

Explanation of the PCP process

Several years ago the European Commission designed a new scheme to stimulate European Innovation, called 'Pre-Commercial Procurement' (of Innovative Solutions), for situations where there is no existing solution yet in the market. The Nightingale project is implemented by Pre-Commercial Procurement (PCP). Rather than directly subsidising European industry, the prospective users of the new technology guide the development process using a 'funnel-shaped' procurement model. This innovative process presents an opportunity for suppliers to develop new solutions and to introduce new technologies and products, in direct cooperation with the healthcare institutes and their employees. The PCP process is exempted from the EU procurement directives, is flexible and allows an early dialogue between potential suppliers and the healthcare institutes in order to optimize the solution. Intellectual Property Rights (IPR) of the developed solution will be shared between the Nightingale procurers and the supplier. The development work will partly be financed by Nightingale project funding, within the Horizon 2020 programme of the European Union.

The PCP process will start with an extensive preparation (phase zero) and is followed by three development phases, as visualised below:

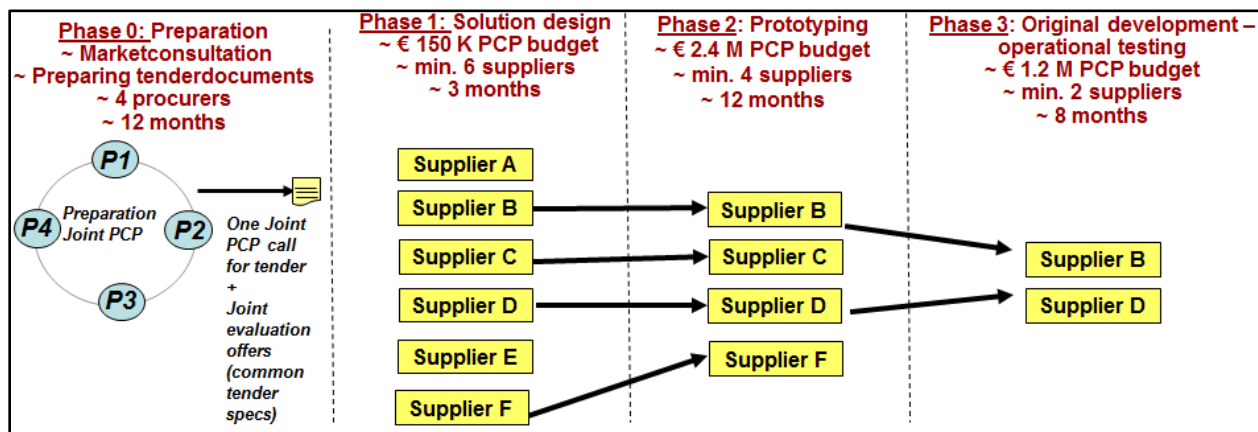


Fig. 1: Illustration of the Nightingale PCP

The preparation of the Nightingale PCP will take place in the initial phase (phase zero). This will include an Open Market Consultation, which will consist of the following sequent components: I) Market Sounding, II) Market Sounding Review, and III) Market Consultation. In the Market Sounding, through different channels the Nightingale procurers will raise the interest of possible developers/suppliers. All interested companies in the EU are invited to fill in an online questionnaire, so the procurers will receive more insight into the market and the scope. In the Market Sounding Review, a summary/conclusion of the questionnaires will be made. In the Market Consultation, the Nightingale procurers will invite all those interested companies for a face to face workshop & dialogue, with the aim of explaining Nightingale further and getting more insight in the feasibility and technical developments & possibilities. Partly based on the results of this Market Consultation, the Nightingale procurers will determine the scope and criteria that will be used in the PCP. The Market Consultation will be followed by the Call for

Tender. Interested companies or consortia can then hand in a proposal on paper. These submitted proposals will be evaluated and the six companies with the most promising proposals will be invited to participate in the Nightingale PCP process, phase one. A contract between the Nightingale consortium and every individual company will be signed. From there, the Nightingale PCP process will include three phases of solution development. In phase one, the six selected companies have to present their feasibility studies. The Nightingale consortium will evaluate the tenders with respect to their technical, economical and organizational viability. Four of those will be selected to attain the second phase, in which prototypes will be developed and presented. In this phase, one or more interim evaluations by an independent review board are foreseen to continuously improve the prototypes while developing them. After critical evaluation of these early prototypes in the four hospitals at the end of the second phase, two companies will be invited to develop and test a pre-production model within the hospitals during the last, third phase of the PCP process. Also in this phase, one or more interim evaluations by an independent review board are foreseen. During the complete PCP process, selection of companies to a next phase will be based on transparent and objective criteria.

After this phased process, the PCP process ends. In order to help the companies with such new innovative technology to overcome market inertia, the EU also facilitates the uptake of innovative solutions by the intended end-users. The EU can subsidize the purchase of large quantities of the new devices or solutions using the Public Procurement of Innovation (PPI) model. The Nightingale Consortium also intends to conduct a PPI after the completion of the PCP if the PCP is successful.

For more information about PCP, please visit the EU website by clicking on the links below:

<https://ec.europa.eu/digital-single-market/en/innovation-procurement>

And

<https://ec.europa.eu/digital-single-market/en/news/frequently-asked-questions-about-pcp-and-ppi>