



# UNWIREDHealth

## Market Consultation



This project has received funding from the European Union's Seventh Framework Programme for research, technological development and demonstration under grant agreement no 610753

- Overview of UNWIRED HEALTH & procurement objectives
- Description of UNWIRED HEALTH Pre-Commercial Procurement process
- Description of UNWIRED HEALTH functionalities and IT challenges
- UNWIRED HEALTH market consultation process
- Companies presentation looking for consortium partners
- Questions and answers with the audience

# Agenda

# Overview of UNWIRED HEALTH & procurement objectives



# TicSalut

Tecnologia, innovació i salut



Region of  
Southern Denmark



# IHE

Integrating  
the Healthcare  
Enterprise



Continua®  
HEALTH ALLIANCE



Agència de Qualitat i  
Avaluació Sanitàries de Catalunya



# Unwired Health Consortium



UNWIREDHealth



- FP7-ICT-2013-10: Personalised health, active ageing, and independent living
- To develop mobile eHealth services to empower patients accessing their data everywhere, enabling patient-centric care and motivating patients to assume responsibility for their health
- The solution will also act as decision support systems for clinicians
- To explore new approaches in health service redesign, including care pathways, organisational models and business models

## Unwired Health procurement objectives

- Generation of a new mHealth system for Heart Failure (HF) management
- Considering the needs of both clinicians and patients, looking for the most convenient tools to improve the monitoring of HF patients
- The system must be secure, interoperable and fully integrated with the technological systems of health care providers and with the care coordination platforms (either local, regional or national level).

