

How Northern Ireland is creating better conditions for SMEs through PCP

Elaine Colgan
Department of Health (NI)



Department of
Health

An Roinn Sláinte

Mánnystrie O Poustie

www.health-ni.gov.uk

Pre-commercial Procurement (PCP)

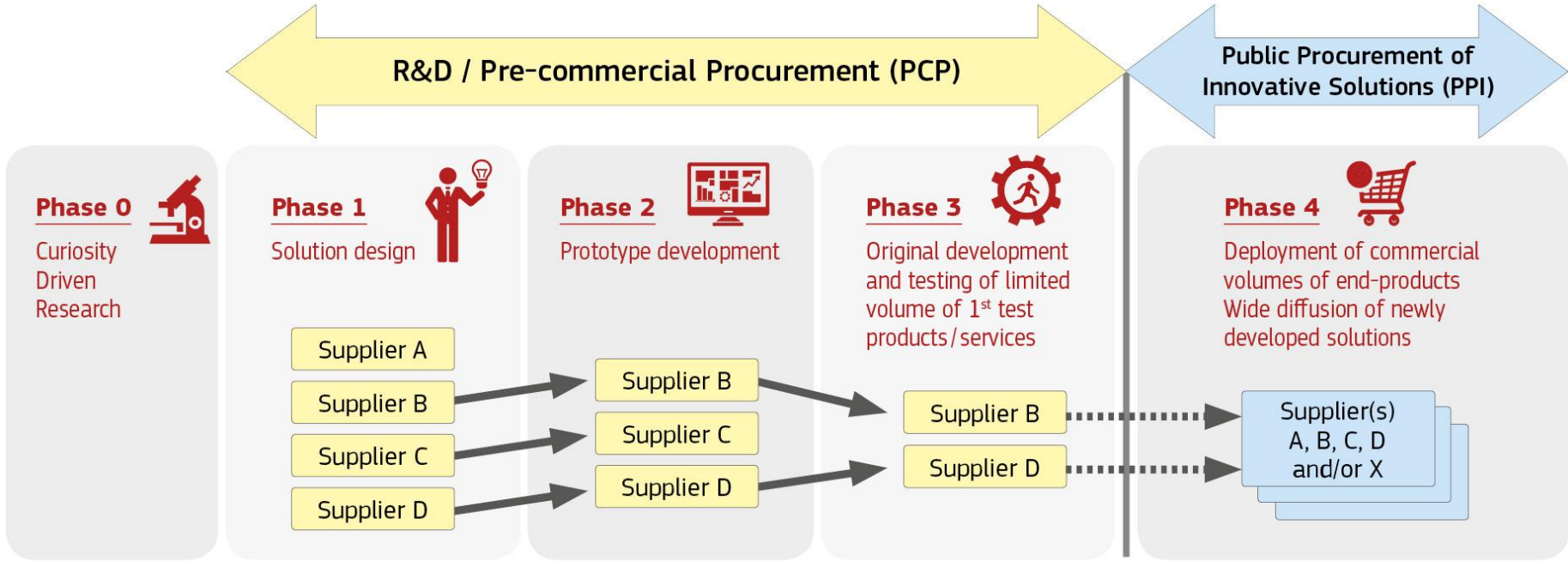
Procurement not grant

- Find & eventually procure novel solution to existing problem
- Encourage creation of solutions which meet policy objectives

Development Contracts

- 100% funded R&D (2 phases – Proof of concept, prototype) Not covered by OJEU
- **Operates under procurement rules rather than state aid rules**

