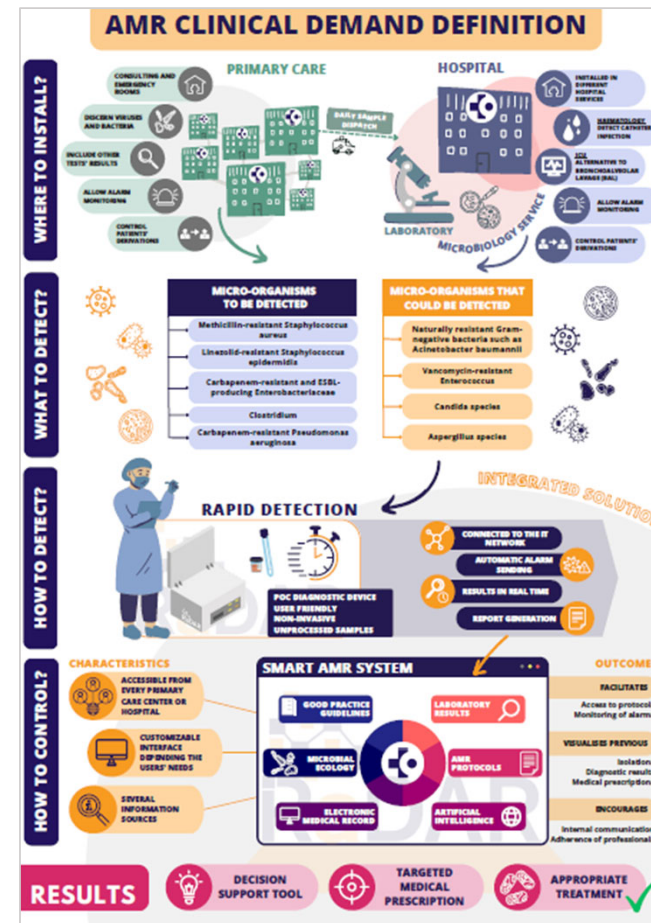
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# resah – Réseau des Acheteurs Hospitaliers

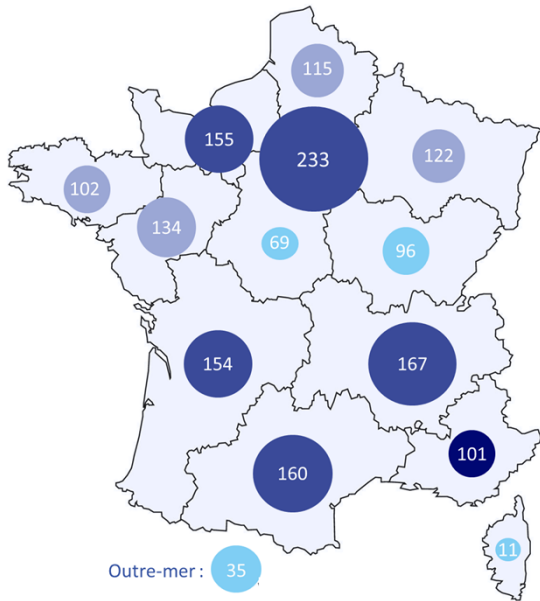


Resah is a public interest group (GIP) whose objective is to **support the mutualization and professionalization of the procurement** of public and private non-profit healthcare and social organizations, in order to **improve their individual and collective performance.**

A workforce composed by 190 collaborators, mainly based in Paris.



# resah – Réseau des Acheteurs Hospitaliers



**1900**  
Beneficiaries

Hospitals	45%
Nursing homes	20%
Others (CCAS/CCIAS, SDIS, territorial community...)	35%

**11**  
Procurement categories

- Medicines
- Medical devices
- Laboratories
- Biomedical
- General equipment
- Hospitality
- Building and energy
- Transport and vehicles
- General Services
- IT
- General services