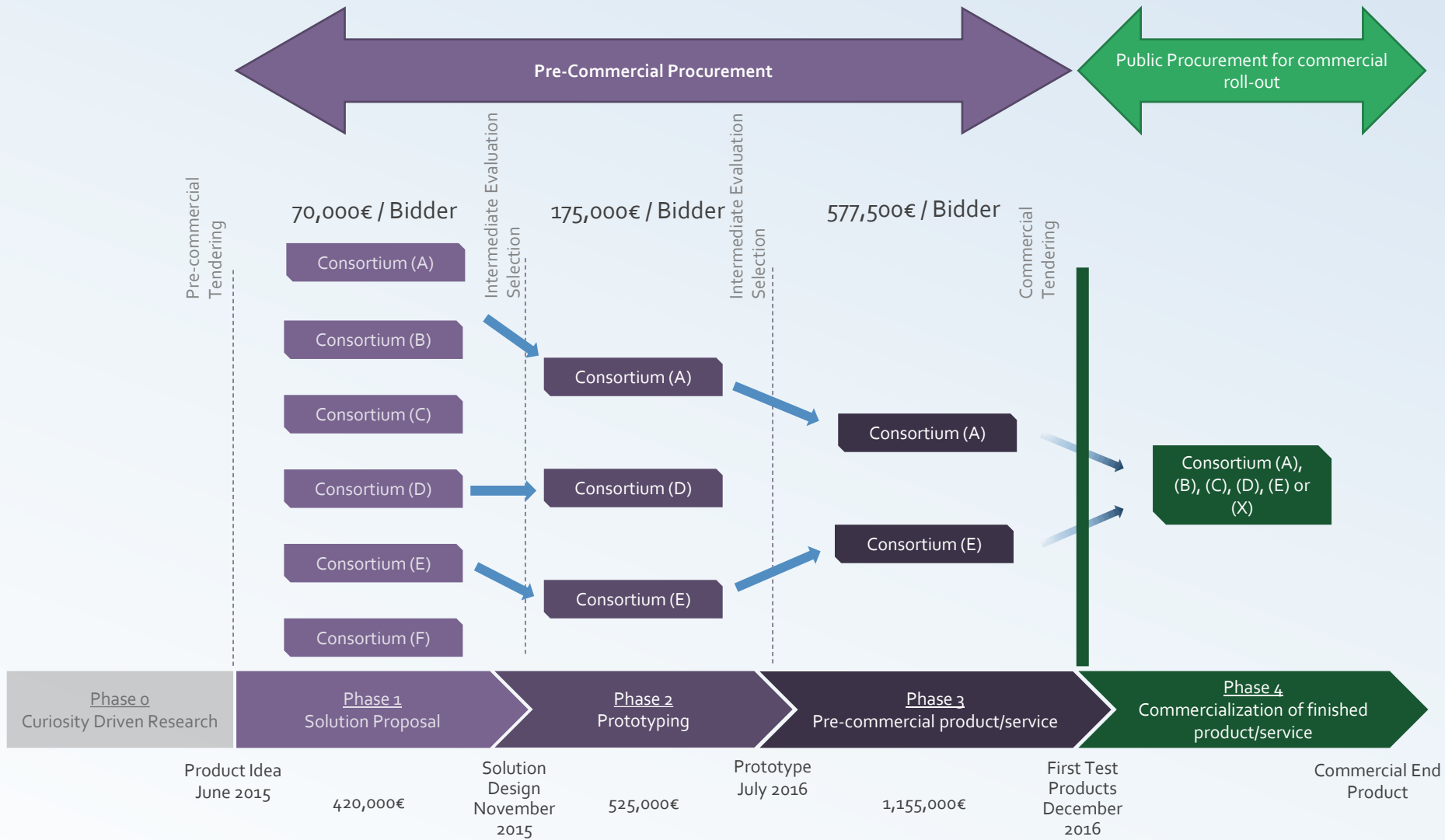
# Unwired Health General Challenge

- Public authorities identify actual and future needs
- Public authorities agree to fund partially the development of solutions that solve their needs
- Cooperate with the industry to define the challenge to be solved
- The industry presents in a competitive process possible solutions
- The industry receives funds to research and develop the new solutions
- The industry receives the IP rights and should be capable of generating a commercial solution

## Pre-Commercial Procurement A tool to procure R&D services

# Description of UNWIRED HEALTH Pre-Commercial Procurement process





# Unwired Health PCP process



- Solution proposal
- Pre-Commercial Tender
- Tender open for 2 months
- Open process to any organisation or consortium
- No budget

- Design phase
- 3 months of duration
- Maximum of 6 participants
- 70.000€ of budget per participant

- Prototype of the solution
- 6 months of duration
- Maximum of 3 participants
- 175.000€ of budget per participant
- 245.000€ of accumulated budget per participant

- Testing and proof of concept of the solution
- 9 months of duration
- Maximum of 2 participants
- 577.500€ of budget per participant
- 822.500€ of accumulated budget per participant



- Administrative evaluation
- Technical evaluation
- Economic evaluation

- Phase monitoring
- Interim assessment
- Technical evaluation
- Economical evaluation

- Phase monitoring
- Interim assessment
- Technical evaluation
- Economical evaluation

- Phase monitoring
- Interim assessment
- Technical review

\* All € amounts are with VAT included

# Unwired Health PCP phases



- Technical requirements: minimum R&D experience of the company or of the team, to be proved flexibly
- Financial requirements: availability to invest a certain amount of money during the procedure, to be proved flexibly
- Bidders as a consortia: More flexibility and more chances for SMEs to access to further phases of the procedure, exploring and exploiting synergies
- IPR
  - The Supplying bidders are assigned with the IPRs generated during the PCP Procedure (essential incentive for bidders)
  - The Procuring authorities are assigned with an irrevocable, unlimited, worldwide, fully paid-up, royalty-free, non-exclusive license to use and exploit such IPR
    - Exclusively for their internal purposes and public missions, allowing the issuing of sublicenses in equal, unrestricted terms and just for the internal purposes abovementioned
  - Call-back provision: to ensure IPRs from Bidders that do not succeed to exploit the IPRs by themselves within a certain period of time to be determined are returned back to the Procuring Authorities

# Unwired Health

## ITT Administrative & Legal Issues

# Description of UNWIRED HEALTH functionalities

# Design Functions

Share Information

Manage Access to Network of Actors

Report and Monitor Data to Support Evaluation and Research

## Basic Functions

Manage Care Plan

Manage Treatments

Support to Care Network

- Manage Queries
- Manage Self-Help
- Manage patient's Community

Support to Remote Monitoring

# UNWIRED HEALTH functionalities



# Manage Care Plan

- Sign up patient
- Schedule appointments
- Development of Care Plan
- Agreement to Save/Update plan
- Manage Letters/Notifications/emails
- Manage Reminders
- Detect alert and alarm signs

