



Tender Briefing Event

29th July 10:00 to 11:30 (CEST)

Procurers



Supported by



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
- ▶ Recording 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](#)



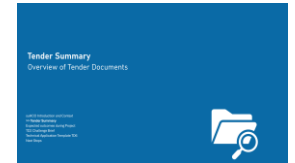


Objectives

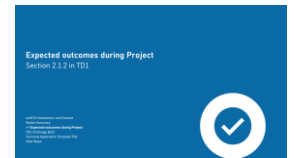
To understand the scope of the project and discuss suHCO challenge



To provide overview of Tender Documents



To explain how tender documents relate to each other



Q&A with participants





Presenters



Maria Colomé

Project Manager

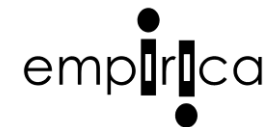


Klaus Piesche

Senior Research Consultant



Consorti de Salut i
Social de Catalunya



suHCO Introduction and Context

What is the project about and who are we?

>> suHCO Introduction and Context

Tender Summary

Expected outcomes during Project

TD2 Challenge Brief

Technical Application Template TD6

Next Steps





suHCO procurers



suHCO



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



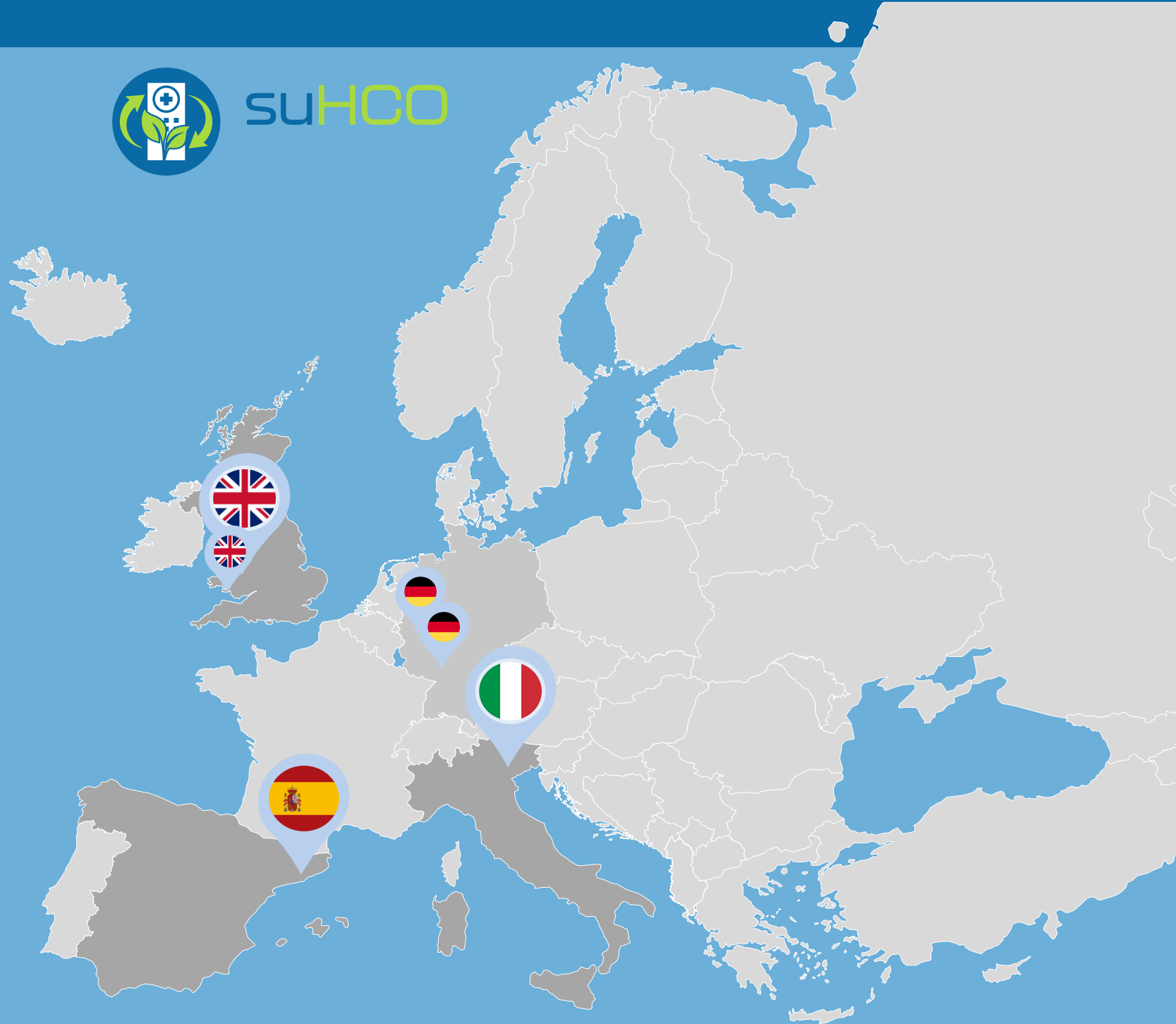
empirica (Communication and Technology Research)



