

#EUIPAwards

European
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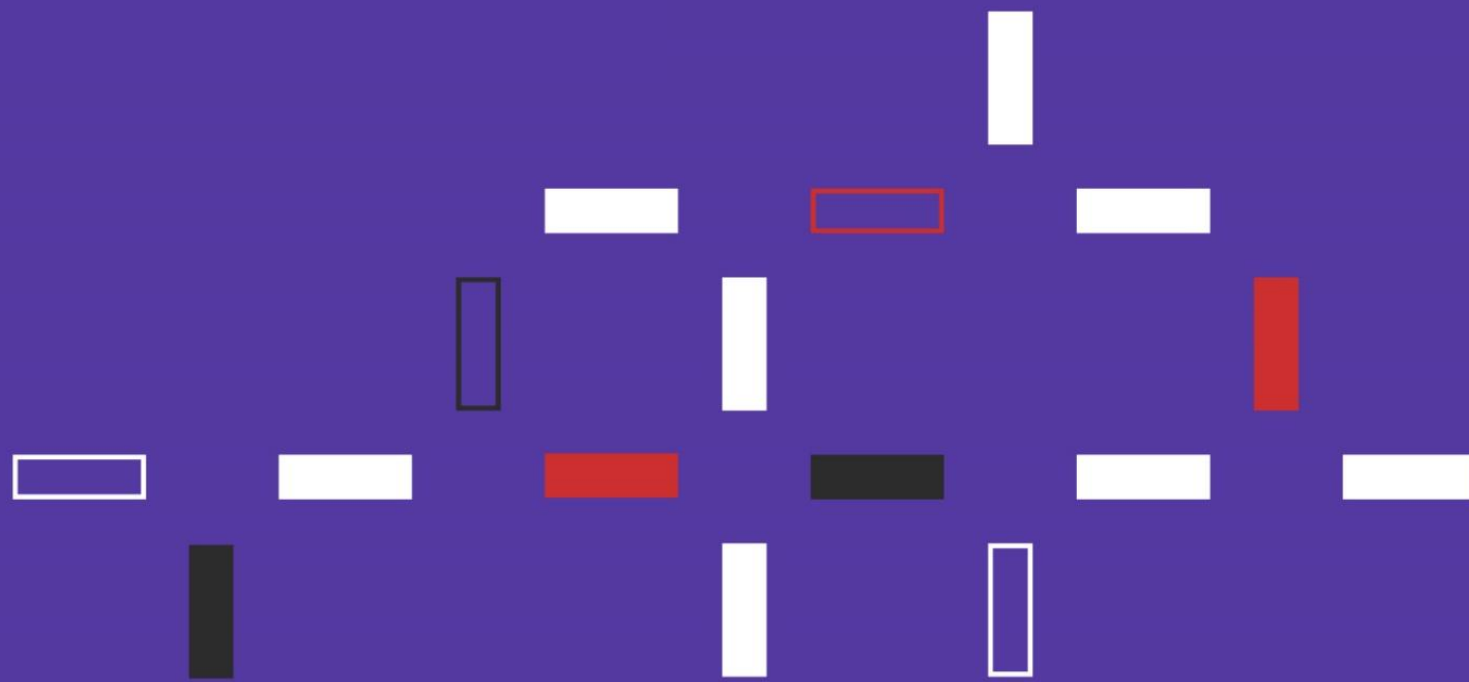
THE EUROPEAN
INNOVATION
PROCUREMENT
AWARDS **23**





Jorge CANOVAS MONTOYA

Project Advisor
EISMEA I.01



#WiPrizeEU

**WOMEN
INNOVATORS
EU
PRIZE 23**



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**THE EUROPEAN
INNOVATION
PROCUREMENT
AWARDS 23**



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#diogochallenge

**EUROPEAN SOCIAL
INNOVATION
COMPETITION 23**

**FIGHTING
ENERGY POVERTY**



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Council



#EUIInnovAid

**HUMANITARIAN
INNOVATION
EU
PRIZE 23**

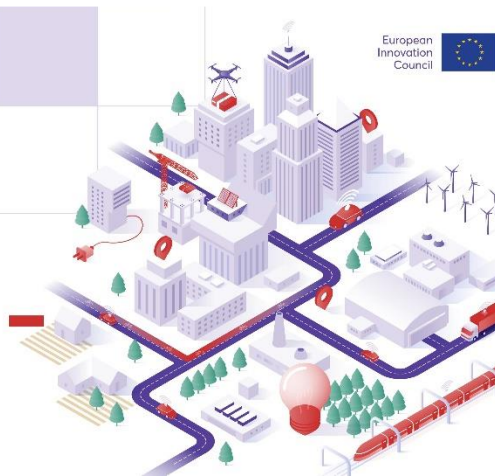


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#iCapitalAwards

**THE EUROPEAN
CAPITAL OF
INNOVATION
AWARDS 23**



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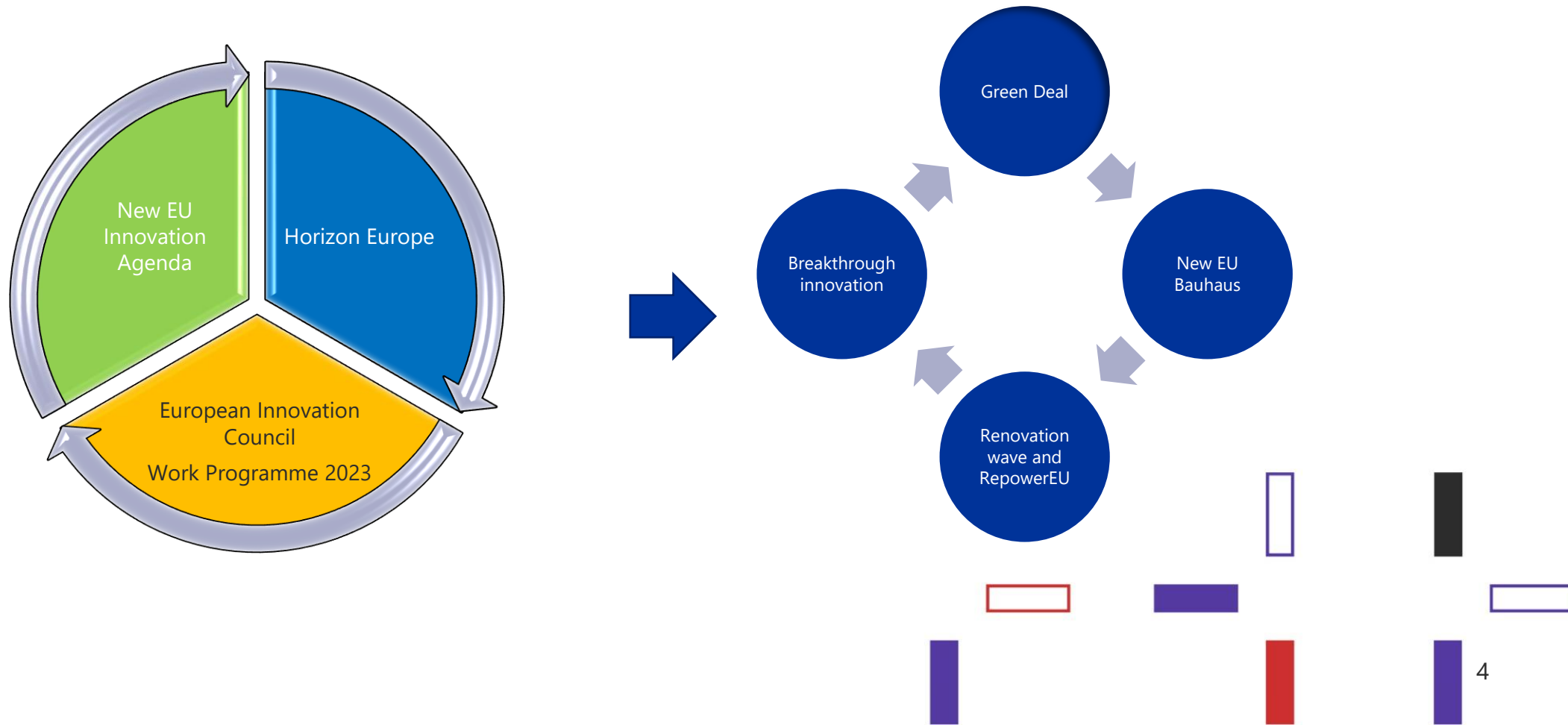


