



Open Market Consultation – Catalonia, Spain

4 February 2026 | 11:00-13:00 (CET)

Procurers



Supported by



Funded by
the European Union

**suHCO project -
Systemic Sustainability Transition
Solution for Health Care Organisations
through PCP**

Technical: Questions, slides etc.

All information will be shared

DURING EVENT

Video, microphone, recording



- ▶ This meeting **is recorded (including Q&A)**
- ▶ Video and mics will be opened for participants during Q&A
- ▶ Please unmute yourself and turn on video when speaking

Networking



- ▶ **Present yourself** in Chat with name, what you “offer”, contact details
- ▶ Someone has to make the first step ... so contact people (all you could hear is a no)

Questions



- ▶ Ask anytime **using Q&A function** (not Chat!)
 - We try to pick up on questions during presentation to degree possible
 - If we do not, there is a very good chance your question will be answered on slides
- ▶ Q&A will be live following questions and questions asked live
- ▶ Critical / new questions are added to [FAQ](#) on website
- ▶ **Q&A are recorded**

AFTER EVENT

Presentation

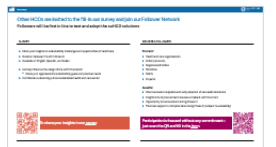


- ▶ Presentations will be shared on website: <https://suhco.eu>
 - All registered are notified via email
- ▶ Video will be shared on website

Staying informed



- ▶ Suppliers/companies should register on [Matchmaking Platform](#)
- ▶ Health and care organisations can become [Follower](#)
- ▶ All are invited to [newsletter](#) and [LinkedIn](#)



Objectives

Most of all, to open a dialogue with the market on the suHCO project and the Pre-Commercial Procurement (PCP)

To understand the scope of the project



To achieve a common understanding of the PCP process



To consult with potential suppliers of R&D solutions



To facilitate the establishment of partnerships



Introduction

Summary of the suHCO challenge

>>Welcome and introduction

suHCO aims and scope

Procurement and tender process

Q&A

Next steps



What is the problem?

There is a huge potential to increase sustainability in the health and care sector

HEALTH AND CARE SECTOR RESPONSIBLE FOR

Up to ~5% of GHGs globally¹

Millions of tons of waste², wide use of disposables

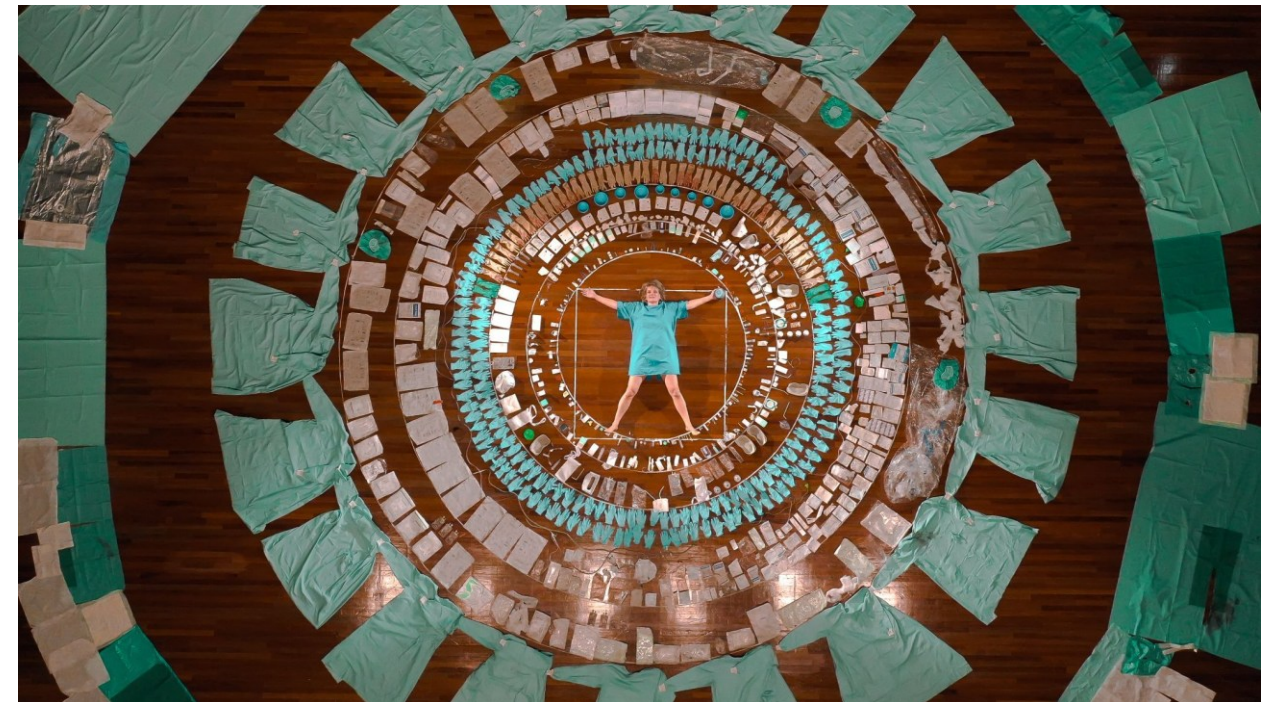
85% of waste is non-hazardous³

64% of sector emissions from linear supply chain⁴

Medical supply chains are vulnerable because of their complex global structures^{5,6}

A STRIKING EXAMPLE

- ▶ A patient asked surgeons to keep all waste from her breast reconstruction after cancer and created an artwork⁷:



