



Tender Briefing Webinar II

21st September 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](#)



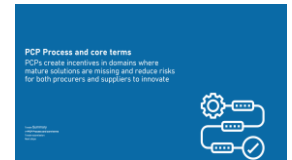


Objectives

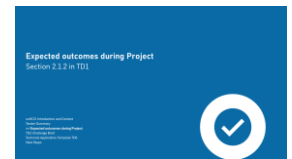
To explain core principles and terminology of the tender



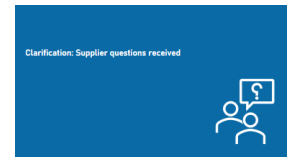
To explain the general requirements following from PCP guidance



To explain the tender submission and present core files



Discuss answers to supplier questions received



Q&A with participants





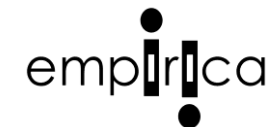
Presenters



Maria Colomé
Project Manager



Klaus Piesche
Senior Research Consultant

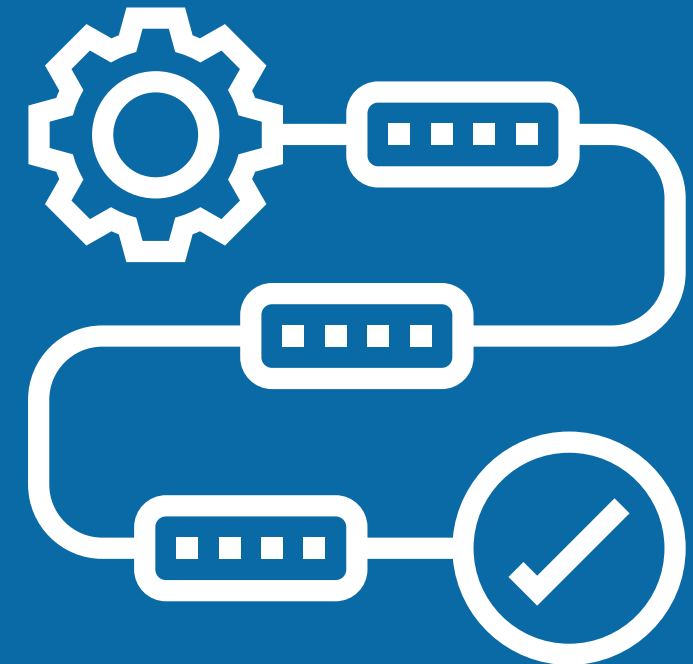


PCP Process and core terms

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

>>PCP Process and core terms

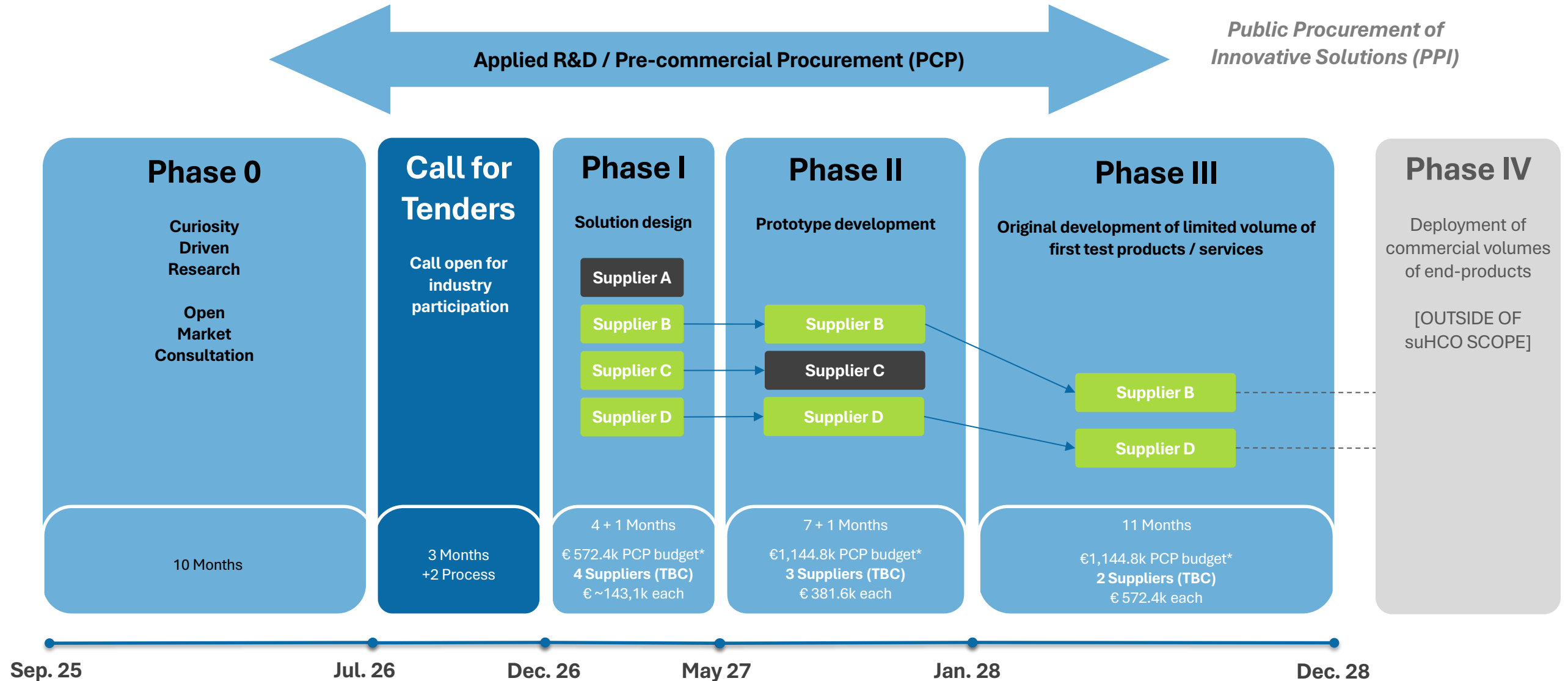
Tender Summary
Tender submission
Next steps



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, not a grant

Financial offers are requested for each phase (up to the ceiling) – Note: excluding VAT

The offer has to include all costs with binding unit prices and a fixed total price (including taxes if applicable)

The payment to contractors are centralized through the Lead Procurer (CSC)

More detailed information for phase II and III offers will be provided in the call-off.

Type	Phase I	Phase II	Phase III
Maximum total budget per phase (VAT included)	572,400 €	1,144,800 €	1,144,800 €
Expected number of contractors to be funded	4	3	2
Maximum budget per contractor (VAT included)	143,100 €	381,600 €	572,400 €
Duration of the phase	4 months	7 months	11 months

PCP Tendering | Core requirements for Suppliers

PCP Process and terms

ELIGIBILITY CRITERIA

- ▶ Tender is restricted to entities **established in EU Member States and Horizon Europe Associated Countries***
 - 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 via Catalan Procurement Platform (see Section 4.1 of TD1)

Submission deadline: 9 October 2026 –14:00 Barcelona local time (section 2.2 in TD1)

