



Pitch Deck

Version: August 2026

Procurers



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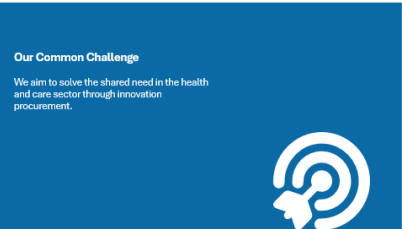
Funded by
the European Union

Content

1. Introduction



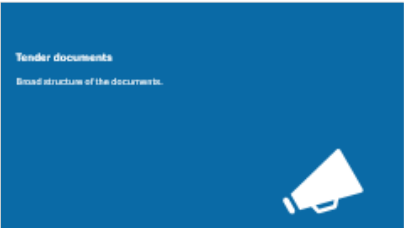
2. Our Common Challenge



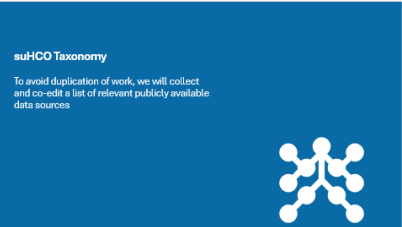
3. Pre-Commercial Procurement



4. Tender Documents



5. suHCO Taxonomy



6. Follower Network



Introduction





suHCO Overview

suHCO is an EU-funded PCP project with a diverse geographic coverage

CORE FACTS

Project

- ▶ suHCO - Systemic Sustainability Transition Solution for Health Care Organisations through PCP
- ▶ Duration: Sep. '25 – Dec. '28
- ▶ Funded by the European Union's Horizon Europe PCP Programme under [Grant Agreement n° 101226802](#).

Procurement

- ▶ Type: Pre-commercial procurement (i.e. innovation procurement as tender)



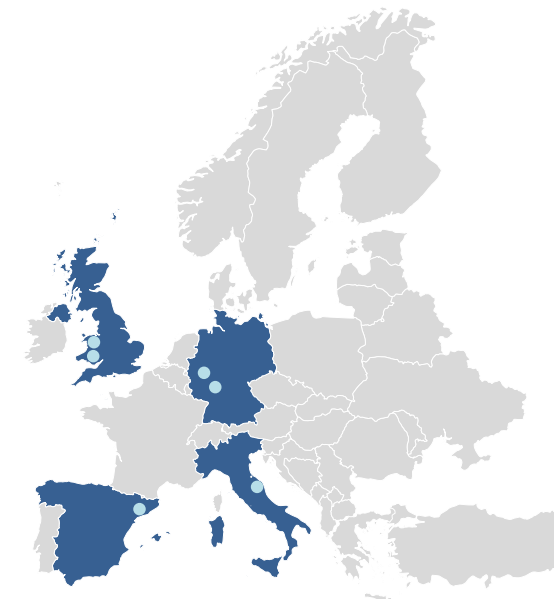
- ▶ Tender : [OUT NOW!](#)

CONSORTIUM

Procurers



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Project

Leading health and care organisations are tackling a common challenge together



CSC, Spain - central procurement offices

HUHB, UK – leading health organisation

EnEA, Italy – leading care organisation

**A wide-reaching Follower Network
that is to evolve**



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

**Common Challenge: accelerate transition
towards sustainability for HCOs**

€2.86 million investment in R&D

Budget spent in a 3-phase competition

Our Common Challenge

We aim to solve the shared need in the health and care sector through innovation 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 globally¹

