

Needs searching solutions

Experiences of Pre-Commercial Procurement
from the SILVER project

AAL Forum 2014, Bucharest
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City of Västerås

- Local authority responsible for
 - social elderly care
 - home health care
- 140 000 citizens
- 150 km north of Norrköping - AAL Forum 2013
- 2010 - asked to join the application
- To buy something that doesn't exist - and that we don't get
- Owner of the challenge - future customer



SILVER project

- Funded by Seventh Framework Programme
- Budget of 2.150.000 EUR
- Jan 2012 – Aug 2016
- Municipalities, research organisations and innovation agencies from five countries



Consortium partners

PROCURERS

- City of Stockport (UK)
- City of Eindhoven (the Netherlands)
- City of Västerås (Sweden)
- City of Odense (Denmark)
- Region of South Denmark
- City of Vantaa (Finland)
- City of Oulu (Finland)

OTHER PARTNERS

- Technology Strategy Board (UK)
- NL Agency (the Netherlands)
- Brainport (the Netherlands)
- Vinnova (Sweden)
- Forum Virium Helsinki (Finland)
- Aalto University (Finland)



Two objectives

- Establish an agreed pre-commercial procurement (PCP) process across Europe.
 - Generic process
 - Templates for all documents
- Use the developed PCP process to run a call for tender addressing the challenge of Supporting the Independent LiVing of the Elderly through Robotics.
 - Increase QoL
 - Free up resources - care for 10% more

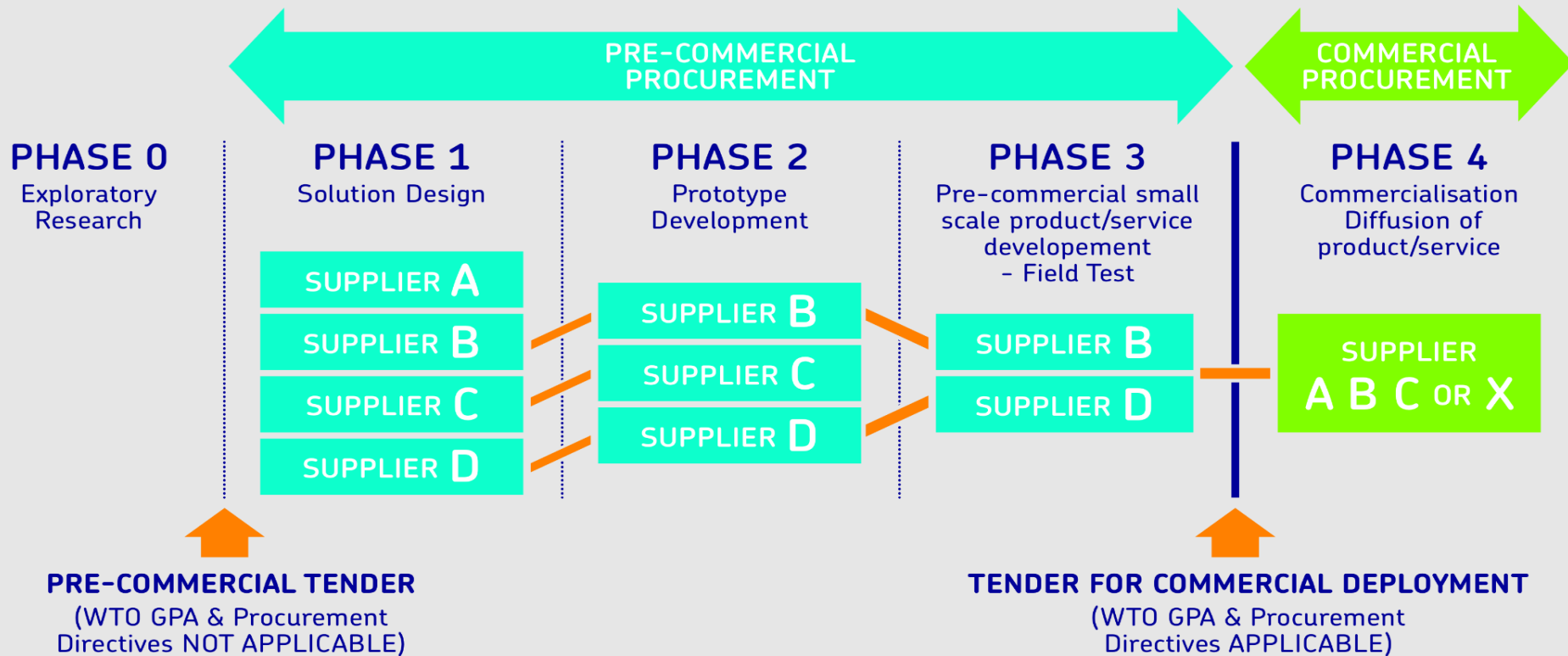


Pre-Commercial Procurement - PCP

- When there is a major challenge not addressed by existing solutions
- Invite innovators to come up with new solutions financed by a procurement process
- The need owners define the challenge and the criteria to select the applicants to participate
- May look like a research call - but is run like a public procurement