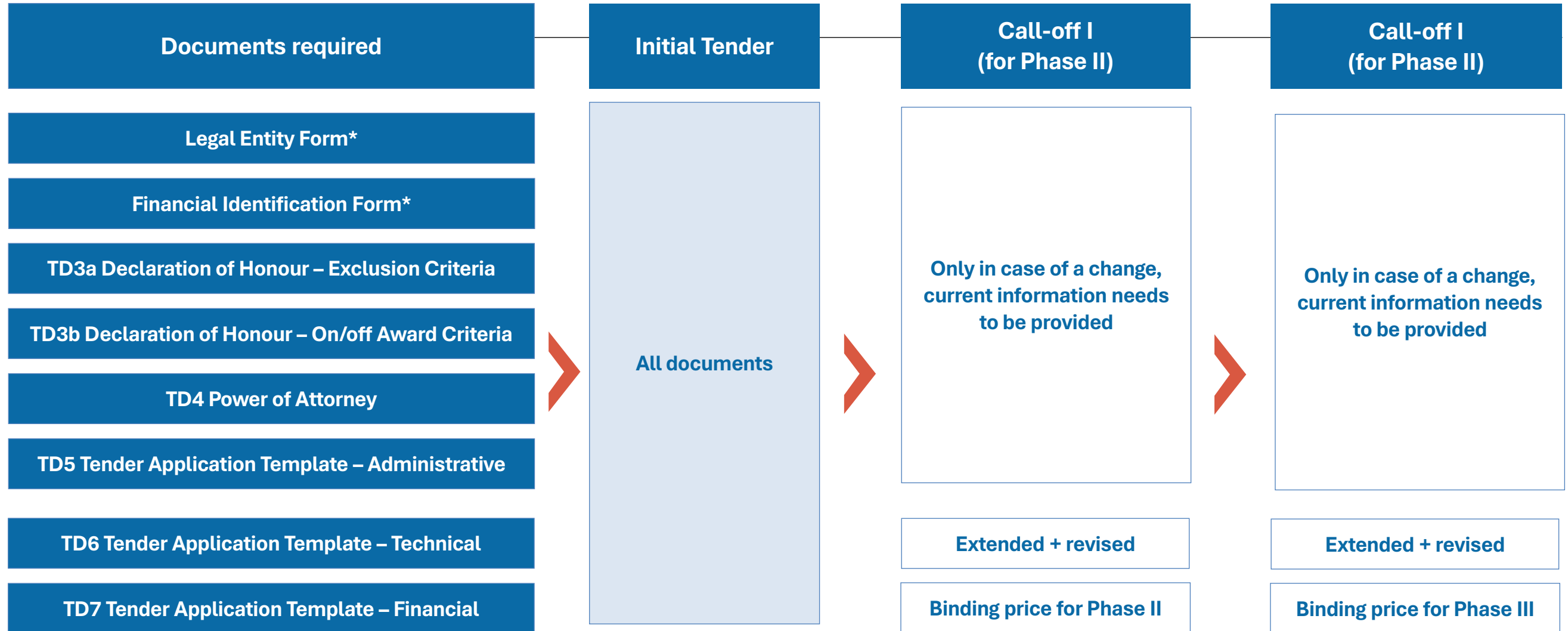
Official language is English

Suppliers keep IPR if you exploit results

As consequence of retaining IPR: Offer **MUST** provide financial compensation for the value of the IP

PCP Tendering | Call-offs

Call-offs occur at the end of Phase I and II to select the best suppliers for the following phase



