Open Market Consultation – Treviso, Italy

6 February 2026 | 10:00-12:00 (CET)

Procurers

Consorci de Salut i Social de Catalunya

EnEA

GIG CYMRU NHS WALES | Bwrdd Iechyd Prifysgol Hywel Dda University Health Board

Supported by

empirica

Swansea University Prifysgol Abertawe

BME Bundesverband Materialwirtschaft, Einkauf und Logistik

Funded by the European Union

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

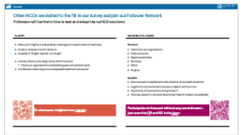
Presentation

- 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

Presenters

Oscar Zanutto

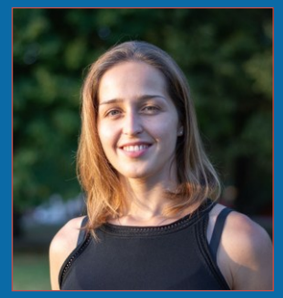
Head of Innovation and Development

Silvia Palma

Project Manager

Carmen Cibin

Project Manager and Legal expert



Francesca Masiero

Project Manager

EnEA

Introduction

Summary of the suHCO challenge

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

suHCO procurers

Catalonia

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

Treviso

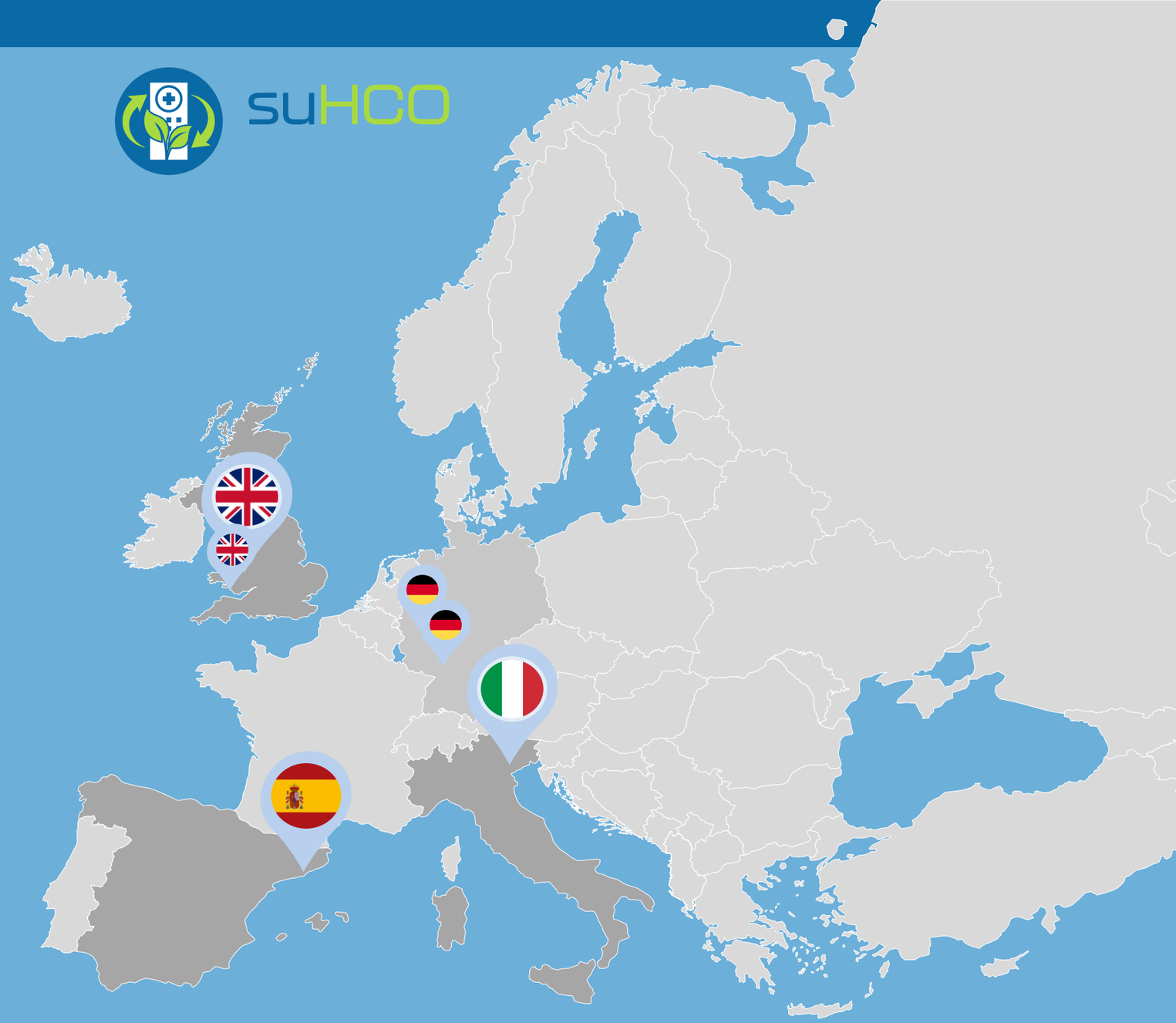
EnEA (Ente Educazione e Assistenza)