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

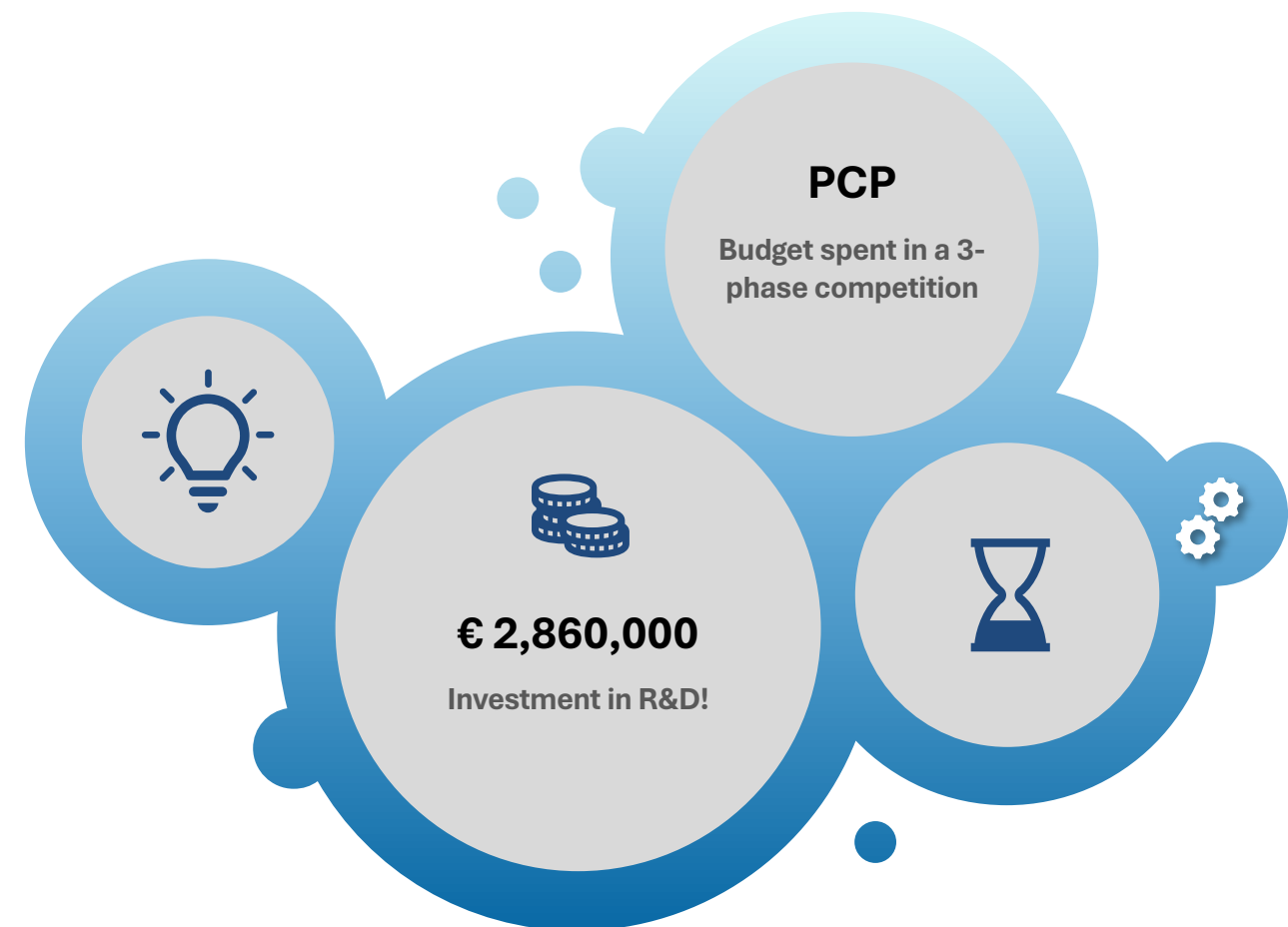
**3 Procurers – representing a diverse group of HCOs¹,
providing services to 6.4 million clients**

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



1. The term 'health and care organisation' (HCO) is to include any organisation in health and care systems which has control and over and therefore the ability to reduce the environmental footprint of the sector. This includes but is not limited to hospitals, care homes, networks or groups, central procurement, cascading organisations etc.