Millions of tons of waste², wide use of disposables

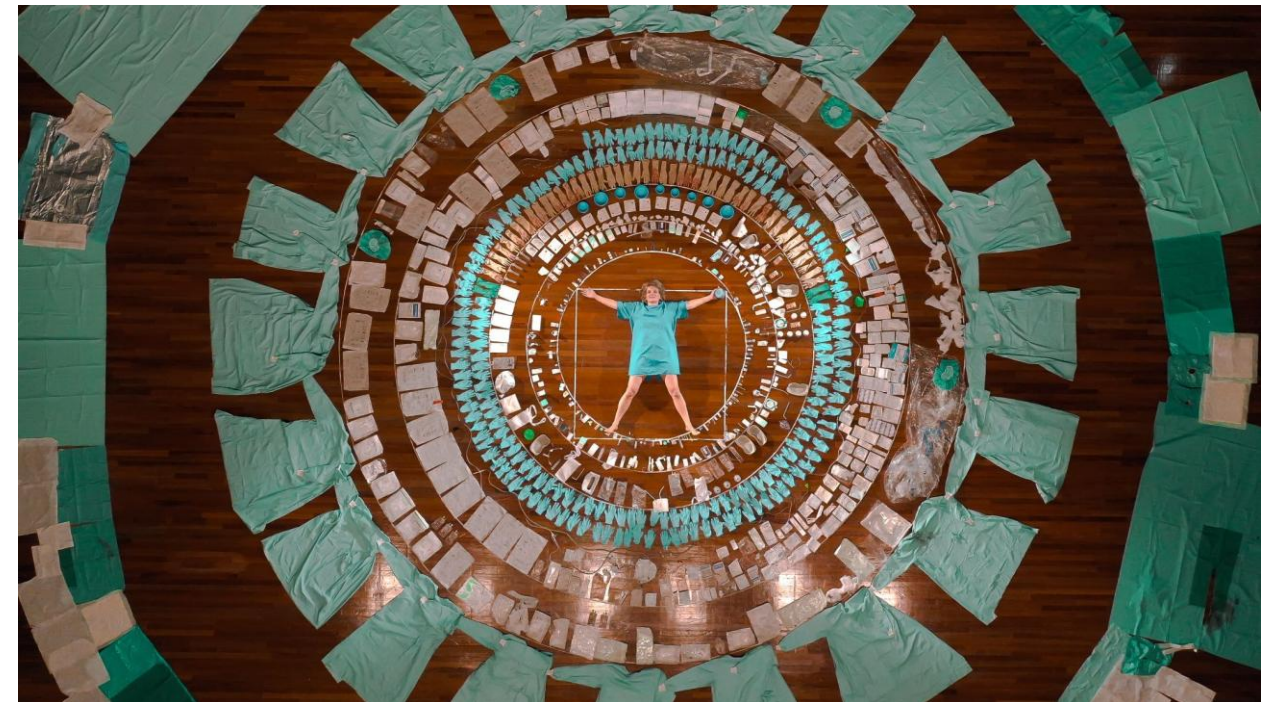
85% of waste is non-hazardous³

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 ...



Core elements of our PCP challenge

We defined the challenge along four building blocks





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

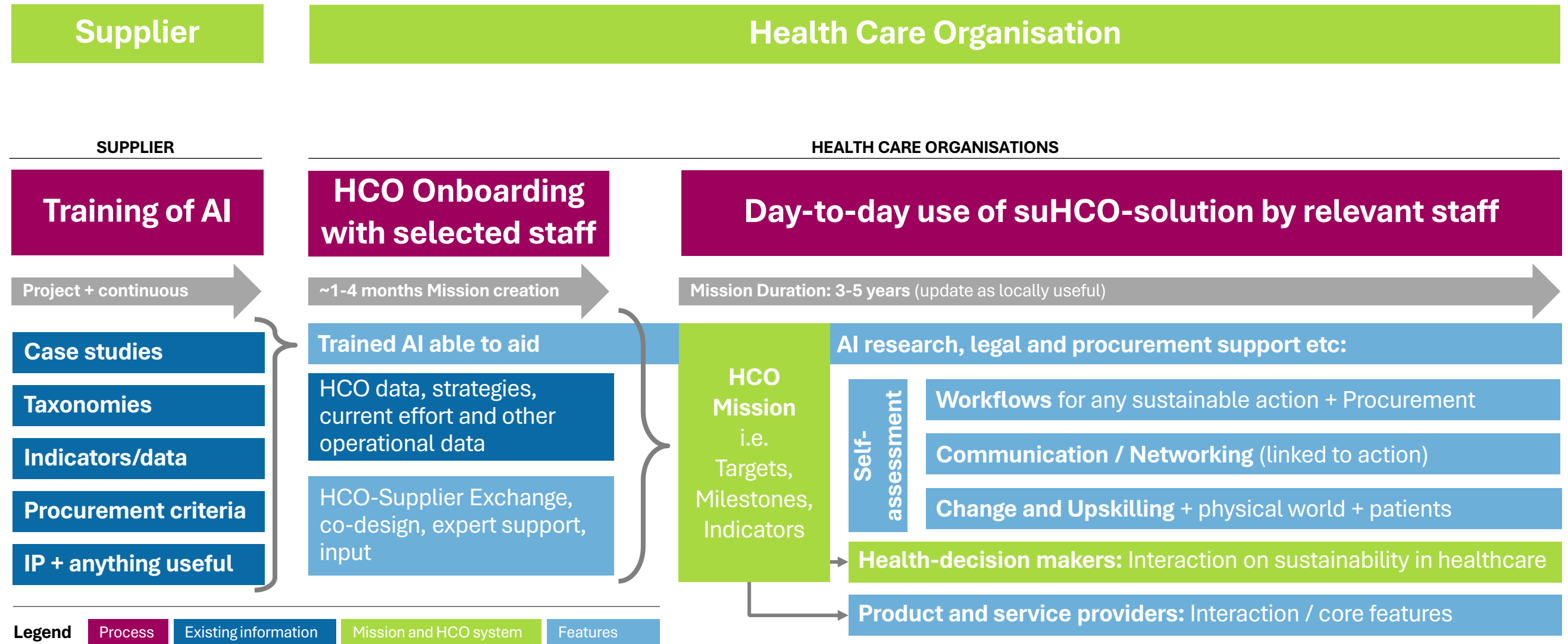
Experience with health and care organisations