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)



Project

Leading health and care organisations are tackling a common challenge together

PROJECT INFO

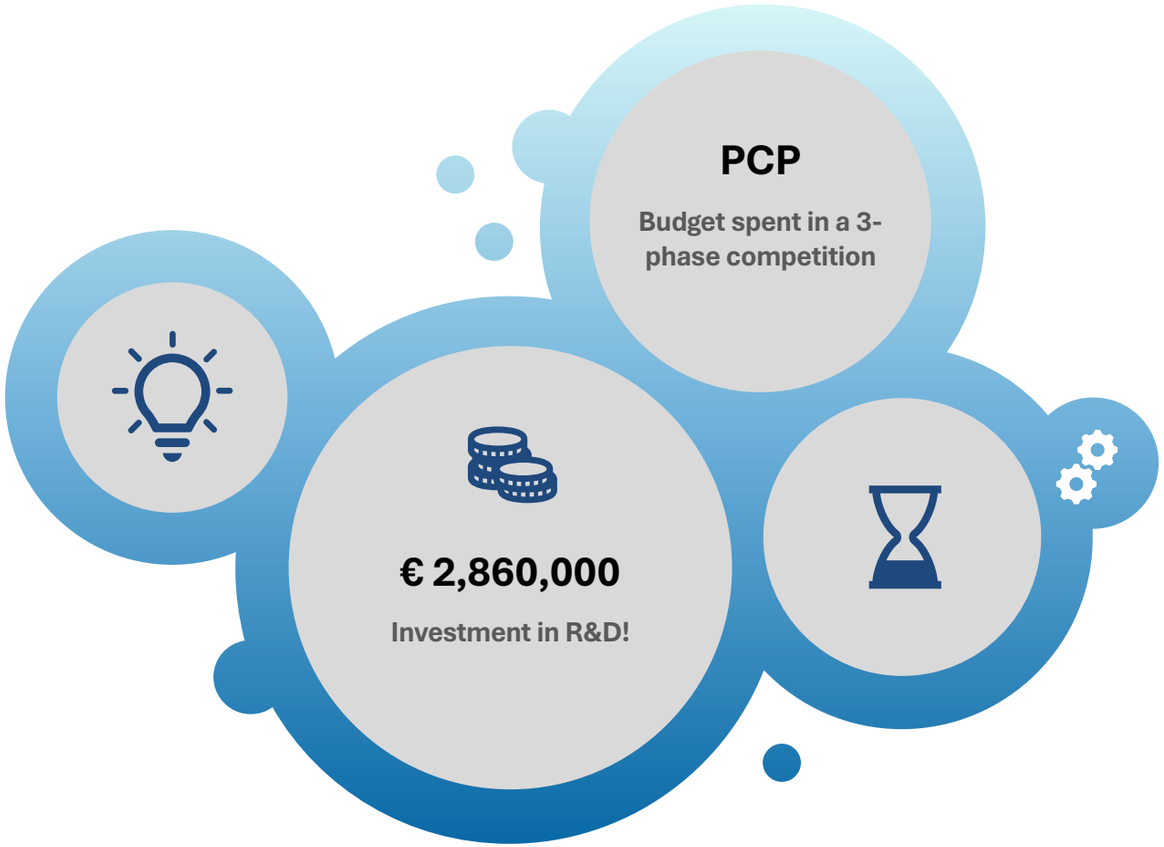
3 Procurers – representing a diverse group of HCOs[1], providing services to 6.4 million clients

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



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 globally[1]

