

# Strategic Public Procurement to drive European Resilience, Innovation and Growth



30 November 2023, 13:30 - 17:00

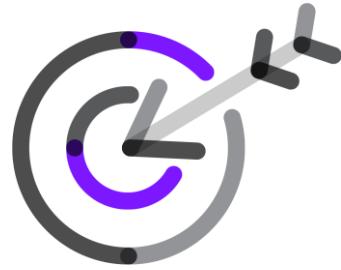


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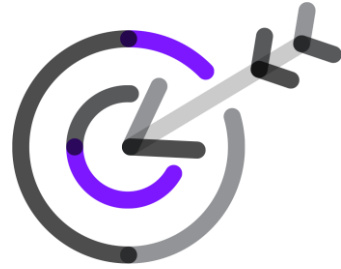


Mission of Norway  
to the European Union





**Anders H. Eide**  
**Norwegian ambassador to the EU**





**Ingebjørg Harto,  
Programme Director,  
Norway's Supplier Development  
Programme (LUP)**

# 4 Owners




# 4 Ministries

 Ministry of Trade, Industry and Fisheries

 Ministry of Climate and Environment

 Ministry of Health and Care Services

 Ministry of Local Government and Regional Development

# 35 Partners





Ingebjørg

Director



Lena

Office Administration



Bjørnar

Communications



Kjersti

Innovation Broker  
Eastern Norway



Stig

Innovation Broker  
Southern and  
Western Norway



Elisabeth

Innovation Broker  
Mid Norway



Gørill

Innovation Broker Oslo



Sigurd

Innovation Broker  
Northern Norway



Ida

Innovation Broker



Cecilie

