

# PUBLIC PROCUREMENT OF INNOVATION



# TELEA-Homecare Technology Platform



The platform has been used to service patients suffering acute Chronic Obstructive Pulmonary Disease

€2,635

Average annual savings per patient

€13,673,190

Average potential estimated annual savings\*

\*Considering 5,187 patients diagnosed with COPD in the high complexity level in Galicia 31/12/2015

13%

Decrease in mortality

97%

Of patients agree it has improved their access to healthcare

3.1

Fewer primary care visits per patient

**Persist!**

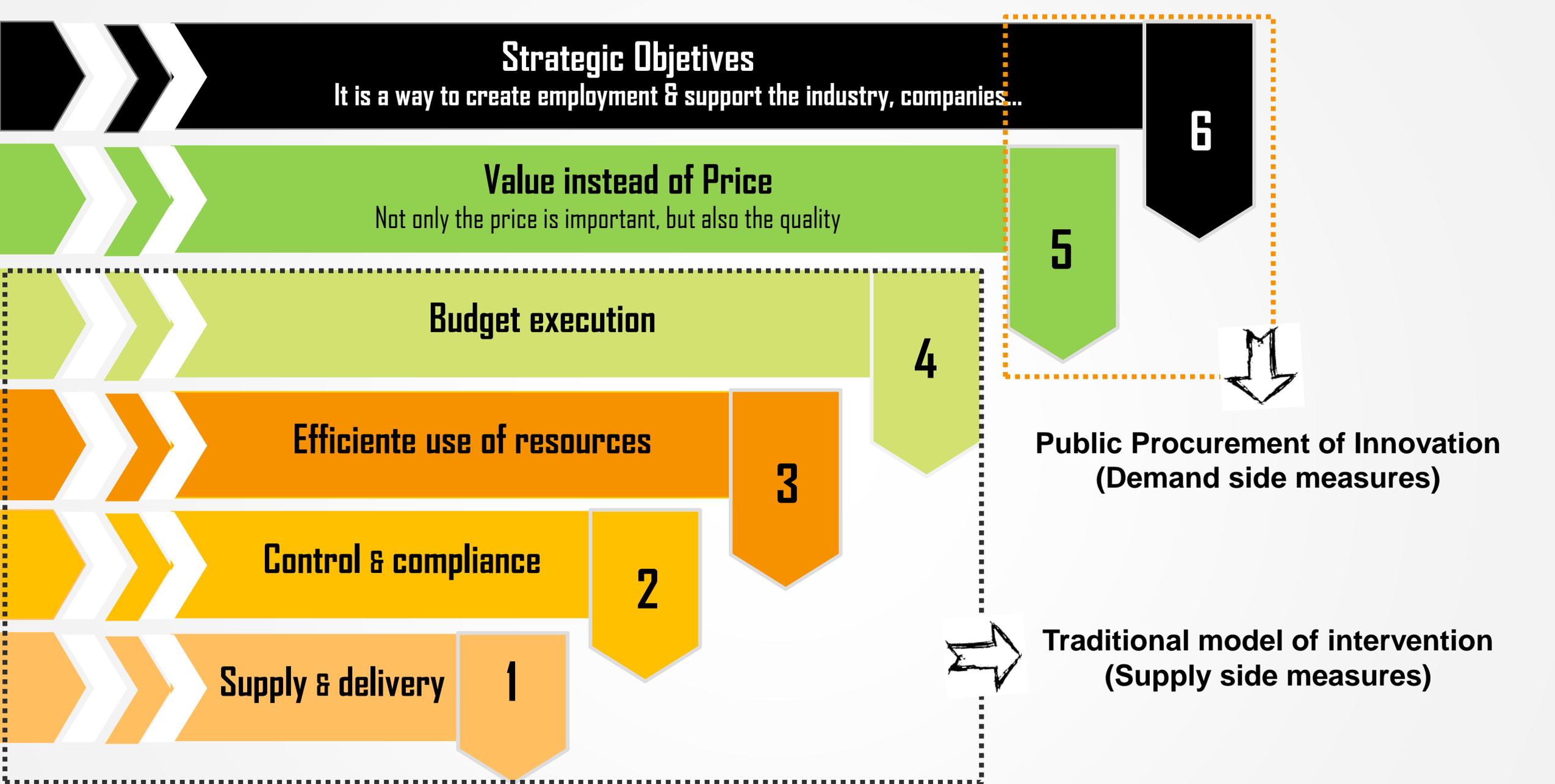
**Insist!**



**And never desist!**

**We are all invited to be part  
of the change**





**Evolution of Public Procurement Systems**

**Evolution of Innovation Policies**



# ¿WHAT IS PUBLIC PROCUREMENT OF INNOVATION?

# PUBLIC PROCUREMENT OF INNOVATION



Solves the "supplier's dilemma"

is an initiative to encourage the development of innovative markets through public procurement

# We have been talking about it during the whole conference!

**“Making value for money”**

**“Reduce barriers doing business with the government”**

**“Dialogue between suppliers and contracting authorities”**

**“Market research”**

**“Empowerment of SMEs”**

**“Sustainability and cost savings”**

**“Include the focus on users”**

**“Life cycle cost”**

**“Transparency”**



# What is not the PPI?

**Not a new type of contract**

**Not a new procedure of adjudication**

**Not a technology platform**



**Not a new contracting process**

**Not buying innovative products or services that already exist**



But.....Do we really know which are the implications of the PPI?