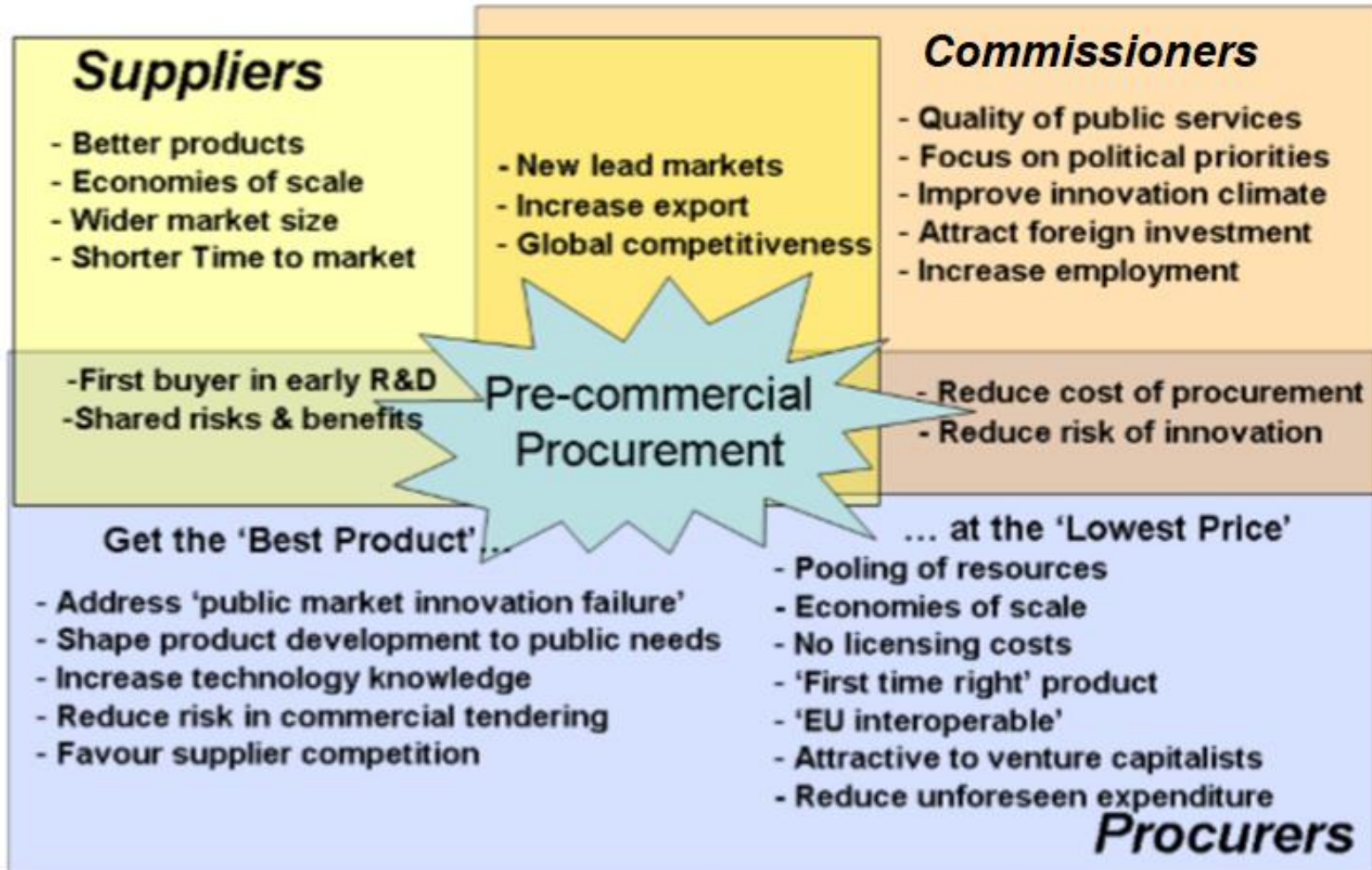
PCP PROCESS



Today's Workshop will showcase

- The benefits of PCP and how it is used to address Public Sector needs, through innovative solutions developed by the SME sector in Northern Ireland.
- How the Public Sector can create better conditions for SMEs by bridging the seed funding gap through PCP.
- How SMEs can create and retain intellectual property that will be commercialised to deliver business growth.

Why use PCP?



Thank You

Elaine Colgan@Health-ni.gov.uk



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MAGIC Pre-Commercial Procurement : Impact on Post Stroke Rehabilitation

Julie-Ann Walkden

Deputy Commissioning Lead Belfast &
Regional Stroke Network Coordinator

MAGIC-PCP Co-ordinator

HSCB



- Mobile Assistance for Groups & Individuals within the Community – Stroke Rehabilitation
- Horizon 2020 - PHC-27 PCP call – “Self-Management of Health & Disease & Patient Empowerment Supported by ICT”

<http://magic-pcp.eu>

This Project has received funding from the
*European Union's Horizon 2020 Research and
Innovation Programme* under grant agreement
No 687228



What is MAGIC?

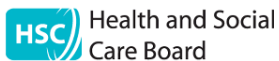
MAGIC – Mobile Assistance for Groups & Individuals in the Community.