Innovation Broker  
Lead Infrastructure



Riche

Innovation Broker  
Lead Health, care and  
welfare



Harald

Innovation Broker  
State Agencies



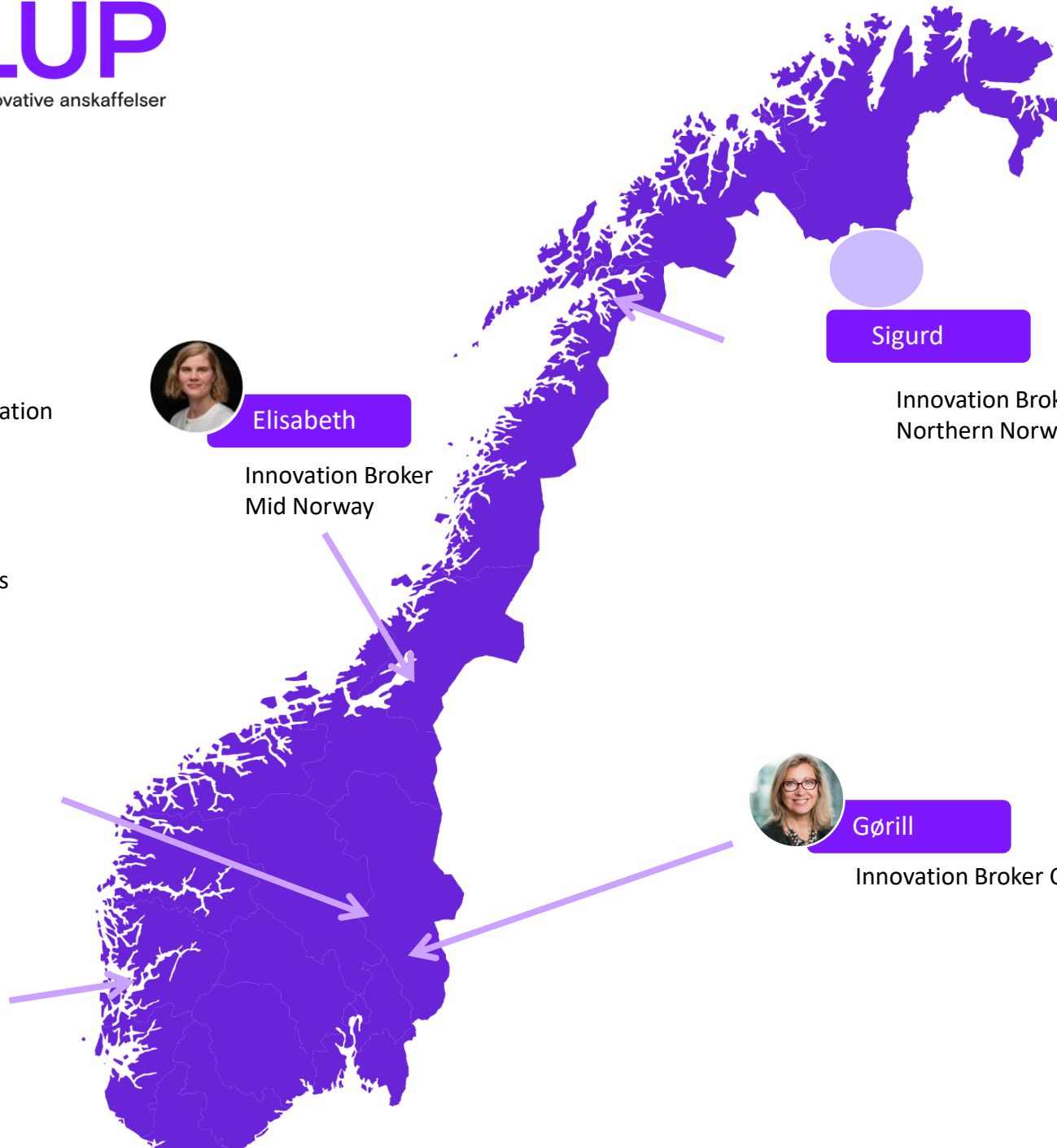
Hanne

Innovation Broker



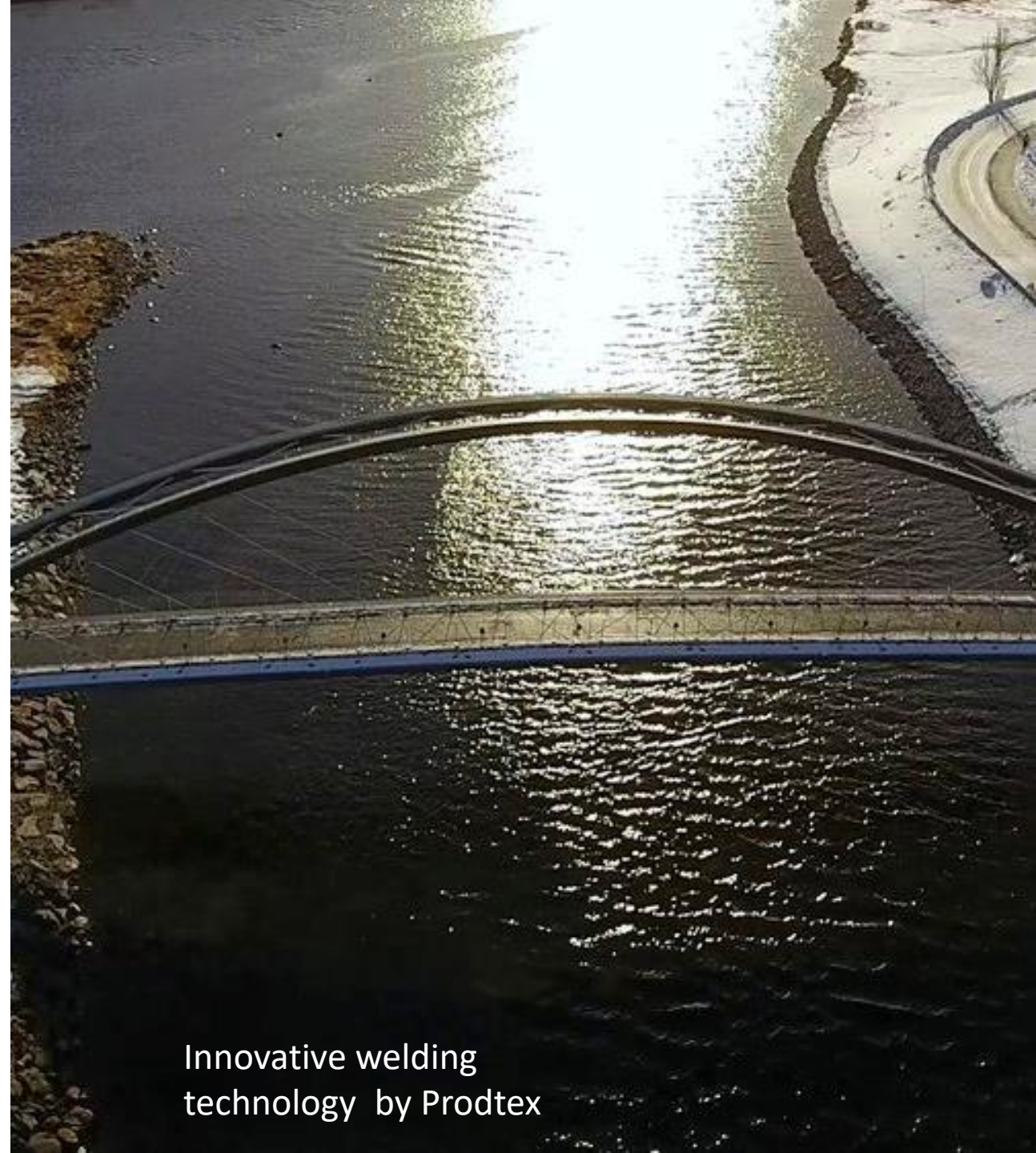
Iris

Writer



# Uncover needs and building bridges

- Unique set up with partners and founders
- Private and public
- Suppliers and buyers
- Different levels of public administration
- Strategic work easier



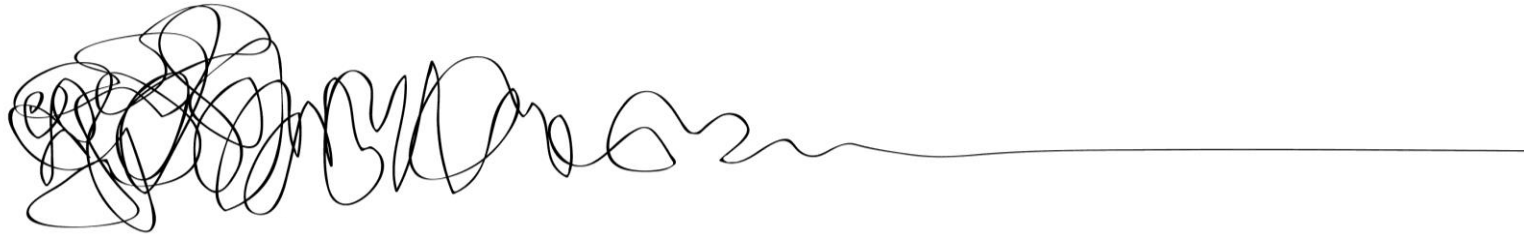
Innovative welding  
technology by Prodtex

# What we do

- Introduce and anchor innovative procurement
- Competence building
- Support in complex procurement processes
- Arrange events where «needs can meet solutions»
- Build and serve networks
- Communicate learnings and experiences
- Give advice about funding opportunities



# How we work



Needs

Tender

Offer

Contract



**Map & define**  
the actual  
needs

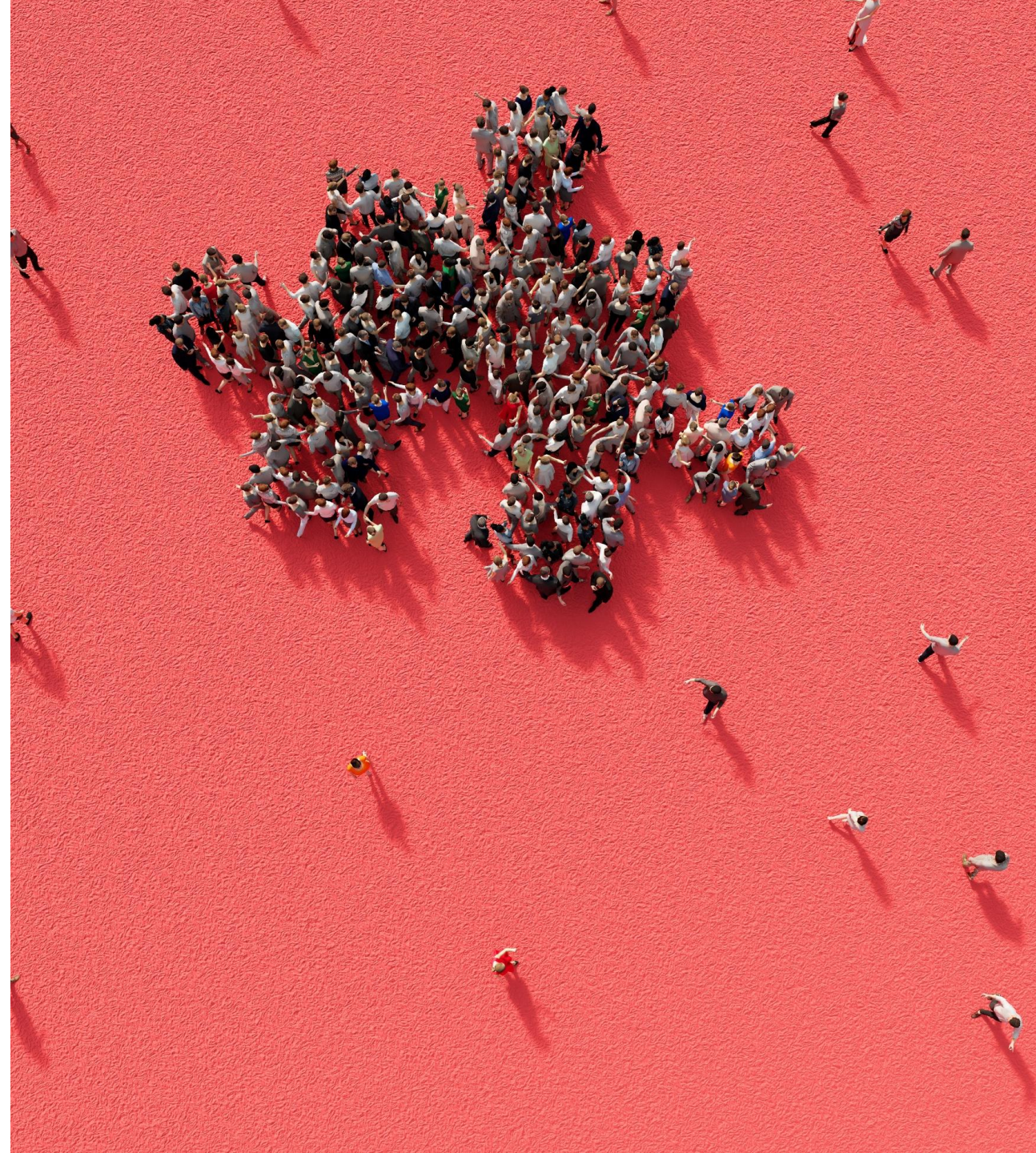
**Dialogue**  
with suppliers  
on possible  
solutions