**Change the CHIP**

# CHALLENGES FOR BEING PPI

## INNOVATIVE

Product or service that does not exist in the market

## R+D

Development of R & D is required with the supplier

## SCALABILITY

The solution can be replicated in other entities of the state

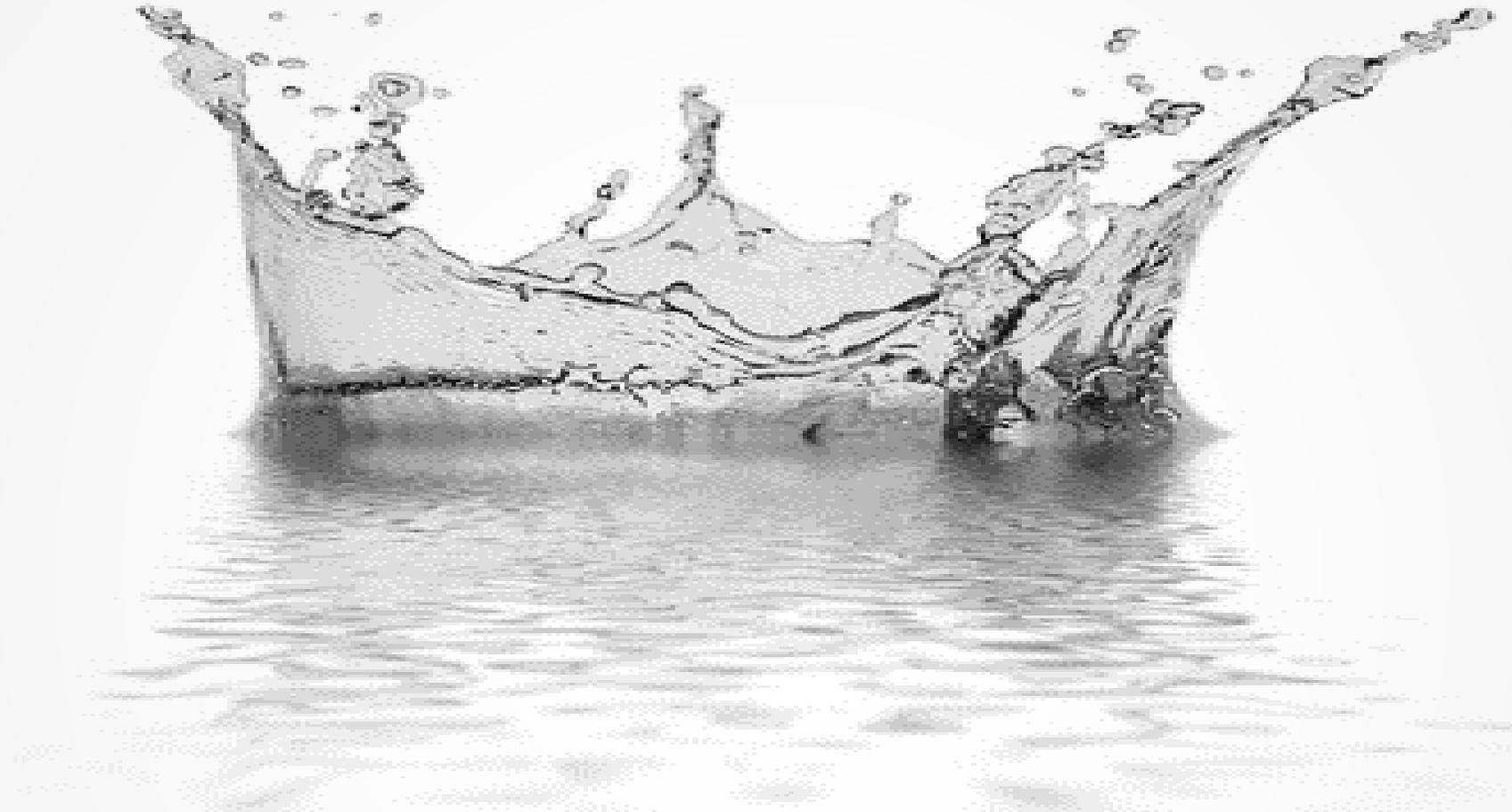
## CO-DEVELOPMENT

Joint development between the offerer and the buyer

## INTERNATIONALIZATION

Intellectual property rights are able to open new markets



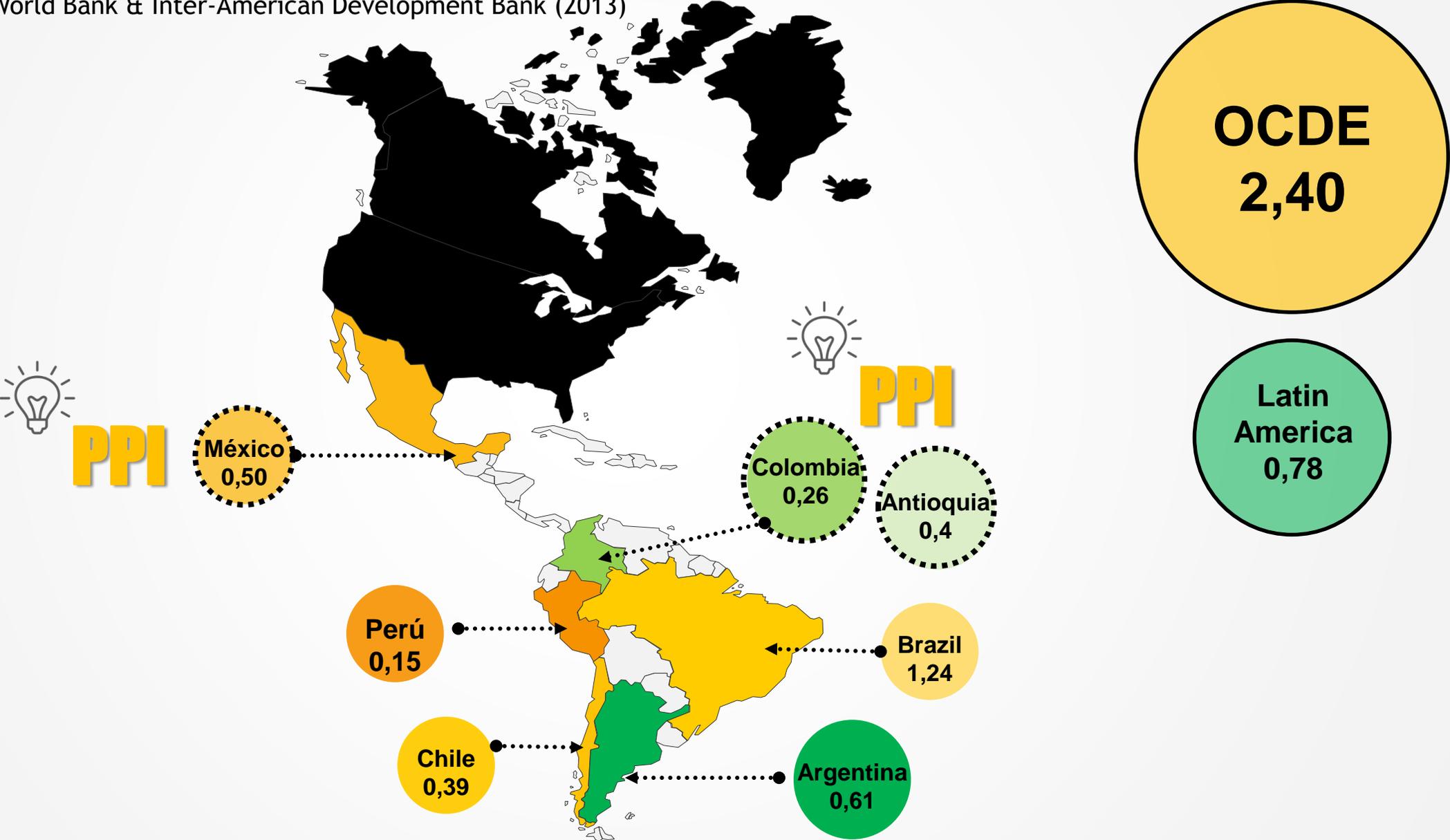


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# MACRO IMPACT OF PPI

# INVESTMENT IN R&D (% of GDP)

Information from World Bank & Inter-American Development Bank (2013)



# THE IMPACT OF A PPI IMPLEMENTATION IN COLOMBIA & ANTIOQUIA & MÉXICO

INVESTMENT of 1% of Public Procurements as binding expenditure in PPI for 2018

The rise in public procurement on R&D as % of GDP would be...

Colombia

34,7%



Antioquia(Co.)

23,1%



México

11,3 %



# 8 REASONS TO SUPPORT PPI



## PRUCURERS

1) Saving



2) Process Improvement



## POLICY MAKERS

6) Improvement of public services



7) Leading markets



8) Innovative image of the organization



## INNOVATION PROMOTERS

3) Impact on indicators of R+D



4) Open innovation promotion



5) Internationalization of companies





“The PPI make us understand that from the problems it was possible to **capture the talent and turn it into solutions at the service of citizens**”

Javier Quiles, H2050 -IS Coordinator

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**SUCCESS STORIES**



SERVIZO GALEGO de SAÚDE



nova saúde

2015

# Healthcare model change & public savings in Galicia (Spain)

Country: Spain (Servicio Gallego de Salud / Galician Public Healthcare Service)