Millions of tons of waste[2], wide use of disposables

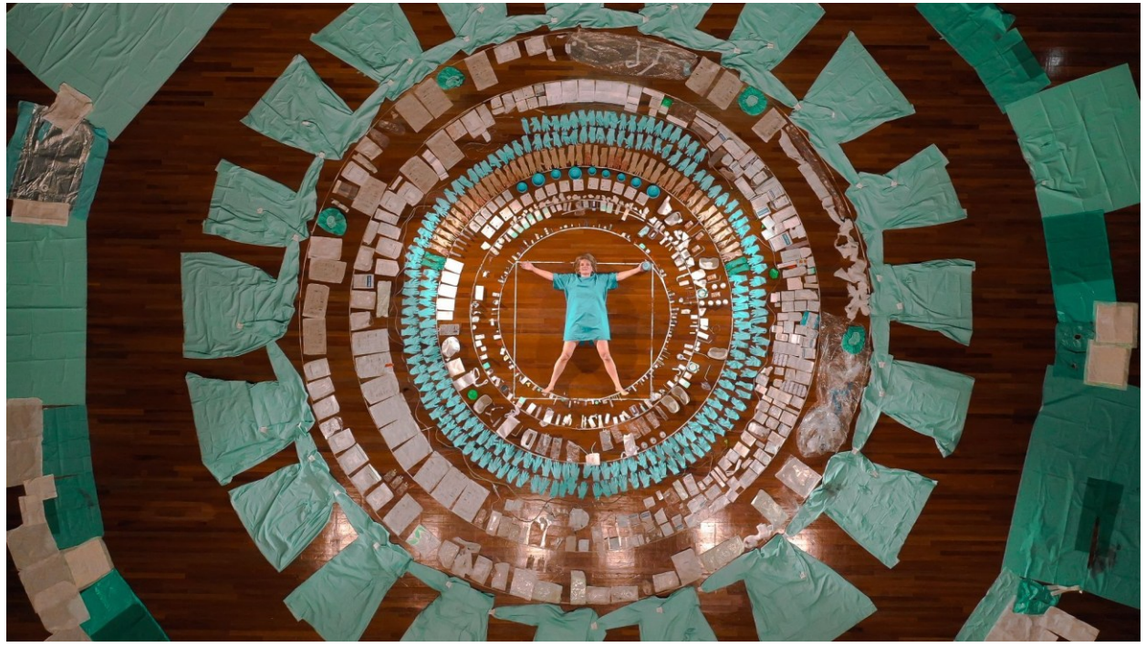
85% of waste is non-hazardous[3]

64% of sector emissions from linear supply chain[4]

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 artwork[7]:



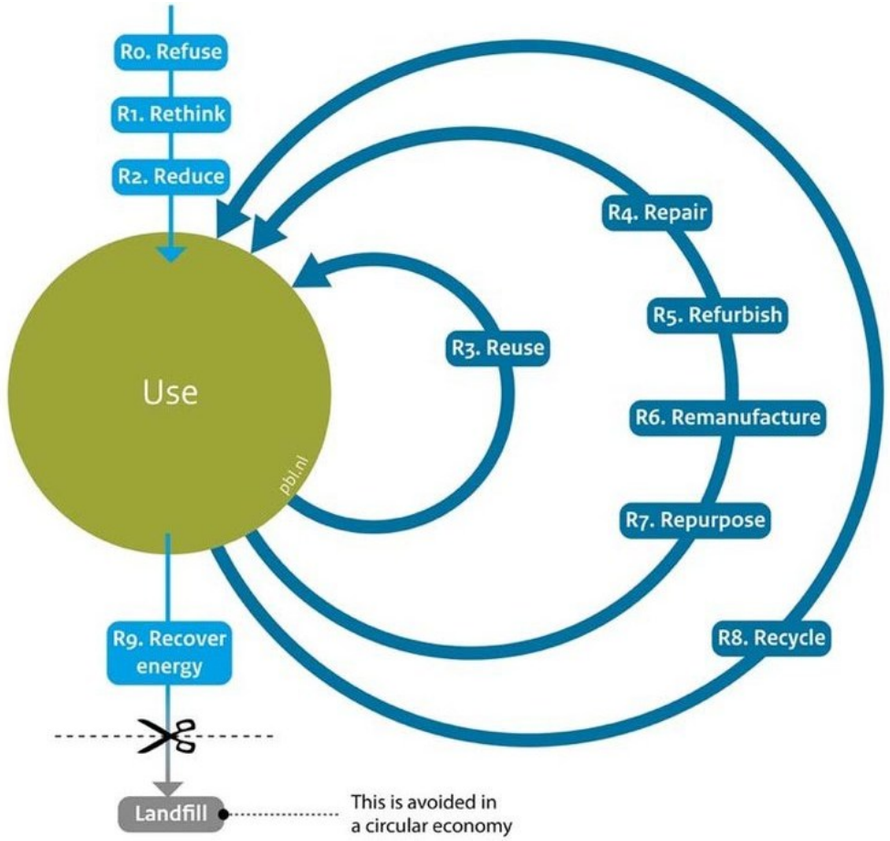
.... and there is even no packaging on the image ...