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.

Envisaged initial structure of the suHCO system

A Mission is created during Onboarding and afterwards implemented through e.g. Targets and Workflows



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)

General structure of a PCP

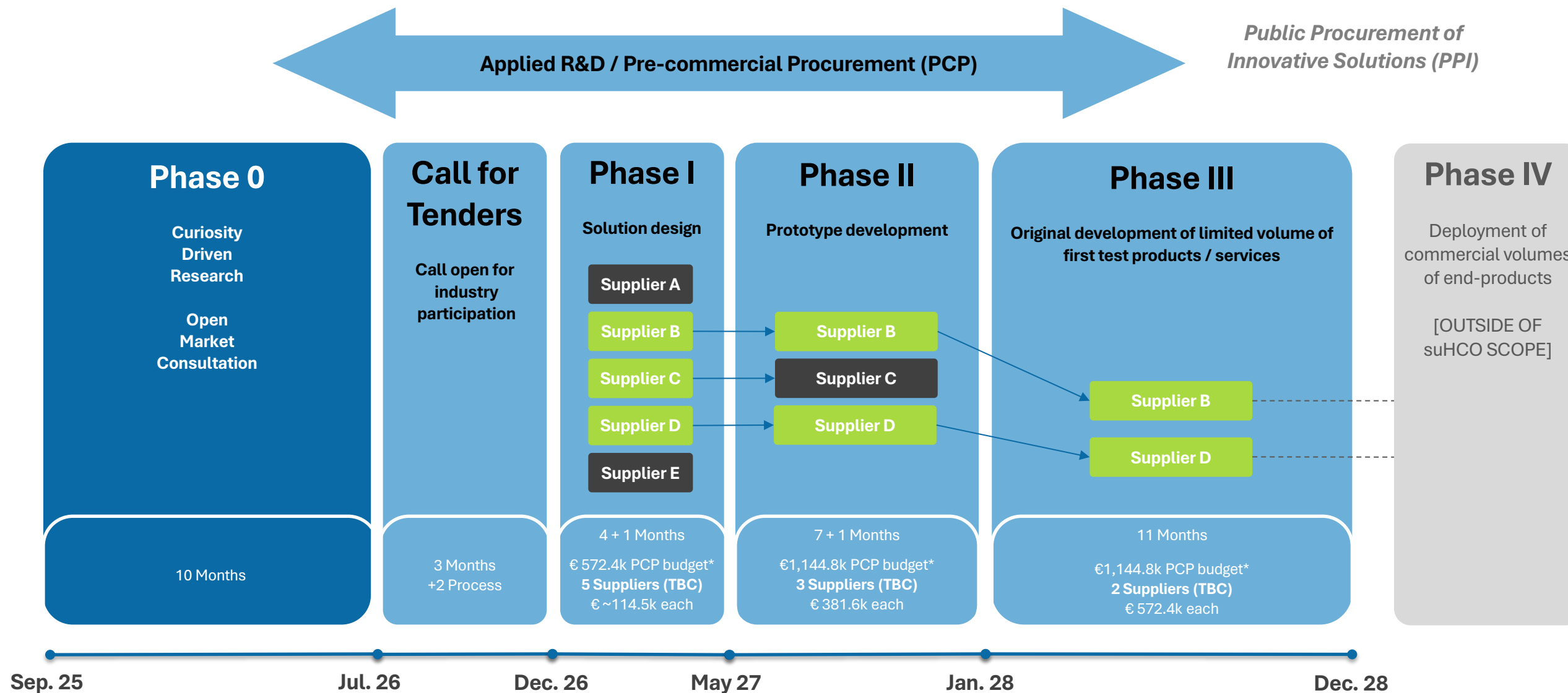




PCP structure

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 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