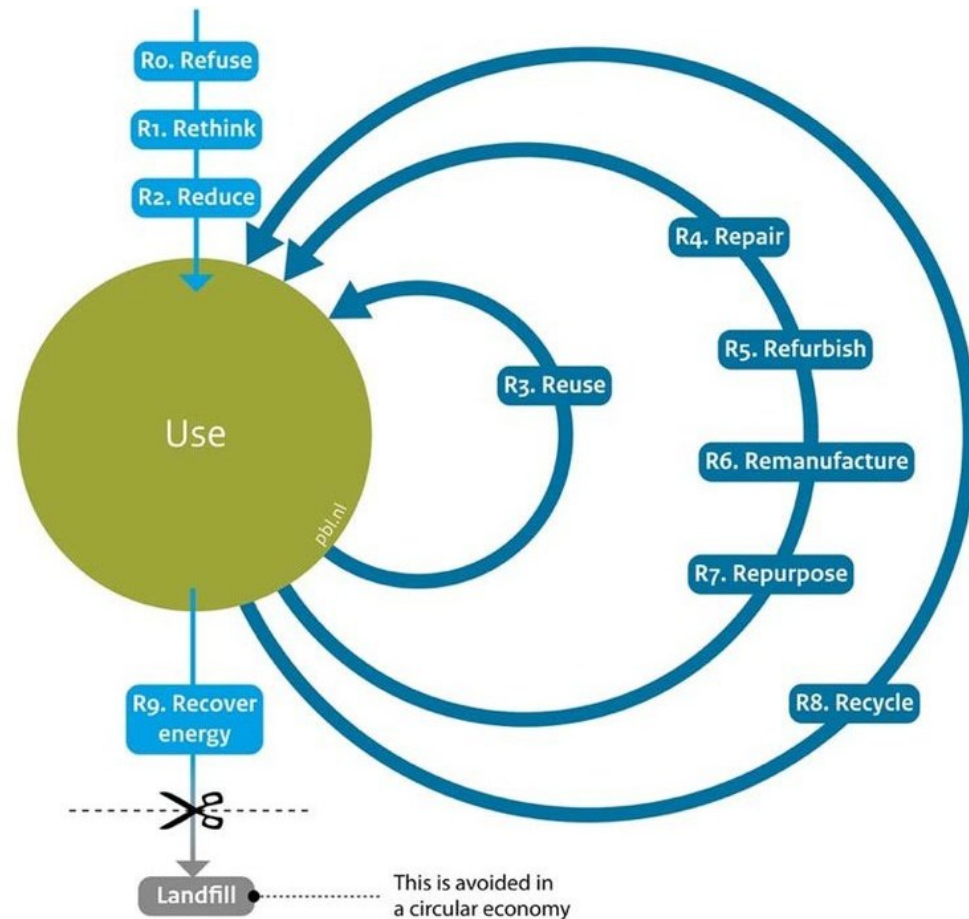
.... and there is even no packaging on the image ...



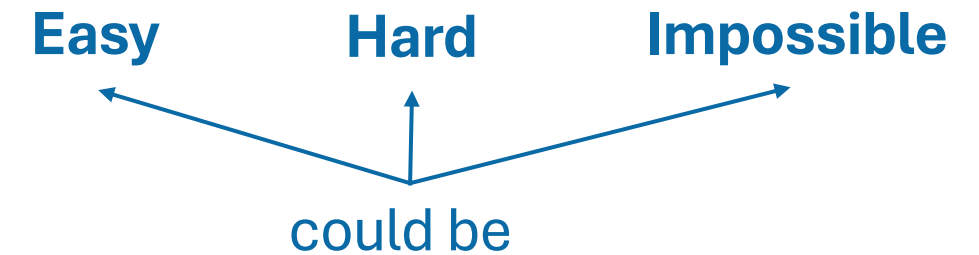
Circular Economy

Through circularity we want to utilise as few items as long as possible ... to stay within a loop or “fall” as few loops as possible

THE SHORTER THE PATH THE BETTER = CLOSER TO ORIGINAL PURPOSE



HOWEVER...IT IS COMPLICATED



this depends on

Value chain / Case

Legal limits

User commitment

Data availability

User expertise

Local companies

MINDSHIFT I could procure less or use “services”

MINDSHIFT I need to consider more. Who helps me?



Core elements of our challenge

We defined the challenge along four building blocks





suHCO procurers



Catalonia

CSC (Consorci de Salut i d'Atenció Social de Catalunya)



Treviso

EnEA (Ente Educazione e Assistenza)



Wales

HDUHB (Hywel Dda University Health Board)

Supporting partners



empirica (Communication and Technology Research)



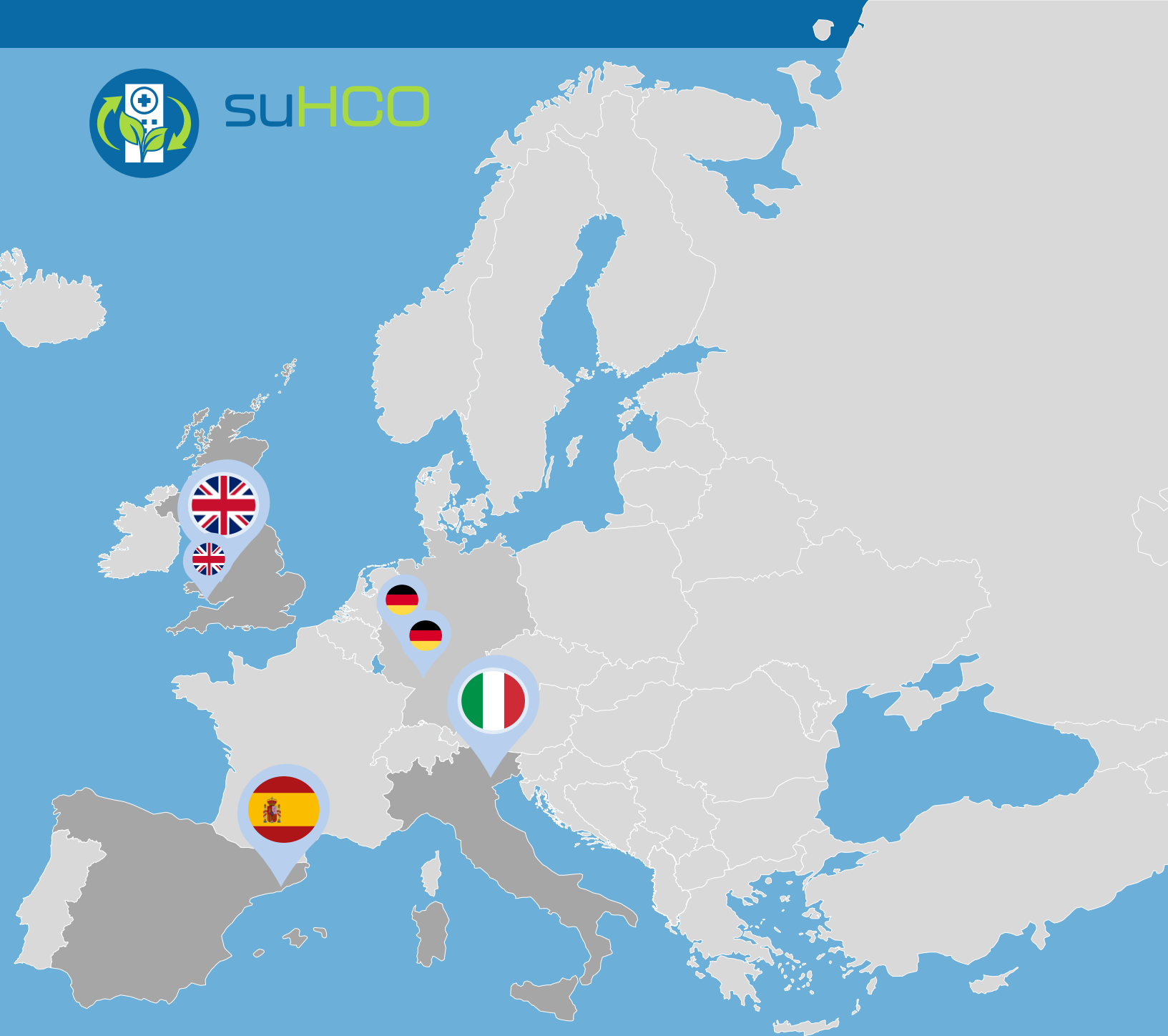
Bevan Commission (Swansea University)