## UNWIRED HEALTH Basic Functionalities

# Manage Treatments

- Manage Plan
- Monitor and ensure plan
- Generate reminders/alerts to ensure plan

At least two modules to cover management of Diet and Drug plans

## UNWIRED HEALTH Basic Functionalities

## Support to Care Network

- Manage Queries
  - Introduce a query
  - Sending query to Care Network member
  - Inform Care manager
  - Detect alert and alarm signs (generated by queries)
- Manage Self-Help
  - Manage and support a plan
  - Provide patient information and notifications
  - Detect alert and alarm signs

To support Diet, Exercise, Quit smoking, Alcohol intake plans
- Manage Patient's Community
  - Sign-up patient
  - Engage patient
  - Create Community
  - Manage patient's chat forum
  - Allow/Disallow patient's carer

# UNWIRED HEALTH

## Basic Functionalities



# Support to Remote Monitoring

- Prompt the patient to introduce data
- Save/Update data
- Report symptoms
- Provide video-conference
- Collect data
- Detect alert and alarm signs
- Register patient physical and emotional status

## UNWIRED HEALTH Basic Functionalities

# Share Information

- Provide bidirectional information sharing
- Manage contact details of Care network
- Manage information database
- Edit/Save information  
(Text/Links/Videos/Lists/Books/Publications)
- Upload Information
- Messages to Care Network

## UNWIRED HEALTH Design Functionalities

# Manage Access to Network of Actors

- Define network actor
- Manage network actor profile
- Manage information flow
- Manage decision flow

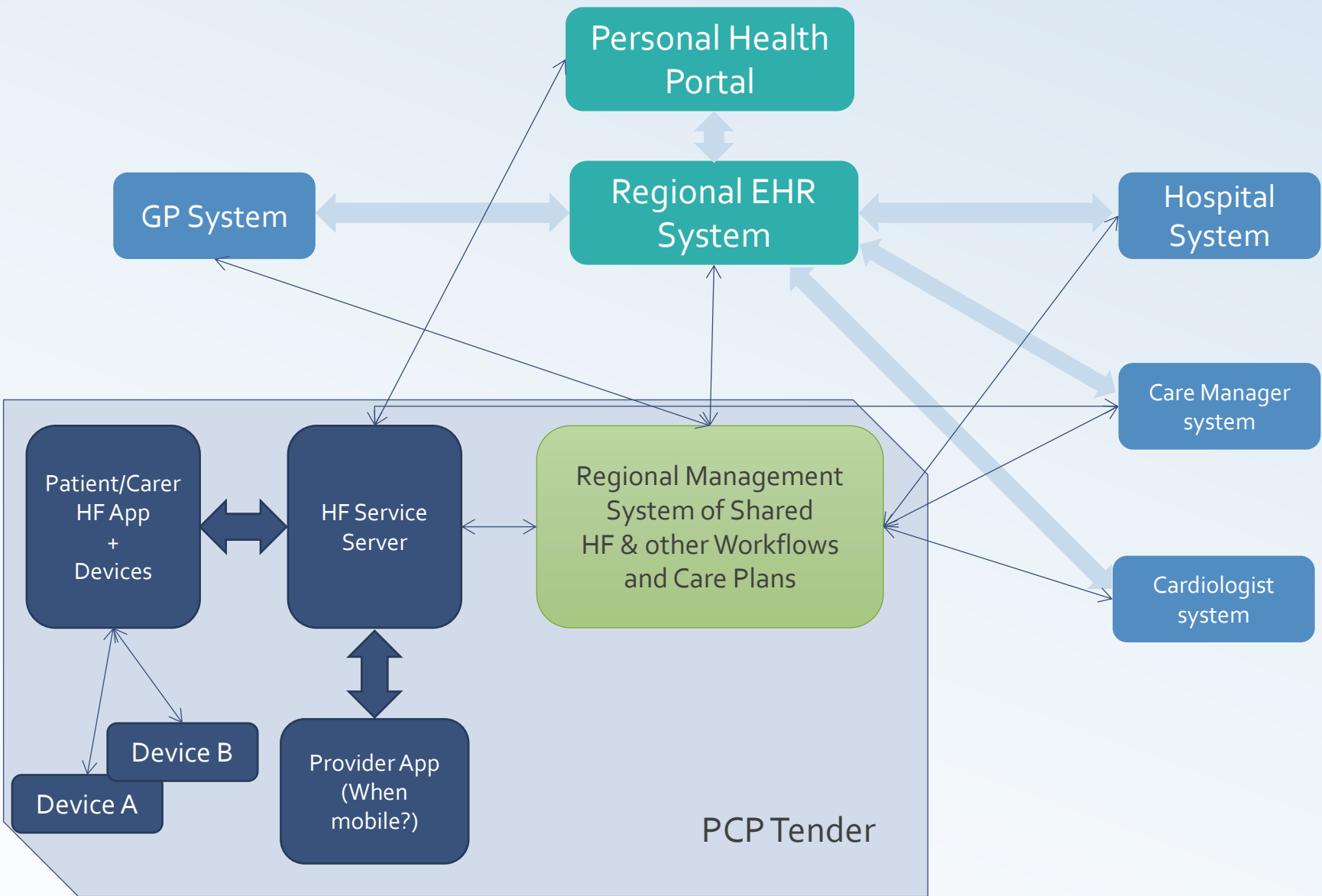
## UNWIRED HEALTH Design Functionalities