1. World Bank (2024) | 2. Health Care Without Harm (2020) | 3. WHO (2024) | 4. The Lancet (2021) | 5. Miller et al. (2020) | 6. Tosh et al. (2023) 7. Molnlycke Health Care: The art of a more sustainable hospital (YouTube)

Circular Economy

Through circularity we want to utilise as <u>few</u> items as <u>long</u> as possible … to stay within a loop or "fall" as few loops as possible

THE SHORTER THE PATH THE BETTER = CLOSER TO ORIGINAL PURPOSE



MINDSHIFT I could procure less or use "services"

HOWEVER…IT IS COMPLICATED

Easy **Hard** **Impossible**

could be

this depends on

Value chain / Case

Legal limits

User commitment

Data availability

User expertise

Local companies

MINDSHIFT I need to consider more. Who helps me?

Core elements of our challenge

We defined the challenge along four building blocks

Area	Information	Operation	Organisation	Change & Upskilling
Needs	Improved access to sustainable case studies, legal and procurement knowledge	Structure and guidance for sustainable action to achieve operational effectiveness	One platform to increase efficiency of the organisation in conducting sustainable action	Customised capacity-building and training

One place where local economy and HCOs can exchange on newest developments, funding and changing needs

suHCO Aim and Scope

What do we want from suppliers?

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

What do we (not) want?

We want to develop something with you which could guide HCOs towards greater environmental sustainability.

WHAT WE DO WANT	WHICH MEANS THIS IS NOT FOR US
Be transversal to HCOs' departments and value chains	**"A" specific circular solution** (others do that)
Achieve significant impacts of R-strategies	**Squeeze last X% out of a specific use case**
Enable HCO regardless of starting point	**Non-replicable cutting-edge technology**
Curating sustainability expertise, using AI to increase value	**"Swinging it" with existing AI models[1] without adding value**
Scalability for all HCOs with long-term vision	**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. ...

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

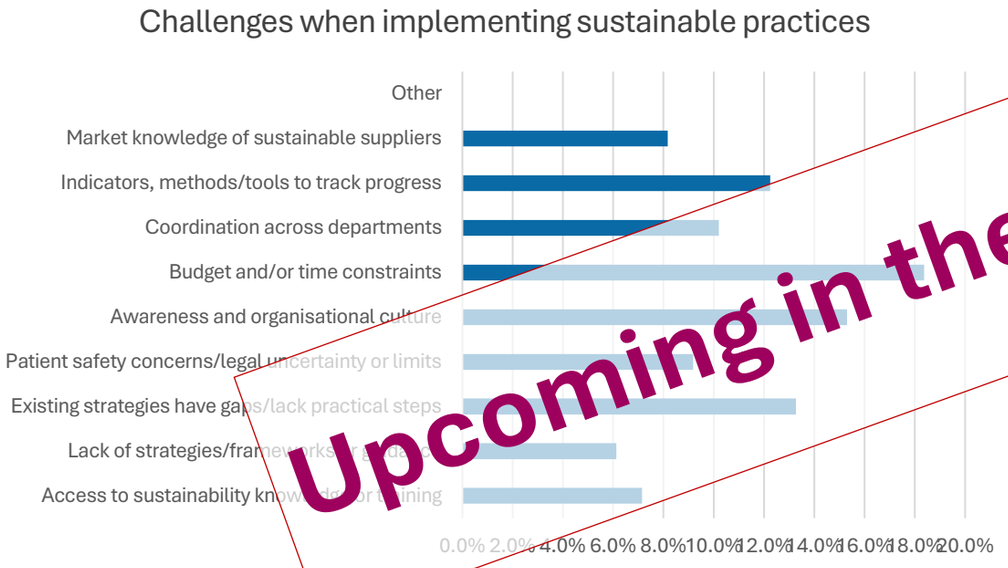
Marta (57)	Matteo (52)	Lisa (46)	Robert (41)	Abigail (33)
Chief Medical Officer	Sustainability manager	Head of procurement	Compliance risk officer	Registered Nurse
Education:	Education:	Education:	Education:	Education:
Motivations:	Motivations:	Motivations:	Motivations:	Motivations:
Frustrations:	Frustrations: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