BME (German Association of Materials Management, Purchasing and Logistics)



suHCO





Our Followers

We currently have 31 members of our Follower Network

FOLLOWER NETWORK

Health and care organisations



Other public bodies, network/cluster organisations & projects



suHCO Aim and Scope

What do we want from suppliers?

Welcome and introduction

>>suHCO aims and scope

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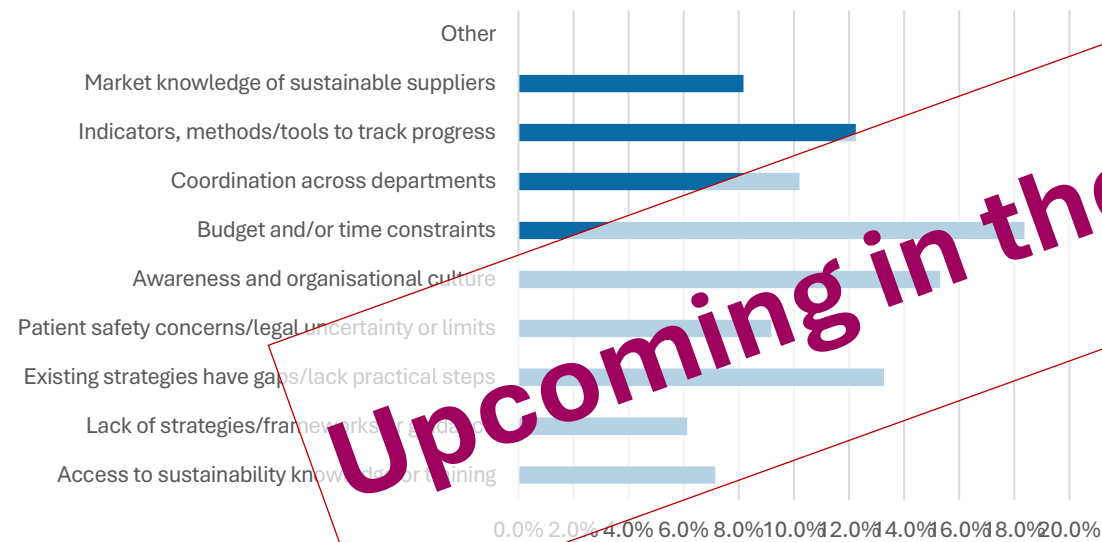


Research shaping our Challenge

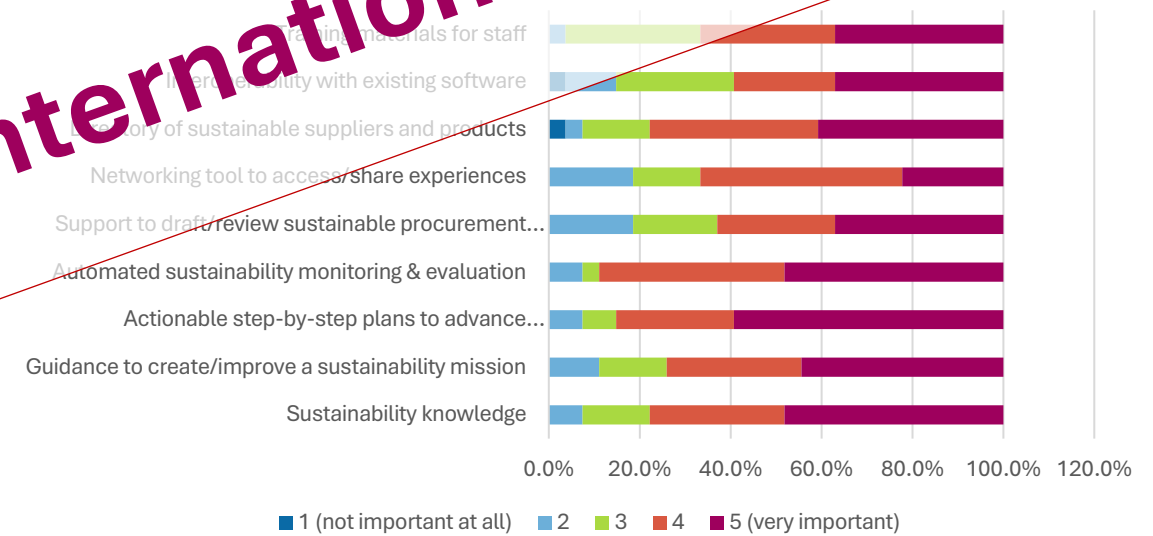
We have conducted Focus Groups, interviews, survey, workshop and literature research to define the Challenge

TO FOLLOW

Challenges when implementing sustainable practices



Importance of solution features



User Groups and Personas

We will present the identified user groups of the suHCO solution with a persona for each during the International OMC

TO FOLLOW

Upcoming in the International OMC

Marta (57)	Matteo (52)	Lisa (46)	Robert (41)	Abigail (33)
Chief Medical Officer	Sustainability manager	Head of procurement	Compliance risk officer	Registered Nurse
				
Education: Motivations: Frustrations: Desired features:	Education: Motivations: Frustrations: Desired features:	Education: Motivations: Frustrations: Desired features:	Education: Motivations: Frustrations: Desired features:	Education: Motivations: Frustrations: Desired features:

What do we (not) want?