MAGIC is a European wide Pre-Commercial Procurement (PCP) focused upon creating innovative technology;

Transforming services for people post stroke to improve physical function and personal independence



Buyers Group



Project support



Observer states

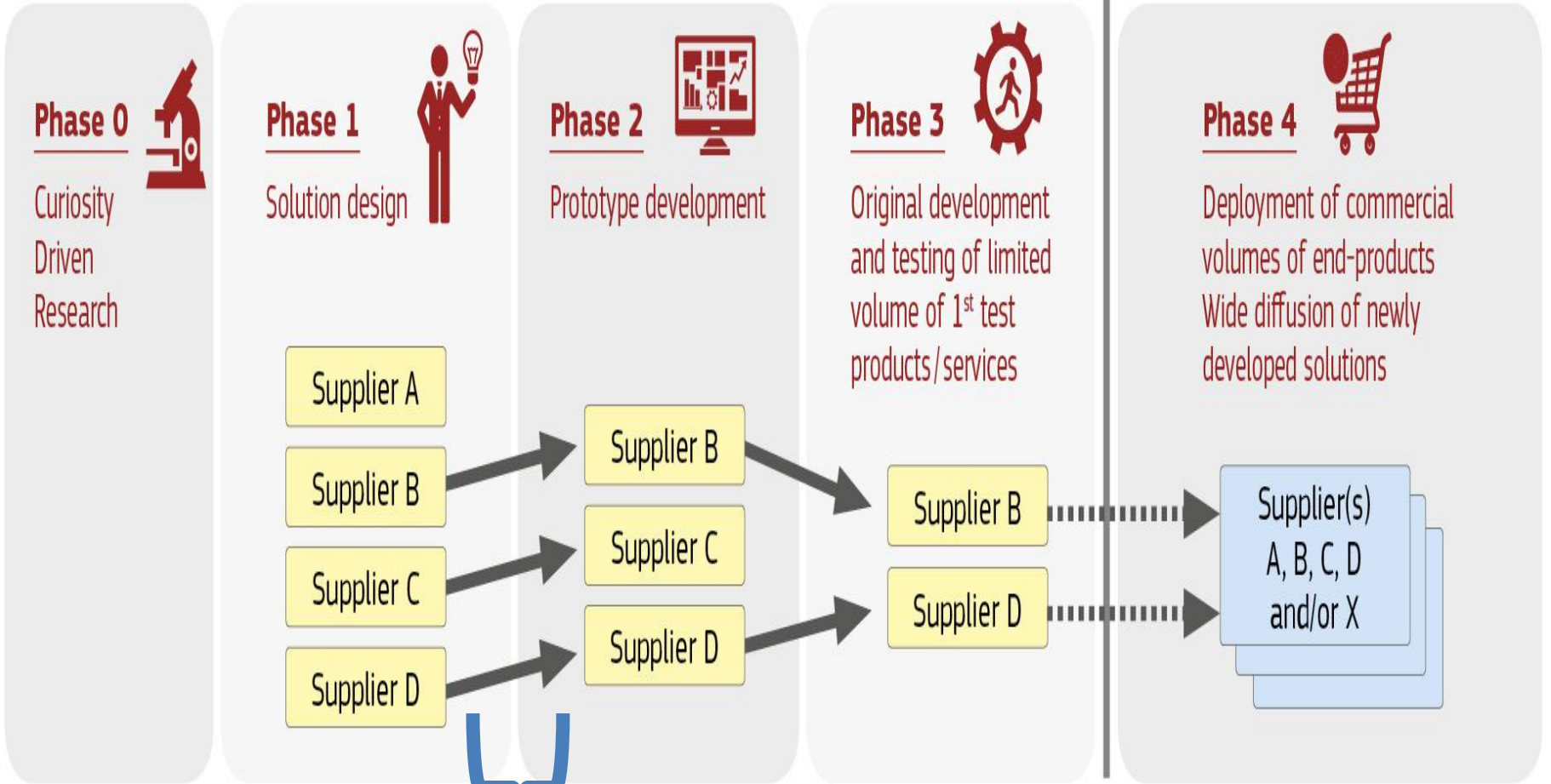
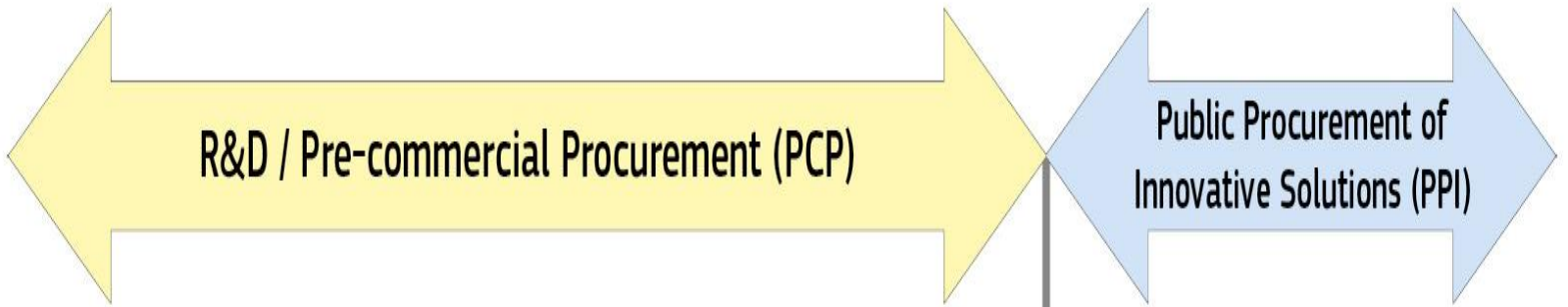