**2 Md€**  
2022 procurement volume

**700**  
Suppliers  
(40% start-ups & SMEs)



# INSERM and the context of Limoges



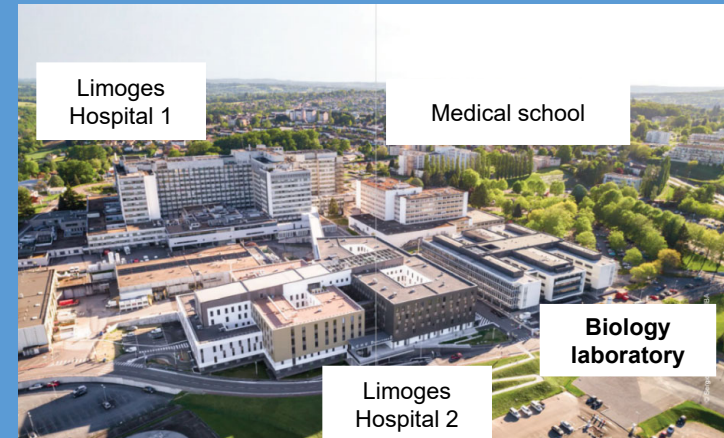
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Area of 1 Million inhabitants

2000 beds

6000 employees

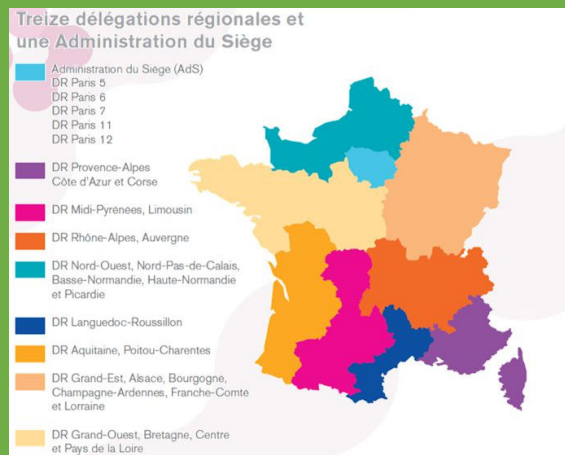


Public French Health Institute

Ministry of Health and of Research

256 research units

8500 employees



More than **13,976 scientific publications** in 2021, i.e:

- **16% of French production**, all research fields combined
- **42% of publications in the biological and medical fields**

More than **2,100 active patent families** in 2021. Inserm is the:

- **3rd European patent applicant in the pharmaceutical sector**
- **2nd in the biotechnology category**
- **8th French patent applicant**, all organizations and sectors combined





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# Department of Public Health of Federico II University



Dipartimento di Sanità Pubblica

The department of Public Health is committed to research, test and implement innovative solutions for health safety, promotion and disease prevention with a life course approach.

The Department of Public Health provides high specialty services for local health agencies, hospitals and other public and private organisations, such as:

- Environmental microbiological monitoring and protection of workers' health in numerous public and private companies, including health centres;
- Monitoring of chemical risk for inhalation and dermal contact of operators involved in the remediation of sites with high environmental contamination and for its mapping on a territorial scale.



 RaDAR



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# The context in Federico II University and Hospital



Federico II University Hospital –  
General Hospital with internal laboratory



Activities per Year	
In-patient admissions	~23.000
DH admissions	~34.000
Days of hospitalisation	~158.000
DH Accesses	~106.000
Out-patient services	~540.000



AZIENDA OSPEDALIERA  
UNIVERSITARIA  
FEDERICO II

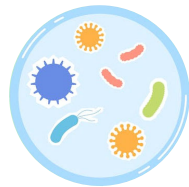




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# An approach to the needs



## Rapid & Accurate Detection

1

Identification of the microorganism, genotype and/or resistance phenotype

2

Where to incorporate the solution?  
*Point of Care / Laboratory / Primary Care*

3

Easy to incorporate into the routines of professionals  
*PoC: confirmation and control by central laboratories - Network system*



## Smart AMR Management

1

Transfer detection results to the right people in 'real time' in a way that elicits a prompt and informed response

2

Be integrated within the organisations' clinical and AMR management workflow, and interface with existing IT systems

3

Facilitate decision making - Improve management  
*Clinicians / Infection control teams  
Microbiology labs*

