

P4H Call for External Twinning

Funding Opportunities in innovation procurement

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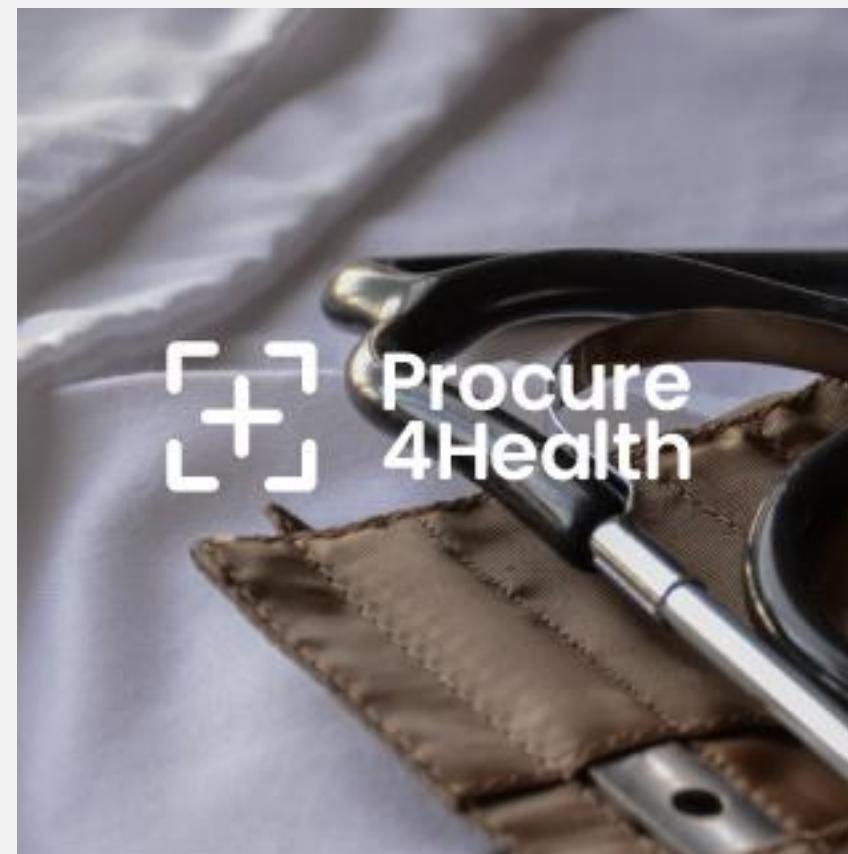




Procure4Health External Twinnings

Procure4Health is inviting public and private healthcare procurers to apply for the 2nd Call for Twinnings to learn about or adopt innovative solutions and procurement methodologies

- Knowledge exchange and capacity building
- Twinnings are proposed in partnerships
- Receive €30k in funding for joint activities

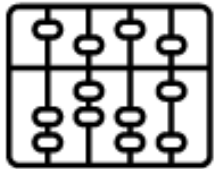




External Twinning Benefits!



The main concept behind twinning is to avoid reinventing the wheel by adopting existing knowledge and current best-practises, enabling partners to learn from existing experiences that have already successfully tackled the same problems and barriers, finding solutions for them, and thus significantly shorten the adoption/implementation time and related costs.



The objective of a twinning can be the transfer of knowledge and experience around a variety of perspectives; around the use of a product or service (e.g., a specific procurement tool), process or methodology (e.g., value-based procurement approaches), strategy (e.g., effective procurement policies), or a procurement business model.

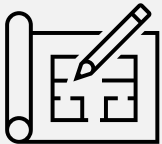




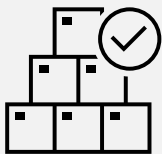
A step back – addressing unmet needs by implementing innovative products or services



R&D and public/private cooperation can take many forms



Forms that must be understood and navigated



Procure4Health offer funding for capacity-building!



Capacity building in Procure4Health



CAPACITY BUILDING



COLLABORATIVE
INNOVATION
PROCUREMENT

Funding for Twinnings, partnerships for knowledge-transfer between procuring organisations

What is our (actual) unmet need?