We want to develop something with you which we are happy to pay for after the (funded) project

WHAT WE DO WANT

Cover all departments, sectors, value chains

Achieve significant impacts of R-strategies

Enable HCO independent of starting point

Curating sustainability expertise, using AI to increase value

Scalability for all HCOs with long-term vision

WHICH MEANS THIS IS NOT FOR US

“A” specific circular solution (others do that)

Squeeze last X% out of a specific use case

Non-replicable cutting-edge technology

“Swinging it” with existing AI models¹ without adding value

Proof-of-concept approaches

1. Use what there is, but make it smart for our challenge.

Capacities required

We seek tenderers capable of covering the following areas

PRELIMINARY

Ability to perform R&D up to original development of the first products or services

Ability develop platform solutions, IT and AI expertise

Circular Economy / Sustainability expertise

Experience with health and care organisations

Ability to commercially exploit the results of the PCP, including intangible results and in particular IPRs

The roles of a consortium must be well laid out and IPR ownership clearly regulated as part of any offer for the suHCO tender.

suHCO is technology neutral

Our focus is to describe the actual problem – you need to come up with technical and practical solutions

**Buyers Group defines a
(very complex) problem
and award criteria**

**Suppliers
define the
solution**

...any constellation of technologies is thinkable if it fulfils
design principles and requirements etc. ...

Pre-Commercial Procurement (PCP)

Background and process

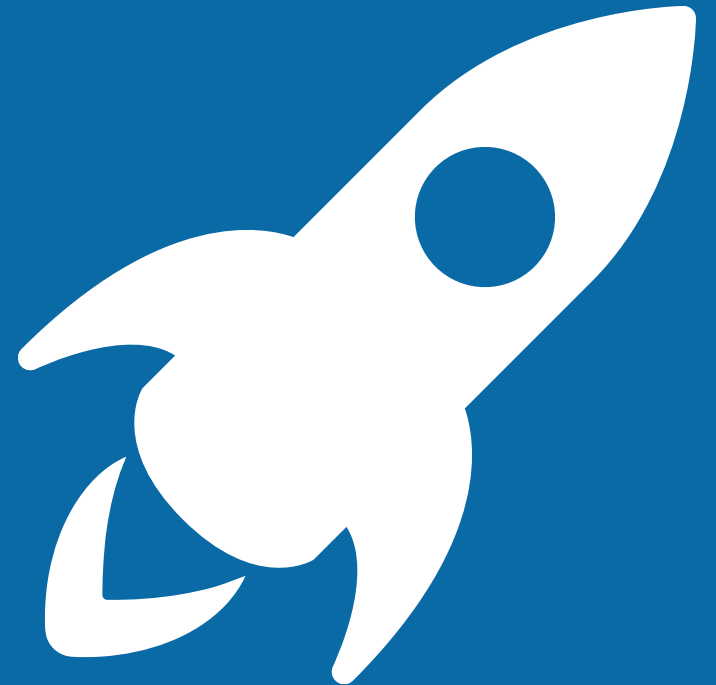
Welcome and introduction

suHCO aims and scope

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Background on the PCP Instrument

Describes the differences with traditional procurement and the inner logic of PCPs.



Pre-Commercial Procurement vs. Traditional Public Procurement

Pre-Commercial-Procurements (PCP) create a new, competitive market for Research and Development (R&D) services and development

PRE-COMMERCIAL PROCUREMENT

Joint Procurement (Buyers Group)

High degree of innovation / R&D effort required

Prototype development: medium-/long-term

Competitive development: several Suppliers

New IPR – Risk/Benefit-sharing

Special legal framework in Horizon Europe/WTO

Development in multiple phases

TRADITIONAL PROCUREMENT

Individual Procurement (single department)

Low degree of solutions' innovation

Mature product/service: immediate/short-term

Single contract: one Supplier

Often based on existing **IPR**

National public procurement rules apply

Development in one phase



Core features of Pre-Commercial Procurement (PCPs)

PCPs create incentives in domains where mature solutions are missing and reduce risks for both procurers and suppliers to innovate

WHAT IS A PRE-COMMERCIAL PROCUREMENT (PCP)?

**Instrument for public procurement
of R&D services**



Public procurers act as demanding customers



Tool for innovation
(Procurers see the need but no offer on market)



Risk-benefit sharing under market conditions¹



Interact closely with procurers



WHAT ARE THE BENEFITS FOR SUPPLIERS?

**Create opportunities for companies
to gain leadership in new markets**

Provides a large enough demand to incentivise industry to invest in
wide commercialisation

Development in stages and testing of innovative ideas under **real
world conditions**

Suppliers retain **IP ownership**,
procurers gain access under limited conditions