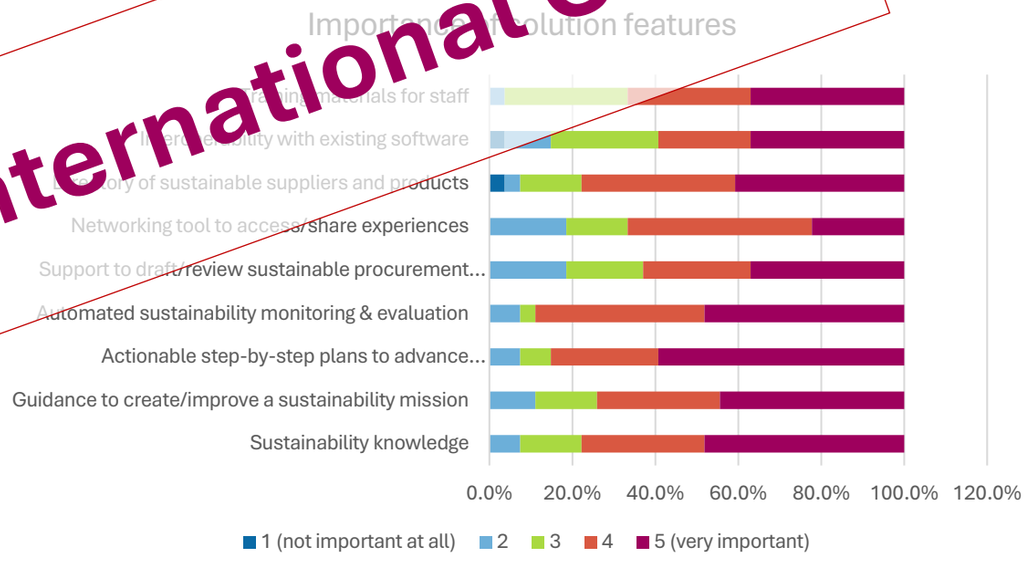
Upcoming in the International OMC

Research shaping our Challenge

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

TO FOLLOW





Upcoming in the International OMC

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	TRADITIONAL PROCUREMENT
Joint Procurement (Buyers Group)	**Individual Procurement** (single department)
High degree of innovation / R&D effort required	**Low degree** of solutions' innovation
Prototype development: medium-/long-term	**Mature product/service:** immediate/short-term
Competitive development: several Suppliers	**Single contract:** one Supplier
New IPR – Risk/Benefit-sharing	Often based on existing **IPR**
Special legal framework in Horizon Europe/WTO	**National public procurement** rules apply
Development in multiple phases	**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)?	WHAT ARE THE BENEFITS FOR SUPPLIERS?
Instrument for public procurement of R&D services	**Create opportunities for companies** to gain leadership in new markets
Public procurers act as demanding customers	**Provides a large enough demand** to incentivise industry to invest in wide commercialisation
Tool for innovation (Procurers see the need but no offer on market)	**Development in stages** and testing of innovative ideas under **real world conditions**
Risk-benefit sharing under market conditions[1]	Suppliers retain **IP ownership,** procurers gain access under limited conditions
Interact closely with procurers	**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

Suppliers keep the ownership of the Intellectual property rights attached to the results generated during the PCP implementation, but must exploit.

IP Ownership

Financial compensation

A financial compensation will be calculated in the financial section of the tender. The **actual price** is the price quoted by the supplier. The **market price** is the price that the supplier would have quoted.

Benefits of PCP

PCP creates value for all involved stakeholders

Taxpayers

- Access to more sustainable healthcare services;
- More innovative and globally competitive society;
- Attractive for foreign investment;
- Increased employment demand.

Procurers

- Solutions tailored to public needs;
- Increased quality of services;
- Knowledge about pros/cons of alternative solutions;
- Procurers get to select the best options.

Suppliers

- Opportunities to gain leadership in a sector or to enter new markets;
- Retention of IPR ownership;
- Testing under real world conditions;
- Shortening time-to-market process for solutions.

A WIN-WIN FOR EVERYONE!