**Expectations**  
on performance,  
function and  
innovation



# Enhancing the output

- National priorities – and needs pointed out by our partners are a driving force
- We have concentrated our resources based on:
  - The big societal challenges
  - Public spending
  - Strong business opportunities for Norwegian companies
- Partners are essential



# Results of our work

- LUP has assisted in almost 500 innovative public procurements
- Millions in public expenditure savings
- Lots of new jobs have been created due to these acquisitions
- LUP has shown that we can increase the rate of innovation in Norwegian businesses and the public sector when state, municipalities and business cooperate



# Find solutions

- Scaling use, effects and business opportunities
- Sharing knowledge and process documents

## Find solutions

It is a long way from pilot to scale, and we are doing something about this! Here you will find solutions that have been created through innovative acquisitions. Some solutions are still under development, while others have been on the market for some time and are used by several public actors.

Select category Sort supplier and solution by county Search solutions

Only show solutions that are already available

Grid of 9 solution cards:

- Better flood preparedness with local alerts** (Under development) | Categories: Digitization of services, Water drainage and infrastructure, The coast
- Automatic collection of traffic data** (Available) | Categories: Transportation, Westland
- eDNA robot will monitor species in Norwegian waterways** (Under development) | Categories: Climate and environmental technology, Oslo
- Electric excavators** (Available) | Categories: Construction, Climate and environmental technology, Vestfold and Telemark
- Mobile energy for emission-free building and construction sites** (Under development) | Categories: Construction, Climate and environmental technology, Vestfold and Telemark
- The gaming park will get young people out into nature** (Under development) | Categories: Digitization of services, Municipal services, Welfare technology, Oslo
- Digital home follow-up for patients and hospitals** (Available) | Categories: Digitization of services, Healthcare, Welfare technology, Oslo
- Environmentally friendly solution for recycling old artificial grass** (Available) | Categories: Construction, Climate and environmental technology, Municipal services, Rogaland
- Impassable drinking water tunnels are cleaned with a washing robot** (Available) | Categories: County municipal services, Municipal services, Water drainage and infrastructure, Westland

# Find acquisitions

- Help businesses find upcoming and ongoing acquisitions
- Help public buyers unite common needs and build larger innovative acquisitions
- Bigger potential market build business interest

**LUP** Find acquisitions Find solutions Contact Us The partner portal

**Acquisitions**  
With more than 200 completed and ongoing innovative procurements, the program has shown how innovative public procurements create innovation.

Select sector Select procedure Select project phase Search in acquisitions

Only show acquisitions I can participate in

**Strengthened follow-up of cancer patients through digital health services**  
Upcoming  
Involved actors Helse Vest RHF, Helse Vest IKT, Helse Bergen HF, Helse Fonna, Helse Stavanger, Stavanger University Hospital, Helse Førde, Hospital Innkjøp HF  
Digitization of services Healthcare ICT software and systems Welfare technology  
[Report your interest](#)

**StartOff - Ready to use - Mobile solution for documentation and recertification of used building materials**  
Ongoing  
Actors involved Trondheim municipality  
Construction Digitization of services ICT software and systems Climate and environmental technology Categorized

**StartOff - Coordinated management for a good upbringing**  
Ongoing  
Actors involved Udir - Directorate of Education  
Digitization of services Municipal services Welfare services

**StartOff - Decision tool for tomorrow's green power system**  
Upcoming  
Involved actors Lyse  
Digitization of services ICT software and systems Water, sewage and infrastructure  
[Report your interest](#)

**New county hall Rogaland**  
Upcoming  
Actors involved Rogaland County Municipality  
Construction  
[Report your interest](#)  
[Participate in events](#)

**Effect contract labor inclusion**  
Upcoming  
Involved actors Oslo municipality, Nav  
Municipal services Welfare services  
[Report your interest](#)

# Find funding and financing

[Find acquisitions](#)[Find solutions](#)[Contact Us](#)[The partner portal](#)[Menu](#)

## Find funding – public enterprises

If the product or service you need is not already available in the market, you can challenge the market to develop it for you. However, you must be prepared to pay for the effort the suppliers put into the development. The quickest and easiest way is for you to pay for this yourself, but if you have to seek funding elsewhere, you will find information on the most relevant schemes [here](#).

[Means of mapping](#)[Funds for development](#)[Funds for purchase](#)

Means for **mapping** needs and opportunities

[Find acquisitions](#)[Find solutions](#)[Contact Us](#)[The partner portal](#)[Menu](#)

## Find financing – suppliers

If, as a supplier, you need financing for a product or service *under* development, there are opportunities for that.

Here we present two financing schemes that are geared towards development projects where suppliers and public enterprises *collaborate* on the development of new solutions. In such projects, the supplier first initiates a collaboration with a public enterprise (state, municipality or county council), before the supplier applies on behalf of the collaboration partners.

There are other funding schemes where you as a supplier can apply for funds on your own initiative, and if you follow [this link](#) you will find a comprehensive overview of it on the pages of Innovation Norway.

Funds for **developing** solutions in **collaboration** with the public sector:



# Possibilities and challenges

- Setting national targets for innovative procurement
- Funding
- Scaling solutions
- Senior leadership anchoring/support
- Competence building
- Policy signals



*We had a challenge we ourselves could not handle.  
Business has helped us ifinding a solution.  
Its just fantastic!*

- June Aksnes, Head off dept. Haukeland University Hospital

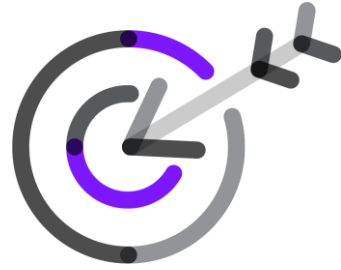
# 17 PARTNERSHIPS FOR THE GOALS







Contact: [ingebjorg.harto@lup.no](mailto:ingebjorg.harto@lup.no)



**András Inotai,  
Head of Unit, Innovation Policy and  
Access to Finance, DG RTD,  
European Commission**



# EC strategic objectives, initiatives and ongoing work on Innovation Procurement

STRATEGIC PUBLIC PROCUREMENT TO DRIVE EUROPEAN RESILIENCE, INNOVATION AND GROWTH

*Andras Inotai – Head of unit, Innovation Policy and Access to Finance - DG RTD*

*The Norway House, 30 November, 2023*

# INNOVATION PROCUREMENT: status

- **EU Survey (2021):** [Benchmarking of innovation procurement investments and policy frameworks across Europe | Shaping Europe's digital future \(europa.eu\)](#)
- **30 countries** (27MS + UK, Switzerland and Norway)
- **9,6% of public procurement** is spent on **innovation procurement**
- **Europe** is still **underinvesting in Innovation Procurement** due to the status of development of national policy frameworks