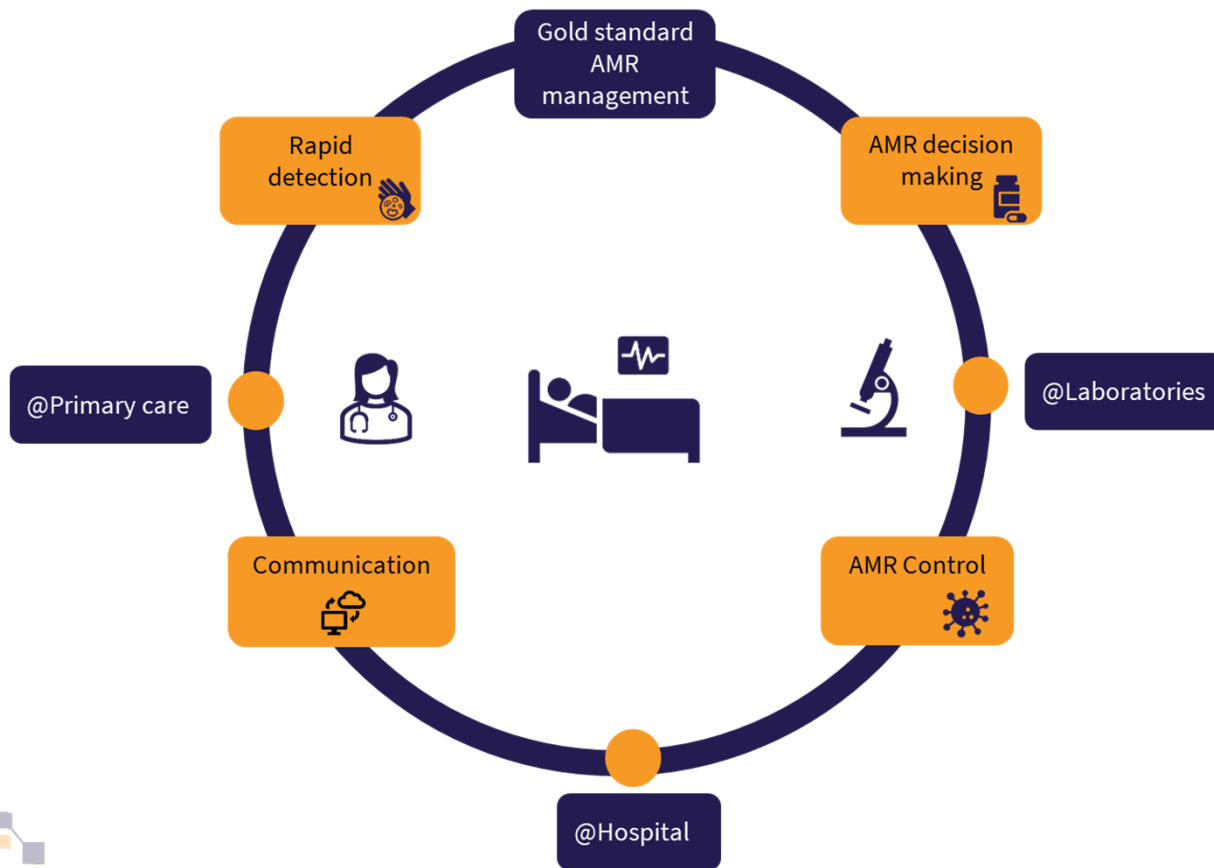


*An integrated solution*



# An approach to the needs II

*Flexibility to be able to detect new microorganisms / resistance*



The following are the priority micro-organisms

- *Acinetobacter baumannii*, carbapenem-resistant and similar Gram negative naturally resistant bacteria
- *Pseudomonas aeruginosa*, carbapenem-resistant
- *Enterobacteriaceae*, carbapenem-resistant, ESBL-producing
- *Enterococcus* vancomycin-resistant
- *Staphylococcus aureus*, methicillin-resistant, vancomycin-intermediate and resistant
- *Klebsiella pneumoniae*
- *Clostridium difficile* and related species
- *Aspergillus* species
- *Candida* species