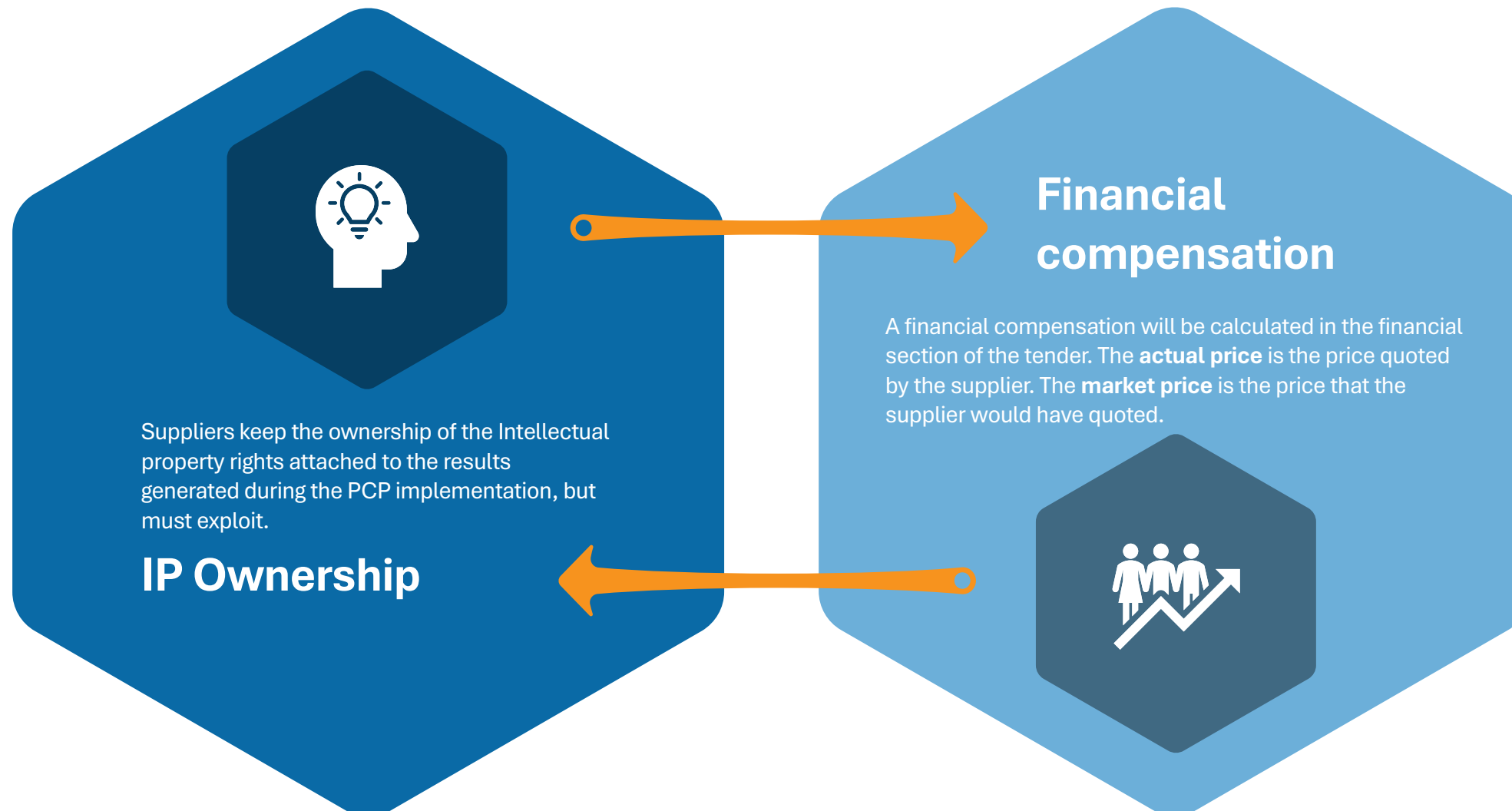
Visibility on EU-Level

¹ Necessary to avoid becoming state-aid.