Project funded in the framework of Horizon 2020
DG for Communications Networks, Content and Technology
Sustainable and Secure Society - Health and Well-being -

PCP Enabling Innovation in Health & Social Care Northern Ireland & Italian Healthcare

- Driving targeted change to:-
 - Address real & defined issues
 - Help more service users with less resource ... efficiency
 - Be more effective
 - Allow creativity to shine ... co-creation between industry and frontline practitioners
 - New solutions for a new era





Phases 1 & 2 Combined in SBRI

Our Goal...

- To develop new, innovative technology based solutions that **improve physical function and thus personal independence, within the first six months following the onset of stroke.**

magic

Our Consortium...



LUXINNOVATION



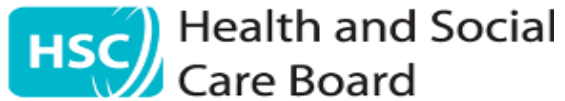
Centre for Health & Technology



Agència de Qualitat
i Avaluació Sanitàries de Catalunya

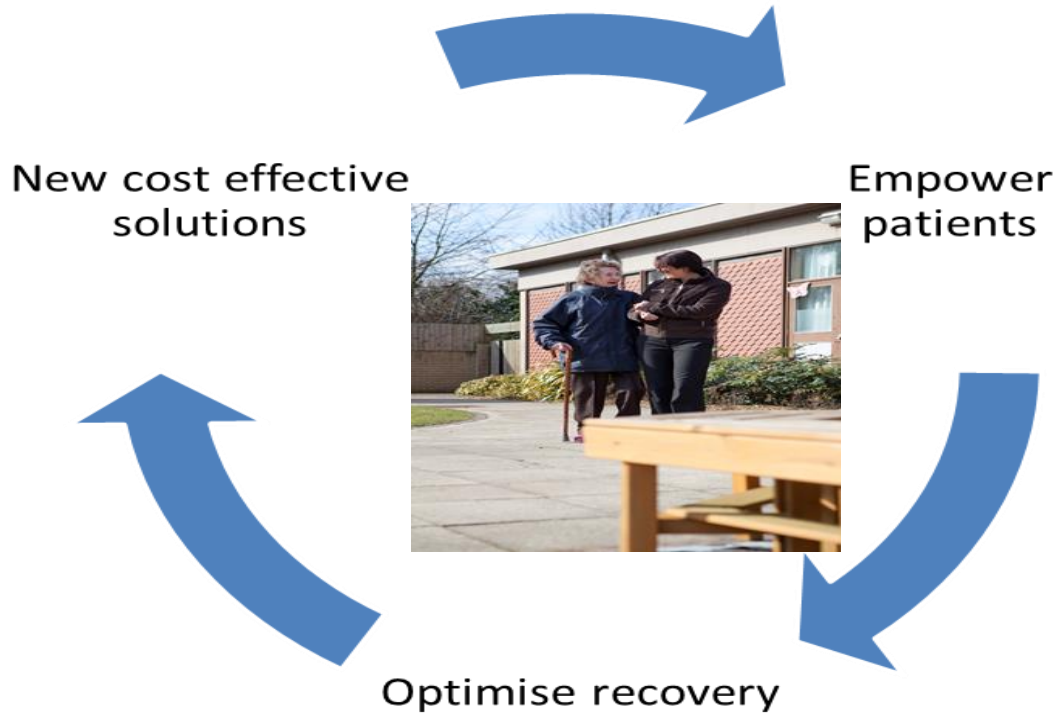


Our Buyers Group



magic

What impact does MAGIC aim to achieve?



