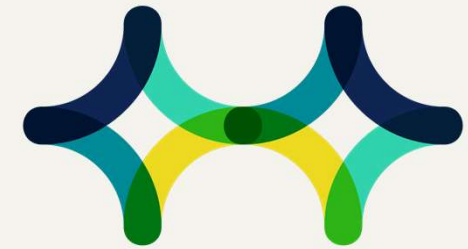


# Estrategias para Potenciar el Impacto en proyectos de compra de innovación.

Jorge González  
Ticbiomed





**ticbiomed**

OPEN INNOVATION PROCUREMENT

DIGITAL TRANSFORMATION

IMPACTFUL INNOVATION

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**Jorge González**

Director of Ticbiomed

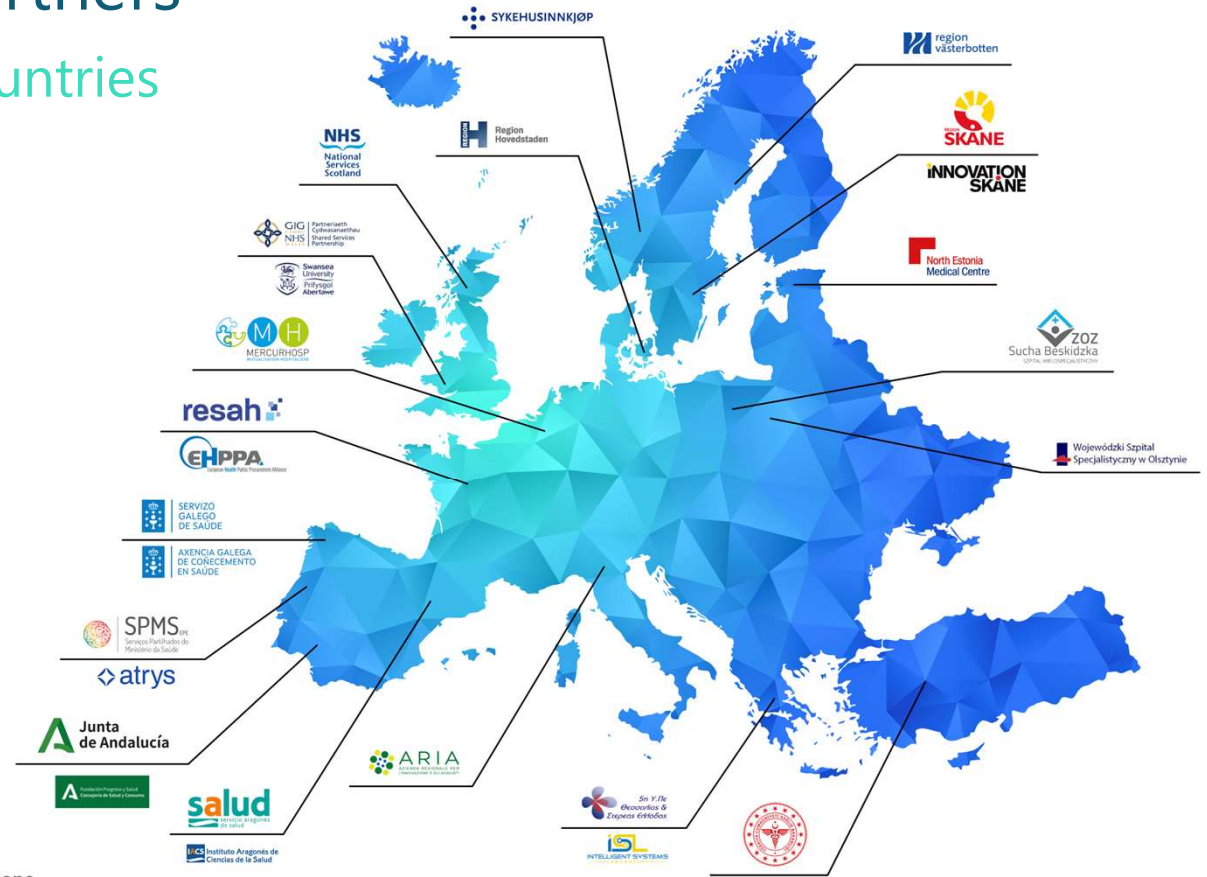


The  
European  
community  
of Health & Social  
care innovation  
procurers

19 procurers

founding members

33 Partners  
15 countries



Supporting organisations





Too much successful  
innovation does not  
get adopted.