*The EIC Prizes 2023:
recognizing and promoting
all the actors from the
innovation ecosystem.*

The European policies behind the EIC Prizes

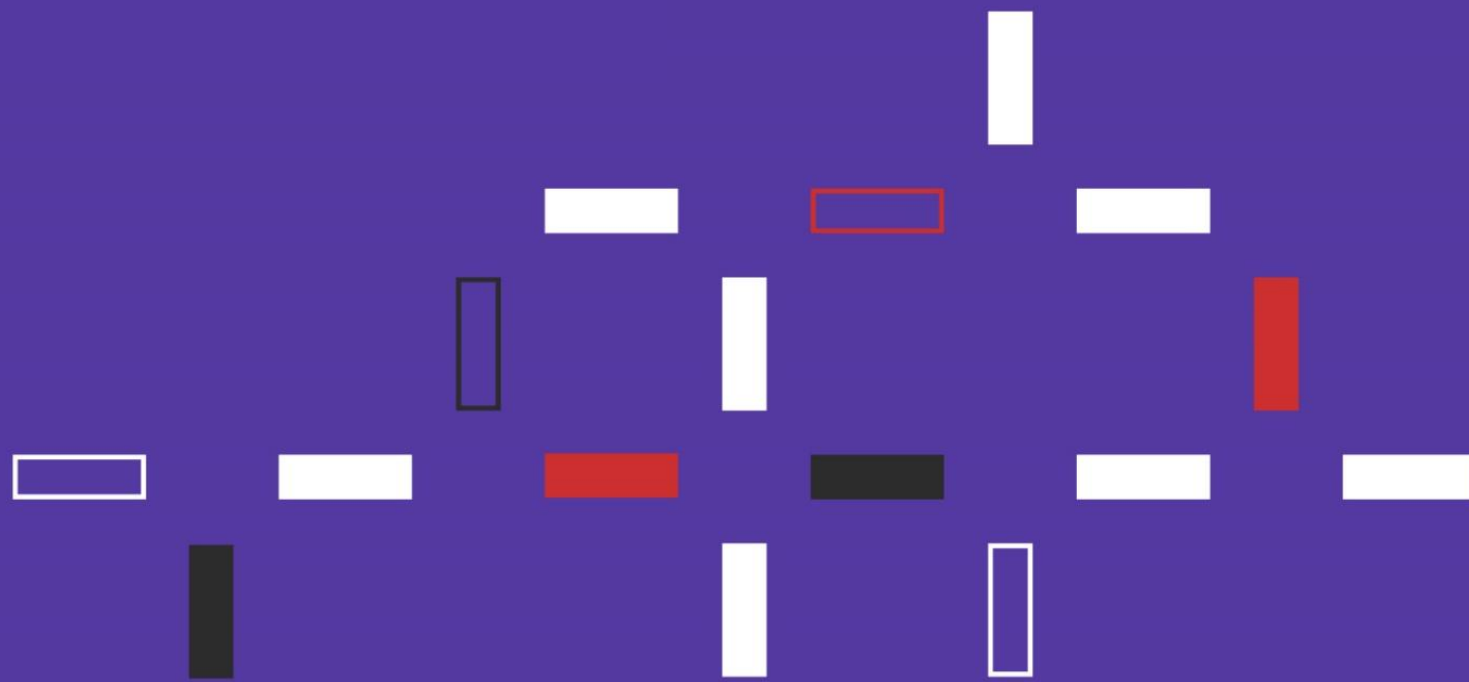


Why an EIC Prize? A tool to support public policies and stimulate positive change

