



# Nightingale

Smart monitoring, safer care

Nightingale development - PCP

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# Agenda



- About Pre-Commercial Procurement (PCP)
- How does the process look like?



# 'Game Change'



Industry looking for customer(s) of choice

market pull



Customer(s) looking for industry of choice

research push

Opportunity for procurement to add value to our core business



PCP is a purchasing process whereby a government agency pays a few selected suppliers, in stages, in exchange for R&D.

# Pre-Commercial Procurement



Why PCP?

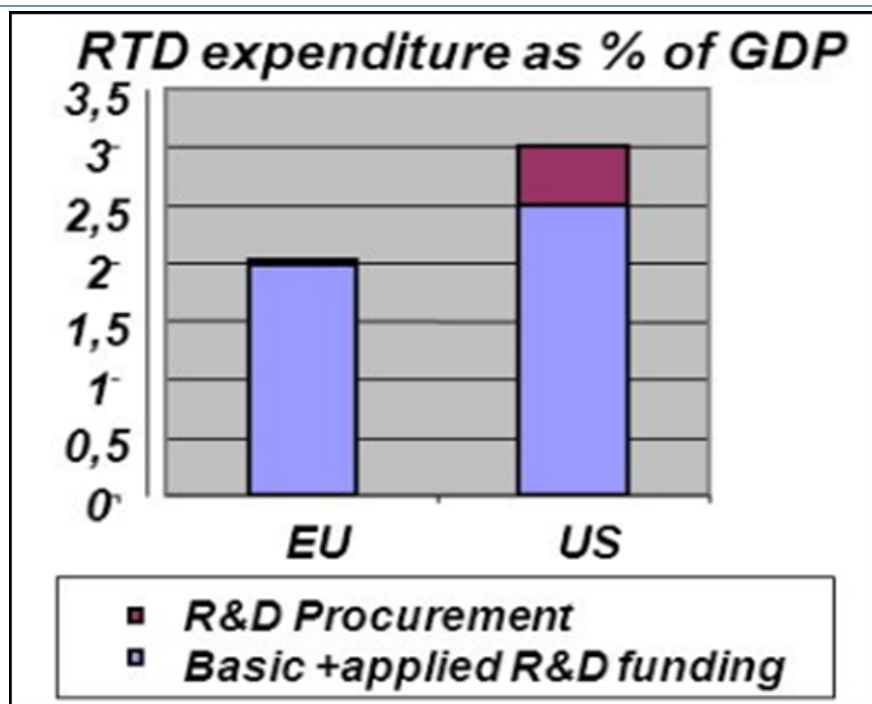


The public sector (society) faces major challenges!

Therefore, innovative solutions are necessary and have to be developed right now.

# Pre-Commercial Procurement

In EU 20 times less spent on procurement of R&D compared to US!