Tender Summary

Overview of Tender Documents

>> Tender Summary

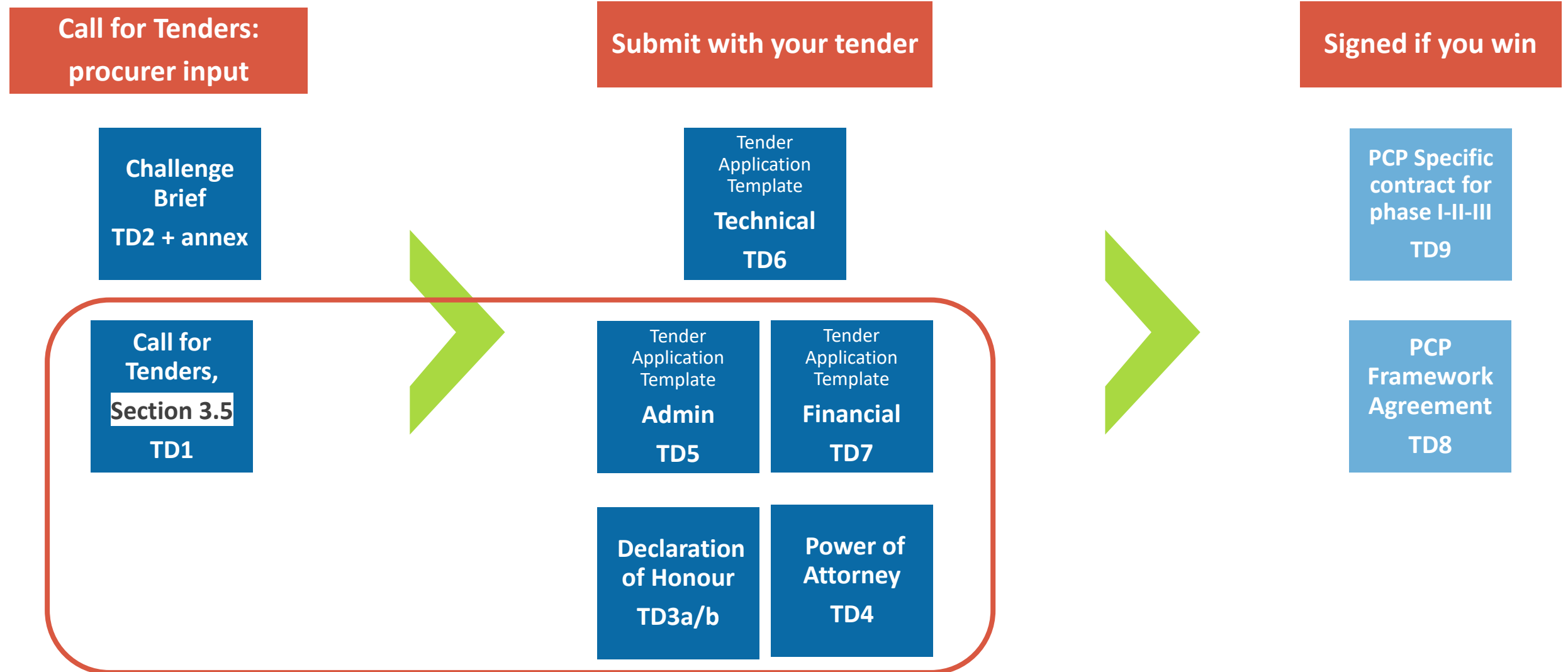
PCP Process and core terms

Tender submission

Next Steps



Tender documents (TDs) overview



Tender submission

TD1 describes what is required

TD3-7 implement the description

PCP Process and core terms

Tender Summary

>>**Tender submission**

Next steps





Documents to be submitted by tenderer

See Table 15 of Call for Tenders (TD1) for full detail

Documents required	Content	By whom	Call for Tender (TD1) Section
Legal Entity Form*	Legal capacity	Lead tenderer and all members of the group	Section 4.2
Financial Identification Form*	Banking details	Lead tenderer	Section 4.2
TD3a Declaration of Honour – Exclusion Criteria	Exclusion criteria + subcontractor statements	All, including subcontractors	Section 3.2 + 3.1.2
TD3b Declaration of Honour – On/off Award Criteria	Compliance with on/off criteria	Lead tenderer	Section 3.4.1
TD4 Power of Attorney	Acceptance of joint/several liability	All members of the group	Section 3.1.1
TD5 Tender Application Template – Administrative	Identification + Selection Criteria	1	Section 3.3 + 4.2
TD6 Tender Application Template – Technical	Technical offer (Award Criteria)	1	Section 3.4.2 + 4.3
TD7 Tender Application Template – Financial	Financial offer (Price)	1	Section 4.4

TD5

TD7

* Via Link to official EC source, single form for LEF and FIF.



How to submit documents

See section 4.1 in TD1

CHECKLIST FOR SUBMISSION OF TENDERS

▶ Table 11 in TD1

Document title	Format	Page Limit	Searchable	Signature
TD3a Declaration of Honour – Exclusion Criteria	PDF	-	-	Yes (digital or signed)
TD3b Declaration of Honour – On/off Award Criteria		-	-	
TD4 Power of Attorney		-	-	
TD5 Tender Application Template – Administrative		-	Yes	
TD6 Tender Application Template – Technical		See Template	Yes	
TD7 Tender Application Template – Financial		-	-	
TD7 Tender Application Template – Financial	xlsx format and PDF	-	-	



How to place / name documents?