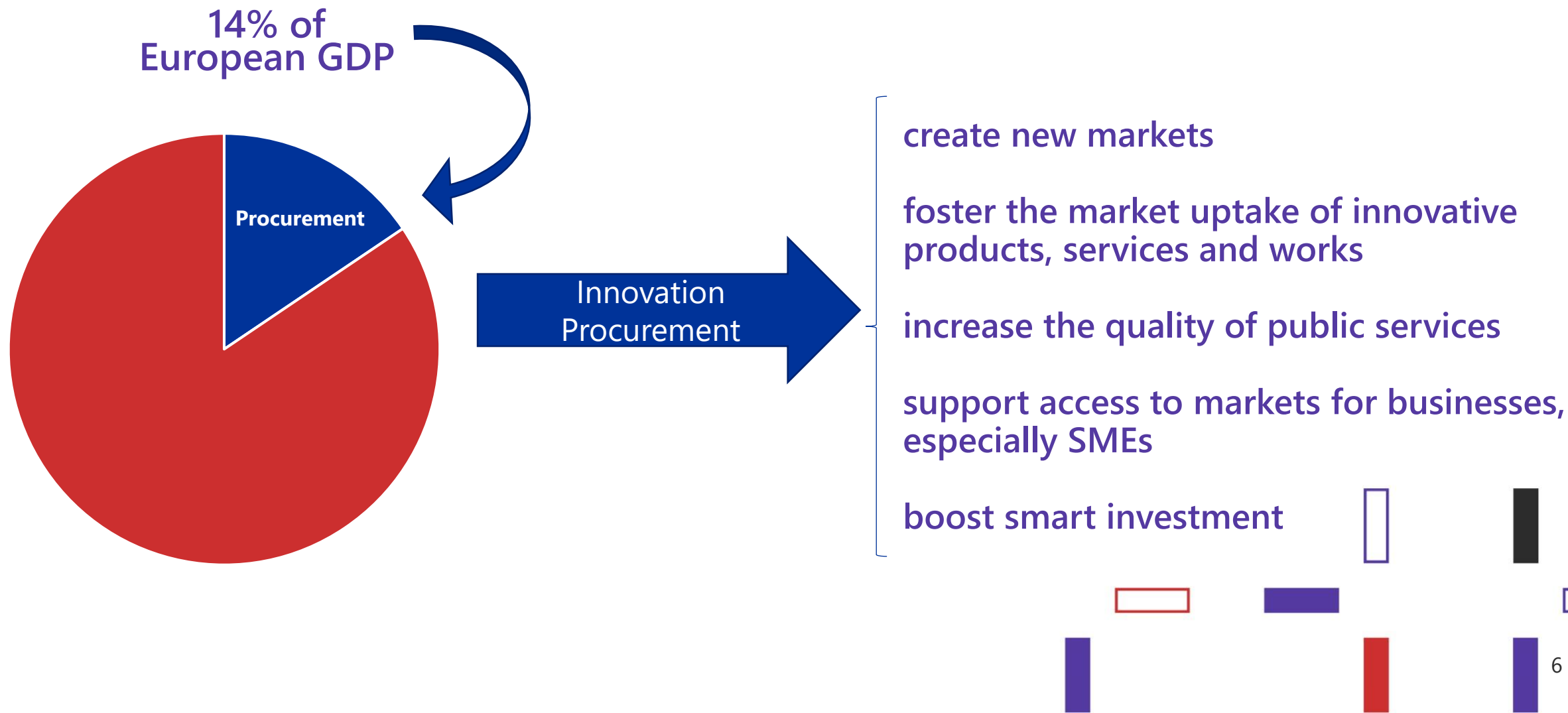




The European Innovation Procurement Awards 2023 in detail



1. Why a prize on innovation procurement?



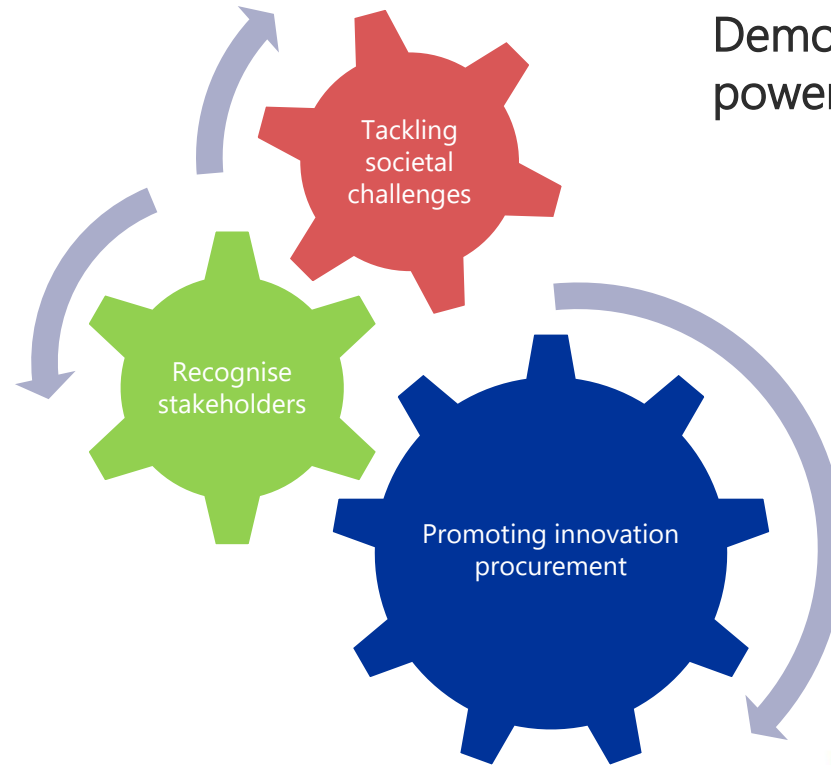
2. Objectives



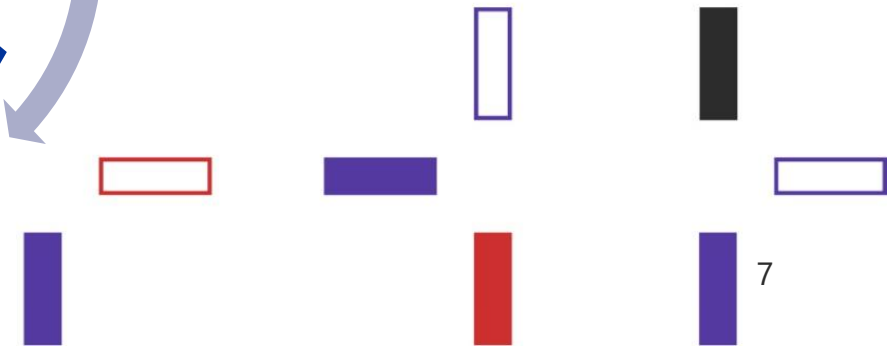
Recognise buyers and organizations supporting them

Demonstrate innovation procurement power to positively transform the economy

Support and foster innovation procurement in EU



Demonstrate innovation procurement power to tackle societal challenges



3. Categories:



Innovation procurement initiative category

to reward actions, and mid/long term strategies and action plans that trigger different innovation procurements and sustainable solution and practices.

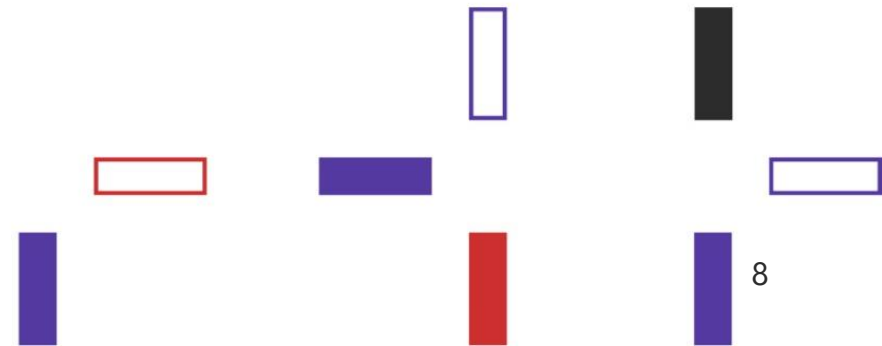
Facing societal challenges award "Green energy transition"

to reward those those innovative procurement practices aimed to support the green energy transition.



In each category: 1 winner (€75 K) + 1 runner up (€ 50K) + 1 runner up (€ 25K)

Winners and runners up to join the EIC Prizes alumni network



3. Eligibility criteria (1/2)



Public and/or private procurers, individuals/natural persons and/or legal entities supporting those practices



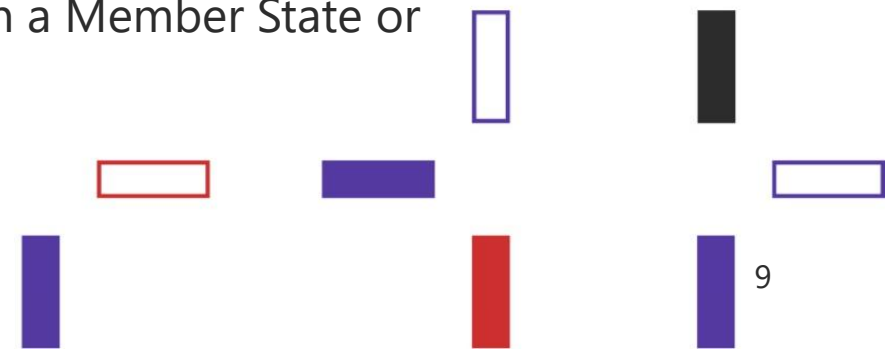
Established in one of the Member States (including overseas countries and territories, OCTs) or Associated Countries to Horizon Europe;



The awarded procurement practice must relate to completed or ongoing initiatives started **after 1 January 2018**. *(In case of ongoing initiatives, only work completed by the submission deadline will be considered for the prize.)*



The awarded procurement **practice** must have taken place in a Member State or Associated Country to Horizon Europe.