+

=> has no impact

=> It is a waste

---

Money  
Opportunity  
Illusion



We need

# Meta- innovation



# + What you told us

## **What they see in Challengers**

1. A lack of understanding of the concept of innovation procurement.
2. Absence of a clear innovation strategy.
3. Limited engagement and support from top management, IT and other relevant departments.
4. Governance and procedure issues that hinder execution.
5. A tendency to react to funding opportunities rather than proactively addressing real challenges.

## **Requests:**

1. In-depth understanding of reasons for success and failure.
2. Access to practical recommendations, lessons learnt and best practices.
3. Strategies and instruments (alternative to PCP/PPIs).
4. Insights into how Challengers can transform their mindset to systemically adopt innovation.
5. Opportunities for networking and community-building.



# Our attempt



<https://impactful-innovation.eu>

Estrategias/ Acciones  
para maximizar que  
la innovación de  
éxito se adopte ->  
tenga impacto



Join at [menti.com](https://www.menti.com) use code 2842 7646

 Mentimeter

The code lets your audience join the presentation and expires in 2 days.

# Instructions

Go to

[www.menti.com](https://www.menti.com)

Enter the code

2842 7646



Or use QR code





Questions  
Comments  
Proposals

...



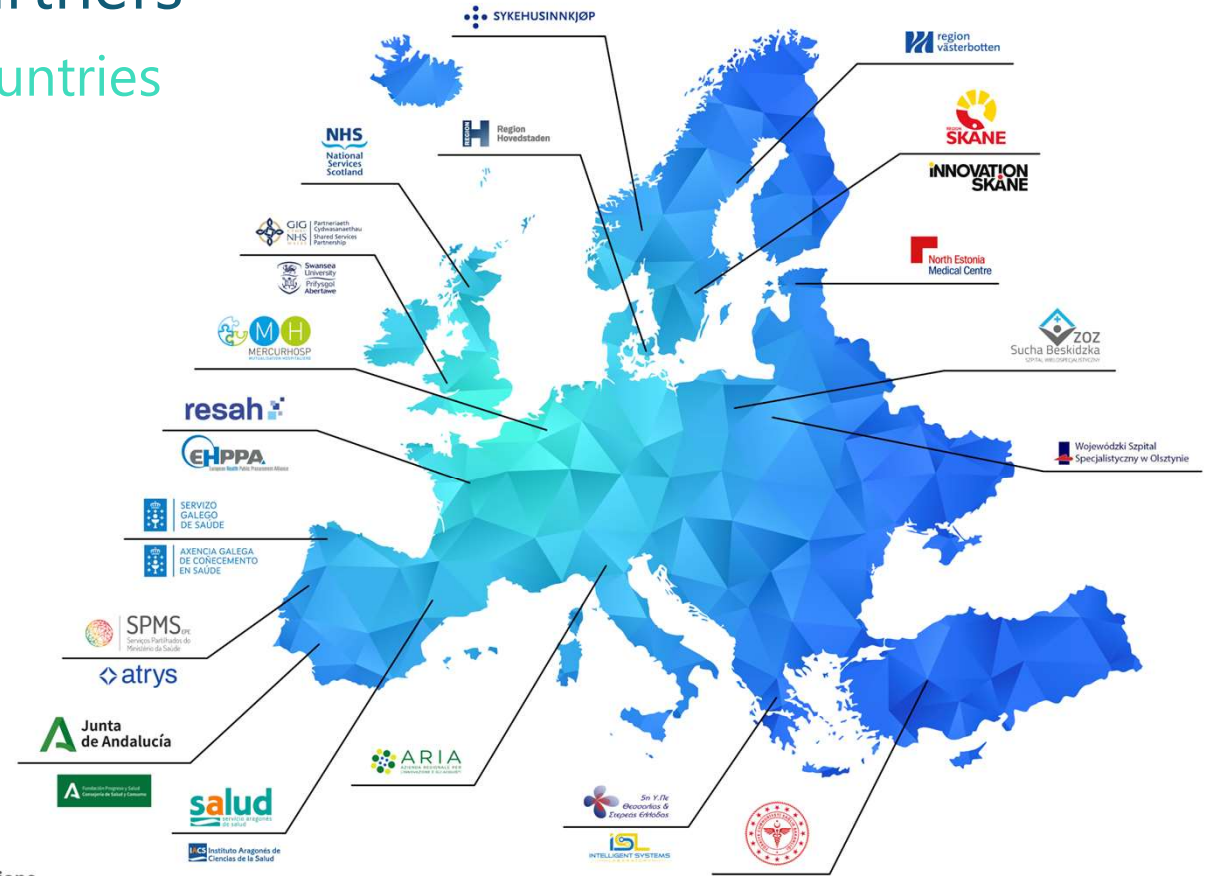


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# Access our free services

By joining the community

[www.procure4health.eu](http://www.procure4health.eu)



**CAPACITY  
BUILDING**



**NETWORKING &  
MATCHMAKING**



**COLLABORATIVE  
INNOVATION  
PROCUREMENT**



**POLICY IMPACT**



# Working groups defined so far

Join them through the online community platform!



**DIGITAL HEALTH  
CARE & ICT**



**SUSTAINABILITY IN  
PROCUREMENT OF  
INNOVATION**



**PRECISION AND  
PREDICTIVE  
MEDICINE**



**INTEGRATED CARE**



**IMPACTFUL  
INNOVATION**



# Objectives Impactful Innovation WG



Boost  
stakeholders'  
**motivation**



Exchange good  
practices and  
**lessons learnt**



Share and  
connect with  
**peers**

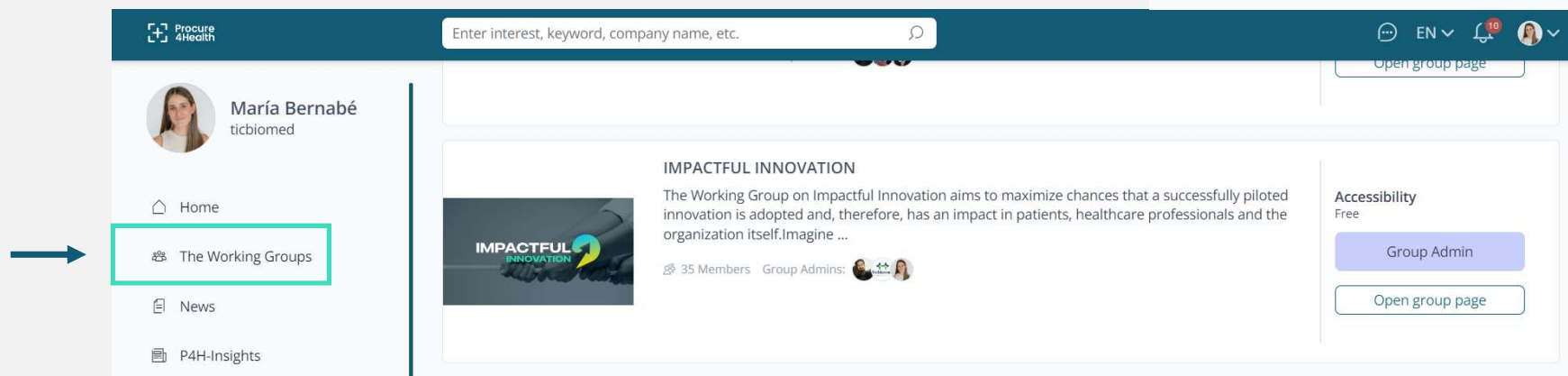
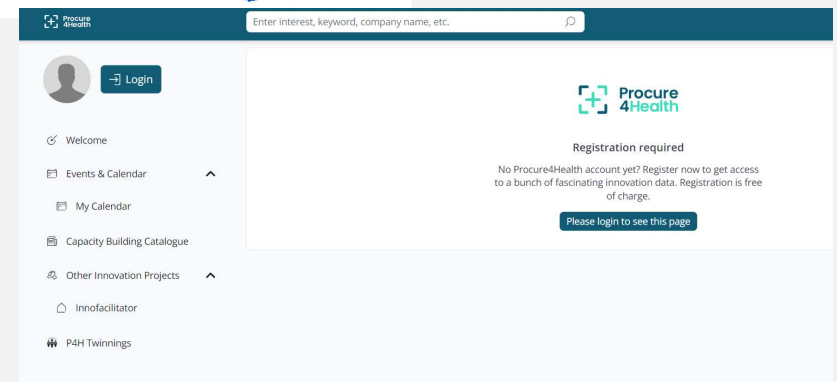
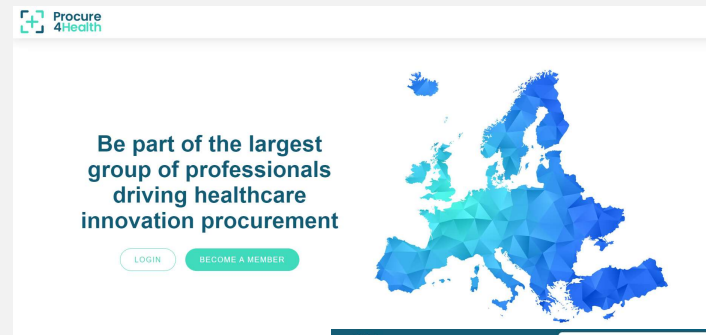