PRE-COMMERCIAL PROCUREMENT

- ▶ 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 their size or governance structure
- ▶ Both **single entity** or **joint tender offers** and subcontracting (consortia) are possible
- ▶ On-off award criteria can be considered as extension of selection criteria, if you are not able, you need a partner
- ▶ Participation in the open market consultation or this event is not a condition for submitting a tender

GENERAL REQUIREMENTS

Electronic Submission!

Submission deadline to be expected in Nov. 2026

Official language is English

IPR sharing, if suppliers do not exploit results



PCP Tendering | Contract award and project work

For each of the three phases the same rules on contract, monitoring, payments and IPR apply

One Lead Procurer

All contracts, invoices and payments go through the lead procurer who acts on behalf of all procurers

Contracting

Framework agreement for entire duration (general terms) and specific contracts for each phase (deliverables, price)

Monitoring

During each phase, contract implementation is **monitored periodically** and reviewed **against the expected outcomes**

Completion criteria

Satisfactory completion of milestones and deliverables: requirement for payment --- **Successful completion** permits entering next Phase

Intellectual property rights (IPRs)

Suppliers **keep ownership of the IPRs** attached to the results generated during the PCP implementation, but must exploit

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 sees 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 **IPR ownership**,
procurers gain access under limited conditions

Visibility on EU-Level

¹ Feature is necessary to avoid becoming state-aid.

Tender documents

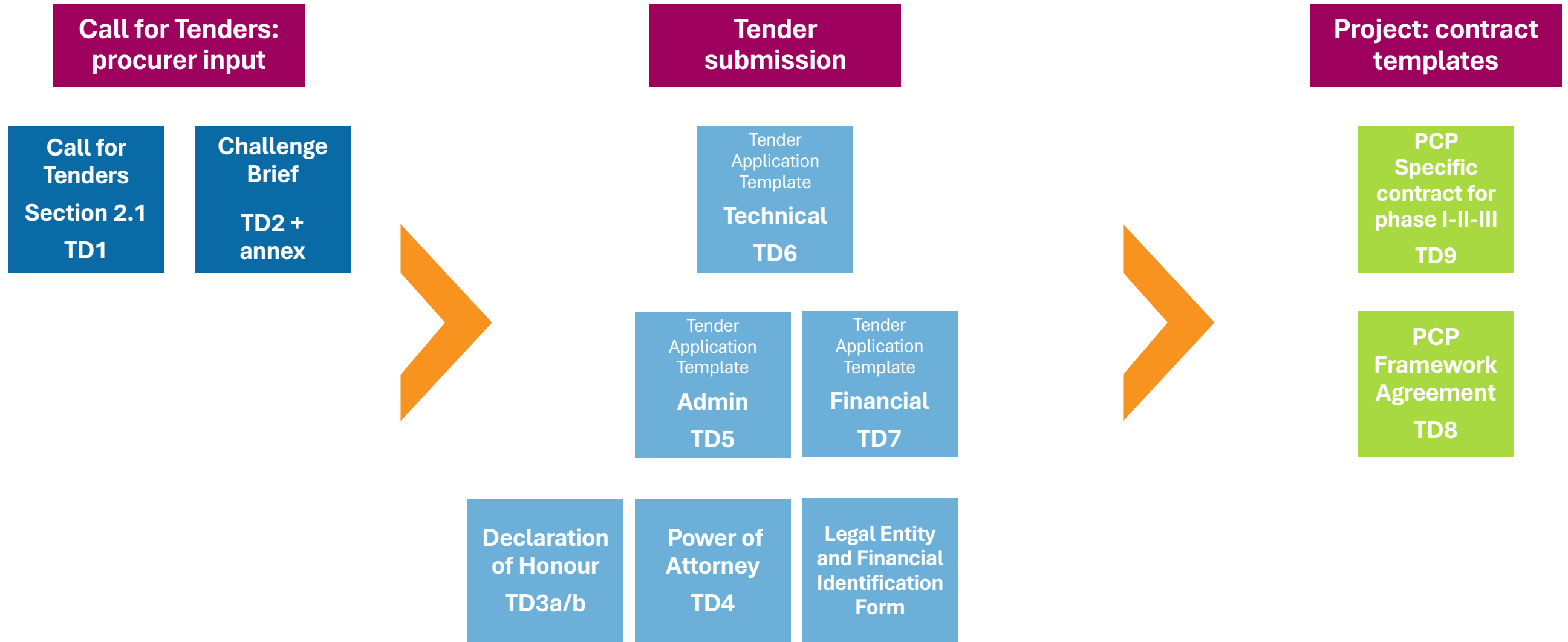
Broad structure of the documents.