3. Eligibility criteria (2/2)

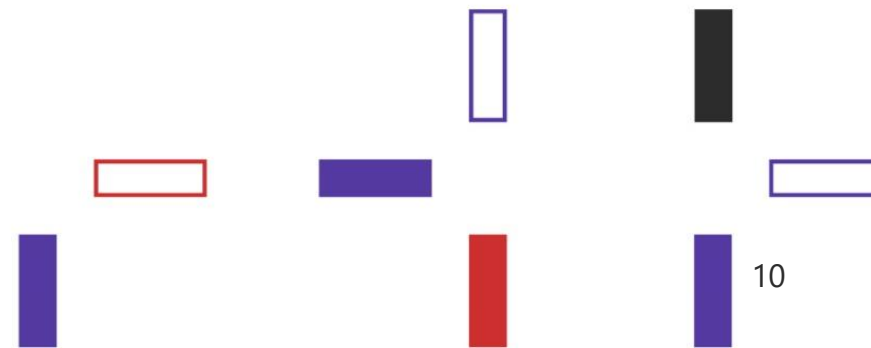


Participants can only **apply to one of the two categories** for the same set of activities.



Winners of former European Innovation Procurement Awards editions, as well as runners-up of the 2022 edition are not eligible.

Applicants that have already received an EU or Euratom prize cannot receive a second prize for the same activities.



Award criterion 1

Transformation

Stimulating the conversion of procurement practices towards innovation procurement with the aim to ensure a sustainable and inclusive growth.

Haarlem - Bus shelters on the Verwulft street have a roof with sedum plants on them. The green roofs help to improve air quality in the city and have positive effect on biodiversity

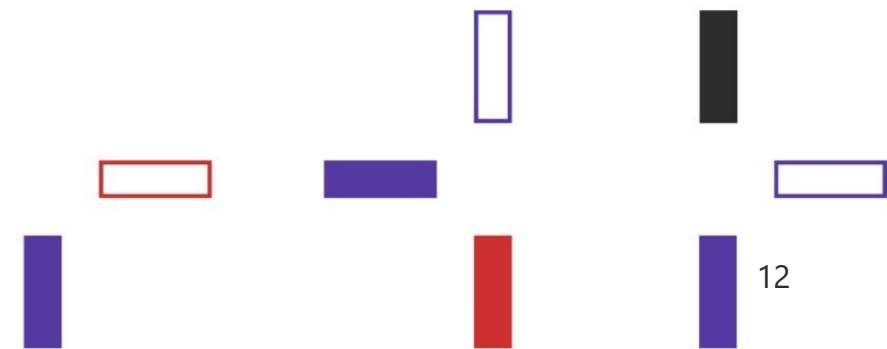
Credits: Jurriaan Hoefsmit



Award criterion 2

Uptake

The innovative procurement practise is replicable and scalable, and, therefore, contributes to providing more efficient and effective solutions.



Award criterion 3

Collaboration

Cooperation linked to the innovation procurement practice: synergies, promotion of best practices, capacity building, skill development... especially among those at different state of maturity



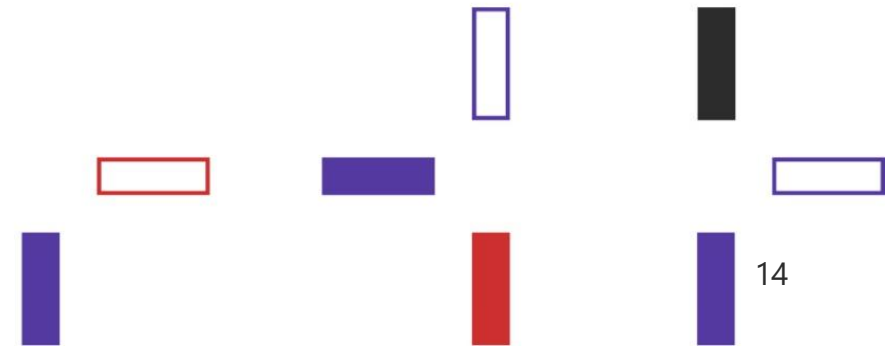


Credits: Michael Theurer

Award criterion 4

Societal impact

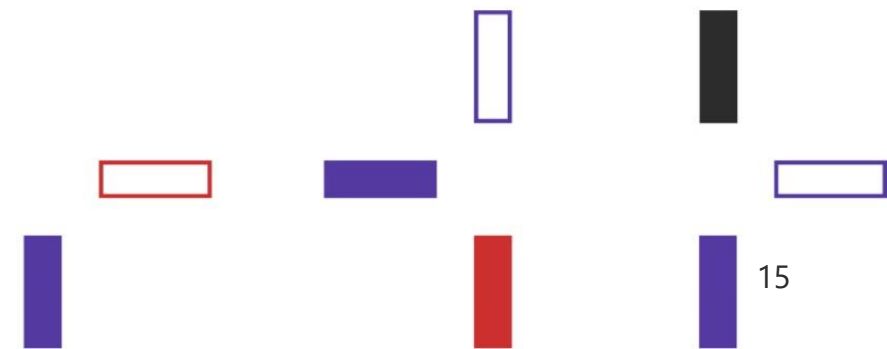
Practices with a demonstrated positive quantitative and qualitative impact on society, with special emphasis to achieving the green deal and digital transformation priorities



5. Timeline

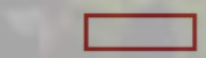


Milestone	Date
Call opening	20 April 2023
Deadline for submission	17 August 2023 (17:00:00 CET)
Evaluation	August – December 2023
Hearings	December 23 – January 24
Award ceremony	Q1 Q2 2024





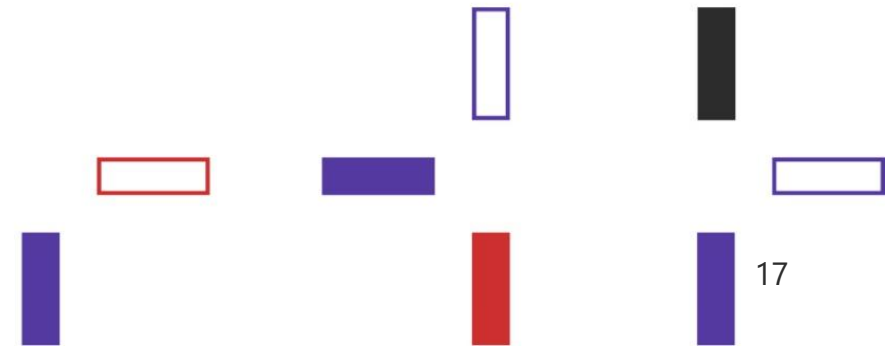
Past winners



Why applying?



- **Policy orientation:** you promote the culture of innovation procurement and change the risk aversion
- **Getting to know** more on what other departments & colleagues do in this area.
- **Visibility** and recognition at European level.