Tendering process: Intellectual Property

Suppliers retain IPR and are compensated at their quoted market price



PCP and tendering process

Describes the process of PCPs



Project

Leading health and care organisations are tackling a common challenge together

PROJECT INFO

**3 Procurers – representing a diverse group of HCOs¹,
providing services to 6.4 million clients**

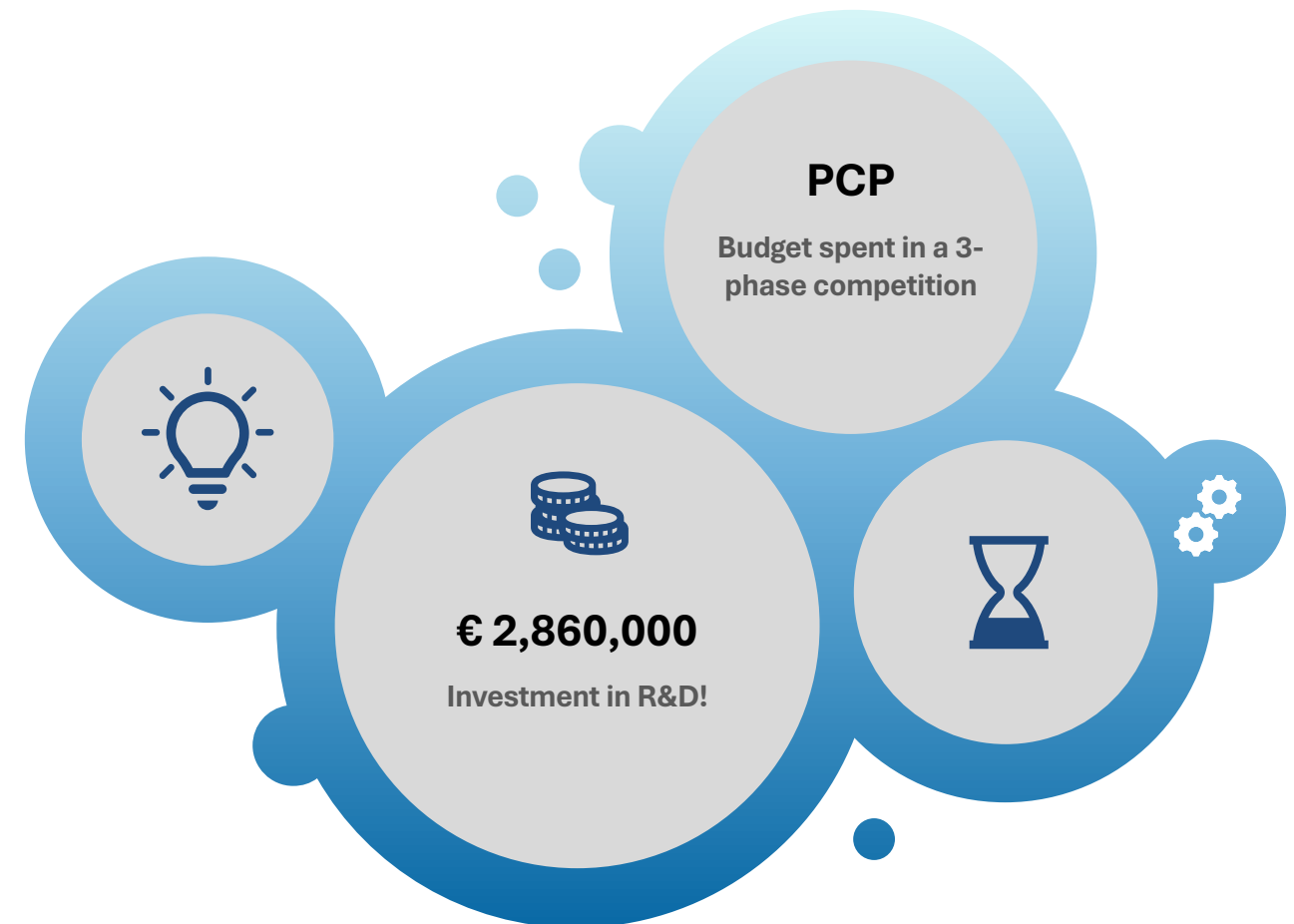
A wide-reaching Follower Network



**Prior Information Notice (PIN)
OJ S 208/2025 29/10/2025**

**Common Challenge: accelerate the sustainability
transition in HCOs**

PRE-COMMERCIAL PROCUREMENT

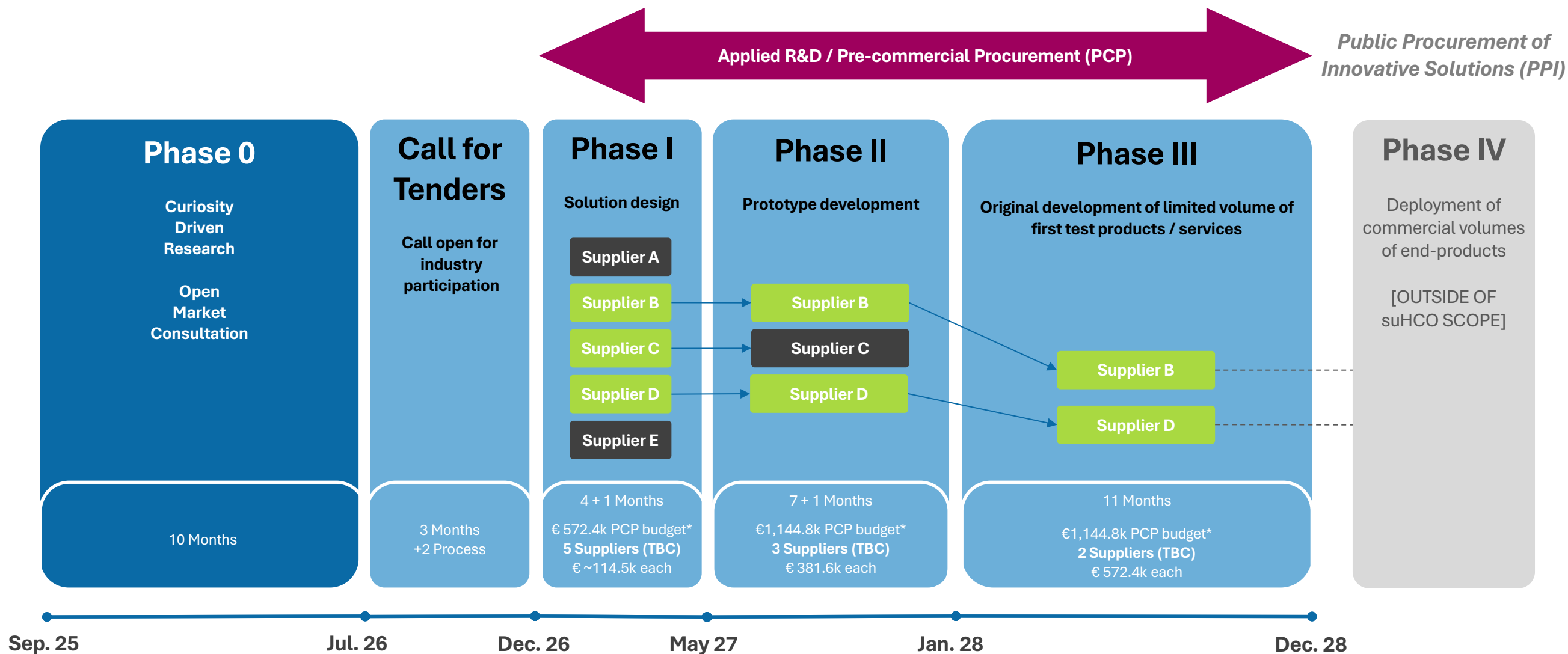




PCP structure

PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

PRELIMINARY



*All PCP budget values stated are expected to include VAT. The maximum PCP budget for a successful Supplier (participating in all three phases) equals € 1,068,480



Tendering process: Contract, monitoring and payments

Each PCP phase follows the same cycle of contracting, monitoring, and milestone/deliverable based payments

1. Contracting

Framework Agreement (general terms) with **Specific Contracts** (deliverables, price) in each PCP phase.

