



Delivering Efficiency, Quality and Sustainability in Healthcare

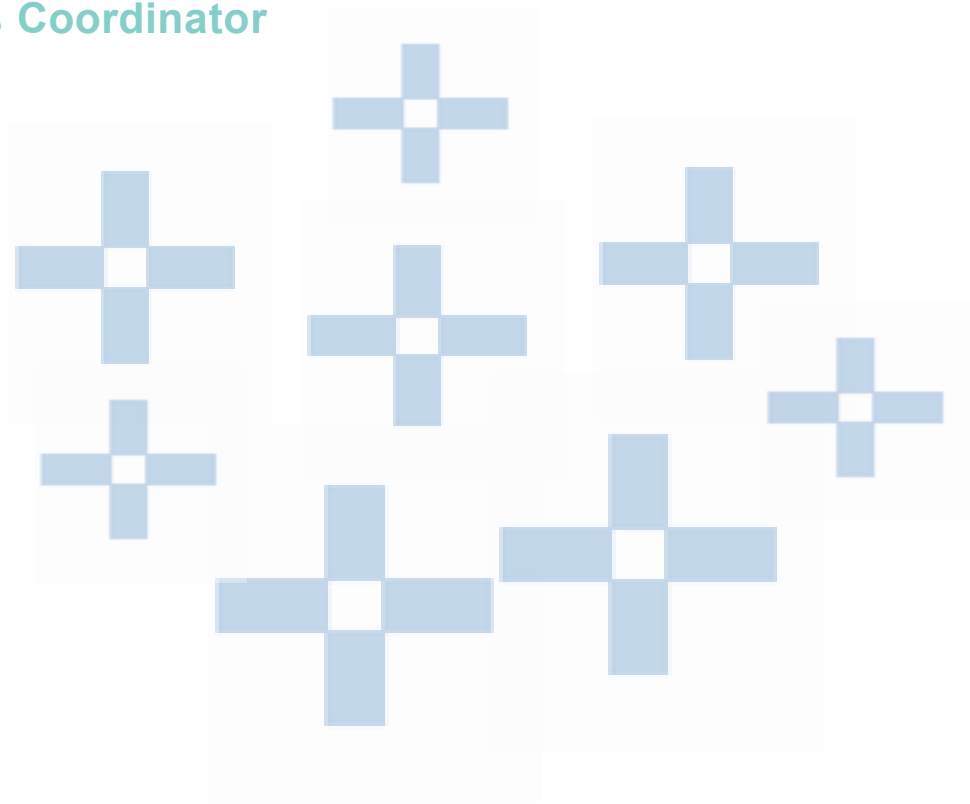
# Some insights from our experience

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PRONTO Workshop

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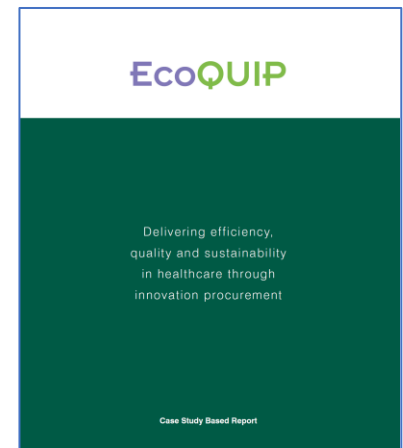


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# Builds on previous PPI projects

## EcoQUIP (2012 – 2017)

- Delivering efficiency, quality and sustainability of healthcare through innovation procurement
- [www.ecoquip.eu](http://www.ecoquip.eu)
- Six demonstration projects (Hospitals)
  - Bologna, Nottingham, Rotherham, Rotterdam, Semmelweis, Sucha Beskidska