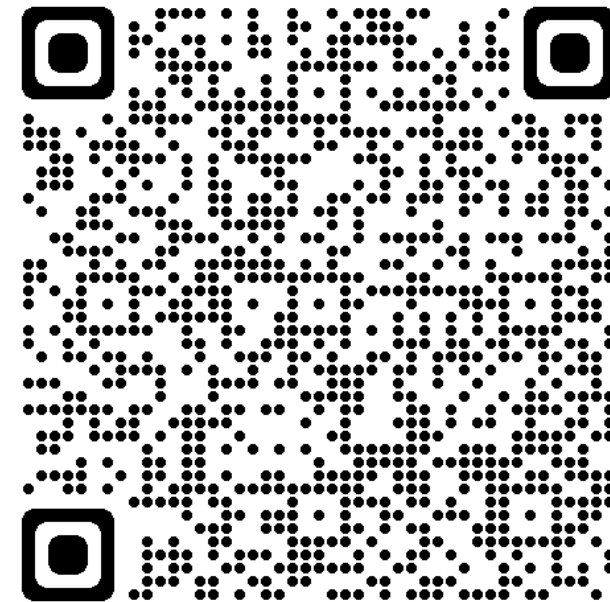
European Innovation Procurement Awards

Thank you!

Deadline 17 August 2023

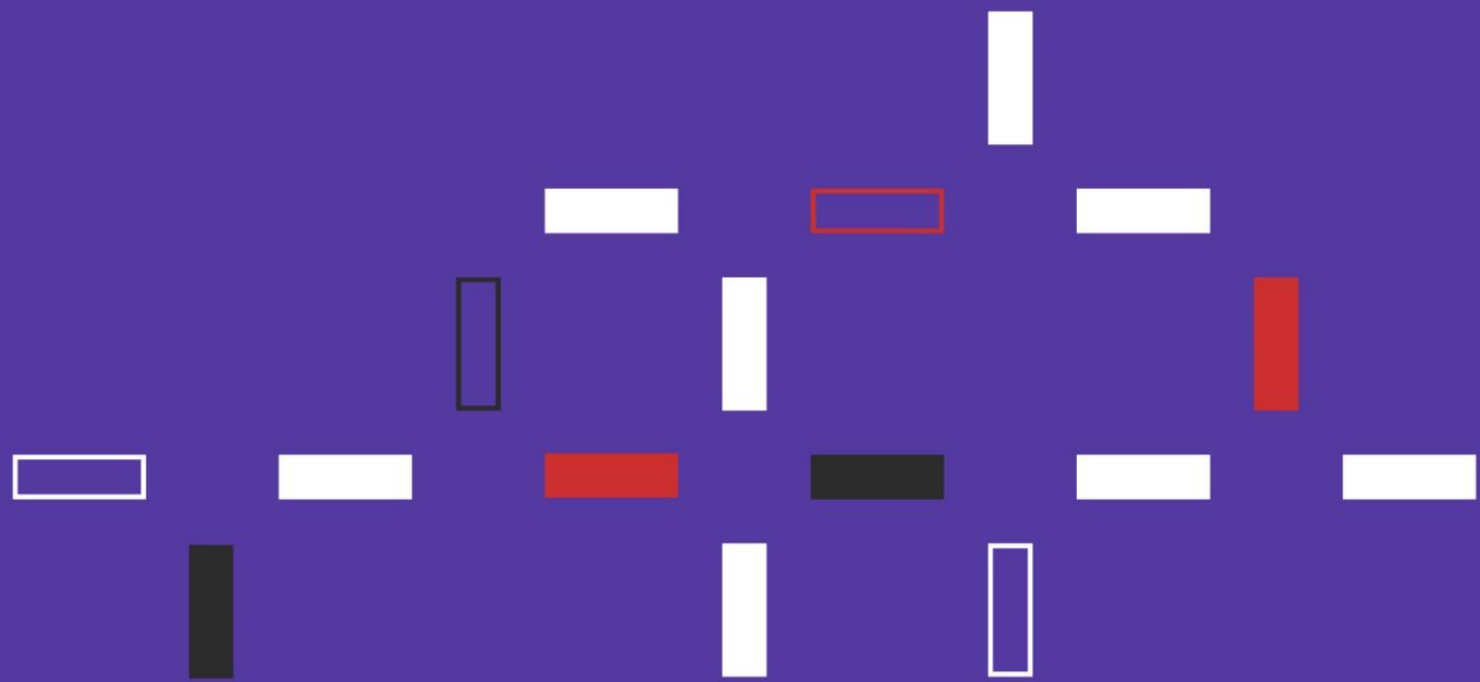


Interested? Scan the QR
code to get more
information:





Testimonial of winners of EUIPA 2022

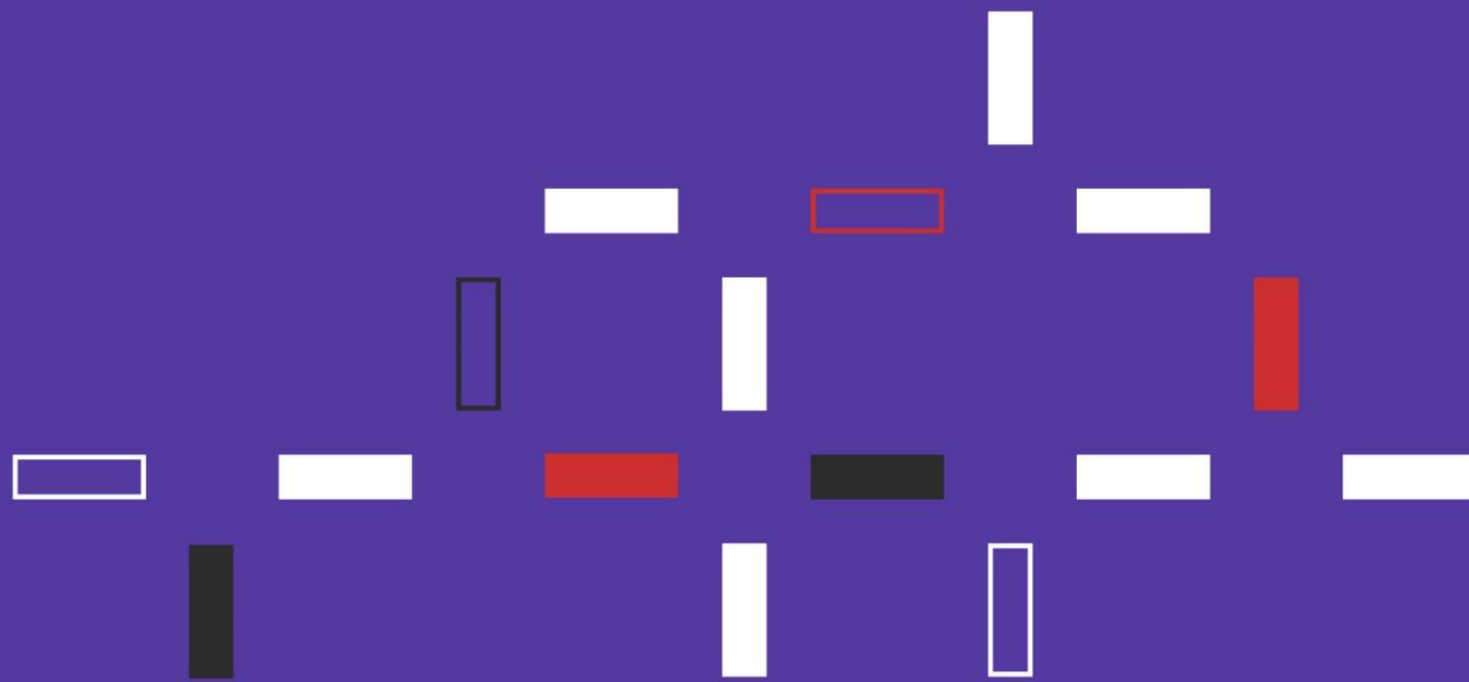




Rossana Alessandrello

Value Based Procurement Director

AQuAS – Agència de Qualitat i Avaluació Sanitàries de Catalunya



Collaboration



Main figures

4 Hospitals JOINT PROCUREMENT

Lead Procurer
Hospital Sant Pau
(Barcelona)