Sector: Health



90M€

Budget

396

Ideas Martek consultation



33

PPI Contracts



65% local companies

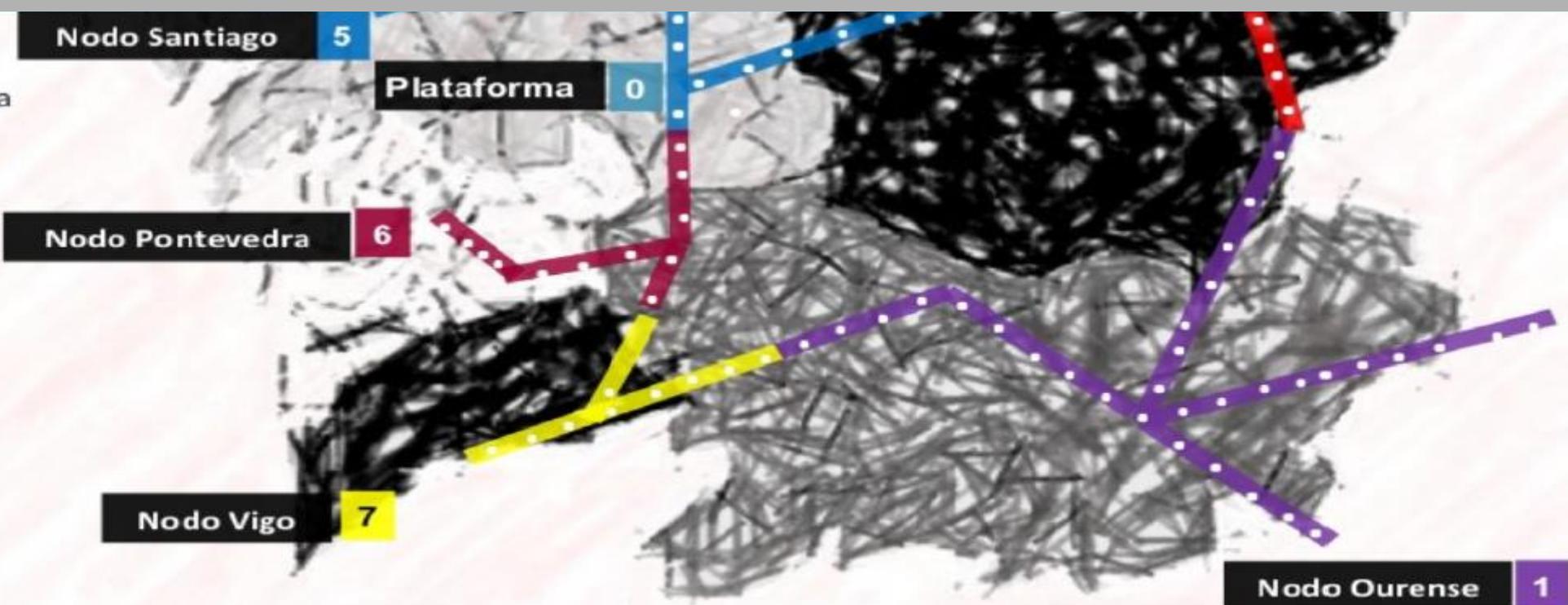
85% SMEs

- Nodo EOXI Our
- Nodo EOXI Lugo
- Nodo EOXI Ferrol



# Innovation Hubs

- EOXI Santiago
- Nodo EOXI Pontevedra
- Nodo EOXI Vigo