# The procurement process and timelines

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Louis Potel, Resah



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# The RaDAR Buyers Group



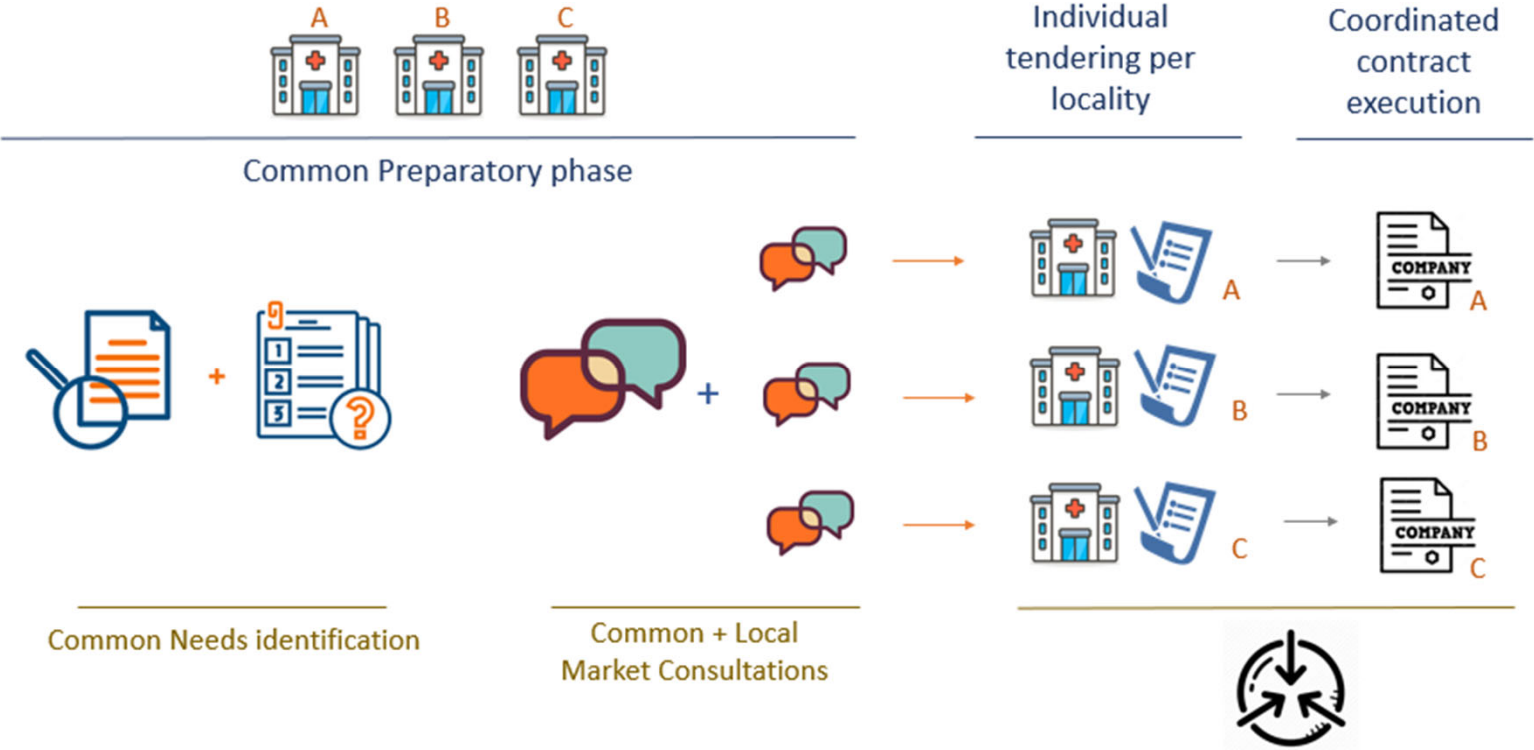
## LEAD PROCURER



## MEMBERS OF THE BG



# The Collaborative Cross-Border Procurement Model



# Why a Collaborative and not a Joint cross-border procurement ?

1

## Different national practices and organisation regarding AMR

In the AMR field, impossible for the Buyers Group to define the exact same need(s).

2

## Limit the barriers, costs and difficulties due to multiple languages

With 3 different countries represented in the Buyers Group (France, Spain and Italy), the translation would have been too complex to handle, for the Buyers Group, for the suppliers but also for the end users.

3

## Facilitate access to SMEs

One common tender for 4 different procurement organisations from 3 different European countries make it difficult (impossible?) for SME to submit an offer. The market and perimeter is too broad.

4

## Facilitate the contract execution phase

With the execution done at national/local level, it allow a better relationship between the buyer and the supplier(s).