4 different lots.
One lot / hospital

Overall procurement budget:
19.424.635,05 €

4 supporting entities

AQuAS
(coord. CAT)

VALDE (ES)

Smart Homes (NL)

Innovation Agency (UK)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 727796

RITMOCORE

Transformation: Pacemaker service



From
Pacemaker implanting
Hospital-centered
care service



To
Pacemaker
Patient-centered
care service

Limited or no integrated care with GPs/ referring hospital

Limited available human resources


Limited available economic resources

Procurement of pacemakers based on price with limited capacity to get access to last generation of devices

Capacity to remote monitor the patients limited by pacemakers models and vendors

Lack of resources to coach/ educate patients to alleviate their stress

Increasing number of patients to treat and monitor



Remote monitored in a way that if something goes wrong with the device or an adverse change in the health conditions is detected, the healthcare services takes care of me

Face-to-face visits only when clinically relevant

Provided with the most adequate arrhythmia therapy

My GP and referring hospital look informed about my health status and now how to handle my health conditions

In case of doubt or fear, educational and coaching messages are sent to me and/or to my informal carer






Transformation: Buying the outcomes of innovation

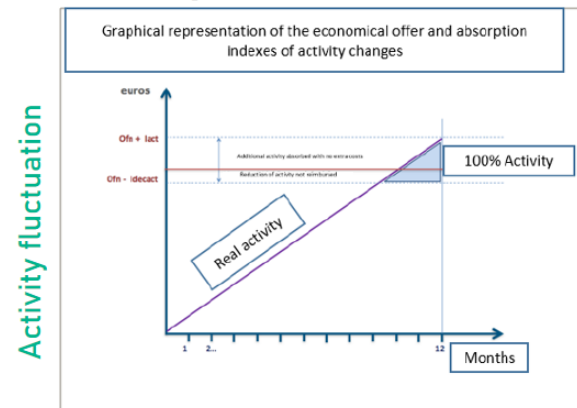
Price and payment
per device

Risk sharing model based on

capitation fee per
comprehensive services



5% of annual **Payment-for-quality-**
performance indicators
achievements



A **fixed rate for a given population**, the service supplier guarantees the provision of services for a certain level of annual activity which can fluctuate within agreed margins



Impact and Uptake



Impact

- + 1,700 patients in remote monitoring
95.8 % of ICD patients in remote monitoring
(average in Spain 78%)
- + 30% reduction of hospital visits
- + 90% of patients joining the RITMOCORE program
> 650 patients with pacemaker remote monitoring
- 1.4% of major complications at 90 days
4.5% is the estimated rate in publications
- 87% of urgent implants with a waiting time - 2 days

Uptake



Policy Brief on
regulatory issues and
economic factors



RITMOCORE
Handbook &
Guidelines

adele PPI project



Led by Bellvitge University Hospital (HUB), it proposes an innovative change of the treatment for patients suffering from any alteration in their heart's electrical system.

DAIS PPI project



Sant Pau Hospital, is applying RITMOCORE model in the adoption of innovative interoperable services to support active and healthy ageing and assisted living.

MITMEVA PPI project



Lead by Clinic Hospital, this is a project to procure innovative solutions for the aortic valve stenosis management

Diabetes PPI Project



DIABETES TYPE 1

Hospital Parc Tauli and Hospital Sant Joan de Deu are reengineering the current care process in Type 1 Diabetes maximizing remote care and concentrating the face-to-face assistance activity in the key points of the process.



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 727796

RITMOCORE



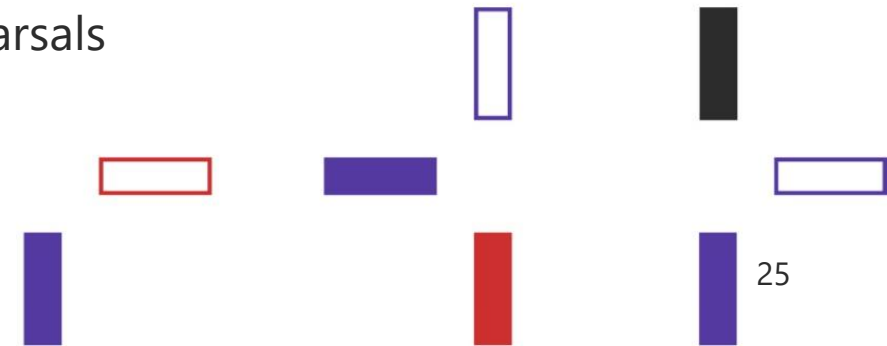
Tips about how to draft a “winning application”

- Submission

- Read carefully the Eligibility Criteria and the Award Criteria
- Analyse all the work you did in terms of the awarding criteria (transformation, uptake, collaboration and societal impact)
- Synthetise all the work you did in terms of the awarding criteria

- Hearing:

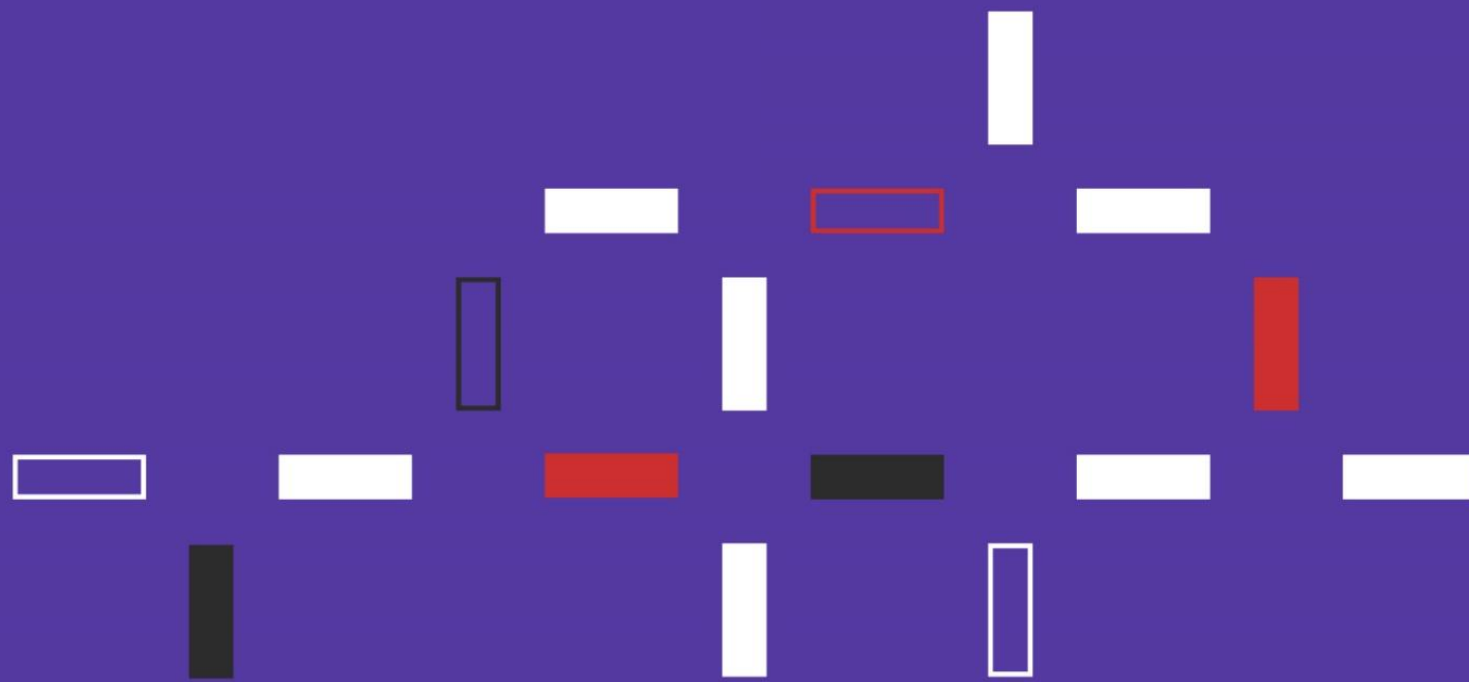
- Synthetise all the work you did in a presentation
- Select strategically who will (a) present, (b) answer the questions and (c) join the audience
- Make rehearsals