Core elements of our challenge

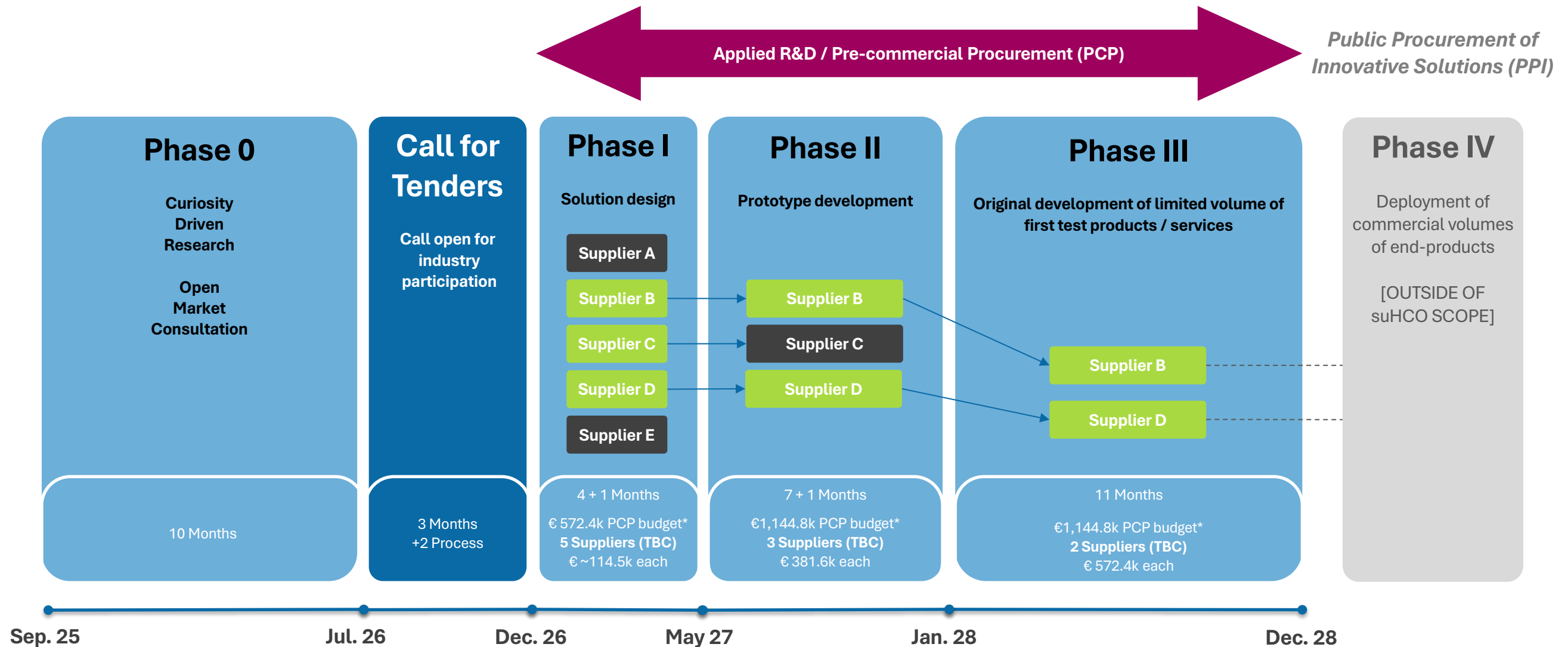
We defined the challenge along four building blocks





PCP structure

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



*All PCP budget values stated are expected to include VAT (21%). The maximum PCP budget for a successful Supplier (participating in all three phases) equals € 1,068,480

Tender Summary

Overview of Tender Documents

suHCO Introduction and Context

>> **Tender Summary**

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Tender documents (TDs) overview

We did our best to make it transparent and avoid duplication; however, it is a large contract and will be some effort