# The Procurement Process & Timelines



# Main characteristics of the RaDAR procurement

## **1 Buyers Group, 4 Individual Tenders but with the same calendar**

*Each buyers member of the Buyers group will launch it's own tender but following a common timeline.*

## **1 Buyers Group, 4 Individual Tenders but with a common need (80 %)**

*Each buyers member of the Buyers group will launch it's own tender based a common need(s) but taking into consideration the local specificities.*

## **4 Individual Tenders published in the local languages**

*Each buyers members of the Buyers group will launch it's own tender in its own local languages (French, Spanish and Italian)*

## **Tenders with a facilitated access for Start-ups & SMEs**

*A specific « public tender manual » will be created in order to facilitated the participation of Start-ups and SMEs.*

*In addition, the minimum duration of the tender publication will be 60 days, maybe more.*

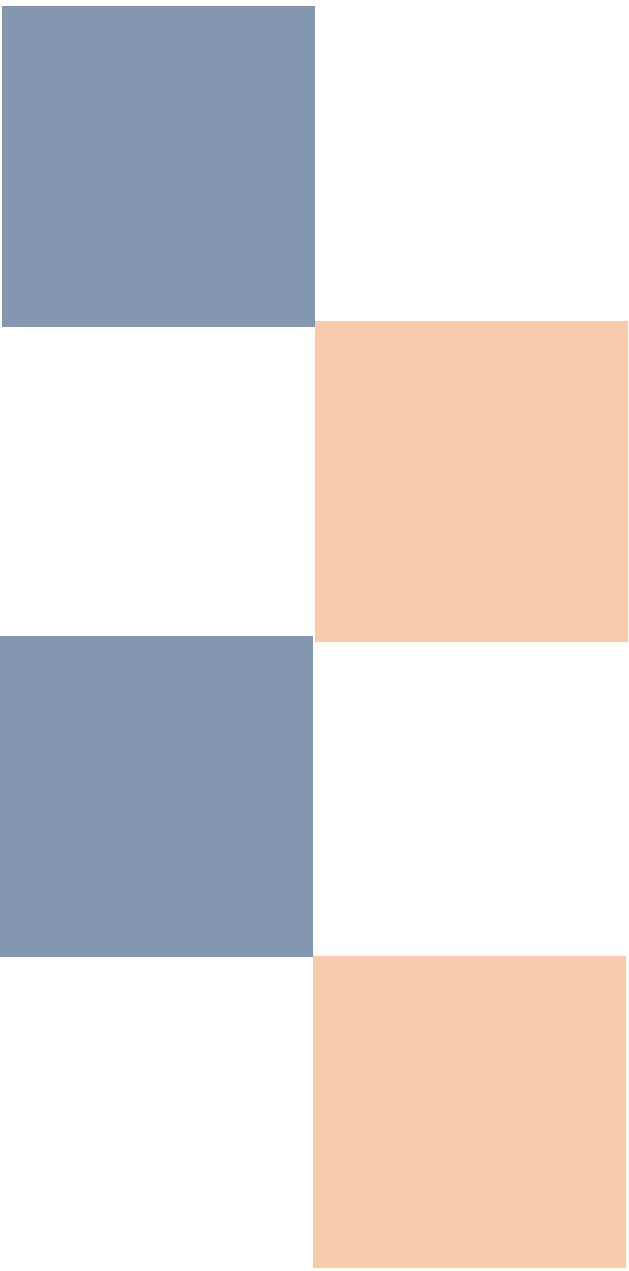


# Procurement Budget of the Buyers Group

PARTNERS	PROCUREMENT BUDGET	EC CONTRIBUTION
RESAH	900 000 €	270 000 €
OZAKIDETZA	500 000 €	150 000 €
UNINA	150 000 €	45 000 €
ICO	825 000 €	247 500 €
<b>TOTAL</b>	<b>2 375 000 €</b>	<b>712 500 €</b>