Johan Englund

Senior Legal Adviser
StartOff





StartOff connects public agencies, regional- and local authorities with startups to solve challenges in the public sector

StartOff

PHASES IN THE STARTOFF PROCESS



DURATION	3 WEEKS	4 + 1 WEEKS	3 + 1 WEEKS	15 WEEKS	2 WEEKS	? WEEKS
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TASKS PUBLIC CLIENT	Defining and scoping the problem Promo-video	Supplier-interviews Evaluate Idea-sketches	Kick-off and work meetings with suppliers Evaluate proposed innovative solution + Pitch	Collaborate with the startup to develop MVP Status and work meetings	Evaluating MVP Demo-Day	Evaluation and planning workshops: Exit, Continued development or Procurement
TASKS STARTOFF	Preparing tender documents	Selection of 3 suppliers Marketing the tender / StartOff-project	Selection of 1 supplier to develop MVP		Planning and hosting Demo-Day	Assisting Public Client and Supplier
TASKS START-UP		Submit idea sketch StartOff-Interview	Develop proposal for innovative solution Pitch	Develop MVP	Demonstrate MVP on Demo-Day	Workshop: Development and commercialisation of the MVP

PAYMENT	No payment	50 000 NOK 3 suppliers	450 000 NOK 1 supplier	No payment	No payment
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STARTUPS + PUBLIC SECTOR

Fast track project
implentation

Focus on
commercialisation

Minimising risk

Buying the
outcomes of
innovation



StartOff



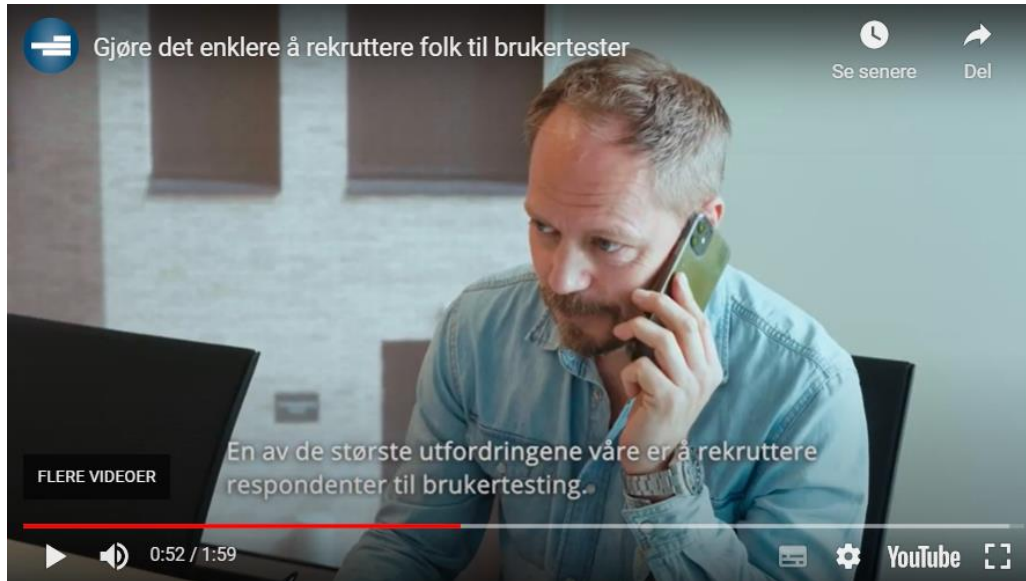
Client
**NAV (Norwegian
Labour and
Welfare
Administration)**