# Report and Monitor data to support Evaluation and Research

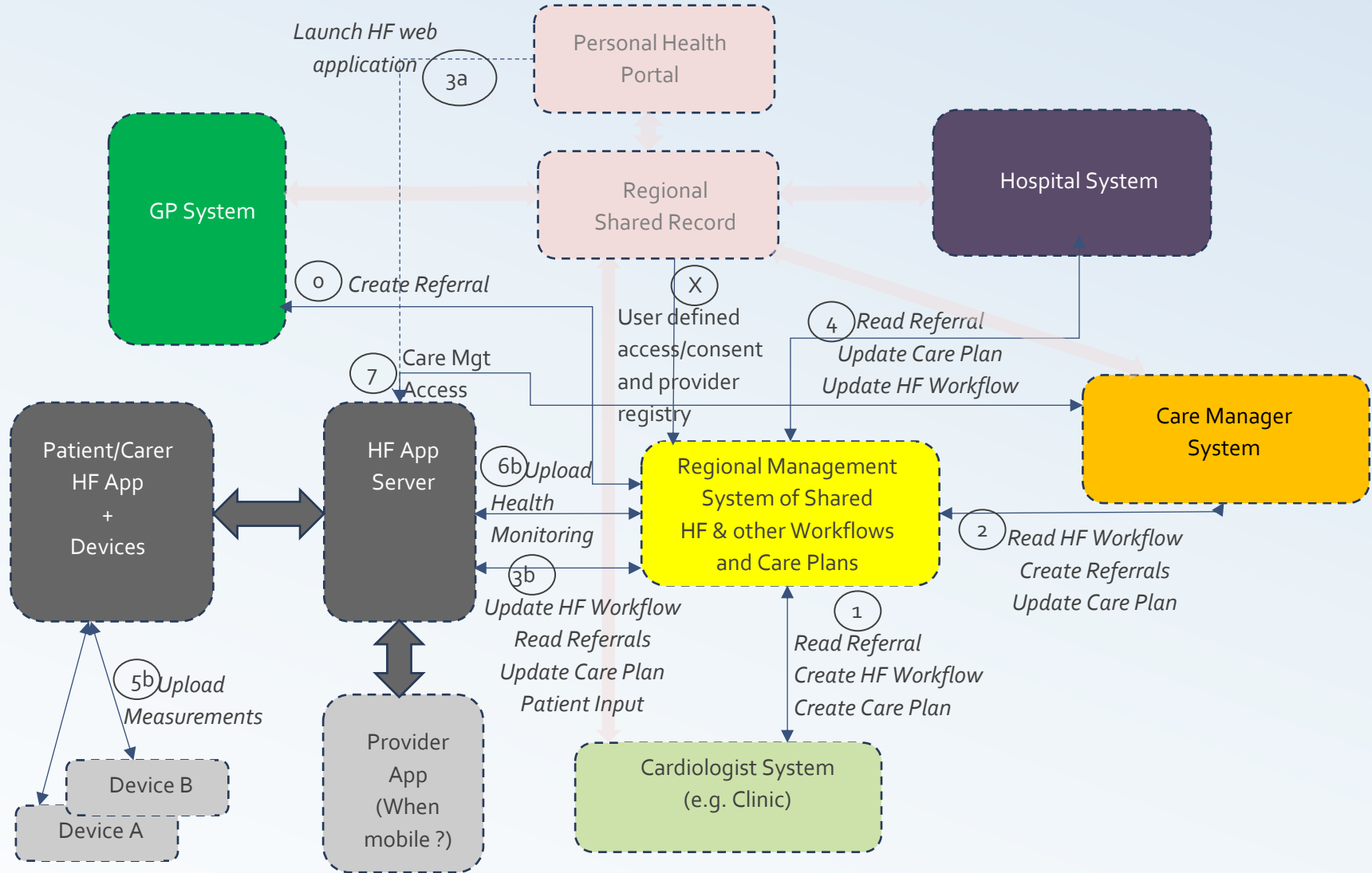
- Record Data sets
- Generate standard reports