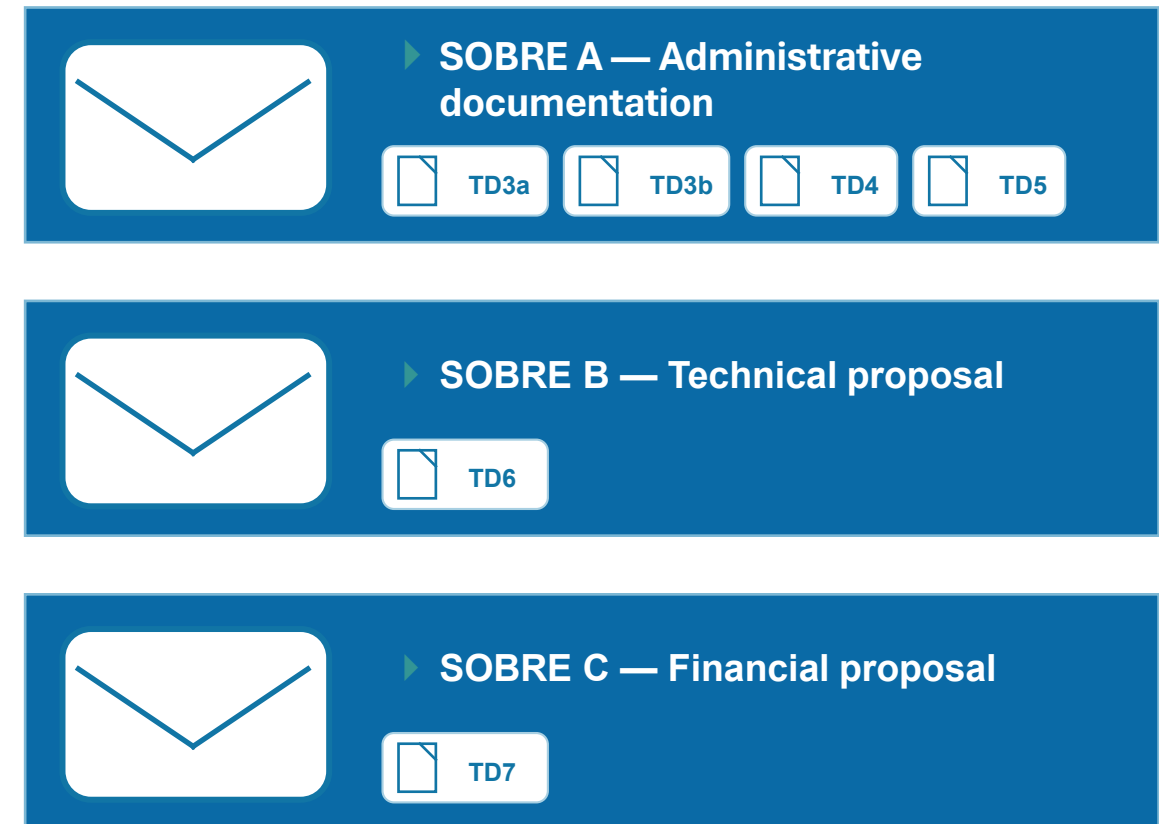
Please follow the conventions, easier for you to track + easier for us to track = fewer misunderstandings

NAMING

- ▶ Distinctly separate and digitally signed files (e.g. legal forms) should *not* be combined or embedded (as it invalidates digital signatures and complicates the evaluation process).
- ▶ All files should include the ‘tender identifier’ (e.g. an acronym such as ‘mysuHCOsolution’) and the file identifier (e.g. TD3a) followed by some descriptive detail (e.g. DoH Mycompany) resulting in a string (‘mysuHCOsolution TD3a DoH Mycompany’).

SUBMISSION ON CATALAN TENDER PLATFORM

- ▶ Upload three separate envelopes





TD5 Tender Application Template - Administrative

The main purpose is identification and documentation of the consortium

TD5 ADMINISTRATIVE TENDER CONTENT

- ▶ Application template is as simplified as possible
- ▶ Section 2 provide the template to describe the tenderer
- ▶ Section 3 provides compliance with selection criteria

1 Name of the legal entity (copy and paste this table as many times as needed)	
Briefly describe the activities to be performed by this entity	
VAT number or national equivalent	Provide the entity's VAT registration number (if not applicable complete N/A)
Type of tenderer	Select: Lead Contractor / Co-contractor / Subcontractor
Website URL	
Contact details of the authorised signatory	
Name	
Job title	
Email	
Contact details of coordinating person (can be different from the authorised signatory)	
Name	
Job title	
Email	