# Innovation Procurement: WHY?

**Innovation Procurement could help to address many persisting challenges**



To boost the economic recovery, the twin transition and the resilience of the EU



To help start-ups and innovative SMEs grow



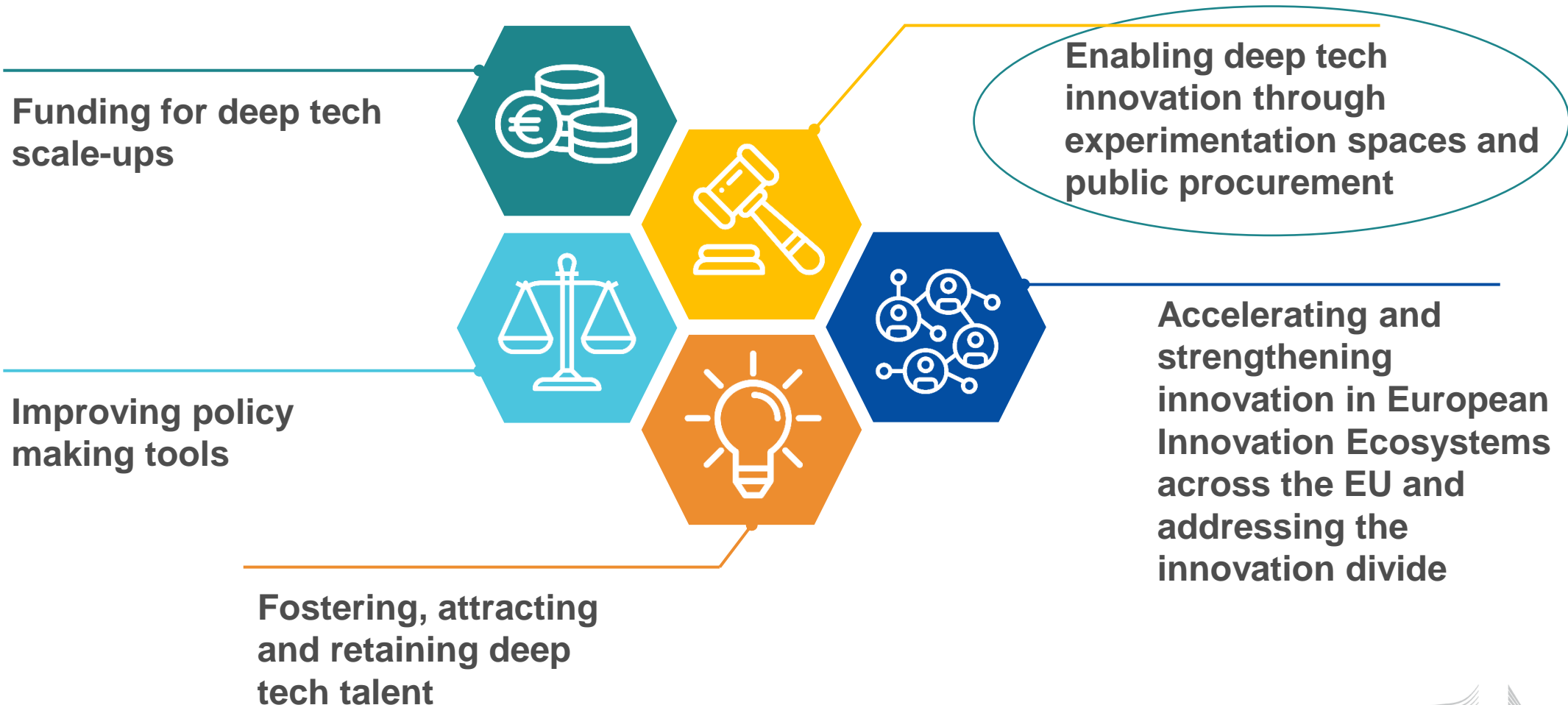
To modernize public services, delivering higher quality on an optimal budget



To address societal challenges (e.g. in health, energy, transport, security)

# New European Innovation Agenda (NEIA)

## The five flagships



# NEIA & Innovation Procurement

The NEIA highlights, in relation to innovation procurement, the need to:

- **Leverage the role of the Public Sector** as a lead customer
- **Modernize public services** and strengthen the EU's industrial competitiveness globally
- **Develop national strategies** with policies that foster innovation procurement



# NEIA & Innovation Procurement: Actions

- Formation of **Innovation Procurement Specialist Advisory Services**
- Creation of **Living Labs and Incubators**, to connect innovators and public administrators to provide innovative solutions in areas of public need
- Update the **EU wide benchmarking of national policy frameworks** and investments on innovation procurement in Europe



# EIE WP 2023-2024 on Innovation Procurement (1)

## European Innovation Ecosystems (EIE) Work Programme 2023-2024 of Horizon Europe

### HORIZON-EIE-2023-CONNECT-02-02:

- “Specialist **Advisory Services to build capacities on innovation procurement**”
- Closed on 17 September 2023
- Budget: EUR 4 million
- Received **27 applications**

# EIE WP 2023-2024 on Innovation Procurement (2)

**Expected Outcomes of the tender “Specialist Advisory Services to build capacities on innovation procurement”**

- **Raise awareness** to implement the practices of innovation procurement
- **Leverage capacity building**, skills and legal knowledge among public and private buyers
- **Explore and scale up the best examples** of innovation procurement practices
- **Contribute to the establishment of innovation friendly legal frameworks**, and market-oriented procedures
- **Foster public and private partners’ collaboration** in the co-design processes to match their needs and identify existing technologies that could result in procurement of innovation
- **Ensure long-term and sustainable** innovation procurement strategies

# EIC Forum working group on Innovation Procurement

- Established under the **EIC Forum**
- **5<sup>th</sup> meeting** since 2022
- **2 meetings per year** with around **25 participants** (MS, associated countries, stakeholders)
- Representative from **Innovation Norway**
- **Share of experience**, collect; discuss and test new ideas and proposals
- Aiming to **coordinate innovation policy** and support the programming of **Horizon Europe**
- Identification of the **most important challenges** hampering the **promotion of IP practices**