## UNWIRED HEALTH Design Functionalities

# Description of UNWIRED HEALTH Technical proposal



# Unwired Health Architecture



# UNWIRED HEALTH Interfaces



# UNWIRED HEALTH Evaluation Framework

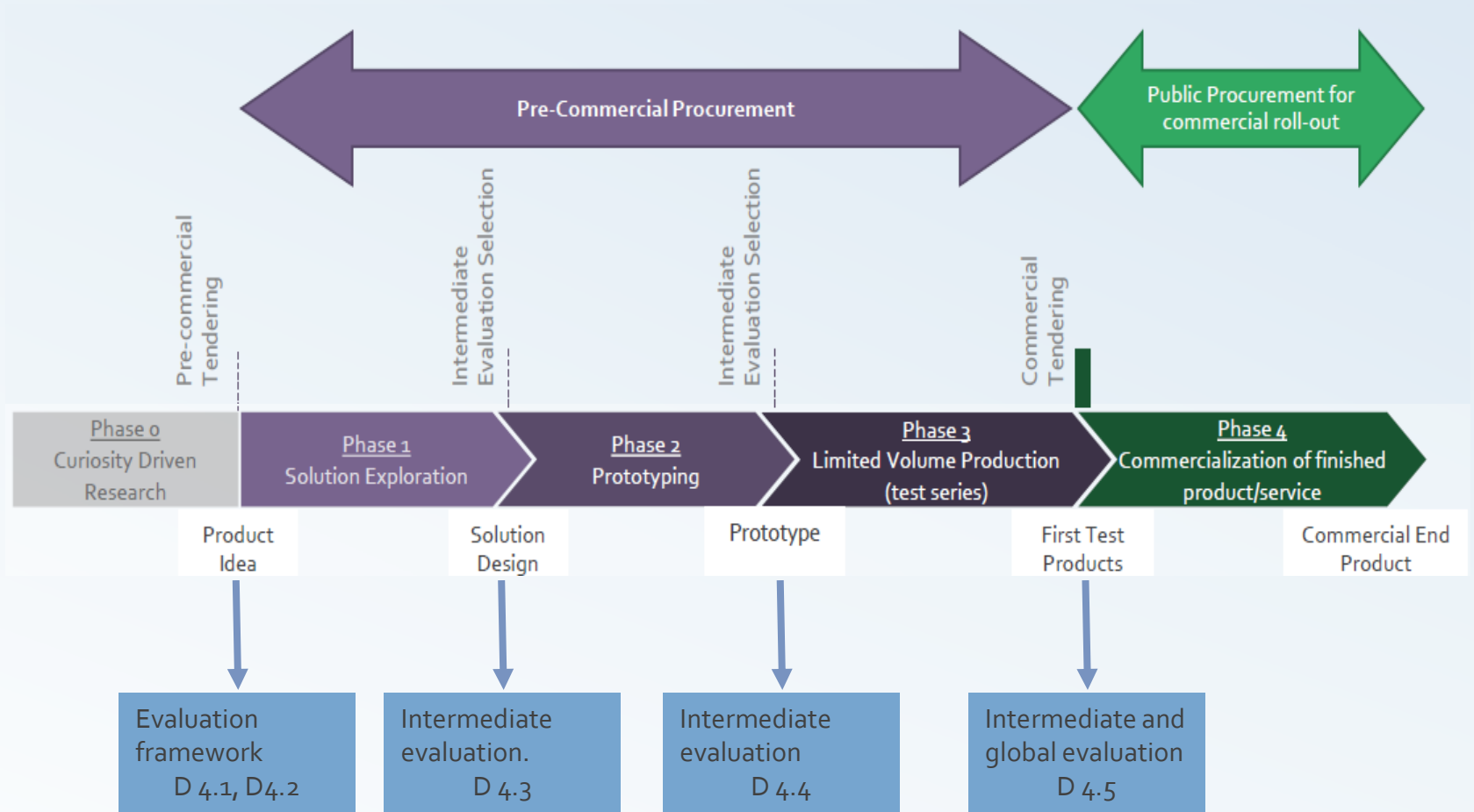


- ⦿ Evaluation process
- ⦿ Awarding criteria of contracts
- ⦿ Scoring model
- ⦿ Programme evaluation

# Agenda

- ⦿ Formalize proposals evaluations through pre-identified performance dimensions
- ⦿ Generate detailed evaluations reports through a standardized process
- ⦿ Set up the project overall impact evaluation framework

## Evaluation Process Description and Overall Objectives



# Evaluation Process Deliverables

# The general framework principles (according to a systematic review of the literature)

- Quality:
  - technological soundness
  - novelty
  - addressing tender's issues
- Implementation:
  - R&D work plan and resource allocation appropriateness
- Impact:
  - added value for society,
  - commercialisation plan soundness

## Evaluation process Framework

	Score*	Phase 1		Phase 2		Phase 3	
		Max. Points	Min. Points	Max. Points	Min. Points	Max. Points	Min. Points
<b>I FUNCTIONALITY</b>		<b>20</b>	<b>10</b>	<b>16</b>	<b>8</b>	<b>15</b>	<b>8</b>
<b><i>Basic functions</i></b>		<b>16</b>		<b>12</b>		<b>12</b>	
1. Manage Care Plan	10	4		3		4	
2. Manage Treatment	10	4		3		4	
3. Supports to Care Networks	10	4		3		4	