Overview Tender Documents

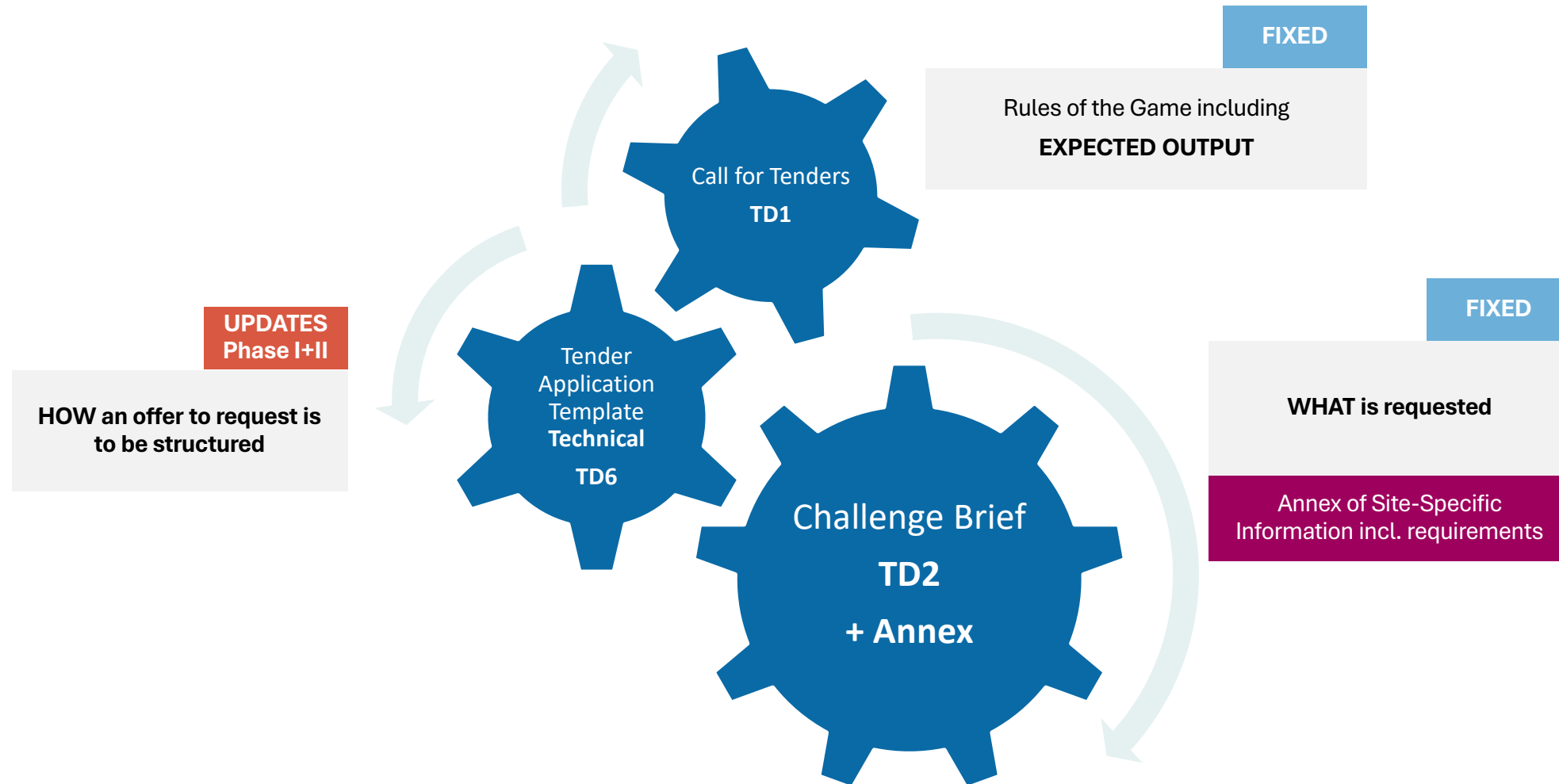
We will organise dedicated tender application training events to make the process as clear as possible