# EIC Forum WG on IP: main deliverables

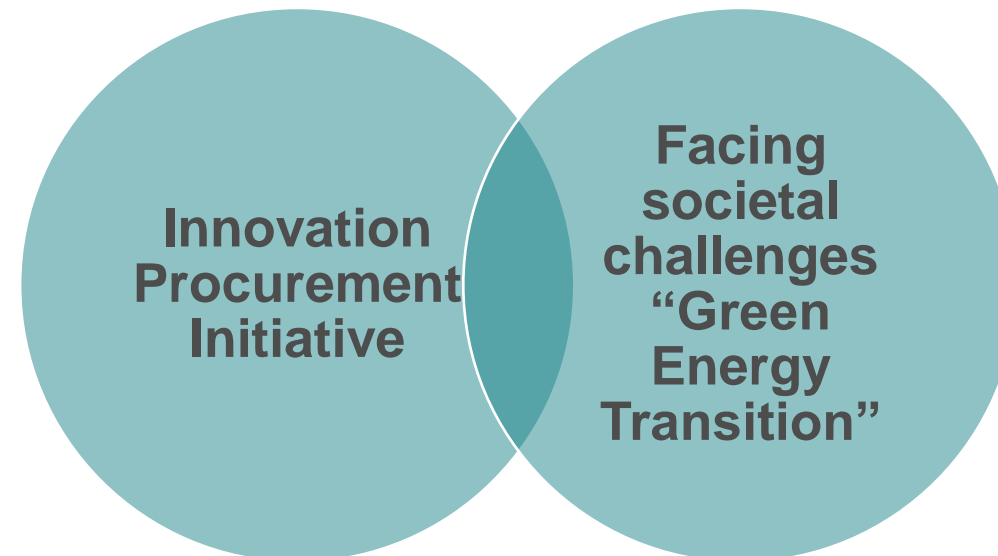
- Shaping the 2024 **European Innovation Procurement Award (EUIPA)** under EIC and increase outreach to the MS
  - ➔ presented at the EIC Forum Plenary on June 1<sup>st</sup> (Swedish presidency)
- Highlight the **success stories** of the 2022 EUIPA finalists in order to stimulate their replication
- **Recommendations in EIC Forum 2023** policy orientations document
- Preparation of the first **Innovation Procurement conference**, under the BE presidency on **19-20 March 2024**

# European Innovation Procurement Awards (EUIPA)



- **Recognize Public and Private buyers across Europe** in their efforts to promote and stimulate Innovation Procurement
- **Demonstrate how Innovation Procurement positively transforms the economy** by not only creating new and sustainable markets, but also by tackling societal challenges
- In **2023**, the third edition of European Innovation Procurement Awards is featuring two categories:

1st	EUR 75.000
2nd	EUR 50.000
3rd	EUR 25.000



# European Innovation Procurement Awards (EUIPA)

- **Budget 2023:** EUR 300.000
- **Timetable of the contest:**
  - Deadline for submission of applications: 17 August 2023
  - Award of the prize: during the “European Research & Innovation Days” and Belgian Presidency Event between 19-20 March 2024
- **AWARDS 2022:** some examples
  - Ritmocore (1<sup>st</sup>) – “Innovation Procurement Strategy” category
  - StartOff (1<sup>st</sup>) – “Procurement Leadership”

# New EIC BAS Innovation Procurement Program - 3 strands

European  
Innovation  
Council



*Program starting*

**Strategic Innovation  
Procurement (SPIN4EIC)**



**Flagship EIC initiative on Innovation Procurement  
Mainstreaming Innovation Procurement in Europe  
Enhancement of the capacity of top-notch  
innovators access procurement markets  
in Europe and at a global level**

1. Communities of public & private buyers
2. Innovation Procurement Academies, Toolkit & helpdesk for EIC SMEs/Start ups
3. Assistance to EIC beneficiaries to submit tenders
4. Assistance to Public Buyers procuring innovation

*On going*

**Co creation between  
public/private buyers &  
SMEs/Start ups**



**15 Innovation Procurement Challenges  
OPEN for SMEs/Start-ups**

New call for Innovation Procurement  
Challenges open to public/private  
buyers  
Launched in Oct 2023.



*Initiative  
starting in 2024*

**Expertise & support to solve  
buyers challenges with  
innovative SMEs/start-ups**

**De-risking innovation procurement through the  
support (including financial support) to EIC  
beneficiaries to test their innovative solutions to the  
services of public/private buyers**

[More info on EIC Innovation  
Procurement Programme | EIC  
Community \(eisma.eu\)](https://eisma.eu)



# InvestEU EIB Advisory assignment (poss) « Innovation procurement »

Objective: Enhance public authorities use of Innovation Procurement

*[Among other reasons, the lack of knowledge and the existing risk-averse and fearful culture are the main and most persisting challenges for the deployment of innovation procurement]*

- EC will assess the potential **design of a new financial product** could help **public authorities** to be more inclined to take procurement decisions through:
  - performing a diagnosis/survey and check if there is a potential for a financial instrument to **de-risk Innovation Procurement**
  - Designing this potential new financial instrument (facility, guarantee)/solution to **support** the “**innovation premium**” of more expensive – but also **more innovative – procurements**



# Conclusions (1): Unlocking Innovation Procurement potential - Challenges

Main perceived challenges

**Lack of  
knowledge**

**Risk-averse  
culture**

**Legal  
Framework**

**Funding**

# Conclusions (2): Unlocking Innovation Procurement potential – Possible actions

Accelerate efforts to raise awareness of policy makers on IP and its strategic role on SMEs, startups and industry providers to go to the next level.

Draft roadmaps of IP in Digital + groups of MS policy makers: design a scoreboard with IP as key indicator

Change funding mechanisms for R&D: public authorities applying independently from private companies for funding their IPs

Analyse how public organizations need to change to be able to adopt IP-practices / make a guide to organizational change management

# IP / Research & Innovation week (18-21 March 2024)

- Join the **EU R&I Week on 18-21 March 2024** at Tour & Taxis in Brussels!
-  Save the date! Conference on **Innovation Procurement on 19-20 March 2024**
- This **international conference** during the **Belgian Presidency of the Council of the European Union** will provide a **unique opportunity** to draw attention to this **under-used innovation instrument**.
- The conference **will allow public buyers, policy makers and companies from Belgium** and abroad to **exchange experiences on the theory and practice of innovation procurement**.

# Thank you

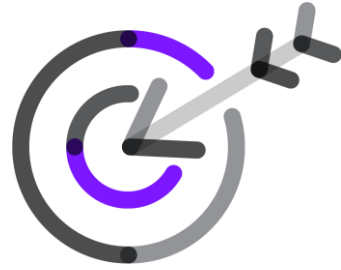


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**Veerle Lories,  
Government of Flanders,  
Department Economy, Science and  
Innovation**



