

OPEN CALL FOR PROPOSALS FOR INNOVATIVE SOLUTIONS FOR THE INNOVATION IN HEALTH PROJECTS, INNOVA-SAÚDE & HOSPITAL 2050, COFINANCED WITH EUROPEAN REGIONAL DEVELOPMENT FUNDS (ERDF, TECHNOLOGY FUNDS)

FAQ:

1. What is the purpose of this call?

This call within the framework of open innovation promoted by SERGAS, is a new model to relate to the market which is aiming for transparency and the participation of all types of institutions or physical or legal persons who are willing to participate and collaborate with SERGAS, to identify innovative proposals that will contribute to the development process and implementation of sub-projects within the Innova-SAÚDE and Hospital 2050 Projects.

As a preliminary step in the definition of innovative public procurement models that can be applied by SERGAS, it has been considered of interest to promote an open call for proposals for innovative solutions as a means to identify technologies and solutions to meet the technology challenges that are proposed in the H2050 and Innova-SAÚDE projects.

2. What is the open call for proposals for innovative solutions?

The open call for proposals for innovative solutions is:

- NOT a contest of ideas
- NOT a call for funding of R&D+i
- NOT an open tender procurement procedure

3. What is Innovative Public Procurement?

Innovative Public Procurement (IPP) is an action in the public administration to promote innovation orientated to promoting the development of new innovative markets from the demand side, using the instrument of public procurement.

IPP has the following objectives:

- Improving public services by incorporating innovative goods and services.
- The promotion of business innovation.

- The impetus for the internationalization of innovation using the local public sector market as a launch client or a reference client.

The current regulatory framework for Innovation Public Procurement consists of the Legislative Royal Decree of 30/2007, of October 30th regulating Public Sector Contracting (LSCP), the Decree 2/2002, of March 4th regulating Sustainable Economy (LES), and the Decree 14/2001, of June 1st regulating Science, Technology and Innovation.

ICC is realised in 2 modes of action: commercial and pre-commercial procurement.

- The commercial procurement approach includes the **public procurement of technology innovation (CPTI)**: consisting of the public procurement of a good or service that does not exist at the time of purchase but can be developed in a reasonable timeframe. This purchase requires the development of new or improved technology to meet the requirements demanded by the purchaser. It is contemplated in Article 11.c. of the LSCP.
- The Pre-commercial Public Procurement (CPP) approach deals with the contracting of R&D services in which the public sector buyer does not reserve the rights over the results of the R&D for their exclusive use, but share with the company, the risk and benefits associated with the R&D necessary for the development of innovative solutions that outperform those available in the market. This is contemplated in article 4.1.r and Article 13.2.b of the LSCP.

4. Where can I find detailed information on Innovation Public Procurement in Spain?

In the official website of the Ministry of Economy and Competitiveness, <http://www.mineco.gob.es>, you can find information published in Spanish on Innovative Public Procurement and the “Innovative Public Procurement users guide (Guía del Usuario de Compra Pública Innovadora)”.

<http://www.idi.mineco.gob.es/portal/site/MICINN/menuitem.7eeac5cd345b4f34f09fd1001432ea0/?vgnnextoid=d7e6c3f020682310VgnVCM1000001d04140aRCRD>

<http://www.idi.mineco.gob.es/portal/site/MICINN/menuitem.8ce192e94ba842bea3bc811001432ea0/?vgnnextoid=8108c3dad5fa2310VgnVCM1000001d04140aRCRD&vgnnextchannel=d7e6c3f020682310VgnVCM1000001d04140aRCRD>

5. What is the difference between Technical Dialogue and Competitive Dialogue?

Technical Dialogue is an activity which is preparatory in nature relating to the contract, and can be used on a discretionary basis by the contracting authority, when deemed appropriate, either by the innovative nature of the solutions sought, the specificity of their needs or other justified circumstances, provided that such advice does not have the effect of precluding competition. This dialogue is an open process and takes place before initiating the procurement process.

The Competitive Dialogue process is a type of procurement. It can be an open process, restricted or regulated by the TRLCSP (Consolidated Act dealing with Public Contracts) in which the Administration conducts dialogue with a restricted number of selected candidates in order to develop more suitable alternatives to meet the needs; and that provide the basis for candidates to submit a bid. The following is an indication of the phases of competitive dialogue:

- Development of the functional and descriptive programme by the contracting authority.
- Notice of requests to participate in the process.
- Selection of applicants and communication of the evaluation results.
- Invitation of candidates to take part in Competitive Dialogue.
- Dialogue with the candidates.
- Submission of tenders.
- Review of tenders.
- Proposal for the award of the most economically advantageous tender.