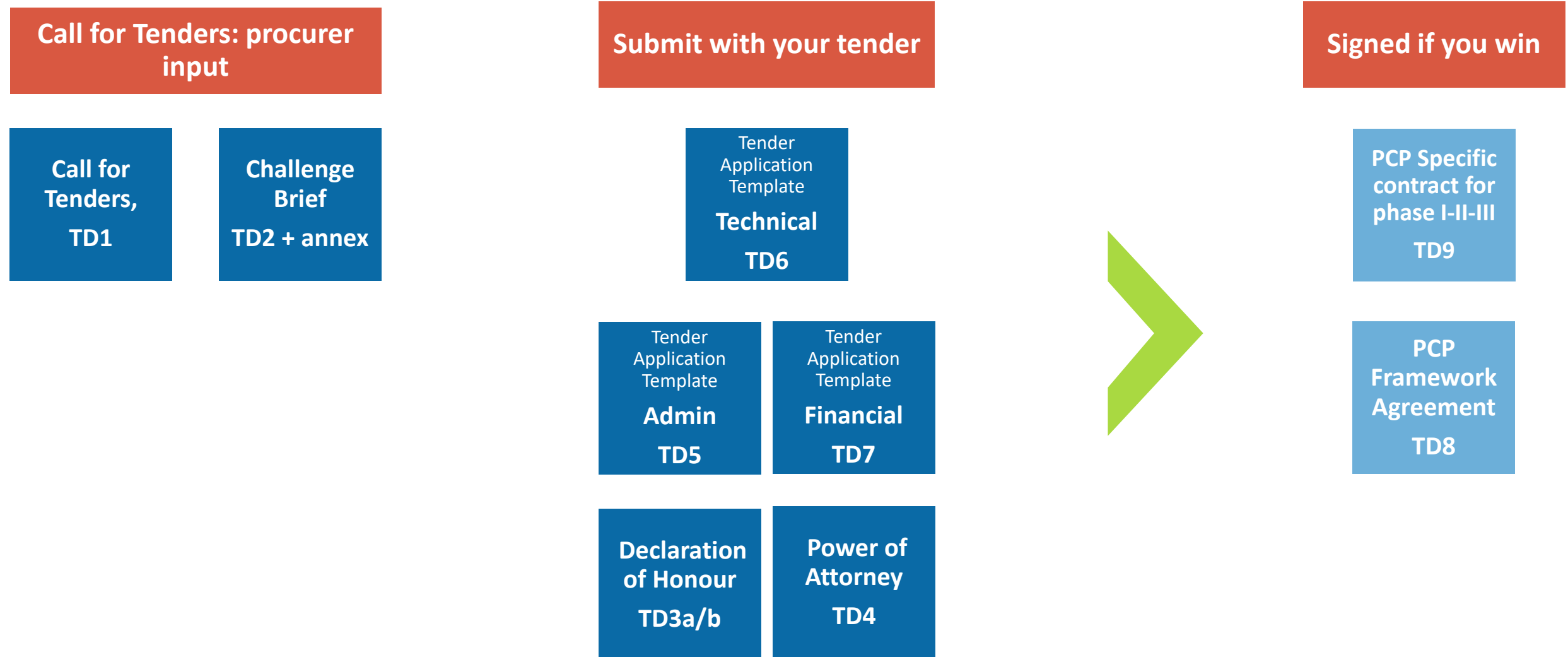
Phase	Description	Documents
Call for Tenders	Central documents on conditions, content and challenge	TD1 Call for Tender TD2 Challenge Brief (includes Annexes)
Proposal to be submitted	Administrative Forms to be filled by tenderers	TD3a Declaration of Honour - Exclusion Criteria TD3b Declaration of Honour – On/off Award Criteria TD4 Power of Attorney
	Application Templates to be filled by tenderers	TD5 Tender Application Template – Administrative TD6 Tender Application Template – Technical TD7 Tender Application Template – Financial
Project	Contract Templates to be signed by successful contractors	TD8 PCP Framework Agreement TD9 PCP Specific Contract for Phase I-II-III

Depending on your role you read one or the other first

It should be extensively streamlined but if you have questions or ideas, please let us know

Though TD1 contains key terms, there is more detail here

Tender documents (TDs) overview



Expected outcomes during Project

Section 2.1.2 in TD1

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The challenge, in four parts

One coherent AI-enabled platform covering four areas of need — described separately, but not separable.

Information

Find, trust and localise
sustainability knowledge

Operation

Turn strategy into workflows,
procurement and reporting

Organisation

Coordinate across
departments, suppliers,
decision-makers

Change & Upskilling

Build the skills and habits that
make it stick

Expected outcomes, phase by phase

TD1 defines the deliverables. TD2 explains the substance behind them.