## Strategic Public Procurement

Belgian EU Presidency – 2024 – Objectives on innovation procurement

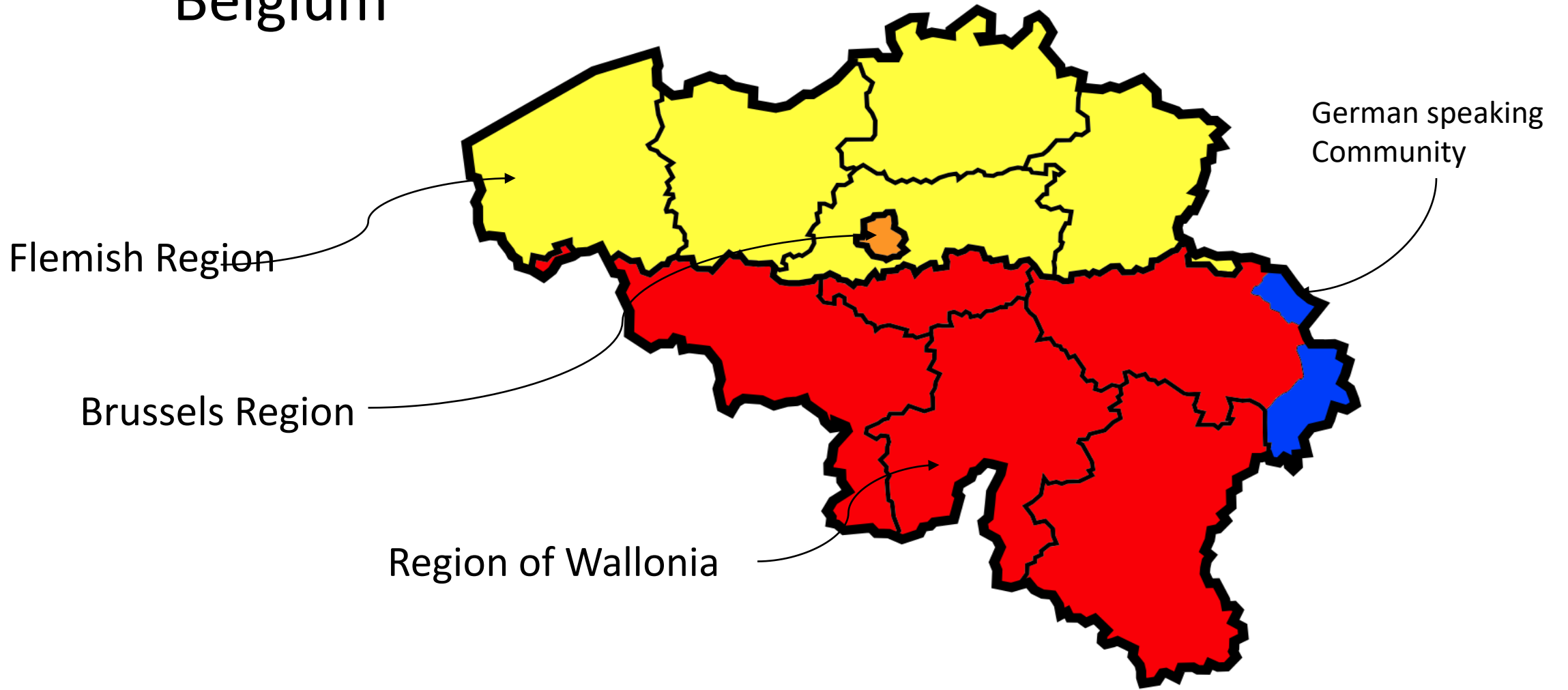
Norway House, Brussels, 30 November 2023

# Objectives on Innovation Procurement Belgian EU Presidency - 2024

- ▶ Belgian EU Presidency
- ▶ International conference 19-20 March 2024
- ▶ Challenges for Innovation Procurement in Flanders