Overview - PCP



Overview - SILVER

Phase 1

≤8 projects

6 months

≤350 000€

Solution
design

Phase 2

≤ 4 projects

12 months

≤720 000€

Prototype

Phase 3

≤ 3 projects

12 months

≤1 080 000€

Pre-commercial small
scale development

Needs analysis



Needs analysis

- Method: workshops, interviews, existing studies, statistics
- What needs are common in our five countries?
- Over all needs
 - More people at home with less assistance
 - 10 % more with same amount of staff
- Specific needs
 - Six pADL tasks



Market consultation

- What is around the corner?
 - State of the art
 - Asking for what is not yet available but achievable within our time and budget frames
- On line questionnaire announced at EU Official Journal
- Physical meeting at AAL Forum 2012 in Eindhoven
- Good participation
- Guidance on the creation of the call





Invitation to tender

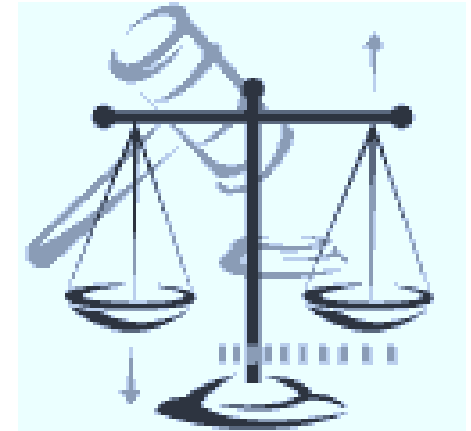
- All the components of a public procurement
 - Questions and answers procedure
 - Framework agreement

- 32 applications - wide variation
 - From 10 countries
 - ADL tasks and target group
 - Type of solution and level of innovation
 - Quality of tender and type of organisation



Criteria

- Impact on Challenge
 - Meet the challenge
 - Potential for future/wider challenges
 - Time saving
 - Usability
 - Commercial feasibility
- Quality of the Tender
 - Technical validity
 - Development plan
 - Project management
 - Necessary resources
 - Risk management
- Price



Assessment process

- Formal check
- External assessors
- Decision panel
 - External assessors
 - Procurers



7 contractors in phase 1

NAME	SOLUTION	COMPANY	COUNTRY
DEXTERous	Mobile robot arm platform	Assistobot	Netherlands
Helping Hand	Robotized support handle	Alten	Netherlands
Iron Arm	Lightweight arm exoskeleton	Bioservo	Sweden
Kompaï-P	Mobile robot arm platform	Robosoft	France
Lecorob	Mobile robot arm platform	Lerovis	Netherlands
Mealtime 360	Eating assistive device	Bestic	Sweden
Wearable Bionic Exoskeleton	Exoskeleton for ambulation	Marsi Bionics	Spain

End of phase report

- What has been done
- Reviewed by the procurers
- Approval needed to be allowed to apply for phase 2



Phase 2 – Call for bids

- Only for contractors from phase 1
- Not compulsory
- Everyone applied
- Similar - but elaborated - criteria and decision process



3 contractors in phase 2

NAME	SOLUTION	COMPANY	COUNTRY
Helping Hand	Robotized support handle	Alten	Netherlands
Iron Arm	Lightweight arm exoskeleton	Bioservo	Sweden
Lecorob	Mobile robot support	Lerovis	Netherlands

To be tested in one test site

Phase 2 = July 2014-June 2015

Phase 3

- Up to 3 contractors
- One year
- Further development
- Adaption to all five countries
- Testing in all five countries, preferably in real environment



After SILVER

- No guaranteed business
- IPR stays with companies
- Commercialization 2-3 years after
- Procurers need to do regular public procurement



Learnings – Challenge definition

- Focus on what has to be solved and not how to solve the challenge
- A broad challenge description makes it more demanding to formulate precise functional requirements



Learnings

– Needs assessment

- Needs assessment is time consuming when preparing a cross-boarder PCP
- Different approaches should be considered. Preferably both quantitative and qualitative methods and involvement of different categories of end-users



Learnings

- Planning, Communication and Legal Issues

- When doing a cross-boarder PCP it is important that all legal issues will be checked to fit all national legislations involved
- A “Question & Answer” function is a good tool to communicate any other necessary details after the call has been published
- Make sure to be in compliance with formal procurement rules and announcements



Learnings

- my own reflections

- Move the initiative from the innovators to the needs owners and the procurers
- Give procurers the right to have influence on the innovation process
- Strong signal on promising market
- Great opportunity worth using more!





Thank you!

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