Tender Application Template Administrative Section

TD5

List of participants

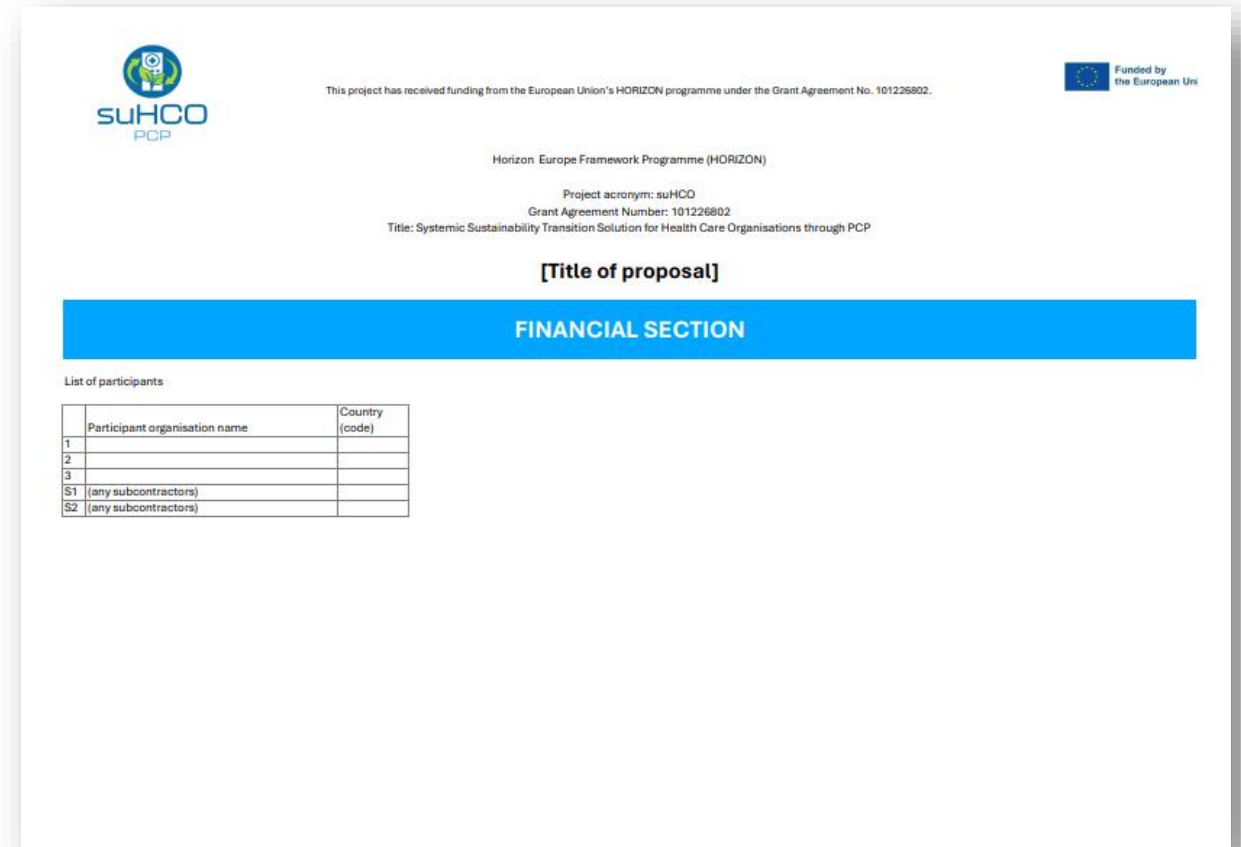
Participant No.	Participant organisation name	Country (code)
1 (Coordinator)		
2		
3		

TD7 Tender Application Template - Financial

The tender must include a detailed financial offer (TD7)

TD7 CONTENT

- ▶ Binding unit prices
 - New units with their respective prices are allowed for Phases II and III
- ▶ Price breakdown including
 - Price for R&D services
 - Price for supplies of products
 - Location/country for each activity
- ▶ Financial compensation valuing the IPRs
- ▶ Prices
 - Fixed total price for Phase I
 - Indicative prices for Phase II+III



The image shows a template for the Financial Section of a tender application. It includes the suHCO PCP logo, a funding statement from the European Union's HORIZON programme, and a table for listing participants. The title of the proposal is indicated by a bracketed space.

 This project has received funding from the European Union's HORIZON programme under the Grant Agreement No. 101226802.  Funded by the European Union

Horizon Europe Framework Programme (HORIZON)

Project acronym: suHCO
Grant Agreement Number: 101226802
Title: Systemic Sustainability Transition Solution for Health Care Organisations through PCP

[Title of proposal]

FINANCIAL SECTION

List of participants

	Participant organisation name	Country (code)
1		
2		
3		
S1	(any subcontractors)	
S2	(any subcontractors)	



PSCP Portal

 **Plataforma de Serveis de Contractació Pública**

Support ▾ EN ▾



Home | Presentation | Contractor profiles | Bidding companies | Subscriptions | Notices