# Belgium





# Belgian EU Presidency first half 2024

## Belgian presidents of the COMPET Council



**Federal minister  
Yves Dermagne**

*Internal market & space*



**Flemish minister  
Jo Brouns**

*Industry*



**Walloon minister  
Willy Borsus**

*Research*

# Trio presidency EU 2023-2024

**Spain**

**July - December 2023**

**Belgium**

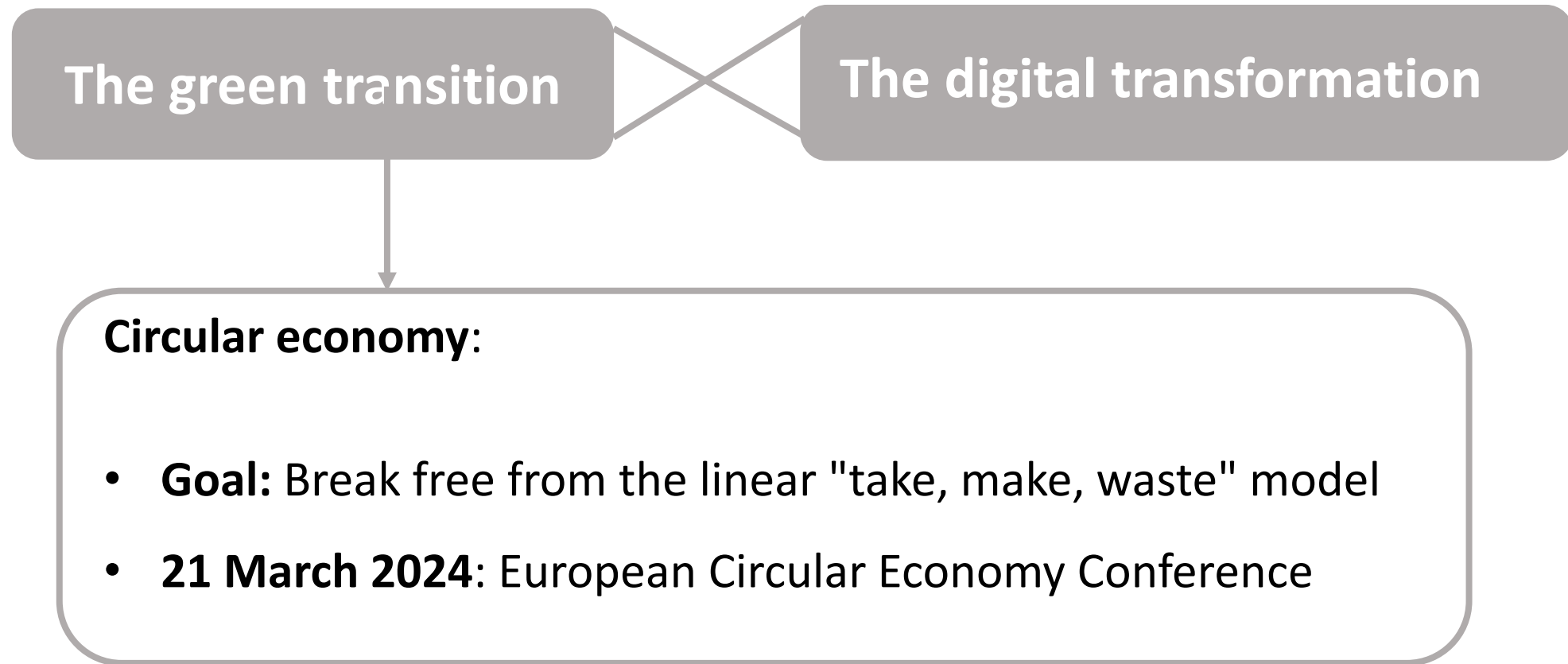
**January - June 2024**

**Hungary**

**July - December 2024**

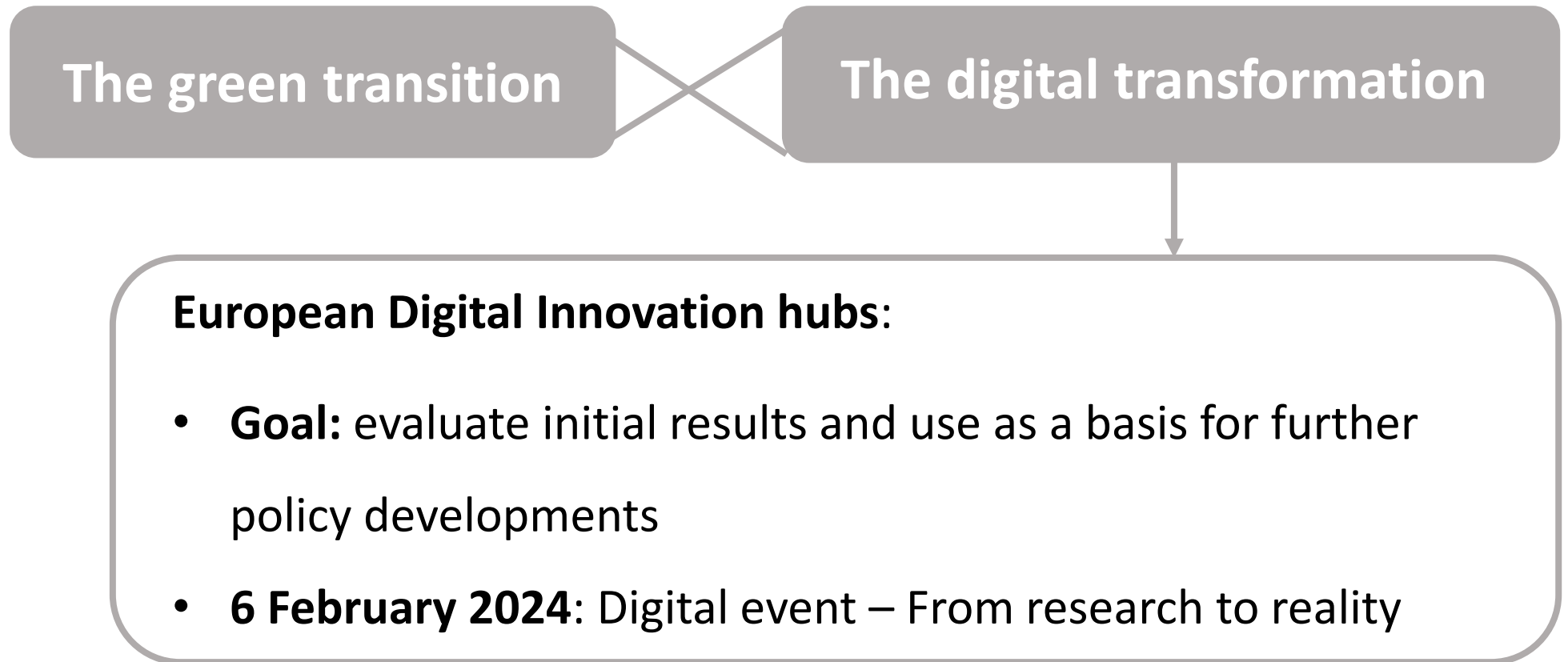
# Belgian EU Presidency 2024

Thematic priorities Government of Flanders – Research & Industry



# Belgian EU Presidency 2024

Thematic priorities Government of Flanders – Research & Industry



# Belgian EU Presidency 2024

Thematic priorities Government of Flanders – Research & Industry

**The innovation gap**  
**Knowledge and tech transfer**

**Green & digital skills**  
**development**

**Mission driven R&I policy**

**Food security**  
**Farm-to-Fork**

# Belgian Presidency 2024

Thematic priorities Government of Flanders – Research & Industry

## Effective Policy Mix

### **Innovation-based procurement : untapped potential for**

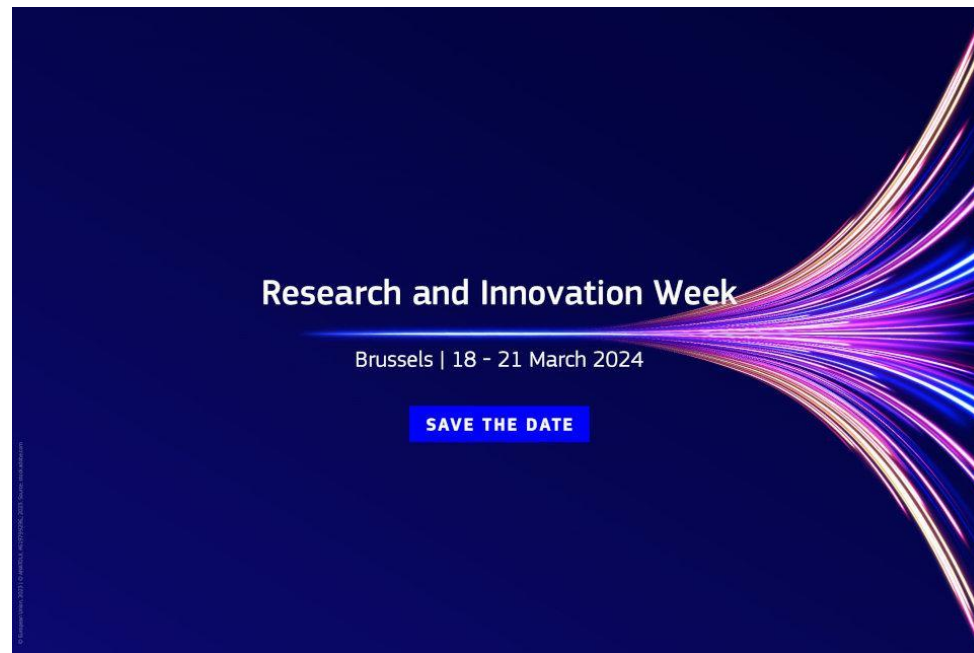
- better solutions for societal challenges
- opportunities to startups and SMEs

### **Need for capacity building**

**19-20 March** Conference on Innovation Procurement



# Conference on Innovation Procurement BE EU Presidency - Flanders



DEPARTEMENT  
ECONOMIE, WETENSCHAP & INNOVATIE



Vlaamse  
overheid

# 18 – 21 March 2024 – ‘Research and Innovation week’ - linking 3 events



Joint forces of European Innovation Council – European Commission: DG RTD, DG Grow, DG CNECT –  
BE EU Presidency – Government of Flanders





# BE EU Presidency conference on Innovation Procurement

► Focus on:

- the exchange of experiences ...
- policy frameworks and best practices,
- results of the benchmark exercise on innovation procurement 2024
- the instrument of Innovation procurement itself and how to make it happen
- actions and programmes initiated by EC and EIC to stimulate innovation procurement
- how to implement the full potential of innovation procurement in present and future challenges in security, health, net zero smart cities, ...
- On the limits of mandatory requirements and procurement procedures
- On actions and programmes initiated by EC and EIC

► Target audience:

- Policy makers, procurement experts, innovation officers, both private and public sector, ....
- ...

# BE EU Presidency conference on Innovation Procurement

## ► Outcome:

- formulate key messages to policy makers to take IP to the next level
- Policy note with recommendations for regional, national and European policy fora
- Input for conclusions
  - Monitoring the New European Innovation Agenda (as agreed in 2022):
  - Recommendations to the new European Commission concerning the instruments and policy priorities
  - Recommendations towards EU MS on mainstreaming the support and the use of innovation procurement at national and regional level.
- Each participant goes home with relevant tips/tricks to be used in daily live
- ...