The call for proposals for innovative solutions that is promoted by SERGAS is considered technical dialogue in the definition phase of procurement; subsequently the tenders will be awarded during which competitive dialogue can be used or not, as an instrument in the process of Innovation Public Procurement within the framework of the H2050 and Innova-SAÚDE projects.

In this sense, it aims to promote the participation of different actors, both public and private, in order to adapt and transfer technologies and solutions of interest in mature sectors of the Health Sector.

6. Who can participate in this call?

This call is open to all manner of institutions or physical or legal persons that are willing to participate in collaboration with the SERGAS in the development of the H2050 and Innova-SAÚDE projects in their definition, scope, development and innovation, in the Health-Care Field.

In this sense, the call is seeking the participation of anyone who can “offer Knowledge” for the development and implementation of sub-products.

In the procurement phase, participation is only possible by natural or corporate persons from Spain or elsewhere provided the participant complies with Article 54. “Conditions of Eligibility” of the Legislative Royal Decree 3/2011 of November 14th, approved by the TRLCSP.

7. Where can I find detailed information of the 23 sub-projects?

On the SERGAS website (<http://www.sergas.es/H2050-innovasaude>), fact sheets of the 23 sub-projects of H2050 and Innova-Saúde.

- Information on the sub-projects related to **H2050** can be accessed via the following link:
http://www.sergas.es/MostrarContidos_N2_T01.aspx?IdPaxina=60434
- Information on the sub-projects related to **Innova-Saúde** can be accessed via the following link:
http://www.sergas.es/MostrarContidos_N2_T01.aspx?IdPaxina=60447

8. Is it possible to make queries about the call?

Any queries about the operation of the call process can be submitted to the following e-mails:

h2050@sergas.es
innovasaude@sergas.es

No additional information about the contents of the sub-projects will be provided.

9. What level of development is required for an idea to be considered?

The minimum requirement for an idea to be considered is the completion of the fields of the submission form for innovative proposals:

- Data of the proposer
- Sub-projects related to the proposal
- Brief summary (features of the solution)
- Duration of the proposal
- Benefits of the proposal for the Public Health System, Users of the Public Health System and other stakeholders Innovation aspects or R&D results
- Associated standards and regulations
- Authorisation for use of data submitted
- Compulsory declaration (rights of exploitation and use of the proposal)

10. Will I receive a valuation of my proposal from SERGAS?

SERGAS will not respond on the evaluation of individual proposals. SERGAS will update information on the projects within a reasonable timeframe from an analysis of the propositions which will be carried out in the periods outlined in the call (March, June, September and December).

11. Where will information on the progress of the development of each sub-project be published?

As outlined in the order approving the open call for proposals for innovative solutions, a reasonable level of publicity about the advances and development of each sub-project will be carried out. As the sub-projects mature, the internal work carried out by the teams from SERGAS along with the propositions for innovative solutions considered to be of interest will be used to produce “fact sheets on the progress of the sub-projects”; which will in no case reflect explicitly the solutions proposed by the participants in the call.

These fact sheets will be accessible from the websites of the H2050 and Innova-SAÚDE Projects. (<http://www.sergas.es/H2050-innovasaude>).

12. What use will SEGRAS make of the proposals?

SERGAS will use the proposals for internal purposes and will publish the final solutions defined by SERGAS themselves, which may or may not incorporate any of the proposals submitted in the framework of the open call for proposed innovative solutions.

The use of the contents of the proposals submitted in the framework of the open call for proposed innovative solutions will be limited to the possible inclusion of said content in the process of defining the sub-projects, which will result in the definition of the specifications for the various procurement procedures to be processed in the framework of the H2050 and Innova-SAÚDE projects, following the Innovative Public Procurement formula.

13. Will I have priority in future contracting for having proposed and Idea?

No you do not acquire and rights the future development of the idea proposed. The very process of the call for proposals for innovative solutions guarantees “equal treatment” for all participants in future contracts and in no case guarantees preferential treatment for proponents of ideas.

Participation in the call, dialogue or contact with participants or the exchange of information must in no case lead to the infringements of the stated principals of the EU of non-discrimination and transparency or having the effect of restricting or limiting competition, or giving unfair advantage or rights not exclusive to any procurement procedure.