Phase I

Design

A validated solution design and Co-Design plan for all three pilot sites - not a working system yet.

Phase II

Prototype

A tested prototype, evaluated with end-user groups at each site. Usability and technical feasibility evidence.

Phase III

Pilot

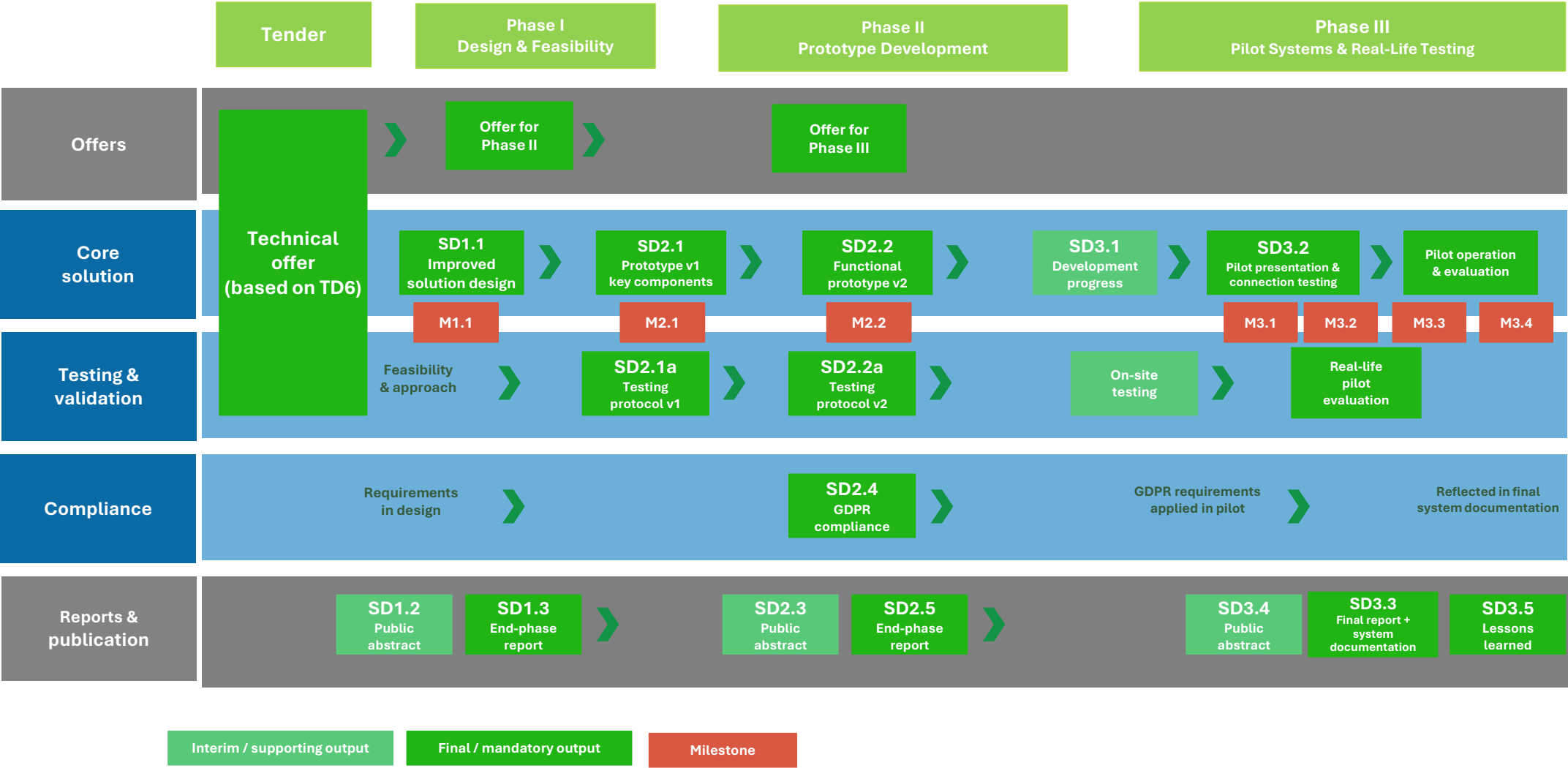
Operational piloting at all three sites, with measured impact against site baselines; the evidence base for post-PCP follow-up.

Co-Design starts in Phase I: the Buyers Group facilitates access to end-users at each pilot site from day one, not just during testing in Phases II and III.



