



UNWIREDHealth

Market Consultation – Luxembourg



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- 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

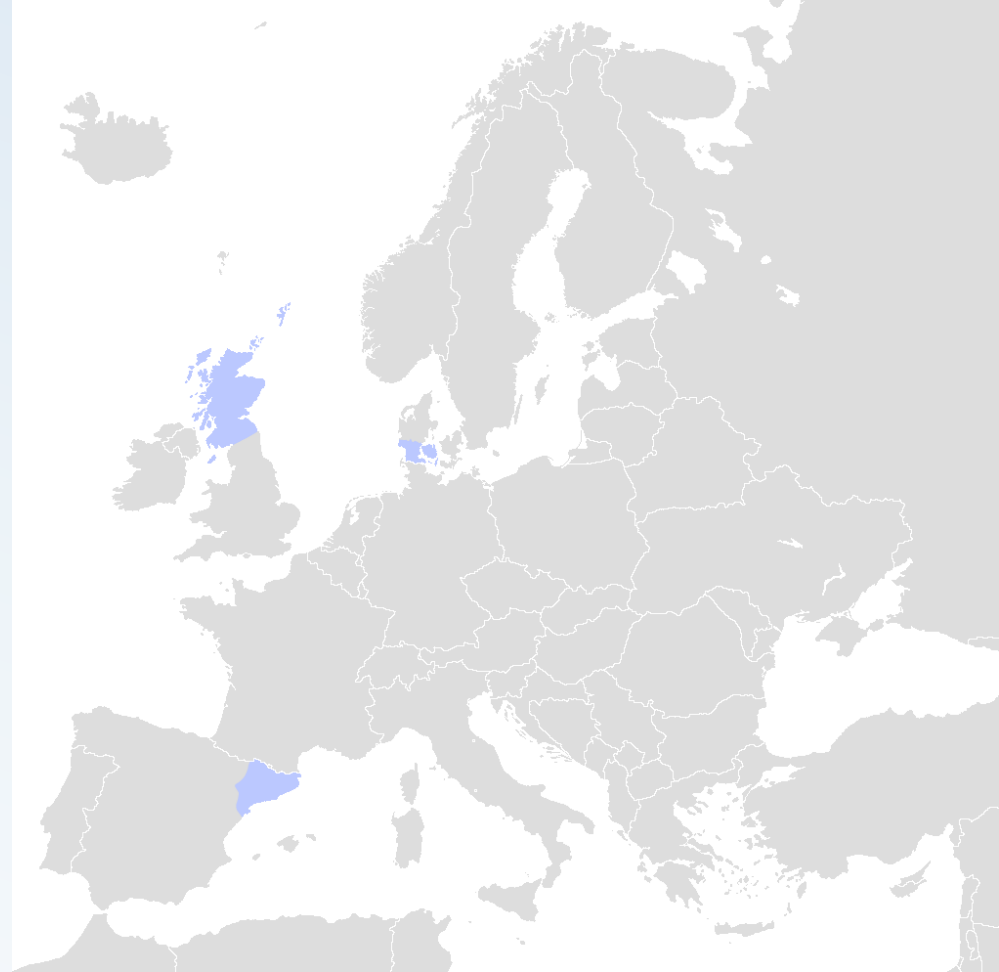
Agenda

Overview of UNWIRED HEALTH & procurement objectives



TicSalut

Tecnologia, innovació i salut



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

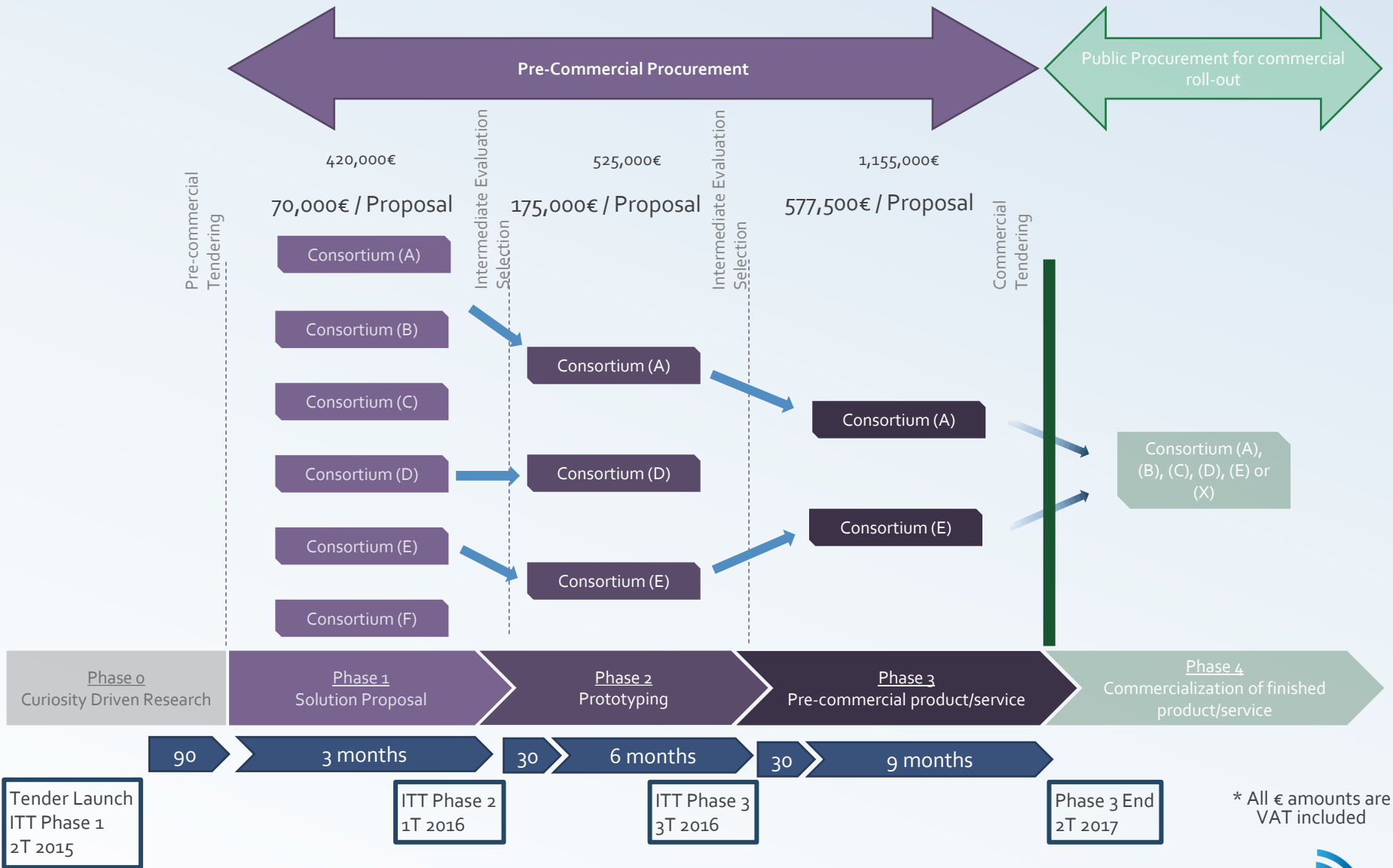
- Generation of a new mHealth system for Heart Failure (HF) management
- Considering the needs of both clinicians and patients, looking for the most convenient tools to improve the monitoring of HF patients
- The system must be secure, interoperable and fully integrated with the technological systems 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

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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