**30%** of the total procurement budget will be co-funded  
by the European Commission





# First thoughts about the Procurement process & Timelines ?





## Next steps, bilateral meetings, networking tools

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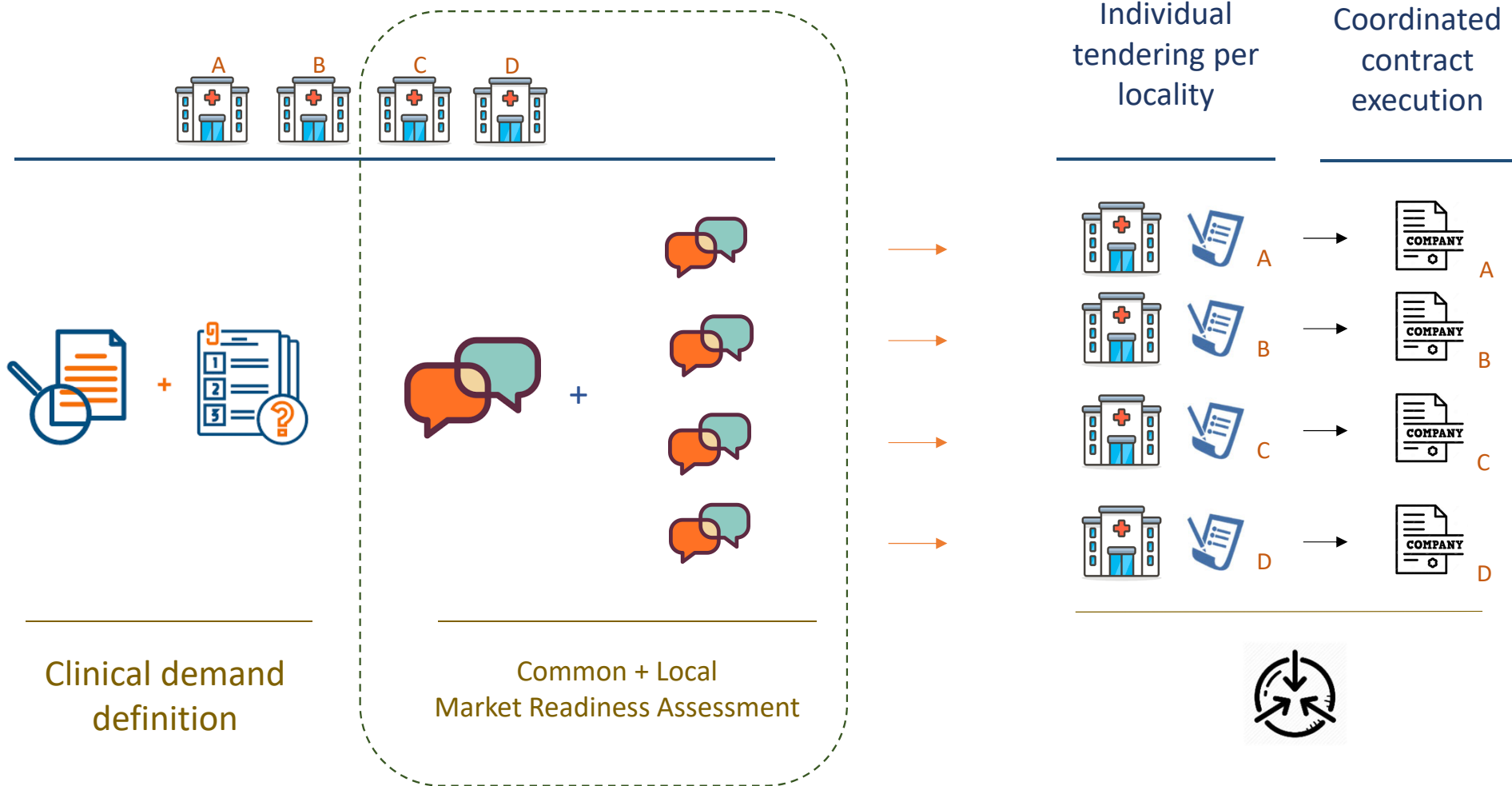
Olman Elizondo, AQuAS



