

PROCUREMENT CAN DRIVE INNOVATION

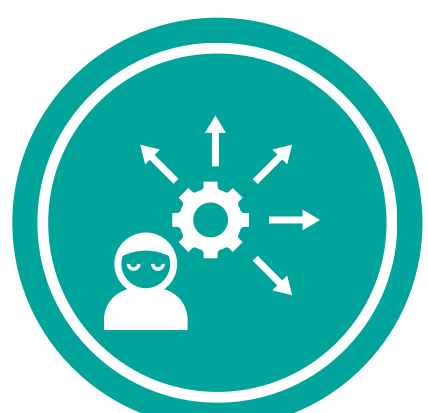
Innovation is needed to address considerable challenges of the future, not least climate change and its impact on health and healthcare delivery. The way in which we buy things can either hinder innovation or stimulate it, unlocking the considerable creativity and innovation potential of suppliers. Better quality, more sustainable services can be provided at lower cost if procurements provide time and space for innovation. By providing a genuine and credible demand, customers can stimulate and enable innovation in the marketplace and deliver better outcomes.

HOW CAN HEALTHCARE PROVIDERS COLLABORATE?

The healthcare sector is an excellent lead market. If one hospital has an unmet need, this is likely to be shared by others. This means that if one hospital can identify a need and engage suppliers in providing a solution, the supplier has a potential market of more than 15,000 hospitals in Europe and potentially a global market opportunity. A critical factor for suppliers of new products is the confidence that there will be a market once the solution is proven. Joining together to demonstrate that there is a wider market encourages potential suppliers to invest in developing innovative solutions and bringing economically viable solutions to the market.

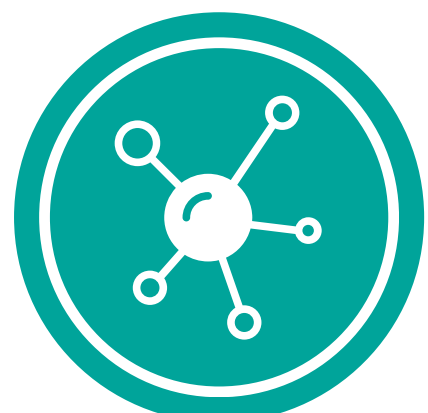
HOW CAN HEALTHCARE PROCUREMENT BECOME MORE ADEPT AT DRIVING INNOVATION?

IDENTIFY UNMET NEEDS IN TERMS OF OUTCOMES



Outcome-based requirements are a cornerstone of innovation procurement. An outcome-based specification focuses on the desired outcomes that are required from goods or services rather than a detailed technical specification.

ENGAGE ALL STAKEHOLDERS FROM THE START



There are a wide range of internal stakeholders and end-users involved in and affected by any procurement who are best placed to determine the shortcomings with existing solutions and define accurately the outcomes needed.

ENGAGE AND CONSULT THE MARKET



Pre-tender market engagement gives the supply-chain valuable advance notice of a customer's needs. It breaks down communication barriers between customers and suppliers and enables customers to get insights into how the required outcomes could be delivered.

REMOVE BARRIERS TO INNOVATIVE SOLUTIONS



The tendering process can unintentionally hinder innovation and lock in sub-optimal solutions. The tendering process needs to be designed to create a level playing field for innovative solutions to be presented and evaluated.

HOW CAN COLLABORATION BETWEEN HEALTHCARE PROVIDERS BE ENABLED?

JOINT STATEMENTS OF DEMAND



Joint Statements of Demand are a vehicle by which healthcare providers can articulate a common need to the market. They describe the current situations, limitations, why innovation is needed, and the outcomes required of the new solutions.

ECOQUIP+ COLLABORATIVE BUYERS FORUM



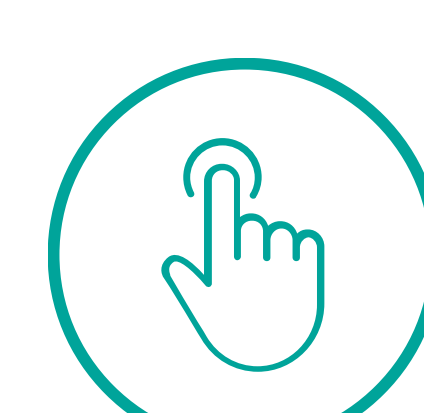
EcoQUIP+ has created a group on LinkedIn where healthcare buyers can exchange information about the unmet needs and build collaborative connections. Join the Collaborative Buyers Forum and share your unmet needs.

JOIN THE CONVERSATION



Sign up to EcoQUIP+ webinars for healthcare managers to learn how healthcare procurement can become more strategic in its approach and more effective at driving innovation, and how collaboration amongst healthcare providers can be enabled.

GET INVOLVED



Six Joint Statements of Demand have been developed so far (see below). Do you share these unmet needs? Fill out the form at bit.ly/eqinterest and join 30+ healthcare providers from Europe who have supported Joint Statements of Demand.

THE ECOQUIP+ UNMET NEEDS

During 2020, hospitals and support partners across Europe have engaged stakeholders across their organisations, reached out to peers and explored the state of the art in each of the challenge areas noted below. The aim was to understand the current situation, what was working and what was not working, and where there was scope for improvement and innovation. Having identified the desired outcomes they reached out to peer networks to gather evidence of a wider market demand and are now in the process of communicating their needs to potential suppliers and innovators in the market, using the Joint Statements of Demand that are supported by multiple potential buyers.

PERSONALISED SURGICAL PROCESS FOR JOINT REPLACEMENTS

TRANSFORMATION OF THE OUT-PATIENT JOURNEY

ENVIRONMENTALLY SUSTAINABLE WASTE REDUCTION AND MANAGEMENT SERVICE FOR HOSPITALS

ZERO-WASTE OPERATING THEATRES

INNOVATIVE RENOVATION OF HOSPITAL WARDS

SMART EMERGENCY CALL AND RESPONSE SOLUTION FOR HOSPITALS



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