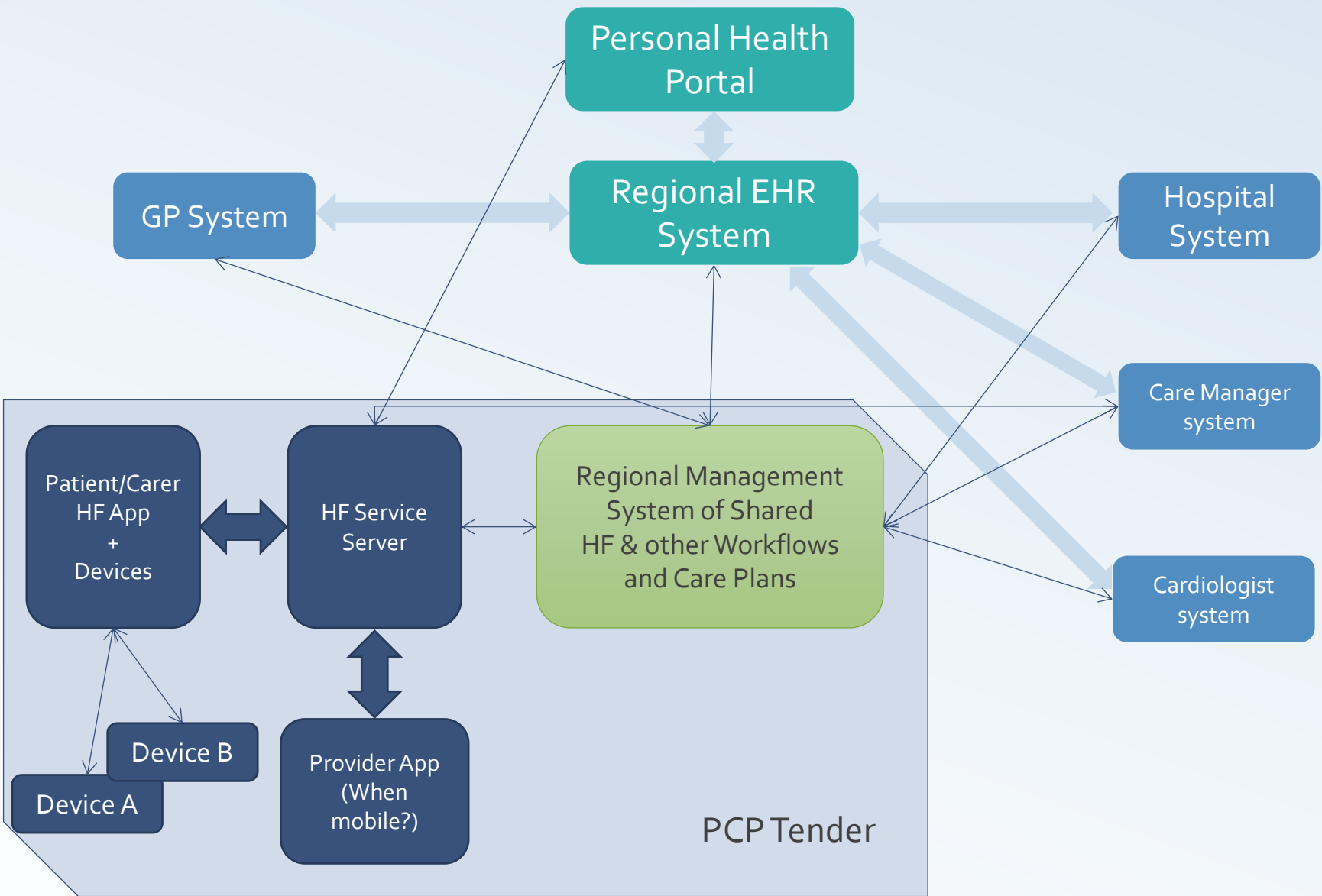
UNWIRED HEALTH Design Functionalities

Report and Monitor data to support Evaluation and Research

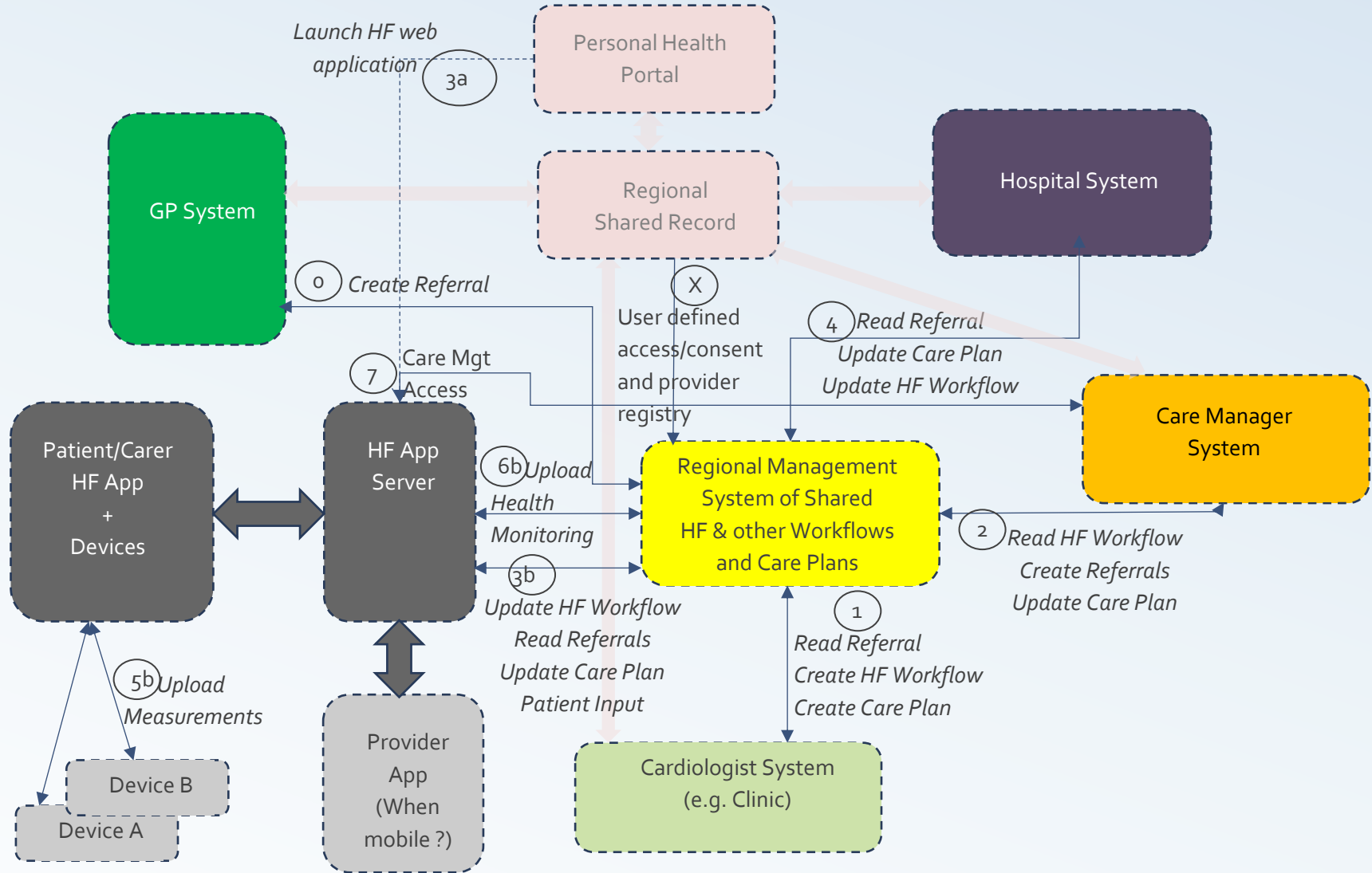
- Record Data sets
- Generate standard reports

UNWIRED HEALTH Design Functionalities

Description of UNWIRED HEALTH Technical proposal



Unwired Health Architecture



UNWIRED HEALTH Interfaces

UNWIRED HEALTH Evaluation Framework

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
I FUNCTIONALITY		20	10	16	8	15	8
Basic functions		16		12		12	
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	
Design functions		4		4		3	
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
II	INNOVATION	10	10	2	10	10	2	10	10	2
	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	
III	IMPACT OF INNOVATION	10	5	2	10	5	2	10	5	2
IV	QUALITY		15	8		15	8		15	8
	1. Quality in Management	10	8		10	8		10	8	
	2. Quality of Risk Management	10	7		10	7		10	7	
V	TECHNICAL FEASIBILITY	10	18	10	10	18	10	10	18	10
VI	COMMERCIAL FEASIBILITY	10	18	10	10	18	10	10	18	10
VII	FINANCIAL FEASIBILITY	10	9	5	10	8	5	10	4	2
VIII	PRICE		5			10			15	

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



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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



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

UNWIRED HEALTH
Tools to support generation of proposals



- Market Sounding consultation questionnaire
Available at:
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