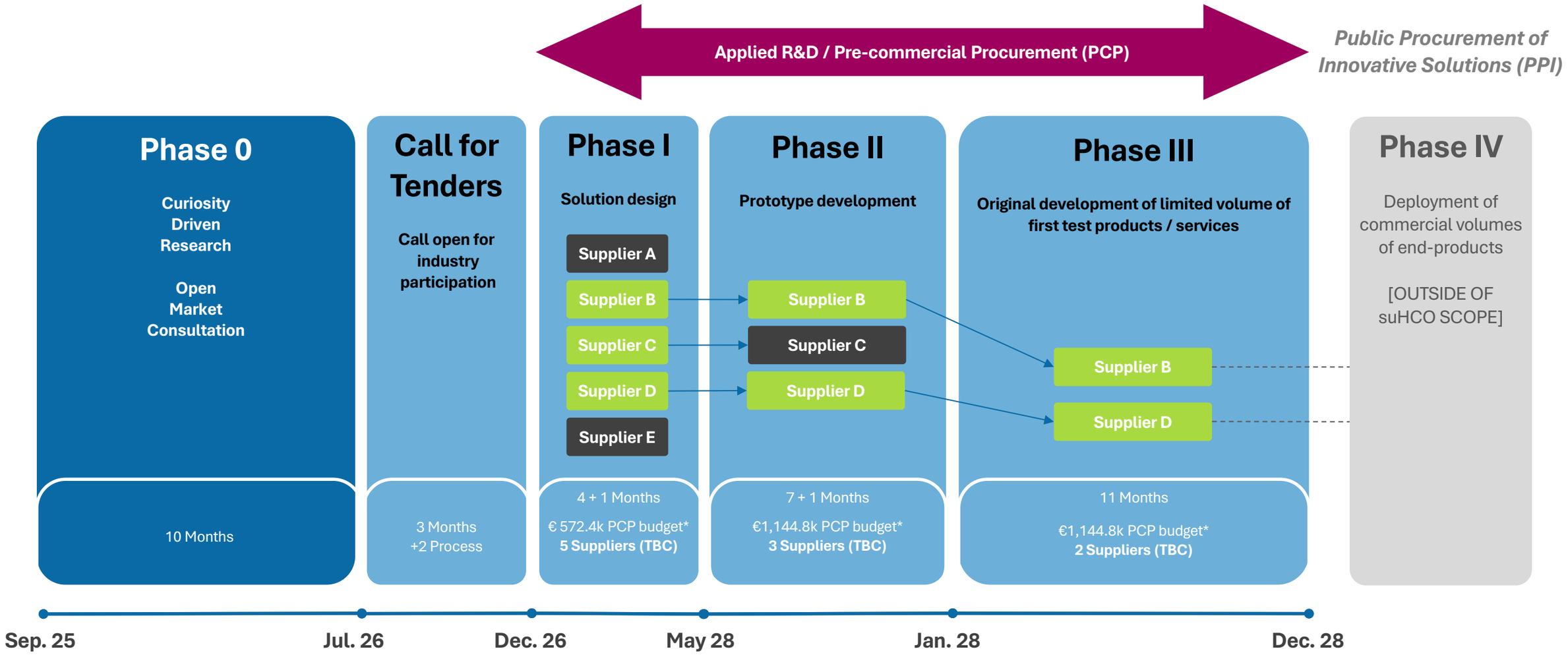
PCP and tendering process

Describes the process of PCPs

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

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 offered price ...

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

PCP Tendering | Core requirements for Suppliers

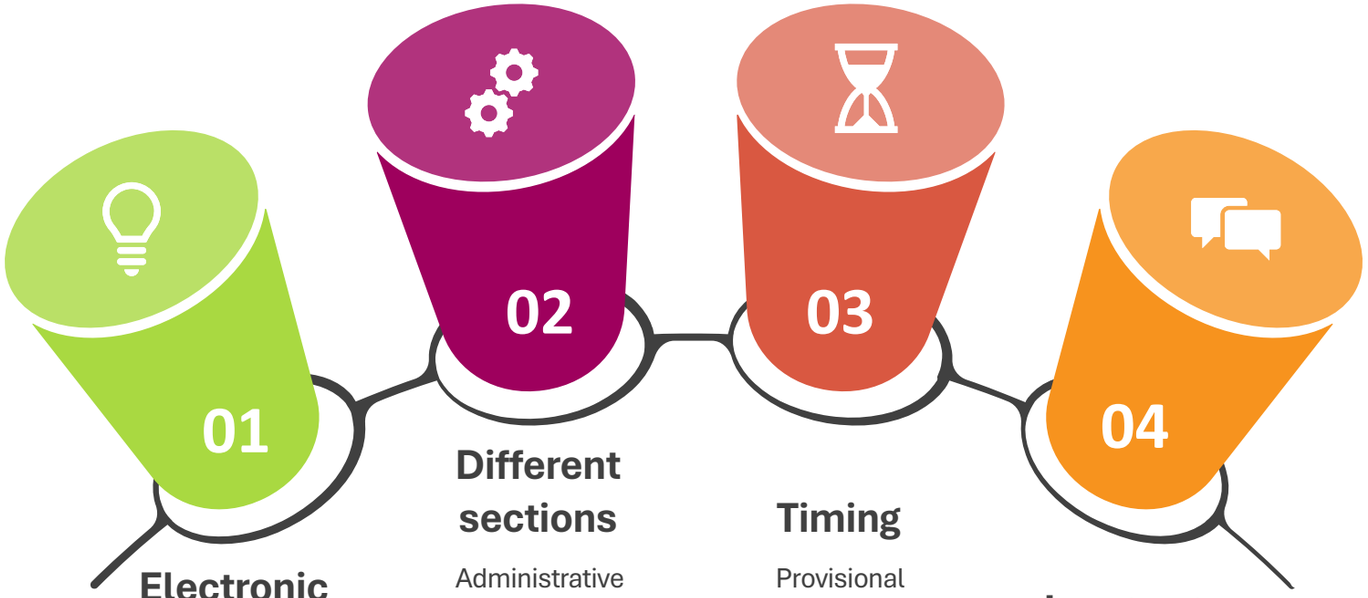
All core requirements are derived from the EU directive on competition

