#EUIPAwards

THE EUROPEAN INNOVATION PROCUREMENT AWARDS 23
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EISMEA I.01
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?

- 14% of European GDP

- create new markets
- foster the market uptake of innovative products, services and works
- increase the quality of public services
- support access to markets for businesses, especially SMEs
- boost smart investment
2. Objectives

Recognise buyers and organizations supporting them

- Tackling societal challenges
  - Demonstrate innovation procurement power to tackle societal challenges
- Promoting innovation procurement
  - Demonstrates innovation procurement power to positively transform the economy
- Recognise stakeholders
  - Support and foster innovation procurement in EU
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 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.
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 a positive effect on biodiversity.

Credits: Jurriënaan 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
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

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<th>Milestone</th>
<th>Date</th>
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<td>Call opening</td>
<td>20 April 2023</td>
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<tr>
<td>Deadline for submission</td>
<td>17 August 2023 (17:00:00 CET)</td>
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<td>Evaluation</td>
<td>August – December 2023</td>
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<td>Hearings</td>
<td>December 23 – January 24</td>
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<td>Award ceremony</td>
<td>Q1 Q2 2024</td>
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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 Procuring 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
Transformation: Pacemaker service

From
Pacemaker implanting
Hospital-centered care service

Limited or no integrated care with GPs/referring hospital
Limited available human resources
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

To
Pacemaker Patient-centered care service

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

This project has received funding from the European Union’s Horizon 2020 research and innovation programme under Grant Agreement No 727796
Transformation: Buying the outcomes of innovation

- Price and payment per device
- Risk sharing model based on capitation fee per comprehensive services
  - Graphical representation of the economical offer and absorption indices of activity changes
  - 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
- 5% of annual Payment-for-quality-performance indicators achievements

This project has received funding from the European Union’s Horizon 2020 research and innovation programme under Grant Agreement No 727795.
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
  - 656 patients with pacemaker remote monitoring
- 1.4% of major complications at 90 days
  4.3% is the estimated rate in publications
- 87% of urgent implants with a waiting time - 2 days

Uptake

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

Led by Clinic Hospital, this is a project to procure innovative solutions for the aortic valve stenoses management.

Diabetes PPI Project

Hospital Parc Taulí and Hospital Sant Joan de Déu 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.
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
StartOff connects public agencies, regional- and local authorities with startups to solve challenges in the public sector.
**PHASES IN THE STARTOFF PROCESS**

1. **DEFINE THE CHALLENGE**
   - Defining and scoping the problem
   - Promo-video

2. **SUBMIT IDEA SKETCHES**
   - Supplier-interviews
   - Evaluate Idea-sketches
   - Selection of 3 suppliers

3. **EXPLORE OPTIONS**
   - Kick-off and work meetings with suppliers
   - Evaluate proposed innovative solution + Pitch
   - Selection of 1 supplier to develop MVP

4. **DEVELOP SOLUTION**
   - Collaborate with the startup to develop MVP
   - Status and work meetings

5. **DEMONSTRATE RESULTS**
   - Evaluating MVP
   - Demo-Day

6. **ATTEMPTING PROCUREMENT**
   - Evaluation and planning workshops: Exit, Continued development or Procurement
   - Planning and hosting Demo-Day
   - Assisting Public Client and Supplier

**DURATION**

- **3 WEEKS**
  - Defining and scoping the problem
  - Promo-video

- **4 + 1 WEEKS**
  - Supplier-interviews
  - Evaluate Idea-sketches
  - Selection of 3 suppliers

- **3 + 1 WEEKS**
  - Kick-off and work meetings with suppliers
  - Evaluate proposed innovative solution + Pitch
  - Selection of 1 supplier to develop MVP

- **15 WEEKS**
  - Collaborate with the startup to develop MVP
  - Status and work meetings

- **2 WEEKS**
  - Evaluating MVP
  - Demo-Day

- **? WEEKS**
  - Evaluation and planning workshops: Exit, Continued development or Procurement
  - Planning and hosting Demo-Day
  - Assisting Public Client and Supplier

**TASKS PUBLIC CLIENT**

- Preparing tender documents
- Marketing the tender / StartOff-project

**TASKS STARTOFF**

- Defining and scoping the problem
- Promo-video
- Supplier-interviews
- Evaluate Idea-sketches
- Selection of 3 suppliers
- Kick-off and work meetings with suppliers
- Evaluate proposed innovative solution + Pitch
- Selection of 1 supplier to develop MVP
- Collaborate with the startup to develop MVP
- Status and work meetings
- Evaluating MVP
- Demo-Day

**TASKS START-UP**

- Submit idea sketch
- StartOff-interview
- Develop proposal for innovative solution
- Pitch
- Develop MVP
- Demonstrate MVP on Demo-Day

**PAYMENT**

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

- Fast track project implementation
- Focus on commercialisation
- Minimising risk
- Buying the outcomes of innovation
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.
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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