

SESSÕES DE INFORMAÇÃO & NETWORKING

**OPORTUNIDADES DE FINANCIAMENTO PARA A SAÚDE NO HORIZONTE 2020:
APRESENTAÇÃO DO PROGRAMA DE TRABALHO 2018-2020**

LISBOA 25.SET | FARO 28.SET | PORTO 11.OUT | COIMBRA 18.OUT



FCT
Fundação para a Ciência e a Tecnologia



AGÊNCIA NACIONAL
DE INOVAÇÃO



Health Cluster
Portugal
Iniciativa de Cooperação
de Saúde



**PRE-COMMERCIAL PROCUREMENT (PCP) E
PUBLIC PROCUREMENT OF INNOVATIVE SOLUTIONS (PPI)
NO HORIZONTE 2020: OPORTUNIDADES PARA
EMPRESAS, HOSPITAIS E OUTRAS INSTITUIÇÕES**

▪ MESA REDONDA ▪

FFULISBOA | 25 SET 2017

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Innovation Procurement

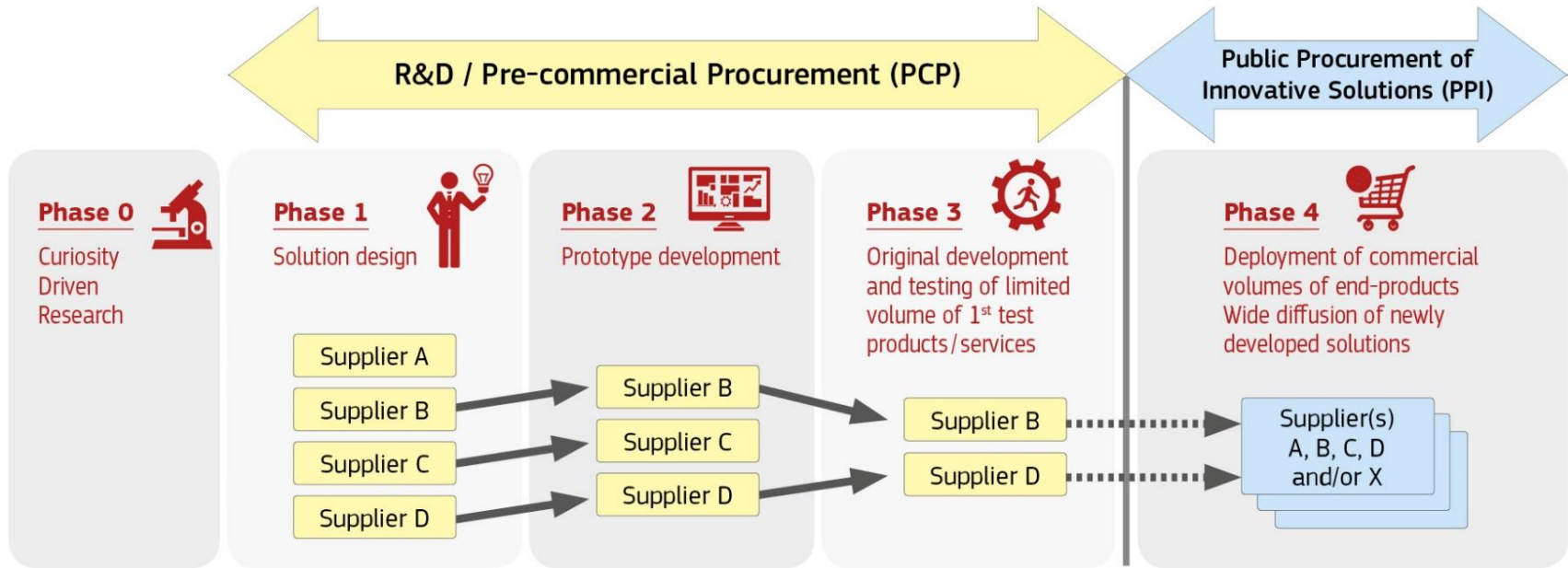


“Europe must create a commercial environment that encourages more rapid innovation and take up of research results. The public sector has massive buying power, but it needs the right incentives to share the risks as well as the benefits of investing in new technologies and services.”

Viviane Reding, EU Commissioner for Information Society and Media (2006)

O Horizonte 2020 contempla instrumentos de *Innovation Procurement*, de forma a estimular as entidades públicas da Europa a abordar em conjunto desafios que são comuns.

Innovation Procurement Instruments



PCP – para promover a Investigação e o Desenvolvimento (I&D) de soluções direcionadas para necessidades concretas do setor público, através da comparação e validação de abordagens alternativas de diferentes fornecedores. Taxa de financiamento 90%.

PPI – para promover o lançamento no mercado de soluções comerciais inovadoras (“*early adopter / first buyer*”; sem I&D). Taxa de financiamento 35%.