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



Electronic submission

On tender platform (provisional)

Different sections

Administrative
Technical
Financial

Timing

Provisional deadline 30 Sep. 2026

Language

Official language of submission is English

Tender publication:

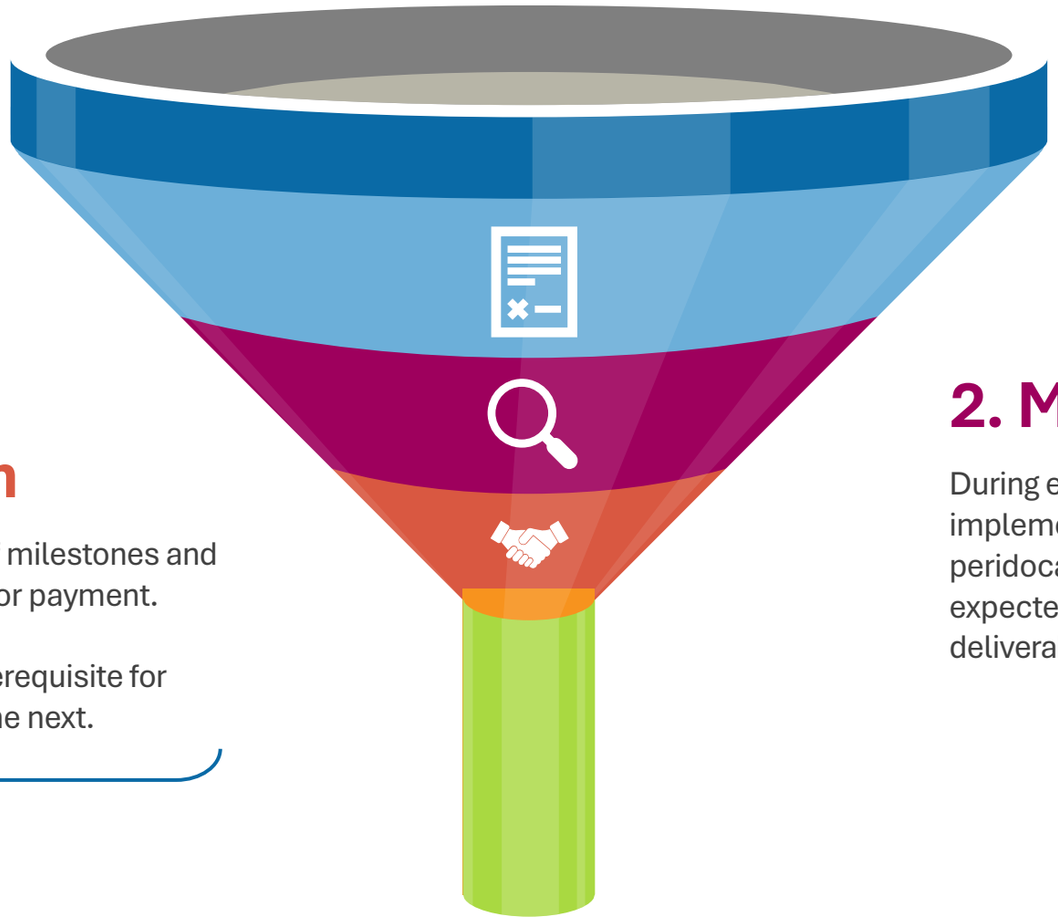
Expected in July 2026

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.



2. Monitoring

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

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.

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

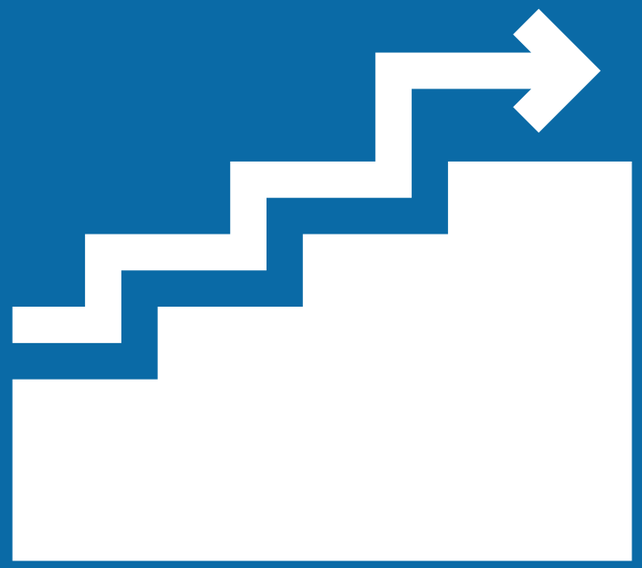
Q&A

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)