Buyers Group



Project support



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How will MAGIC achieve this?



Buyers Group



Project support

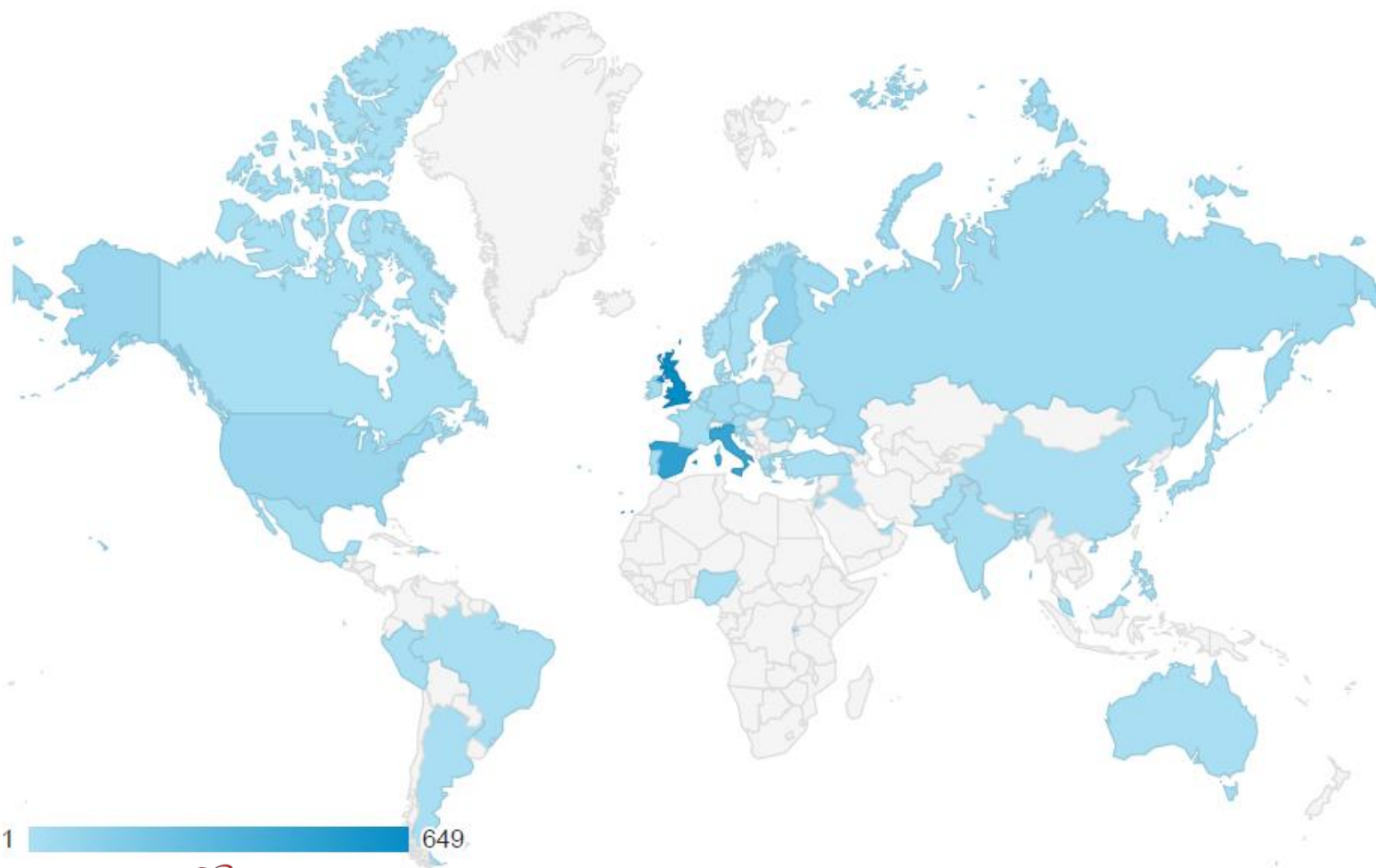


Observer states



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Worldwide Interest...