Condições de participação

- ❑ Mínimo de 3 participantes de Estados Membros ou Países Associados diferentes, dos quais um mínimo de 2 autoridades de contratação pública (*buyers group*)
- ❑ Outro tipo de entidades contratantes que forneçam serviços de interesse público e procurem as mesmas soluções (ex, ONGs, contratantes privados)
- ❑ Outras entidades que tragam valor acrescentado à ação e não sejam potenciais fornecedoras das soluções procuradas (ex, universidades ou consultoras, para assistência na preparação da contratação, implementação e *follow-up*)

Links úteis:

European Commission Policies - <https://ec.europa.eu/digital-single-market/innovation-procurement>

European Assistance for Innovation Procurement - <http://eafip.eu/>

EU funded projects implementing PCP or PPI - <https://ec.europa.eu/digital-single-market/eu-funded-projects>

EPP eHealth – <http://www.innovationinhospitals.com/>

Inspire - <http://inspirecampus.eu/>

PCP/PPI no Desafio Societal 1 (2014-2017)

Tópico	Orçamento (M€)	Propostas submetidas	Projetos aprovados	Financiamento atribuído (M€)
PHC-27-2015: Self-management of Health and disease and patient empowerment supported by ICT (PCP)	10	5	4	12
PHC-29-2015: Public procurement of innovative eHealth services (PPI)	15	2	1	0,8
PM-12-2016: eHealth innovation in empowering the patient (PCP)	18	13	4	16,7
PM-13-2016: PPI for deployment and scaling up of ICT solutions for active and active aging	10,5	2	1	4,6
PM-19-2017: PPI for uptake of standards for the exchange of digitalised healthcare records	8,26	2	0	0

PCP/PPI no Desafio Societal 1 (2018-2019)

- ❑ SC1-BHC-10-2019: Innovation Procurement: Next generation sequencing (NGS) for routine diagnosis (PCP; orçamento 40 M€; 9-11 M€/projeto)
- ❑ SC1-HCO-12-2018: Innovation in healthcare - a CSA towards using pre-commercial procurement and public procurement of innovative solutions in healthcare systems (CSA; orçamento 2M€ para 1 projeto)
- ❑ SC1-DTH-05-2019: Large scale implementation of digital innovation for health and care in an ageing society (PPI; orçamento 10M€; 2-5 M€/projeto)
- ❑ SC1-DTH-10-2019-2020: Digital health and care services (PCP; orçamento 22 M€; 5-6 M€/projeto)
- ❑ SC1-HCC-04-2018: Digital health and care services – support for strategy and (early) adoption (CSA; orçamento 3M€ para 1 projeto)

What is Pre-Commercial Procurement?

Pre-Commercial Procurement (PCP) is an approach to public procurement of research and development (R&D) services that is outlined in the [PCP communication](#) and [associated staff working document](#). It is an important tool to stimulate innovation as it enables the public sector to steer the development of new solutions directly towards its needs.

As public procurement of R&D remains underused in Europe compared to other parts of the world, the EU increases via [Horizon 2020](#) the support to groups of public procurers who work together on joint Pre-Commercial Procurements.

How does PCP work?

Competitive development in phases:

In PCP, public procurers buy R&D from several competing suppliers in parallel to compare alternative solution approaches and identify the best value for money solutions that the market can deliver to address their needs. R&D is split into phases (solution design, prototyping, original development and validation/testing of a limited set of first products) with the number of competing R&D providers being reduced after each R&D phase.

Risk-benefit sharing under market conditions:

In PCP, public procurers share the benefits and risks related to the IPRs resulting from the research and development (R&D) with suppliers at market price. Suppliers retain IPR ownership rights, while procurers keep some usage and licensing rights.

Separation from the deployment of commercial volumes of end-products:

PCP can go up to the development, and possibly also the purchase, of the limited volume of first products developed in the PCP. However PCP does not cover large scale commercialisation, which is the remit of PPI. PCP is thus complementary to [Public Procurement of Innovative Solutions \(PPI\)](#).

What is Public Procurement of Innovative solutions?

Public Procurement of Innovative solutions (PPI) happens when the public sector uses its purchasing power to act as early adopter of innovative solutions which are not yet available on large scale commercial basis.

How does PPI work?

The first step is to form a critical mass of purchasing power on the demand side (one large enough buyers or several smaller buyers in a buyers group). One that can incentivise industry to scale up the production to bring solutions to the market with the price and quality requirements for large scale deployment.

For the second step, the procurer(s) make an early announcement of the innovation needs (with the required functionality/performance and possibly also price requirements). They express the intention to buy a critical mass of innovative products if industry can bring them to the market with the predefined price/quality requirements by a specific date. The procurers may wish to perform [conformance testing](#) of solutions of suppliers that have come forward with potential solutions by the target date. This is done to verify that there are indeed solutions that can meet their needs, before actually procuring the innovative solutions.

The third step is the actual public procurement of the innovative solutions through one of the existing public procurement procedures (e.g. open/negotiated procedure, competitive dialogue etc).

PPI is thus complementary with [Pre-Commercial Procurement \(PCP\)](#), as PPI can enable larger scale deployment of solutions that were developed in small quantity in a preceding PCP. PPI can also be used independently, to bring to the market innovative solutions that do not result from R&D but for example from organisational or process innovation.

Suppliers

- Better products
- Economies of scale
- Wider market size
- Shorter Time to market

Politicians

- Quality of public services
- Focus on political priorities
- Improve innovation climate
- Attract foreign investment
- Increase employment

- New lead markets
- Increase export
- Global competitiveness

- First buyer in early R&D
- Shared risks & benefits

Pre-commercial Procurement

- Reduce cost of procurement
- Reduce risk of innovation

Get the 'Best Product' ...

- Address 'public market innovation failure'
- Shape product development to public needs
- Increase technology knowledge
- Reduce risk in commercial tendering
- Favour supplier competition

... at the 'Lowest Price'

- Pooling of resources
- Economies of scale
- No licensing costs
- 'First time right' product
- 'EU interoperable'
- Attractive to venture capitalists
- Reduce unforeseen expenditure

Procurers

MedTech-2-Market | MedTech made in Portugal

Consórcio/Parceiros

COPROMOTORES & PARCEIROS



MENTORES



OBSERVADORES



Organização