*9:30-11:30 (GMT local time)

suHCO PCP

International Open Market Consultation

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

Online Webinar

Registration

Suppliers/companies are invited to create a consortium

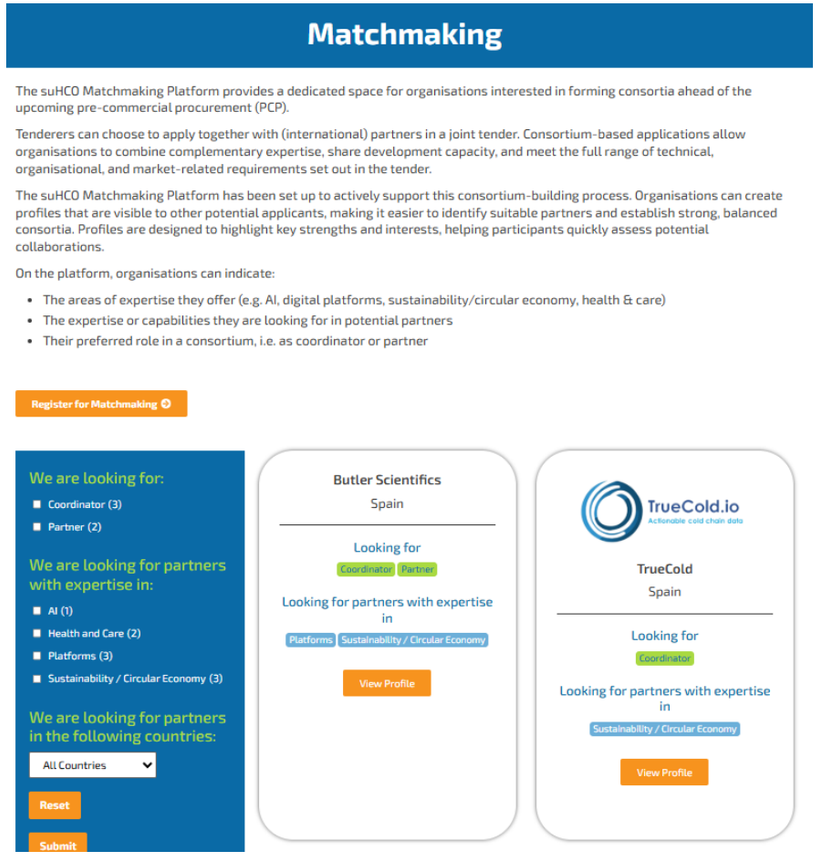
Search of partners is supported with the Matchmaking Platform

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



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

Our Followers

We currently have 29 members of our Follower Network

Health and care organisations

- Serveis de Salut Integrats Baix Empordà
- Clínic Barcelona
- CHV Consorci Hospitalari de Vic
- Consorci Sanitari Alt Penedès-Garraf
- CPBCPB Serveis Salut Mental. Fundació Dr. Fibregas
- SJD Sant Joan de Déu Barcelona - Hospital
- consorci sanitari de l'anoia
- Consell Comarcal del Solsonès / Centre Sanitari del Solsonès, Fundació Pública Comarcal
- Corporació de Salut del Maresme i la Selva
- Hospital Comarcal Amposta
- Institut Català d'Oncologia
- Hospital del Mar Barcelona
- Salut / Salut Sant Joan Reus - Baix Camp
- Salut / Salut Terres de l'Ebre
- IDI Institut de Diagnòstic per la Imatge
- Banc de Sang i Teixits
- Hospital Evangèlic de Barcelona
- Hospital General de Granollers
- CIS Cotxeres

Other public bodies, network/cluster organisations & projects

- Health Proc Europe
- Procure 4Health
- DESHEALTH
- Circular
- Dynamo PCP
- biocat
- ClubEMAS
- intercent-ER
- Associazione Nazionale ASSORUP
- ARIA

Thank you for your attention!

suHCO.eu

suHCO project

suHCO@empirica.com

emp.onl/suhco-news

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Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or the European Health and Digital Executive Agency (HaDEA). Neither the European Union nor HaDEA can be held responsible for them.

suHCO PCP