Create a new  
**(meta-)**  
**innovation**  
culture



# Express interest

1. Register to the platform:  
<https://community.procure4health.eu/public/>
2. Join the Procure4Health Impactful Innovation Working Group



# + 2nd Call for Twinnings: Applications open

Looking for **public & private healthcare procurers** to support knowledge sharing in Innovation Procurement!

- Funding up to **€30k** per partnership
- Adopt innovation procurement techniques
- Share knowledge and best practices
- Learn from others' experiences

Info webinar: **5<sup>th</sup> October 2023**. [Sign-up!](#)

Submission deadline: **5<sup>th</sup> December 2023**

More info [here](#).

WEBINAR  
**2nd Call for Twinnings**  
€660.000 to support knowledge sharing

5th OCTOBER, 2023  
11:00 AM CET

**REGISTER NOW**

Procure 4Health

Funded by the European Union.  
GA N101057209



Questions  
Comments  
Proposals

...



# Thank you for your attention!

## Contact us

Jorge González: [Jorge.Gonzalez@ticiomed.net](mailto:Jorge.Gonzalez@ticiomed.net)

María Bernabé: [maria.bernabe@ticbiomed.net](mailto:maria.bernabe@ticbiomed.net)

## Follow our community

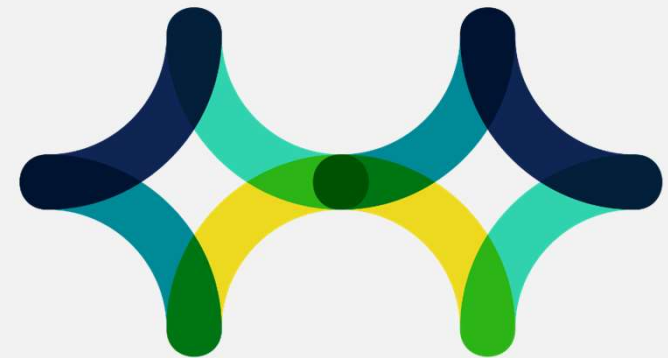


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[Procure4Health](https://www.linkedin.com/company/Procure4Health)

[www.procure4health.eu](http://www.procure4health.eu)



**ticbiomed**

TRANSFORMING HEALTH



# Procure 4Health

[www.procure4health.eu](http://www.procure4health.eu)



*This project has received funding from the European Union. GA 101057209.  
This document reflects the author's view and the Commission is not responsible for any  
use it may have or the information it contains.*



# + What we know

## **Innovation side**

- Identify challenges
- Find partners
- Write proposals
- Manage co-creation
- Ask for amendments
- Submit deliverables
- Promise exploitation
- ...

## **Procurement side**

- Allocate budgets
- Give legal approval
- Write tenders
- Select suppliers
- Implement
- Scale
- Conflict resolution
- ...

# + What we do not know

From 7 to 9

From 9 to procurement

Leaner procurement of innovation

...