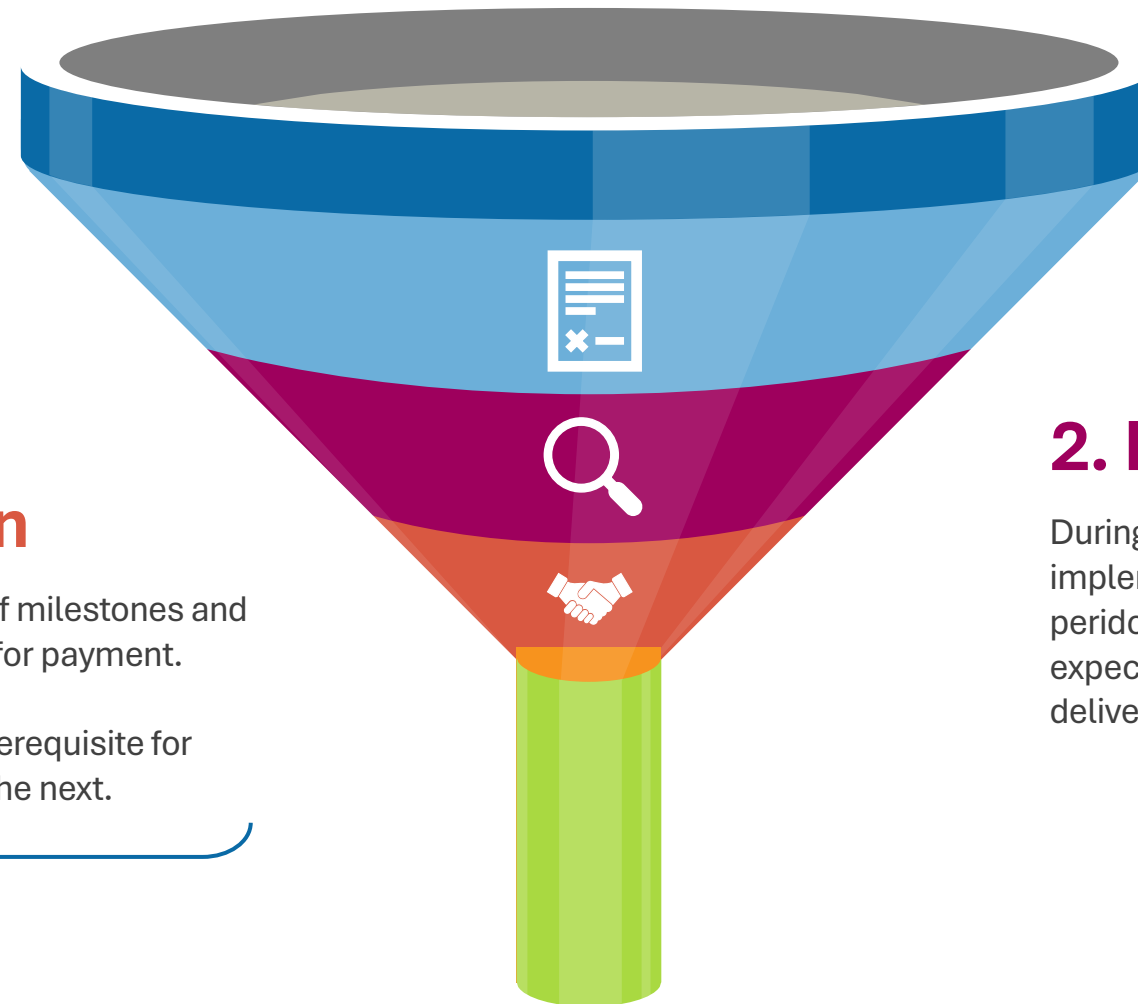
3. Completion

Satisfactory completion (of milestones and deliverables): Requirement for payment.

Successful completion: Prerequisite for passing from one phase to the next.

Centralised Contract & Payments Management

All contracts, invoices and payment processes are coordinated by the Lead Procurer (CSC), acting on behalf of all procurers.



2. Monitoring

During each phase, contract implementation will be monitored periodically and reviewed against the expected outcomes (milestones, deliverables and outputs or results).



Funding principles

A PCP is a tender, it is not a grant

Financial offers are requested for each phase (up to the ceiling)

The offer has to include all costs (including tax if applicable)

The payment is made based on your offered price ...

... after receipt of invoice and approval of work.



PCP Tendering | Core requirements for Suppliers

All core requirements are derived from the EU directive on competition

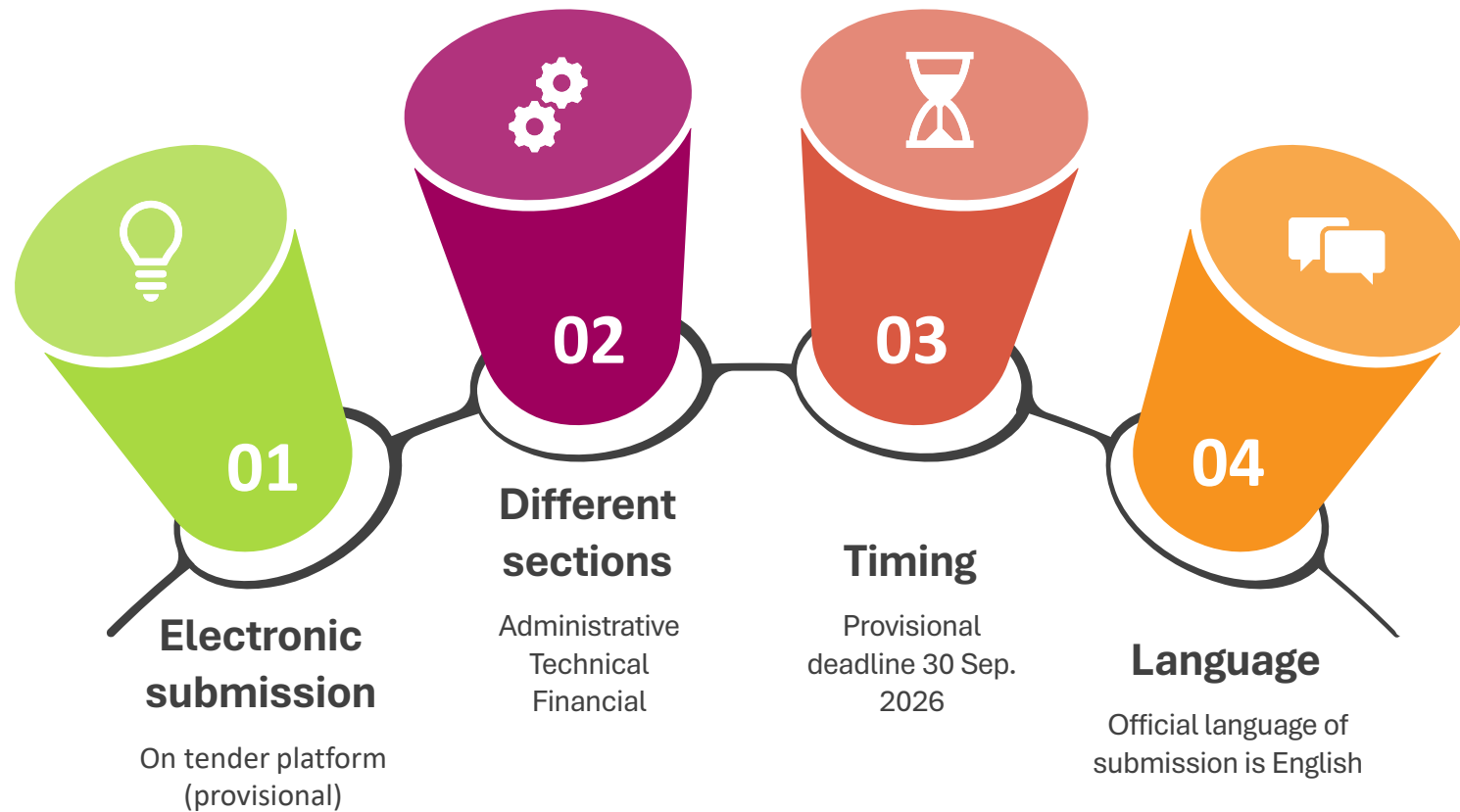
PCP REQUIREMENTS

- ▶ A **minimum of 50%** of the project R&D activities/budget must take place in the EU or Horizon Europe Associated Countries
- ▶ Tender is open to **all types of operators** (companies or other type of legal entities), regardless of size or governance structure
- ▶ Both **single entity** or **joint tender offers** and subcontracting (consortia) are possible
- ▶ The tender will be assessed on (1) exclusion (2) selection criteria, (3) on-off award criteria and (4) technical weighted award criteria
 - If you are not able to meet the selection criteria (e.g. expertise in health & care expertise, sustainability, or AI, you need a partner to team up with)
- ▶ Participation in the OMC is not a condition for submitting a tender



Tendering process: Submission of tenders

General information and requirements



Tender publication:

**Expected in July
2026**

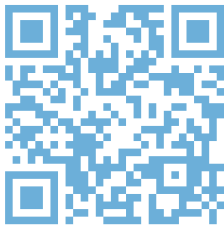


Suppliers/companies are invited to create a consortium

Search of partners is supported with the Matchmaking Platform

MATCHMAKING

- ▶ We encourage companies that cannot cover the whole suHCO solution to team up with other companies and apply together with (international) partners in a joint tender (consortium).
- ▶ Become visible among other suppliers looking for partners
- ▶ Steps, describe:
 - What you are looking for
 - What you are offering
 - Some basics + contact information
- ▶ Completing the form takes only ~5 minutes, your entry will be published within one business day



Register your company on the [Matchmaking Platform](#)

PLATFORM

Matchmaking

The suHCO Matchmaking Platform provides a dedicated space for organisations interested in forming consortia ahead of the upcoming pre-commercial procurement (PCP).