Content related Tender Documents

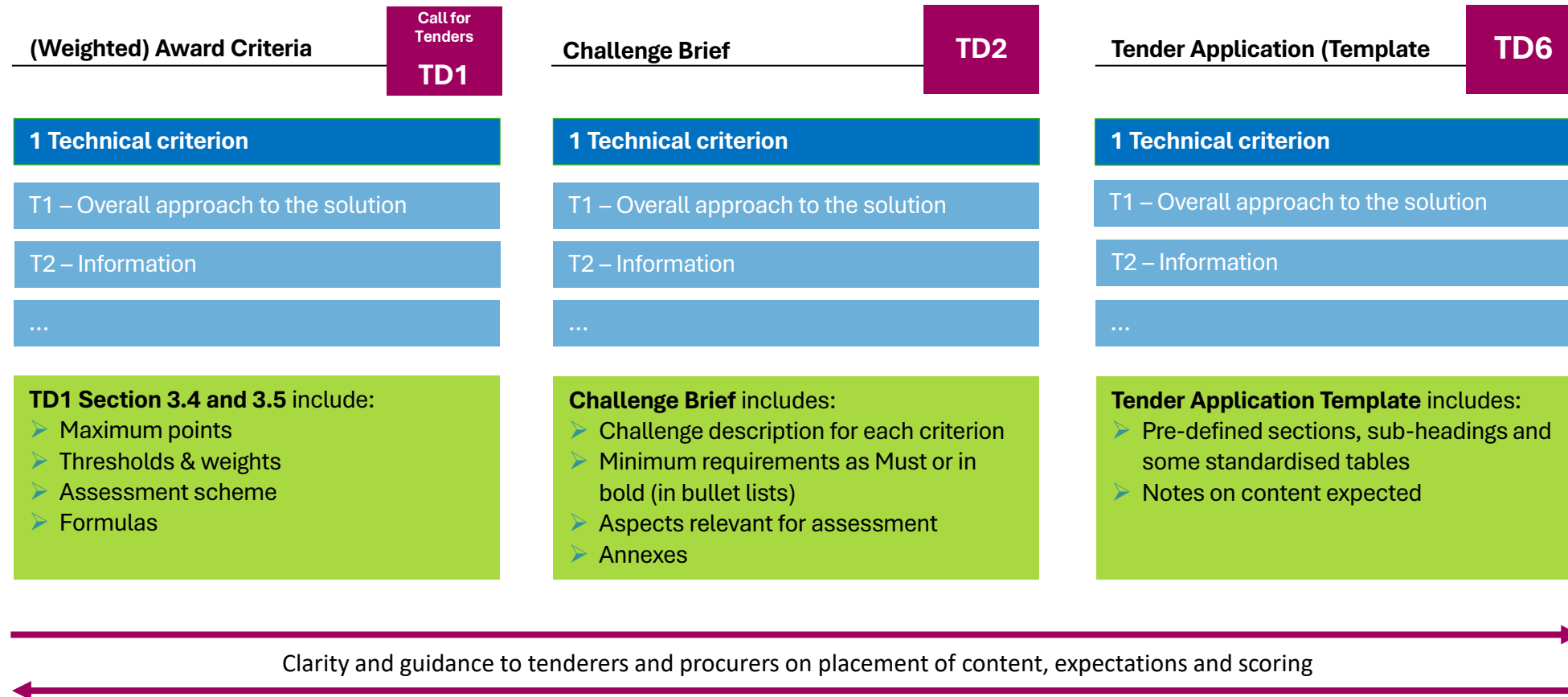
The core documents are interconnected





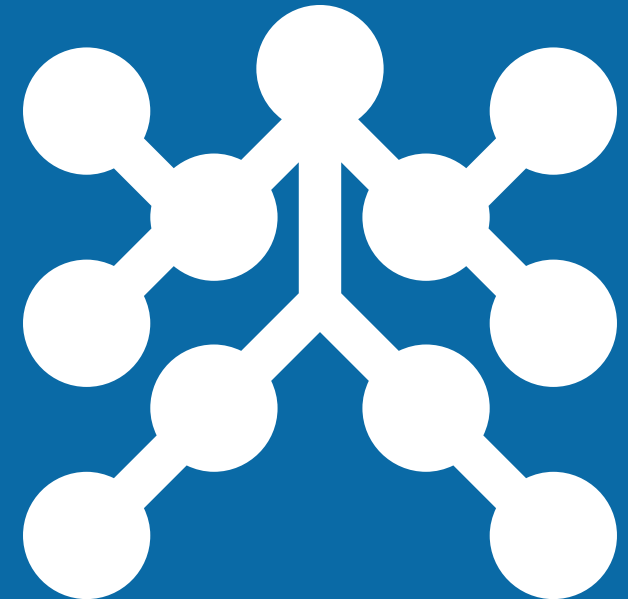
Structure of tender documents

To increase transparency during evaluation, the structure of (weighted) award criteria, Challenge Brief and technical template is aligned across the first two heading-levels



suHCO Taxonomy

To avoid duplication of work, we will collect and co-edit a list of relevant publicly available data sources



suHCO Taxonomy

The suHCO Taxonomy is an open and continues process enabling the project to update requirements for the AI

ELEMENTS



PROCESS

Working Group Meetings

- ▶ suHCO will initiate an open Working Group with meetings in each project phase
 - Dates TBA
- ▶ Any interested party can participate and contribute to the working documents anytime

Co-development process

- ▶ Iterative co-development process
- ▶ Open access
- ▶ Contributions are welcome from Procurers, Suppliers and any other interested party

Working Documents and White Paper

- ▶ Excel with Data sources to train the AI
- ▶ Harmonised terminology and White Paper (which will evolve into a policy paper)



suHCO Taxonomy - Outputs

The suHCO Taxonomy is an open and continues process enabling the project to update requirements for the AI

OUTPUT 1: EXCEL WITH DATA SOURCES TO TRAIN THE AI

Extensive collection of data sources for AI training from websites, repositories etc.

- ▶ EMP, BEVAN and BME will develop, maintain and extend the Excel following the open Working Group process
- ▶ Preliminary categorisation:



OUTPUT 2: HARMONISED TERMINOLOGY AND WHITE/POLICY PAPER

Prioritisation of external sources

