

# Introduction of new innovative medical technologies in the **public hospital standard procurement circuits**

**HCB case:** timings, procedures and a handful of basic recommendations

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# 1. First critical stage

Get the acceptance and interest of a 'key' healthcare professional inside the Hospital



... the time required until a health professional recognize the need to acquire a certain new product is a multifactorial parameter **out of the scope of this presentation**

... anyhow, this conviction must arrive in any moment between January 1 and the +/- September 30 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

**YEAR 1**

## 2. Second critical stage

From the clinical conviction to the monetary credit reserve

Once a doctor is absolutely convinced about the convenience of acquiring a new product, the approval circuits linked to hospitals annual budgets have various intermediate stages:



Your contact

- Internal fund competition among professionals inside Medical Services  
1<sup>st</sup> battle to be won → Inclusion of the proposal among the finalists by the Service Head
- Internal fund competition among Services inside every Clinical Institute  
2<sup>nd</sup> battle to be won → Inclusion of the proposal among the finalists by the Institute Director
- Internal fund competition among the different Clinical Institutes  
3<sup>rd</sup> battle to be won → Inclusion of the proposal among the finalists by the Medical Director
- Internal fund competition among other non-medical Directorates  
(Nursing, General Services, IT, Infrastructures, HR, Eco-Fin, Research, Academic, Quality, Legal Area, Communications,...)  
4<sup>th</sup> battle to be won → Inclusion of the proposal among the finalists by the Hospital CEO
- External fund competition among other hospitals of the territory  
5<sup>th</sup> battle to be won → Final acceptance of the proposal by the Catalan Health Service



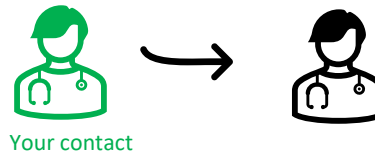
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... the time required until a doctor convince his/her direct boss to prioritize his/her request of investment mainly depends on the goodness of the product, its expected benefits, the relevance of the medical Unit inside their own center and the prestige of the professional itself

This conviction must arrive in any year between January 1 and the +/- September 30 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

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... the time required until a Service Head convince his/her Institute Director to prioritize his/her request of investment mainly depends on the goodness of the product, its expected benefits, on the relevance of the Service, the prestige of the professional itself and **the concessions already made with that same service and professional in previous years**

This conviction must arrive in any year between January 1 and the +/- September 30 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

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... the time required until an Institute Director convince the Medical Director to prioritize his/her request of investment mainly depends on the goodness of the product, its expected benefits, on the relevance of the Service, **the concessions already made with that same Institute in previous years** and **the priorities in the Hospital Medical portfolio defined for the next year**

This conviction must arrive in any year +/- between September 30 and October 31 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

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... the time required until a Medical Director convince the GM to prioritize his/her request of investment mainly depends on the strategic relevance of the needs embodied by the other functional directorates, the reason for prioritization argued by them, by positioning factors between local, regional and national hospitals and by the budgetary forecasts offered by the hospital's Economic Directorate and the Catalan Health Service

This conviction must arrive in any year +/- between October 31 and November 30 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

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... the time required until a GM convince the Catalan Health Department to prioritize his/her request of investment mainly depends on... who knows?.

- general budgetary situation of the government
- existence or not of European subsidies
- personal preferences when positioning and comparing different centers
- personal affinities
- politics
- ...

This conviction must be formalized +/- between December 1 and December 31 (as of this date the internal requests for funds for new acquisitions are opened to prepare the budget of the following year)

**YEAR 1**

# 3. Third critical stage

Convert the departmental budget into a real commercial order



Once the budget is obtained, depending on the commercial strategy, nature and cost of the product, the legally defined timings for public procurement procedures must be taken into account:

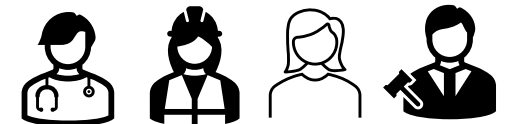
a) Disposition of funds to execute a direct purchase (minor contract <€ 15,000)



**Direct purchase order** can be issued at any moment +/- between April 1 and November 15  
The reception of the product, its installation and its invoicing must be made before December 31

YEAR 2

b) Guaranteed reserve of funds to start a public procurement file (=> € 15,000)



**Public tender** may be initiated at any moment +/- between Apr 1 and Jun 30  
The reception of the product, its installation and its invoicing must be made before December 31

YEAR 2

## Public Tendering (=> 15,000 €):



1. Open procedures
  - 1.1 – Abbreviated simplified procedure (15k€ – 60 k€)
  - 1.2 – Simplified procedure (60 k€ - 143 k€)
  - 1.3 – Harmonized (+143 k€)
2. ~~Restricted procedures~~ (suitable for intellectual services: consulting, architectural or engineering services)
3. **Negotiated procedures**
  - 3.1 – With public communication
  - 3.2 – **Without public communication**

YEAR 2 \_Simple process
4. ~~Framework agreements~~
5. ~~Dynamic acquisition system~~
6. **Associations for innovation (PPI - Innovative Public Procurement)**

YEAR 3 onwards \_Complex process
7. Competitive dialogues
8. ~~Project writing competition~~ (mainly in for architecture, urban planning, industrial engineering and data processing)

In all cases there are some **basic product requirements** that should be accomplished:

## **LEGALLY MANDATORY**

(If they are not fulfilled the product cannot be acquired, either as a direct purchase or through a public tender)

- CE marking
- Availability of technical support service and spare parts for 10 years
- User manuals in Catalan and/or Spanish
- Detailed training plan for users

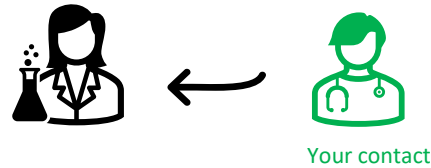
## **NOT MANDATORY BUT HIGHLY RATED BY THE HOSPITAL ON NUMEROUS OCCASIONS**

(Sometimes, failure to comply with any of these additional features may be a reason for exclusion)

- Delivery of equipment on loan, free of charge, while a repair lasts
- Extension of the legal guarantee against manufacturing defects from 1 to 2 years
- Valuation of the cost of ordinary maintenance after the warranty period
- Training plan for the staff of the electromedicine department
- Commitment to a maximum response time in the event of an incident, with penalties in the event of non-compliance
- Installation of equipment by the supplier on a 'turnkey' basis

## 4. Fourth critical stage

Commissioning and demonstration of compliance with expectations



... it is always expected that satisfaction will be maximum and immediate.

Otherwise, the institutions can reject the product and claim the refund of the amount paid with an additional charge for losses.



Thank you for your time