4. Support to Remote Monitoring	10	4		3		4	
<b><i>Design functions</i></b>		<b>4</b>		<b>4</b>		<b>3</b>	
1. Share Information	10	1		1		1	
2. Manage Access to Networks of Actors	10	2		2		1	
3. Report and Monitor the Application Impact	10	1		1		1	

# Awarding Criteria

		Phase 1			Phase 2			Phase 3		
		Score*	Max. Points	Min. Points	Score*	Max. Points	Min. Points	Score*	Max. Points	Min. Points
<b>II</b>	<b>INNOVATION</b>	<b>10</b>	<b>10</b>	<b>2</b>	<b>10</b>	<b>10</b>	<b>2</b>	<b>10</b>	<b>10</b>	<b>2</b>
	1. Degree of Foreground Technology Innovation	10	5		10	5		10	5	
	2. Added Value with Respect to State of Art Technology	10	5		10	5		10	5	
<b>III</b>	<b>IMPACT OF INNOVATION</b>	<b>10</b>	<b>5</b>	<b>2</b>	<b>10</b>	<b>5</b>	<b>2</b>	<b>10</b>	<b>5</b>	<b>2</b>
<b>IV</b>	<b>QUALITY</b>		<b>15</b>	<b>8</b>		<b>15</b>	<b>8</b>		<b>15</b>	<b>8</b>
	1. Quality in Management	10	8		10	8		10	8	
	2. Quality of Risk Management	10	7		10	7		10	7	
<b>V</b>	<b>TECHNICAL FEASIBILITY</b>	<b>10</b>	<b>18</b>	<b>10</b>	<b>10</b>	<b>18</b>	<b>10</b>	<b>10</b>	<b>18</b>	<b>10</b>
<b>VI</b>	<b>COMMERCIAL FEASIBILITY</b>	<b>10</b>	<b>18</b>	<b>10</b>	<b>10</b>	<b>18</b>	<b>10</b>	<b>10</b>	<b>18</b>	<b>10</b>
<b>VII</b>	<b>FINANCIAL FEASIBILITY</b>	<b>10</b>	<b>9</b>	<b>5</b>	<b>10</b>	<b>8</b>	<b>5</b>	<b>10</b>	<b>4</b>	<b>2</b>
<b>VIII</b>	<b>PRICE</b>		<b>5</b>			<b>10</b>			<b>15</b>	