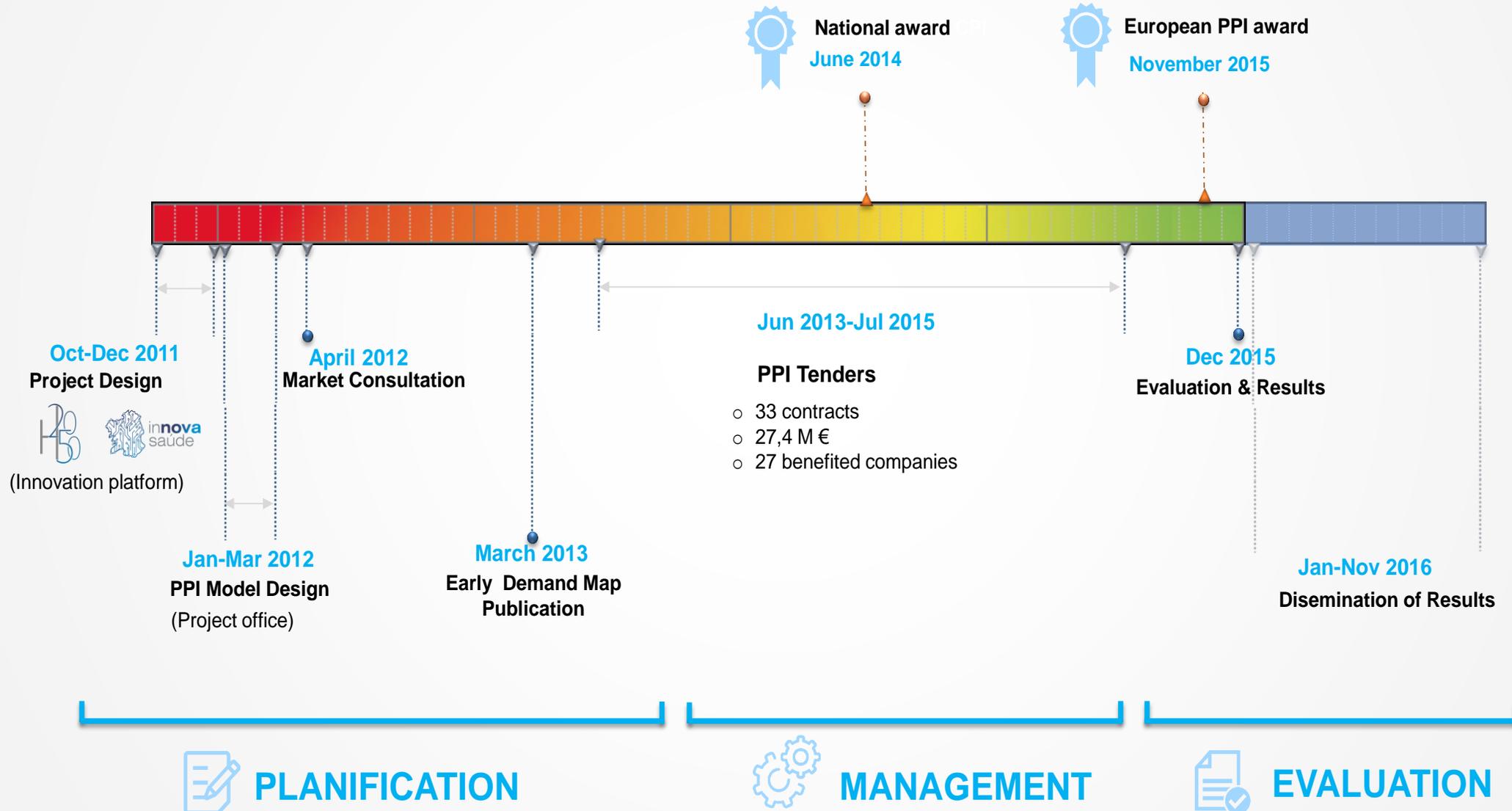
Plataforma 0



Nodo Ourense 1

# Healthcare model change & public savings in Galicia (Spain)

## healthcare innovation plans H2050-Innova Saude/ Timeline





" We have been able to generate a **structural capacity for the city** through a systematic work"