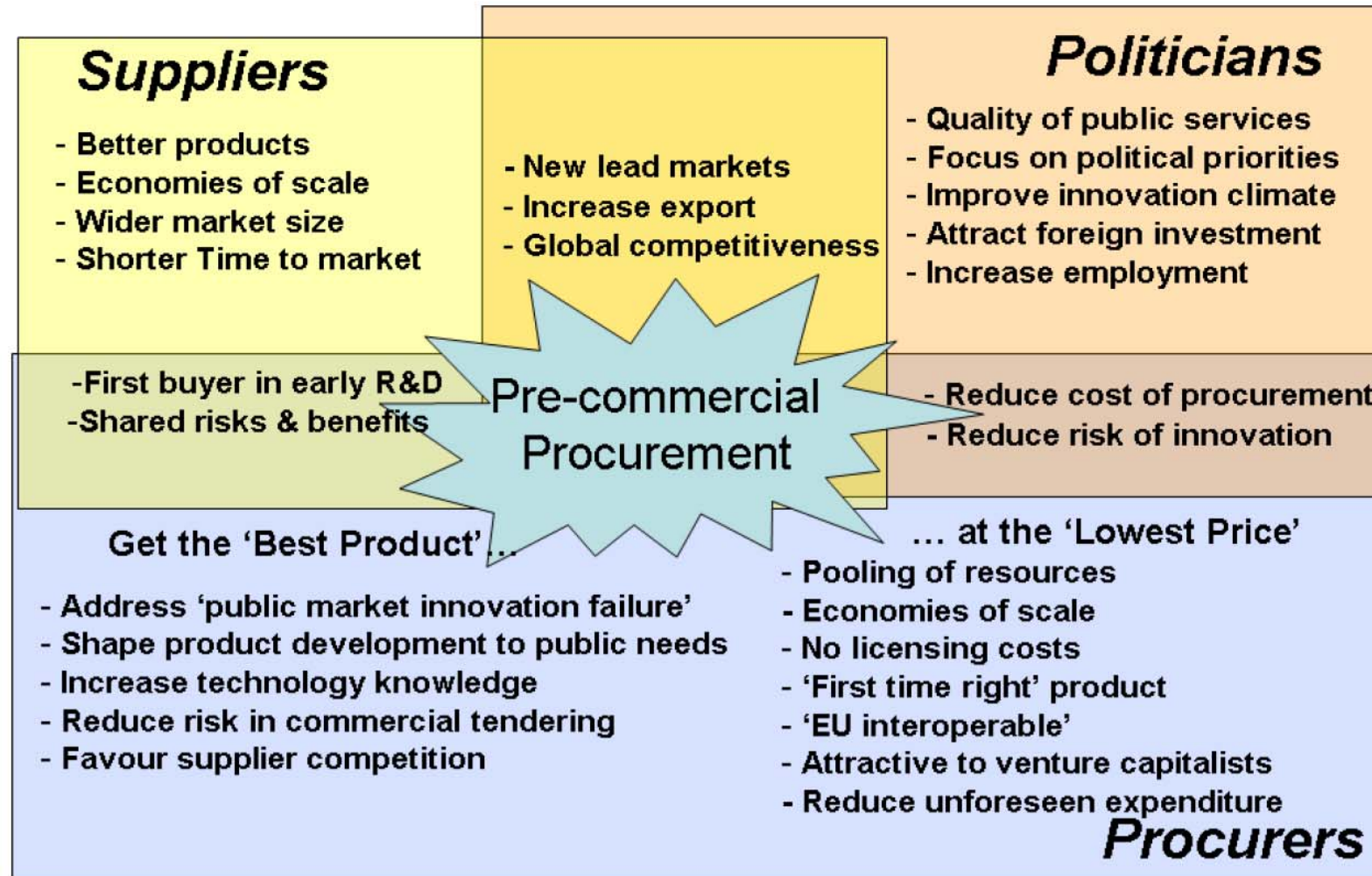
## Why PCP?

Instead of subsidizing the industry directly from the EU...  
...future users will be subsidized and will tender their R&D challenge.

Instead of development between just one hospital and one company...  
...the clinical need from a group of EU hospitals is bundled and will be developed in competition.

The chance for social impact that meets the clinical need is much bigger!

# Benefits of PCP projects





# Nightingale development process



Concept award criteria for the Tender:

- Impact on the challenge: level of sophistication and feasibility of reaching this level (technical and commercial)
- Quality / project management of the R&D: detailed plan of action, experience of project team, identified risks / measures
- Price: offered price for the development per phase

# Intellectual Property Rights



Concept IPR provisions:

- Generated IP of Nightingale shall be owned by the contractors
- The Consortium Partners shall have royalty free access rights to the generated IP for internal use (e.g. for research purposes)
- Call back provision: if a tenderer fails to exploit the IPR's commercially within 5 years after the PCP, ownership of IPR will transfer to Nightingale Consortium

## Questions & discussion at the tables