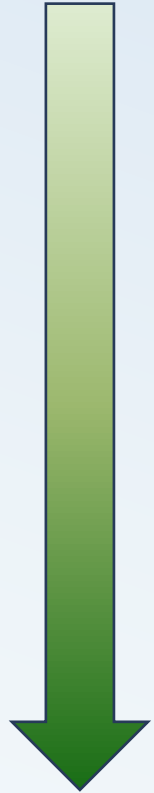
# Awarding Criteria



UNWIRED Health



QUALITY (Quality of Management)	
Score: 10 points max.	Scoring guide
1	The proposal does not contain a plan or milestones for the development of a working solution potential to address future / wider challenges in the challenge area
2	The proposal goes some way to describe a plan for the development of a working solution.
4	The proposal contains a brief plan for the development of a working solution.
6	The proposal contains a relatively clear plan for the development of a working solution
8	The proposal contains a clear plan for the development of a working solution
10	The proposal contains a very clear plan for the development of a working solution.



# Scoring Model



UNWIREDHealth



Technical offers will be reviewed by a panel of assessors with knowledge on PHF solution, mobile solutions, technology/ general business knowledge

Each panel of assessors will produce a report on each technical offer assessed

On the basis of the reports produced, a preliminary scoring and ranking of technical offers will be made.

This preliminary scoring will be inspected by Tendering Board, which will monitor all the process

## Scoring Model – preliminary assessment



1

- **Preliminary ranking and assessment**
- In case two or more bids are level on points, discrimination will be realized according to this mechanism

2

- Levelled bids receive a second scoring resulting by multiplying INNOVATION points times 1.5. Levelled bids are ranked according to the first and the second scoring mechanism

3

- In case INNOVATION does not allow for discrimination, the following criteria will be used with the same scoring mechanism: TECHNICAL FEASIBILITY, FUNCTIONALITY, QUALITY and FINANCIAL FEASIBILITY

# Scoring Model – preliminary assessment

Objective: assess whether the proposals do present the expected technical functionalities

- Technical aspects: system design, performance, usability, security, compliancy with regulatory requirements.
- Bidders: experience, costumers, products portfolio
- Impact of the innovation: level of novelty, added value for the society....

## Programme Evaluation Technical Evaluation –Phase 1 & 2

Objective: collect feedback and opinions on service aspects through end users (patients, physicians)

The criteria (among others)

- Acceptance
- Increase in quality of care
- Access
- Usability

Not formally contributing to the scoring model, yet a source of relevant information

Programme Evaluation  
Users Involvement, Pre-Pilot Evaluation



Objective: ensure the PCP is run in an open, fair and transparent process, specifically in 4 areas:

- PCP call for tender preparations
- PCP advertising
- Selection of suppliers
- Contracts preparation

Programme Evaluation  
Competition Contract Management

# UNWIRED HEALTH Market Consultation

- Is the Unwired Health scope and functional proposal in line with the Industry R&D pathway?
- Does the Unwired Health PCP framework fit the Industry needs for a PPP?
- Is the Unwired Health timeframe and budget in line with the requested challenge?

# UNWIRED HEALTH

## Market consultation

- If you are interested to generate a consortium
  - Fill in the public profile of your company
  - Search for possible partners
  - Contact them

- In our website [www.unwiredhealth.eu](http://www.unwiredhealth.eu)

UNWIRED HEALTH  
Tools to support generation of proposals



- Market Sounding consultation questionnaire  
Available at:  
[www.unwiredhealth.eu/content/market-sounding-consultation](http://www.unwiredhealth.eu/content/market-sounding-consultation)

## Questions and answers with the audience



# Thank you

For any question please contact us at  
[unwiredhealth@ticsalut.cat](mailto:unwiredhealth@ticsalut.cat)