Deliverables

Table 1 (of TD1 (2.1.2)) describes the progress on R&D documented in the deliverables depicted below



Graphic represents evolution of key documents to be delivered

TD2 Challenge Brief

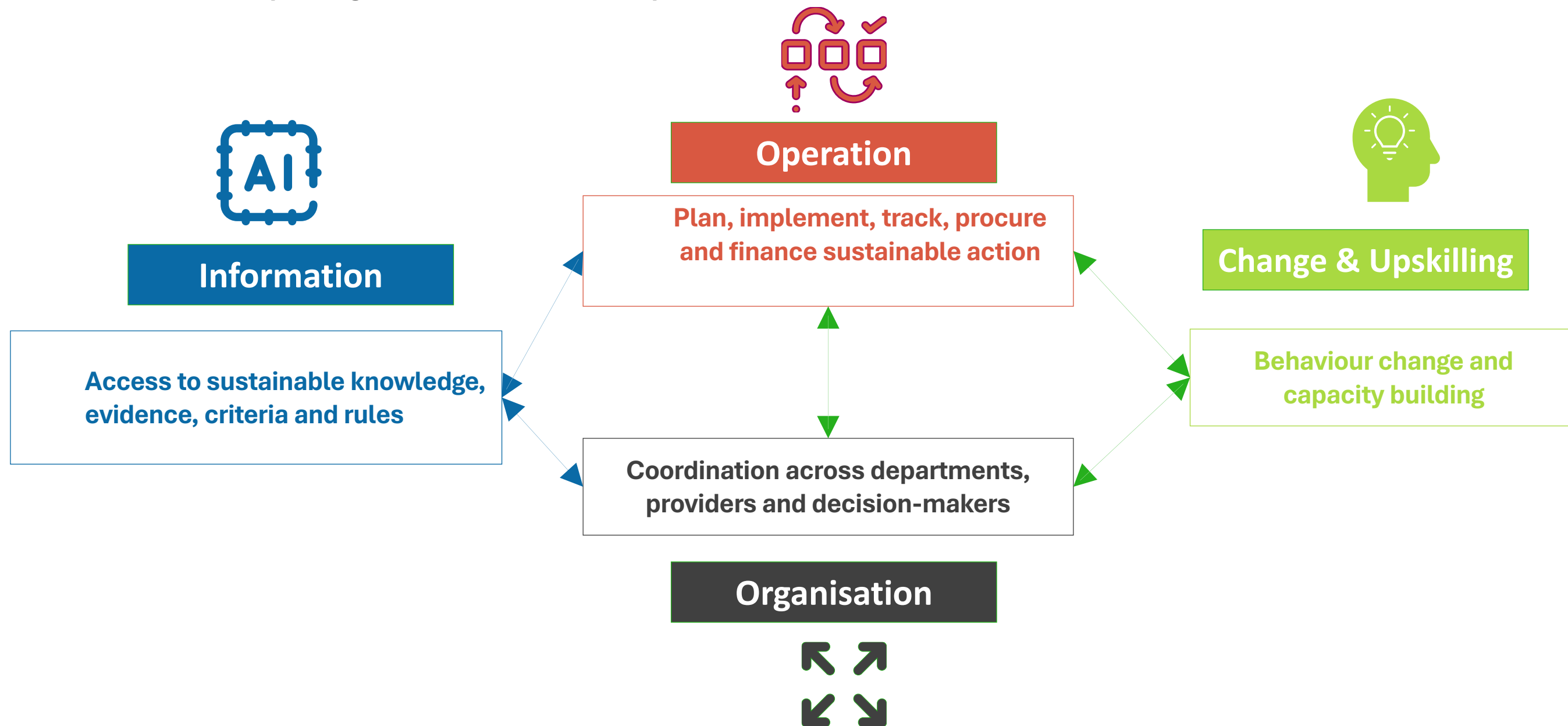
Common challenges of HCOs to transition to sustainable healthcare delivery

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Desired Innovations (simplified)