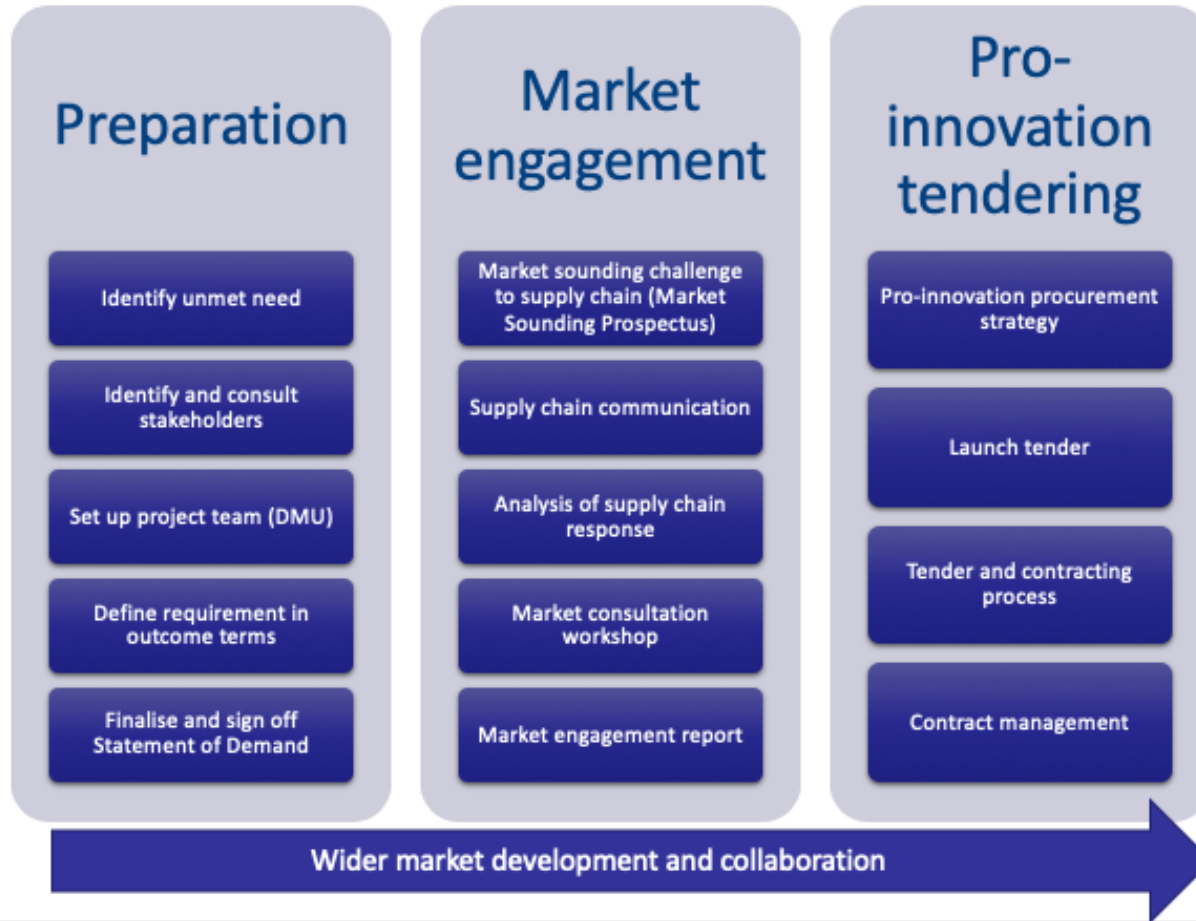


## CEPPI (2015 – 2018)

- Meeting energy saving targets in cities through PPI
- [www.ceppi.eu](http://www.ceppi.eu)
- Five demonstration projects (City Authorities)
  - Birmingham, Budapest, Castellon, Valencia, Wroclaw



# Our approach to PPI



# Key Learning

## PPI needs more time than traditional procurement

- Time to define unmet needs and engage with potential solution providers
- Time for suppliers to innovate

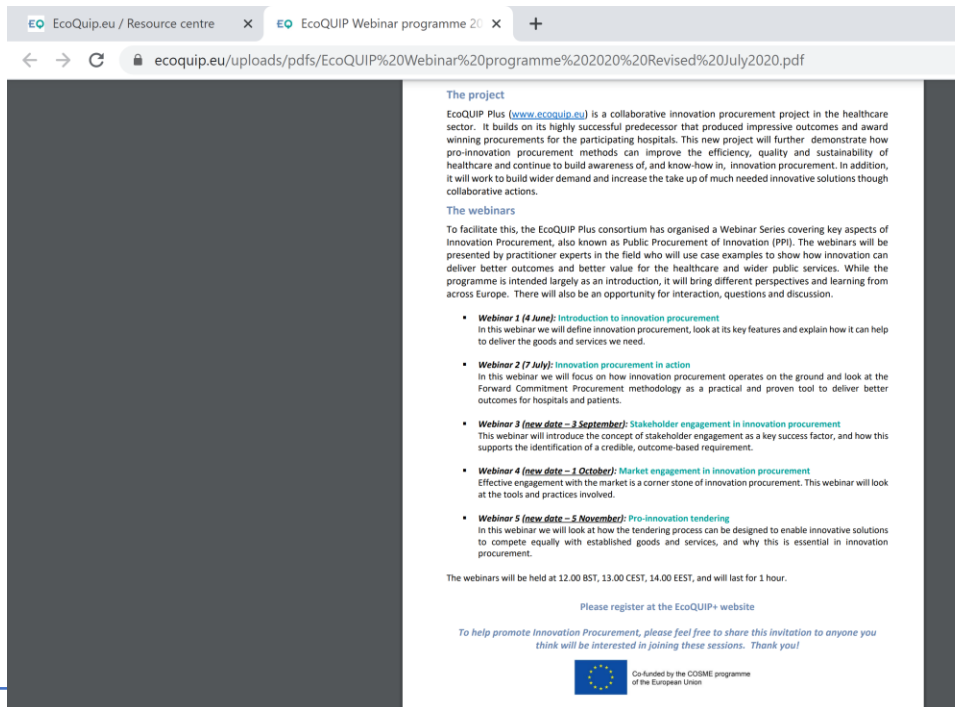
## Top-down commitment is critical

- Difficult to overcome institutional barriers without management support
- Helpful also to establish cross-functional group of internal stakeholders (Decision Making Unit)

# EcoQUIP Plus (2020-2023)

- More ambitious in terms of joint actions
  - e.g. Joint Statements of demand
    - Led by participating hospitals from five countries (ES, IT, LT, PL, UK)
- More mutual learning
  - e.g. Webinar programme (2020)
- More SME engagement

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



The screenshot shows a web browser displaying the EcoQUIP Webinar programme 2020 document. The browser tabs show 'EcoQUIP.eu / Resource centre' and 'EcoQUIP Webinar programme 2020'. The address bar shows the URL 'ecoquip.eu/uploads/pdfs/EcoQUIP%20Webinar%20programme%202020%20Revised%20July2020.pdf'. The document content includes sections for 'The project' and 'The webinars'. The 'The project' section describes EcoQUIP Plus as a collaborative innovation procurement project in the healthcare sector. The 'The webinars' section lists five webinars: 1. Introduction to innovation procurement (June), 2. Innovation procurement in action (July), 3. Stakeholder engagement in innovation procurement (September), 4. Market engagement in innovation procurement (October), and 5. Pro-innovation tendering (November). The document also mentions that the webinars will be held at 12.00 BST, 13.00 CEST, 14.00 EEST, and will last for 1 hour. It encourages registration at the EcoQUIP+ website and promotes innovation procurement.