- ▶ Reference to standardised terminology (e.g. ISO 59000, ISO 24000, CSRD)
- ▶ Mandatory functional term / specific taxonomies (e.g. TED Data CPV, NUTS)
- ▶ Additional sources in local context

Outlines gaps in existing documentation and suggests harmonised and expanded terminology (where no standard exists)

- ▶ User and role definitions
- ▶ CE strategy definitions refined and ranked for R-level, based on UNEP circularity platform and ISO 59004
- ▶ Current overview and introduction
- ▶ Will evolve into a policy paper

suHCO Follower Network

We will advertise the project and suppliers widely with the aim to create an immediate market at the end of the project.



Our Followers

We currently* have 37 members of our Follower Network

Health and care organisations



Other public bodies, network/cluster organisations & projects



suHCO Follower Network

We invite any interested stakeholder to join the Follower Network to be first in line to test and adopt the suHCO solutions

FOR WHOM

The suHCO Follower Network is open to any interested stakeholder:

- ▶ Health and care organisations
- ▶ Public procurers,
- ▶ Regional authorities
- ▶ Ministries
- ▶ NGOs
- ▶ Projects

BENEFITS

- ▶ Direct access to suppliers and early adoption of successful solutions
- ▶ Insights into AI procurement clauses compliant with the AI Act
- ▶ Opportunity to test solutions during Phase III
- ▶ Financial support to visit pilot sites during Phase III (subject to availability)

Participation is free, without any commitment – just scan the QR and fill in the [form](#)



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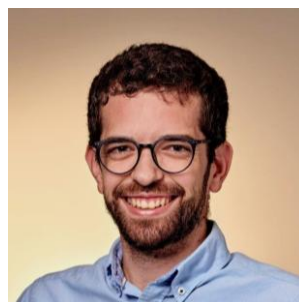
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suHCO
PCP