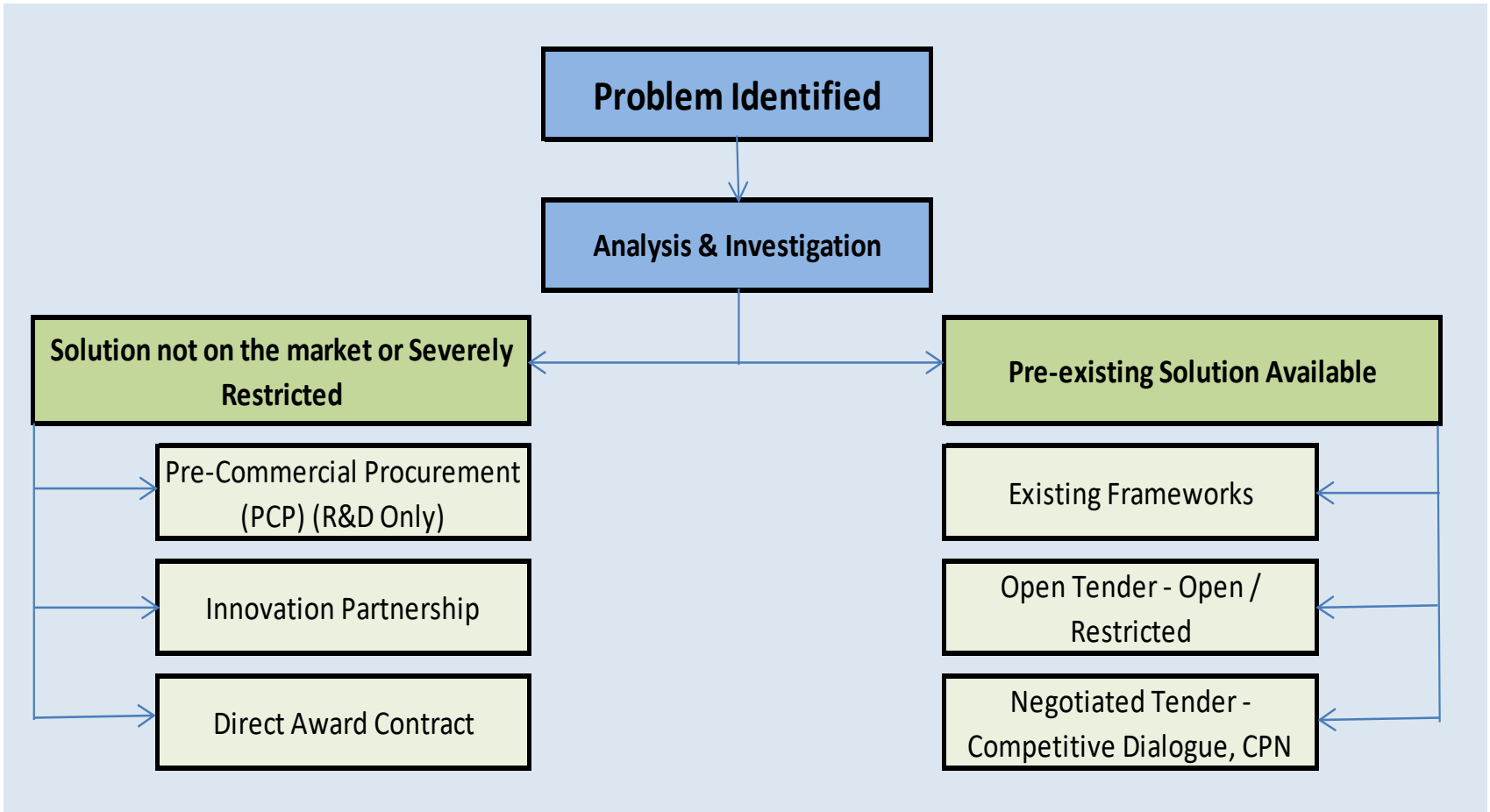
magic

This is the Procurement of Innovation...