Elkin Echeverri, Director of Planning and Prospective, Ruta N (Medellin)

"Passionate about thinking fast and living slowly"

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# SUCCESS STORIES

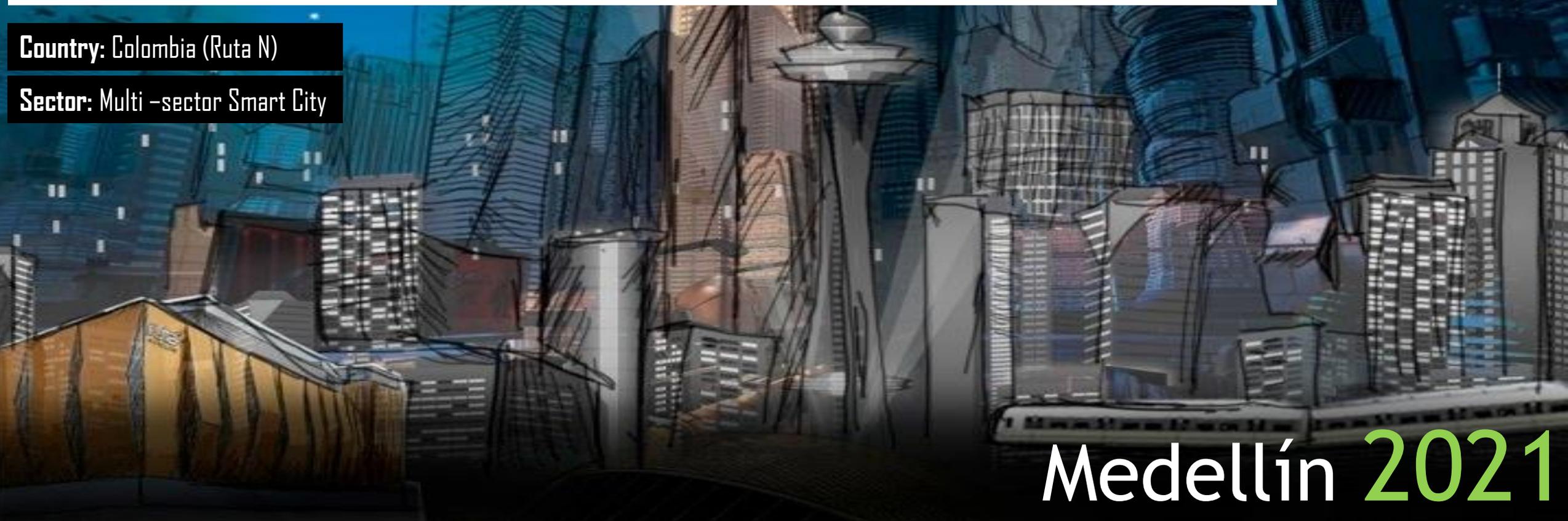
# City commitment to create innovative public organizations:

## PPI capacity development for public and private agents in the city of Medellin



Country: Colombia (Ruta N)

Sector: Multi-sector Smart City



# Medellín 2021

**+ 700**

People trained

**23**



Consultants trained

**4**

Challenges identified



Colombia Compra Eficiente

**ruta<sup>n</sup>**  
MEDELLÍN  
CENTRO DE INNOVACIÓN Y NEGOCIOS



**HOW **  
**START?**

# ROADMAP



Raising awareness

3 months



Capacity building

3 months



Development of PPI system & policies

6 months



Design of PPI pilot projects

12 months

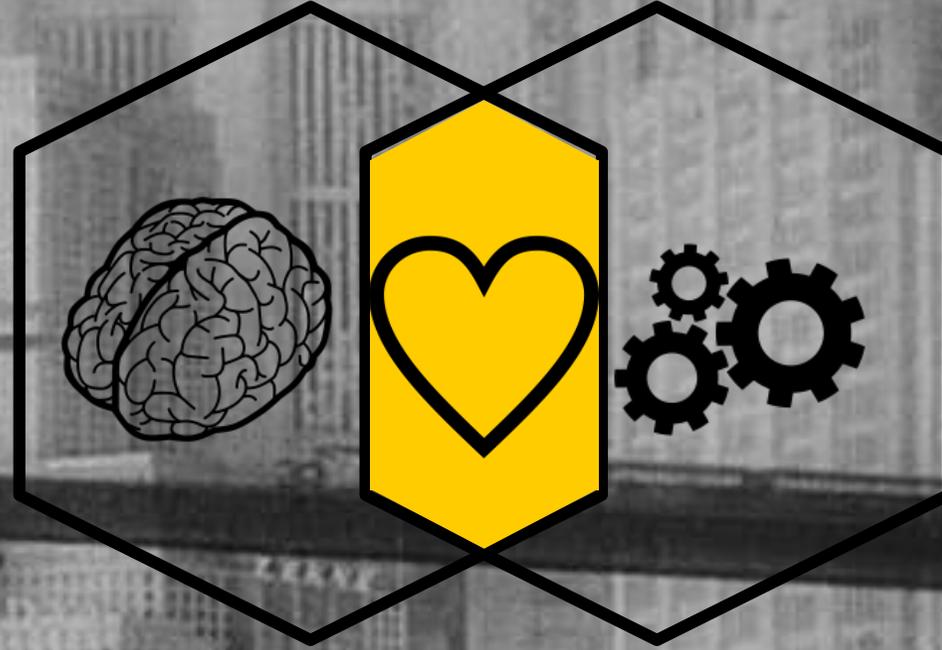


Implementation

12 months



3 years



**The Mediator Between Head and  
Hands Must Be the Heart**

Metropolis, Fritz Lang, 1927

thank you!



*Sandra Sinde*  
*PPI & Open Innovation Manager*



[ssinde@idom.com](mailto:ssinde@idom.com)

Another way

to innovate is possible!!