Home > Contractor profiles > Consorci de Salut i d'Atenció Social de Catalunya > Systemic Sustainability Transition Solution for Health Care Organisations through PCP (suHCO)

Systemic Sustainability Transition Solution for Health Care Organisations through PCP (suHCO)

Expedient code: suHCO

NOTICE BOARD (4) **SEND QUESTION** SIGNING CONTRACTS

Preliminary market consultation

Prior announcement

Tender announcement

Expedient under assessment

Adjudication

Formalisation

Execution

Cancellation / Declaration of unsuccessful bid

Initial publication 

Phase Precommercial Purchase Phase 1: Phase I - Call for tender ▾

Description of the reference: Envelope A is reconfigured so that all documentation is submitted as a single document, as specified in the tender documents, and an economic operator guide is added in "Documentation".

 **Presenting an offer** ↗

Evidence of publication
PDF JSON Time stamp

Procurement entity ^

PSCP Portal

We have created a [guide](#) to help you navigate through portal and submit your tenders

GUIDE

- It provides practical instructions on how to access the tender and complete the submission process in line with the platform's requirements

Additional information

Publication date of the announcement: 07/08/2026 09:20

Documentation

Sheet of administrative clauses:	See_other_documents.pdf
Sheet of technical specifications:	See_other_documents.pdf
Justifying contract memorandum:	See_other_documents.pdf
Document approving the expedient:	See_other_documents.pdf
Other documentation:	suHCO_TD0_Tender_in_a_Nutshell.pdf suHCO_TD1_Call_for_Tenders.pdf suHCO_TD2_Challenge_Brief.pdf suHCO_TD3a_Declaration_of_Honour_Exclusion_Criteria.docx suHCO_TD3b_Declaration_of_Honour_On_off_Award_Criteria.docx suHCO_TD4_Power_of_Attorney.docx suHCO_TD5_Administrative_application_template.docx suHCO_TD6_Technical_Application_Template.docx suHCO_TD7_Financial_Application_Template.xlsx suHCO_TD8_Model_Framework_Agreement.pdf suHCO_TD9_Model_Specific_Contracts_(Phases_I-III).pdf Economic operator guide tender submission.pdf

3 Accessing the PSCP Platform

This section explains how to access the Public Procurement Services Platform (PSCP) and the dedicated page of the suHCO project.

3.1 Language

All links included in this guide are provided in **English**. If the platform opens in another language, you can change the language by selecting English from the language options in the top-right corner of the page.



Funded by the European Union's Horizon Europe PCP Programme under Grant Agreement n° 101226802. 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 (HDEA). Neither the European Union nor HDEA can be held responsible for them.

suHCO – Economic Operator Guide



3.2 How to find the tender

3.2.1 Option 1: Direct access through the link

Access the tender directly through the following link:
<https://contractaciopublica.cat/en/detall-publicacio/d207dc01-f72c-4f5f-8599-cf286cac7f1c/300807810>

Clarification: Supplier questions received



Questions follow-up

In phase II, will each of the three selected suppliers test its prototype in only one procurer region, or will each prototype be tested across wales, catalonia and treviso? Should tenderers indicate a preferred region for prototype testing in TD2, or should the proposal remain location-agnostic? Finally, what level of in-person presence and associated travel should suppliers anticipate during prototype testing in phase II and pilot implementation in phase III??

- ▶ No, in phase II each prototype will be tested at every single procurer sites and likewise in phase III, pilot testing will be expected to take place in every procurer site, and more details will follow as we progress through phases.
 - ▶ We advise setting aside travel costs into budgeting for prototype and pilot site testing (Phase II and III) which requires in person presence. Concrete steps about prototype testing will be followed after.
-

Questions follow-up

TD0 refers to a 90/10 quality/price weighting, while section 3.5 of TD1 states 80/20. Which weighting applies?

▶ **Answer:** The applicable quality/price weighting is **80/20**.

After the 18 september deadline for questions, can tenderers still contact the buyers group for technical support related to submission format, attachments or the tender portal?

▶ **Answers: Yes.** Technical questions related to the submission process can be raised up to the day of submission

Next steps and Q&A

PCP Process and core terms
Tender Summary
Tender submission
>> **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)
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Tender training event: II	21 September	10.00 - 11.30 (CET)
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Open sessions for questions	TBD	TBD	Open
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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 ▼ Di

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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PCP