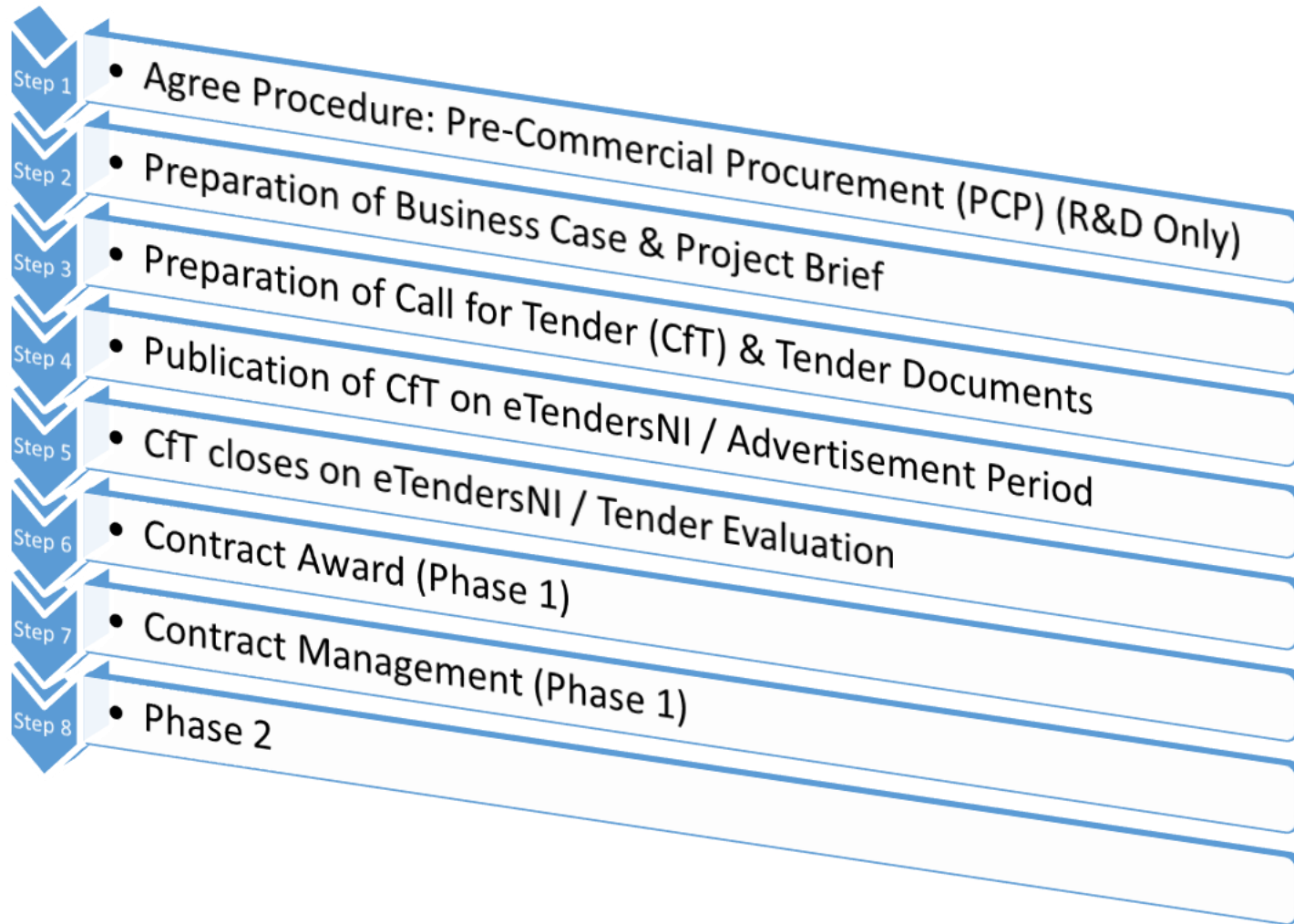


Pre-Commercial Procurement (PCP) Process Map

1. Procurement Decision Process (Overview)



2. Pre-Commercial Procurement (PCP) Process Flow – Phase 1



EC fund 70% of MAGIC...

		Minimum Number Providers	euro innovation award	Total
Phase 1	Solution development	7	€ 60,000.00	€ 420,000.00
Phase 2	Prototyping	4	€ 105,700.00	€ 422,800.00
Phase 3	To scale trial by 3 suppliers in 2 EU States	3	€ 930,000.00	€ 2,790,000.00
			TOTAL	€ 3,632,800.00
	In PCP Project MAGIC the EU funds will directly & fully fund the PCP-Costs			



What has MAGIC completed to date?