The areas of need require digital innovation and CE expertise



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. ...**

Technical Application Template TD6

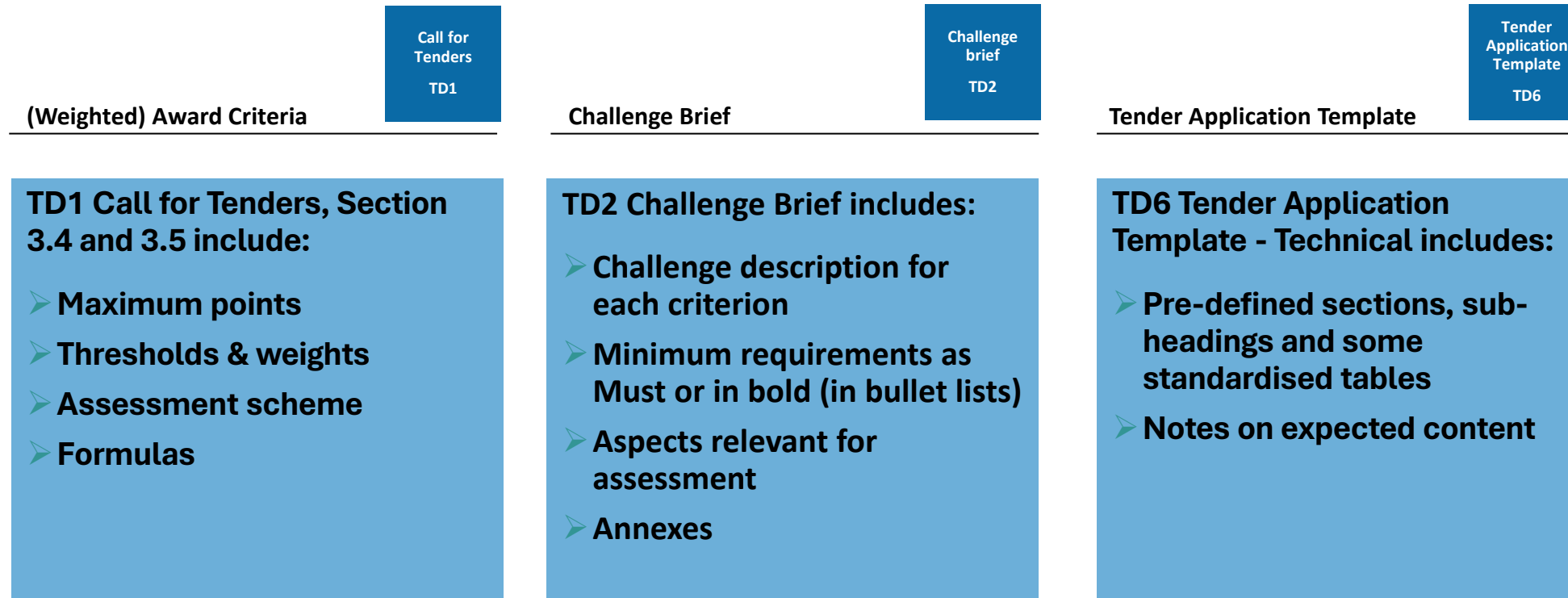
Structure of Weighted Award Criteria in TDs