How do we procure scalable, interoperable solutions?

What is currently available on the market?

How do we engage safely with the industry?

How do we evaluate and compare innovative proposals?



What is Procure4Health Twinning?



A series of connected steps, each with its own logic and purpose

External procurers receive up to €30k for capacity-building activities in innovation procurement, *enabling organisations to take the next step in procuring innovations*



What is Procure4Health Twinnings?



CAPACITY BUILDING



COLLABORATIVE
INNOVATION
PROCUREMENT

But ... What does that mean?

Define and propose knowledge-exchange and capacity-building activities, such as

- Shared workshops
- Study visits & travel
- Market analysis
- Costs for external consulting and services
- ... and more!

Twinningings are proposed in partnerships!



Procure4Health Twinnings



CAPACITY BUILDING



NETWORKING &
MATCHMAKING

Date	Activity
Publication of the Call for Twinning	
05.10.2023	Webinar on twinning scheme
30.11.2023	Deadline for questions by applicants
05.12.2023	Deadline for submission of twinning proposals
12.01.2024	Award decision and notification
30.01.2024	Signed Twinning contracts
February-March/2024	Start of twinning activities. Maximum duration of a twinning is 6 months.



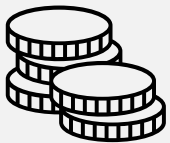
Procure4Health Twinnings Contents of your proposal



Admin form – ensuring eligibility



Technical form – Describe Twinnings approach and activities



Financial form – Financials of activities (up to €30k)



Procure4Health Twinnings Contents of your proposal



Admin form – ensuring eligibility



Technical form – Describe Twinnings approach and activities



Financial form – Financials of activities (up to €30k)



Procure4Health Twinning Technical form

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3 Implementation of the proposed twinning	
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In the technical form your proposed Twinning is described

- Excellence
- Expected impact
- Implementation/work plan



Procure4Health Twinnings



CAPACITY BUILDING



NETWORKING &
MATCHMAKING

- Documentation available on the project website, and on the P4H platform
- Matchmaking on the P4H platform
- Communication package and one-pager being provided in collaboration with Ticbiomed
- Any questions, contact Magnus.Wallengren@Innovationskane.com

TIPS FOR PREPARING A GOOD PROPOSAL

External Twinning
2nd call



TIPS FOR PREPARING A GOOD PROPOSAL

External Twinning 2nd call

To begin
with...



1

The most important one:

ANSWER EVERY QUESTION. Do not leave any of them in blank or write 'not aplicable'.

All of them apply and score.

2

The second most important tip:

Do not forget to **read the explanations given** on each section/question.

It will make it easier for you to provide all the information we ask for.

3

The third most important tip:

Make sure you **present a good structure** of your twinning.

A good story-telling will help evaluators.

TIPS FOR PREPARING A GOOD PROPOSAL

External Twinning 2nd call

4

Excellence – Section 1.1:

Identify your topic FROM THE GIVEN LIST 'Table 1 Twinning Topics'.

Do not create new ones. Find your/s and explain how your proposal fits it/them.

5

Excellence – Section 1.1:

Do not forget to **properly describe the methodology**.

How are you going to carry out the Twinning (steps, resources, people involved, goals...).

6

Impact – Section 2.3:

Do not forget to **answer the 4 requested elements**.

- Your twinning plan (giving a timeframe for accomplishing it).
- Your dissemination plan
- The taking-up regions/organisations. Description and quantification.
- Population/staff involved. List and quantify.

7

Implementation – Section 3.1:

Take care of your Work Plan. It is essential.

Remember that your Work Plan has to include:

- Work-Packages** clearly identified and described.
- Specific **Tasks** for every WP (identified and described).
- Specific **Milestones** along your work-plan. At least 1-2.
- A clear **Timeframe**, at least for each WP. When they start/finish.
- Staff** and **costs** related to each WP or, at least, in general for this work plan.

And **DO NOT FORGET TO INCLUDE A GANTT CHART** or similar. We do like visual elements!

8

And the last one...

Do not hesitate to **ask us any question** you may have while preparing your proposal.





Procure 4Health

www.procure4health.eu



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