February 2017

8 successful suppliers from across Europe were awarded MAGIC Phase 1 contracts to design solutions.

All 8 suppliers were assigned a Go-To Clinician in a Northern Ireland Trust and in Italy for their expertise to assist in prototype design.

June 2017

Suppliers showcased their final Phase 1 solutions to the Buyers Group and Italian Clinicians in Chieti, Italy.

November 2017

4 of the 8 Phase 1 suppliers were awarded a Phase 2 contract and started prototype development:



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November 2017 - Suppliers started Phase 2 Prototype development. Each supplier was assigned a Go-To Clinician and a Trust Research Manager for advice with trial planning.

April 2018 - Suppliers showcase Phase 2 solutions in Chieti, Italy to the Buyers Group and Clinicians

April 2018 - Phase 2 close

October 2018 - Phase 3 commence with 3 successful suppliers participating for 18-months. Feasibility Study/ to-scale field trial

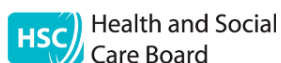
January 2019 – First post-stroke patients recruited

September 2019 – Off-boarding patients

March 2020 – Final Dissemination Conference in Ancona Italy

May 2020 - Close

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Project support



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PHASE 3 – Three Feasibility Studies

Each Study has One Zone in Northern Ireland & One Zone in Italy

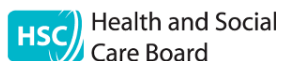
Feasibility Studies have full Research Governance & Ethics Approval

Up to 150 participants per Zone – Potential for up to 900 Patients to Benefit. However, unlikely to recruit to this level.

Clinician Involvement and Co-Creation

All 5 of the Northern Ireland Health and Social Care Trusts are equally involved
South Eastern Trust & Belfast Trust - Corehab
Northern Trust - Camlin
Southern & Western Trusts – Tech-4-Care

Buyers Group



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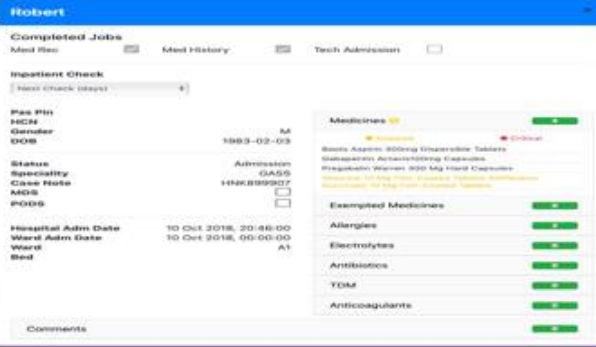
Healthcare Analytics



- Formed Sept 2016
- Exclusive to Healthcare transformation
- Software solutions for front line operational staff
- Specialist skills in data analytics and IoT
- ABC Best Digital Innovation Award 2017
- Ulster University Award for Innovation 2019



Our SBRI Projects



Robert

Completed Jobs
Med Res: Med History: Tech Admission:

Inpatient Check
[Most Check: 10/20/18]

Reg Pin: [REDACTED]
NCCF: [REDACTED]
Gender: MA
DOB: 1983-02-03

Status: [REDACTED] Administration: GASS
Specialty: [REDACTED] Case Note: HNRBS927
MDS:
PDS:

Hospital Adm Date: 10 Oct 2018, 20:46:00
Ward Adm Date: 10 Oct 2018, 00:00:00
Ward: 61

Comments

Medicines

- Roche Aspirin 300mg Uncoated Tablets
- Schering Plough Atenolol 50mg Tablets
- Roche Aspirin 300mg Uncoated Tablets
- Roche Aspirin 300mg Uncoated Tablets
- Roche Aspirin 300mg Uncoated Tablets
- Roche Aspirin 300mg Uncoated Tablets

Exempted Medicines

- Allergies
- Electrolytes
- Antibiotics
- TDM
- Anticoagulants

FAST

Optimised Deployment
of Pharmacy Staff



200
150
3 Weeks

Consultant Book

Admitted from independent
Practice

Admitted following
Admitted following

Admitted following

Mario

Waiting List Management
for Specialist Services



Top 4 Reasons for Failure



BASED ON ANALYSIS OF 101 STARTUP POSTMORTEMS
Top 20 Reasons Startups Fail