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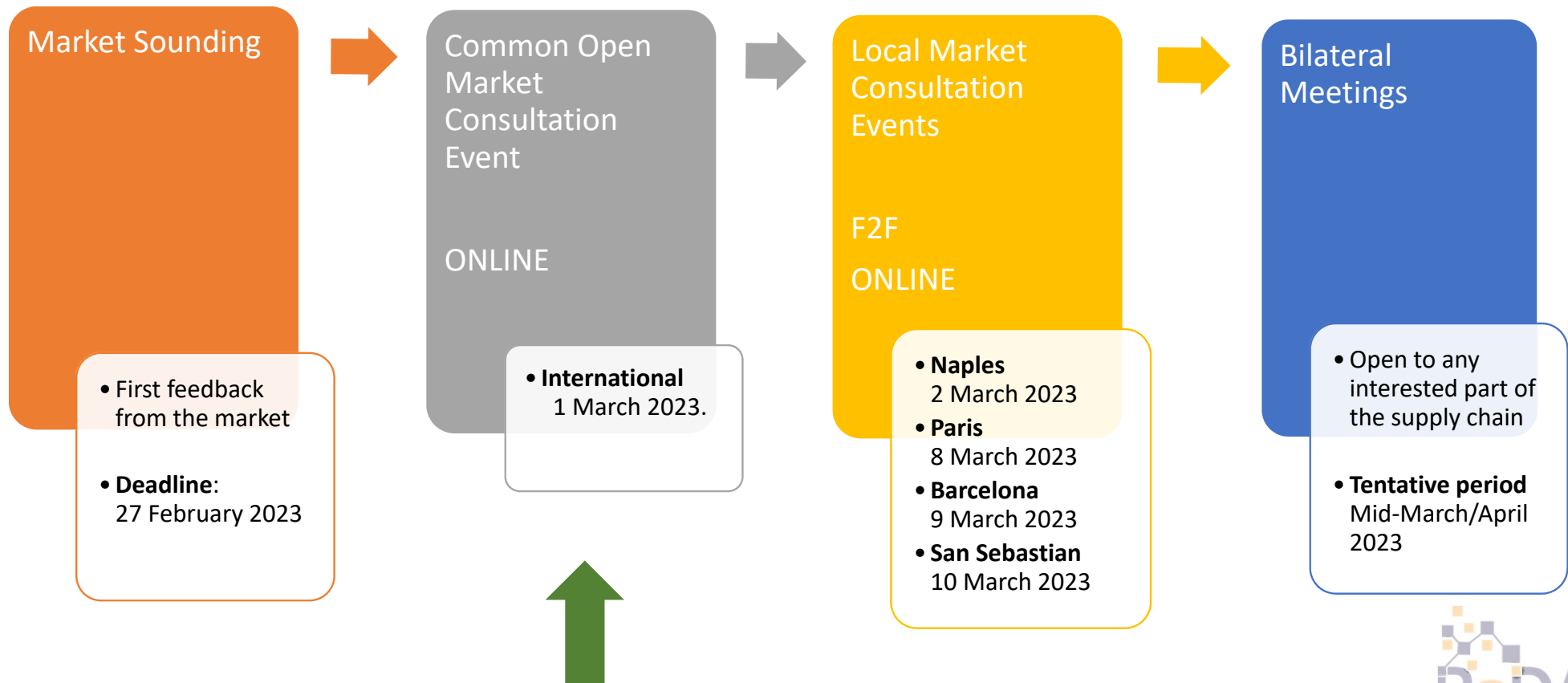


# Collaborative cross-border procurement model





# RaDAR Market Readiness Assessment





# Bilateral Meetings

Based on the conclusions of the OMC, a potential third stage will be opened to perform bilateral meetings between public buyers and economic operators



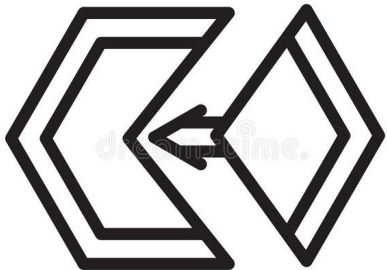
**1:1 interviews**  
**(50'-60')**

- ✓ Deeper understanding of current **State of the Art**
- ✓ Analyse already defined **barriers** (*plus additional new*)
- ✓ Identify **additional actions** that RaDAR Buyers Group could perform to support supply chain



# Networking Tool

Once the Market Consultation stage finishes, RaDAR aims to make available a Networking tool in its project website



For parties interested in **partnering** with national/international partners in any of the tender(s) to be able to fulfill all of the tender requirements.

The networking tool aims to allow for identifying the best partnerships based on:

- Field(s) of expertise
- Nationality
- Company's size
- Detailed profile



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Take part in this innovative approach for collaborative action!



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