At all times confidentiality will be guaranteed with respect to proposals submitted in the framework of the open call for proposals for innovative solutions.

14. Can I present a solution that is patented?

Proposals submitted may refer to patents, provided this is indicated in the submission. In any case the definition of technical specifications by SERGAS in future procurement processes will be the basis of functional requirements and will not be limited by the existence of a patent, respecting at all times the principles of competition.

15. What are the criteria for analysing ideas?

The criteria to be considered for the analysis of ideas are:

1. Innovative nature of the proposal

2. Adapting to health care priorities of the sub-projects (outlined in the fact sheets on the content)
3. Scalability. Estimated total cost of implementing the proposal in the Galician Health System.

16. Will all the sub-projects be executed?

There is a commitment by SERGAS to execute 23 projects (9 from H2050 and 14 from Innova-SAÚDE), through a collaborative agreement established with the Ministry of Economy and Competitiveness in vigour until 31st December, 2015.

17. Will all the solutions developed be implemented throughout SERGAS?

In the framework of the H2050 and Innova-SAÚDE projects, SERGAS is committed to developing the solution in a test and evaluation environment. Subsequently, the feasibility of implementing the solution in all the Galician Health System will be assessed outside the H2050 and Innova-SAÚDE projects.

18. Will there be a contract for each sub-project?

1 contract is not equivalent to a sub-project; because of reasons of efficiency contracts may be made which concern various sub-projects as well as various contracts which deal with one sub-project.

19. When is the call for a sub-project considered to be closed?

With respect to the open call for proposals for innovative solutions, the technical dialogue process will remain open until the execution of the sub-projects, which at most will be December 31st, 2015.

The dialogue process for a specific sub-project will be considered to be closed when the procurement process for the sub-project has been initiated whether by open, restricted, negotiated or competitive dialogue.

SERGAS, prior to the start of the public procurement process will publish an advance fact sheet of the various sub-projects.

20. When will the operating model for a proposed idea be defined?

In the tender specifications, at the time of bidding, the conditions of the operating model of the proposed idea will be defined.

21. What is the INNODEMANDA Programme of the CDTI (The Centre for Industrial Technological Development)?

The INNODEMANDA Programme is a financing instrument to support the supply of technology which follows the process of innovative public procurement. Entities are financed for the cost of innovation, therefore for this public body the purchase will have the same cost as though the technology were developed, also facilitating an increased presence of products and services of these entities/companies in the public administration.

This instrument is funded and managed by the Ministry of Economy and Competitiveness through the Centre for Industrial Technological development (CDTI).

22. What is the relationship between this call and the INNODEMANDA Programme of CDTI?

There will be collaboration between the CDTI and SERGAS which will be formalized through a General Action Protocol setting out the terms and conditions under which the CDTI can finance R&D activities associated with Public Procurement Procedures of innovative technology realised by SERGAS under the H2050 and Innova-SAÚDE projects.

23. How does the INNODEMANDA programme work?

The collaboration between CDTI and SERGAS is based on the formalization of a General Action Protocol which sets out the deadlines for activities, the conditions for financing R&D; the number of projects to be evaluated will be limited.

After inclusion of certain clauses in the tender documents and the notice of invitation to tender, SERGAS will publish the call using a process in line with the law on Public Sector Contracts (Texto Refundido de Ley de Contratos del Sector Público, TRLCSP). The tenderers who so wish may direct their request for funding of the costs of development and incorporation of innovations they want to include in their offers to the CDTI. The evaluation of these requests will be resolved through an accelerated analysis/granting process designed for maximum effect.

The decision of the CDTI will be communicated to the applying entity before the deadline for submission of tenders to bid. In general, the CDTI will take an average period of 6 weeks to respond on funding.

Following this, the tenderers may submit tenders to the contracting authority taking into account the financing conditions mentioned.



After the evaluation of tender proposals by the contracting authority and subsequent awarding of the contract, a financing contract including improvements to the award will be signed.

Regardless of the outcome of the awarding of contracts, the bidders may use R&D funding following the terms approved by the CDTI.

It is therefore a streamlined process (The tender produced by SERGAS and the evaluation of applications for innovation activities being carried out by CDTI), streamlined in time but not binding as a tender may be awarded to a company who has taken part in the INNODEMANDA programme and a company that has not been awarded a tender may receive funding from the INNODEMANDA programme.