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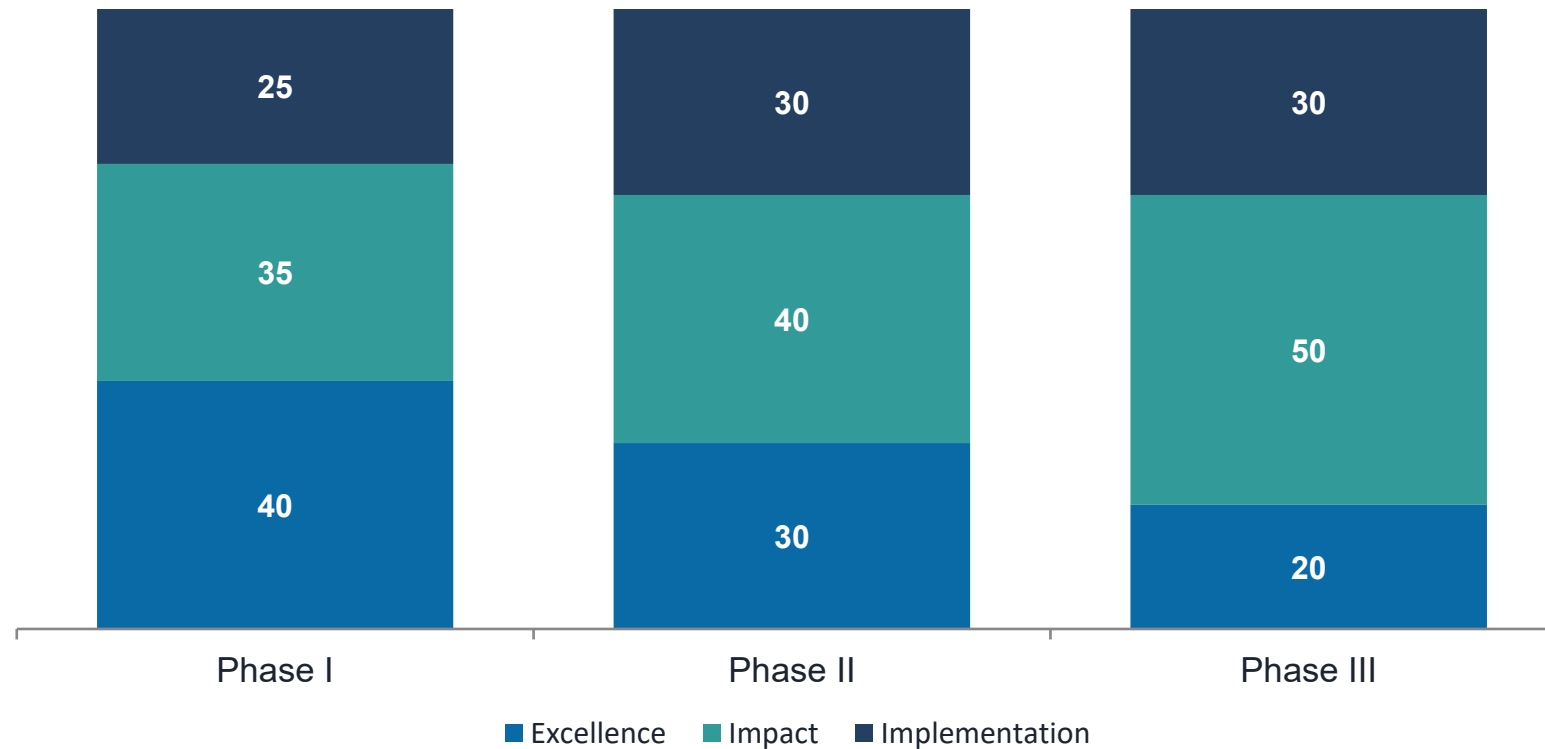
The Challenge = tender: TD2

The Challenge is structured along the Award Criteria as is the tender/proposal you are going to write



Award criteria weight shifts as the PCP progresses

100 points total in every phase. What earns them changes: intent in Phase I, evidence by Phase III.



Excellence

Soundness and novelty of the proposed approach

40 → 20

Impact

Benefits, cost, business model, scalability

35 → 50

Implementation

Work plan, governance, resource adequacy

25 → 30

80% quality score + 20% price score = final tender score

Next steps and Q&A

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>> **Next Steps**



Tender Events (online)

suHCO organises tender dissemination events to help suppliers with tender submissions



Tender Training event: I	29 July	10.00 - 11.300 (CET)	
Tender training event: II	21 September	10.00 - 11.30 (CET)	Registration
Open sessions for questions	TBD	TBD	Open

Phase I

Dec '26 – Apr. '27

Phase II

May. '27 – Dec. '27

Phase III

Jan. '28 – Nov. '28

Key Dates

Can be found in TD0 as well



Tender publication on TED and tender platform	July 2026
Deadline for submitting questions on tender documents, in writing only	18 September 2026
Deadline for publication of replies to questions (Q&A)	28 September 2026
SUBMISSION DEADLINE for tenders 14:00 CET	09 October 2026
Tenderers notified of evaluation outcome	Late November



Suppliers are invited to create a consortium

Next steps

MATCHMAKING

- ▶ 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
- ▶ We encourage companies that cannot cover the whole envisaged suHCO solution to team up with other companies and apply together with international partners in a joint tender (consortium).

PLATFORM

▶ [Matchmaking | suHCO PCP](#)

[About](#) ▾ [Follower Network](#) ▾ [PCP](#) ▾ [News & Events](#) ▾ [D](#)

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 (10)
- Partner (20)

We are looking for partners with expertise in:

- AI (10)
- Health and Care (17)
- Platforms (10)
- Sustainability / Circular Economy (18)

We are looking for partners in the following countries:

Company A

Company B



Suppliers: The “usual” steps to bid

Read and do some form of gap analysis

Build consortium

Create an outline and concept – write and iterate

Ensure all formal steps & submit in time



Procurers are also busy

We answer your questions

We prepare the evaluation (also during project)

We grow & inform the Follower Network > if you are an HCO, write in Chat / any of us

We work on the CE Taxonomy

We inform about results end Nov 2026 – Phase 1 starts a couple of weeks after information



We go through Q&A

We unmute everyone – please raise hand

**Ask anything – sometimes we will refer to
a section or upcoming event**

Any new question will be added to FAQ



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