Tenderers can choose to apply together with (international) partners in a joint tender. Consortium-based applications allow organisations to combine complementary expertise, share development capacity, and meet the full range of technical, organisational, and market-related requirements set out in the tender.

The suHCO Matchmaking Platform has been set up to actively support this consortium-building process. Organisations can create profiles that are visible to other potential applicants, making it easier to identify suitable partners and establish strong, balanced consortia. Profiles are designed to highlight key strengths and interests, helping participants quickly assess potential collaborations.

On the platform, organisations can indicate:

- The areas of expertise they offer (e.g. AI, digital platforms, sustainability/circular economy, health & care)
- The expertise or capabilities they are looking for in potential partners
- Their preferred role in a consortium, i.e. as coordinator or partner

[Register for Matchmaking](#)

We are looking for:

- Coordinator (3)
- Partner (2)

We are looking for partners with expertise in:

- AI (1)
- Health and Care (2)
- Platforms (3)
- Sustainability / Circular Economy (3)

We are looking for partners in the following countries:

All Countries ▼

[Reset](#)

[Submit](#)

Butler Scientifics

Spain

Looking for

[Coordinator](#) [Partner](#)

Looking for partners with expertise in

[Platforms](#) [Sustainability / Circular Economy](#)

[View Profile](#)

TrueCold.io

Activate cold chain data

TrueCold

Spain

Looking for

[Coordinator](#)

Looking for partners with expertise in

[Sustainability / Circular Economy](#)

[View Profile](#)



suHCO timeline

The Call for Tender is expected in July 2026

RESEARCH AND OMC

Procurer Survey	 Dec. 25 – Mar. 26
OMC Events + Supplier Survey	 Feb. 26
Matchmaking + Networking	 Feb. 26 – Jun. 26
Taxonomy Working Group	 P0-P3

TENDER OPEN

Tender Launch	 Jul. 26
Tender Training Events	 Sep. 26
Tender submission deadline	 Expected 30 Sep.
Q&A anytime (FAQ already online)	

TENDER SELECTION AND PCP PHASES

 Tender evaluation	 Oct. '26 – Nov. '26
 Phase I: Co-Design	 Dec. '26 – Apr. '27
 Phase II: Prototypes	 May 27– Dec. 27
 Phase III: Pilots	 Jan. 28 – Nov. 28

Q&A

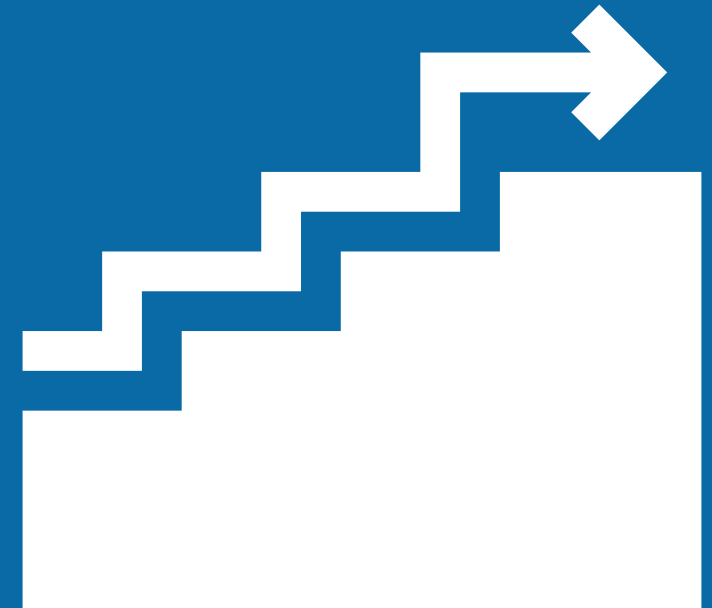
Welcome and introduction
suHCO aims and scope
Procurement and tender process
>>Q&A
Next steps



Next steps

Suppliers: Register for other
OMC/Matchmaking

Welcome and introduction
suHCO aims and scope
Procurement and tender process
Q&A
>>Next steps





National OMC Events

We organise three national OMCs in local language, open to any interested stakeholder

PAST



4 Feb.
11-13h

OMC Catalonia, Spain (in Spanish)

FUTURE



6 Feb.
10-12h

OMC Treviso, Italy (in Italian)
Registration



12 Feb.
10.30-12.30*

OMC Wales, UK (in English)
Registration



26 Feb.
9.00-11.00

OMC International (in English)



International Open Market Consultation



26 February 2026 | 9:00-12:00 (CET)



Online Webinar



[Registration](#)





Suppliers will be invited to the OMC Questionnaire

Your feedback will help us to shape our challenge and PCP scope

TO FOLLOW

QUESTIONNAIRE TOPICS

Clarity of our challenge (incl. building blocks and need areas)



Feasibility and complexity of project

Feedback on PCP timeline and budget distribution across phases



Experience and familiarity with PCP

Upcoming after national OMCs

suHCO on LinkedIn



Stay informed about our project and latest developments in sustainable health and care

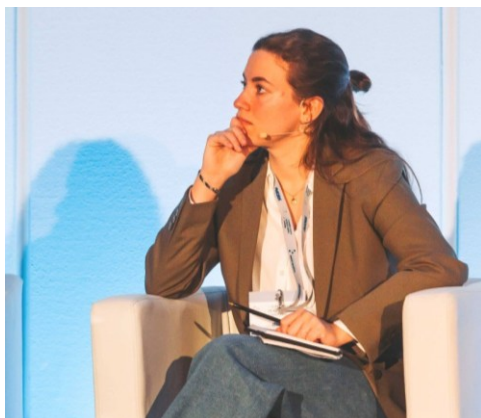


suHCO project



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Maria Colomé Font



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suHCO@empirica.com



emp.onl/suhco-news



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suHCO
PCP