Project
**“Recruiting user
testers”**

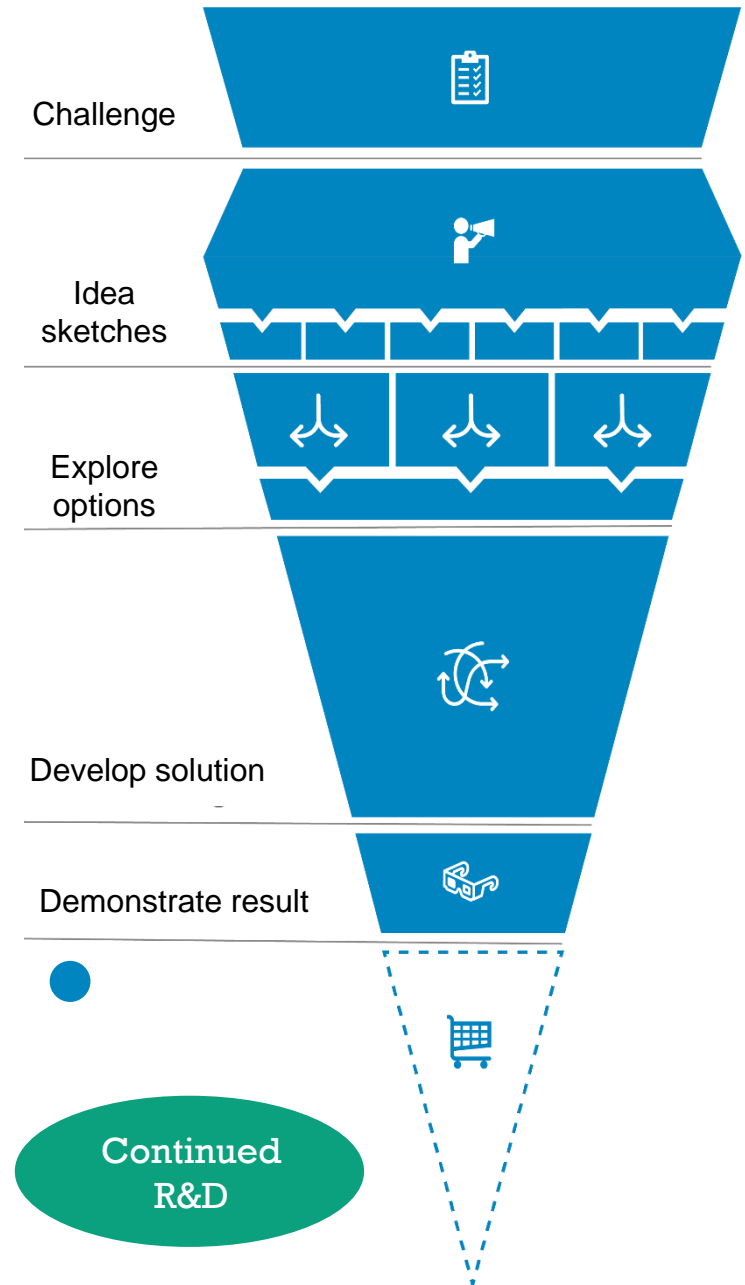
Supplier
Iterate

Year
2021

 **dfø | StartOff**

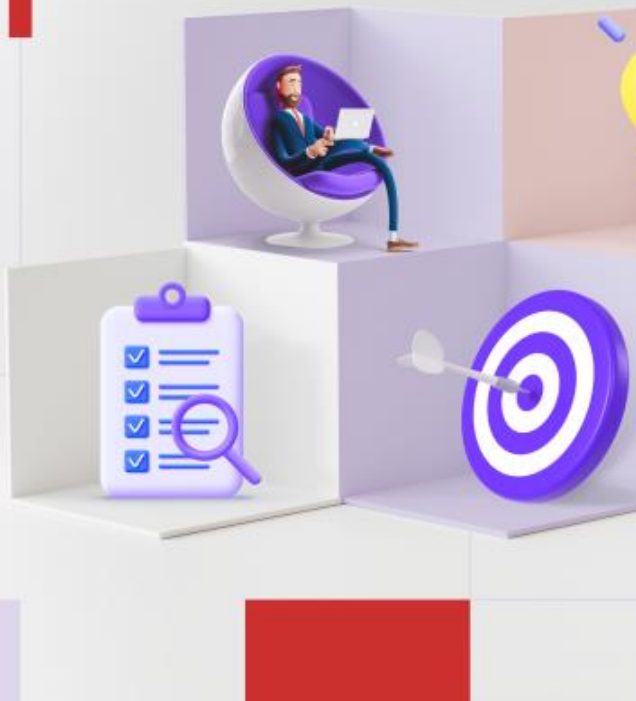


One of NAV’s main focuses lies on successful co-creation with their users, in order to succeed with their mission. The development of new services must therefore be created in close interaction with the users of the services. In this context NAV found a solution to easier and quicker recruit online user testers.



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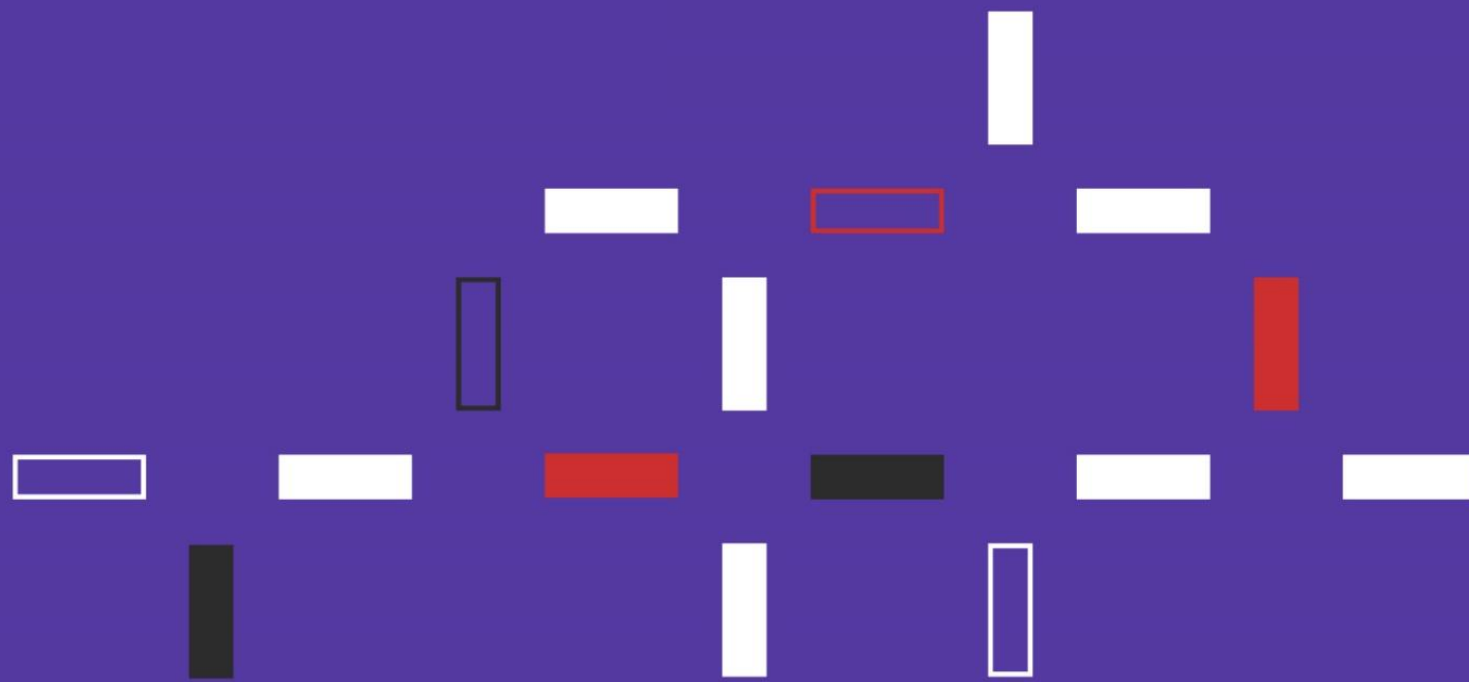


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StartOff



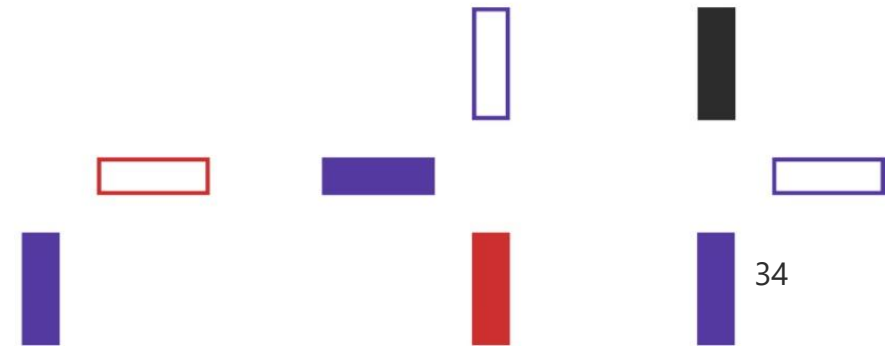
Final remarks





Thank you for attending the session!

Contact us at EISMEA-EUIPAWARDS@ec.europa.eu
and check the [EUIPA webpage](#)





Thank you!

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