# BE EU Presidency conference on Innovation Procurement

- ▶ In-person event with recordings of plenary session and workshops
- ▶ ‘Less is more’ principle: evening of 19 March + morning of 20 March
  - Inspiring plenary keynotes (max 30 min),
  - 3 rounds of 4 break-out sessions to allow for interaction and stimulate knowledge sharing
  - networking
  - Prize ceremony for **Innovation Procurement Awards.**
- ▶ Mix of formats:
  - Plenary keynotes,
  - Panel discussions
  - Working seminars
  - In depth discussions focussing on 1 topic
  - ...

# BE EU Presidency conference on Innovation Procurement

→ **More info on content and registration** will be available in January 2024



# Programme for Innovation Procurement

The experience in Flanders

# Programme Innovation procurement in Flanders

## How do we work? – What do we offer?

- ▶ All public organisations can obtain:
  - **Information and advice** on how to deal with public innovation procurement
- ▶ PIP/PIO-projects, selected after calls for proposals can obtain:
  - **Guidance:** by PIP-team and external consultant (*if necessary*)
  - **Financial support**

	<u>Indicative amounts</u>
○ Preparatory track	ca. 40 000 euro (100% PIP/PIO)
○ Feasibility studies	5.000 euro – 30.000 euro (50/50 partnership)
○ Development projects	15 000 euro - 1 000 000 euro (50/50 partnership)
○ Pilot projects	15 000 euro - 1 000 000 euro (50/50 partnership)



# PIP results

► Some examples :

- Cold2Gold, Optimo garbage truck, Incontinence Care 2.0, ....
- Sustainable streetlights....
- Bookaplace, LanguageCity app, BuyITPublic, Socrates, LVAagriLens app,
- healthyDiet app, Digital City voucher, ....
- Planningtool for schools & teachers, .....
- Framework for fire safety in healthcare infrastructure, ...
- Fire Safety Information Center, Social Impact Bond, ...



# > 100 projects in PIP-portfolio - Interested?

## ▶ PIP project portfolio:

- <http://www.innovatieveoverheidsopdrachten.be/projecten>
- <http://www.innovatieveoverheidsopdrachten.be/en/projects>

## ▶ Contact PIP-team: [pio@vlaanderen.be](mailto:pio@vlaanderen.be)





# Challenges for the future

- ▶ Diffusion of knowledge and expertise on innovation procurement
  - tools and practical guidance, networking, training, collaboration, ...
- ▶ Qualitative monitoring of innovation procurement
  - Improving data quality; useability of registration tools, general understanding of definition of innovation, ... monitoring outcome.
- ▶ Implementation and scaling of the results
  - What role for public and private sector?
  - How to deal with intellectual property rights and competition rules in practice?
- ▶ Need to strengthen the innovation strategy/culture of public organisations
  - More focus on public sector innovation
  - Highlighting the advantages of public procurement

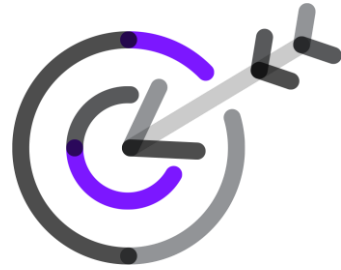
**All comments and ideas  
welcome!**



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[www.innovatieveoverheidsopdrachten.be](http://www.innovatieveoverheidsopdrachten.be)

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**Stig Bang-Andersen,  
Senior Advisor & Innovation Broker,  
Norway's Supplier Development  
Programme (LUP)**

# New evaluation on Innovation Partnerships in Norway

Stig Bang-Andersen  
Senior Advisor & Innovation Broker, LUP

sba@lup.no

November 30th 2023

# Innovation partnerships are widespread in Europe

- A survey by the European Commission (07/2023) shows that IPs are widespread in Europe and that the procedure has had an impact on innovation and green objectives
- The number of IP contracts awarded increased up until 2020 and peaked at 40 contracts (has since declined)
- IP has been awarded in 18 different EU/EEA countries. Following Norway, Finland (25), France (22) and Germany (22) have awarded the most IP contracts in EU/EEA.
- 109/173 contracts have been awarded with the participation of SMEs (~63 percent) and EUR 741 million in contract value (44 percent of the total value) have been awarded with SME participation.



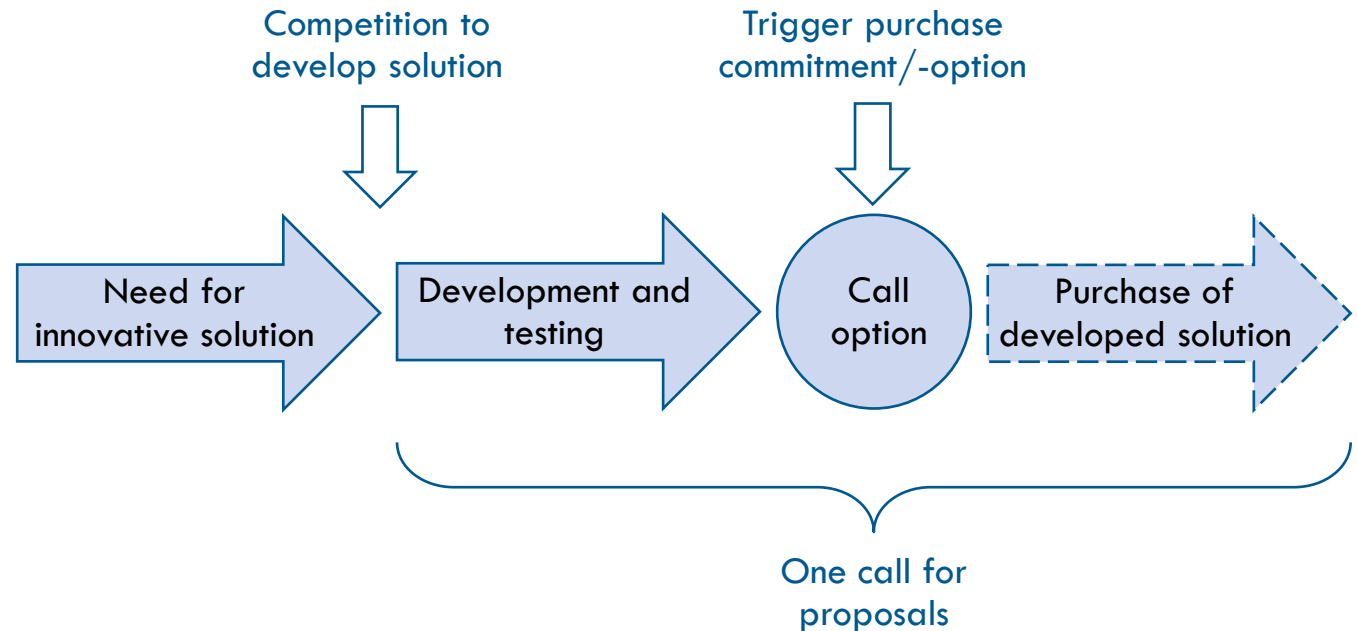
# Evaluation of innovation partnerships in Norway

- Oslo Economics has conducted an updated evaluation of innovation partnerships (IP) in Norway
- Since introduced in Norway in 2017, 29 innovation partnerships have been initiated
- 40 percent in the municipal sector
- As of August 2023, 13 partnerships have been completed, 11 of which led to a purchase of the developed solution
- 15 projects are currently in different phases of the competition/development process

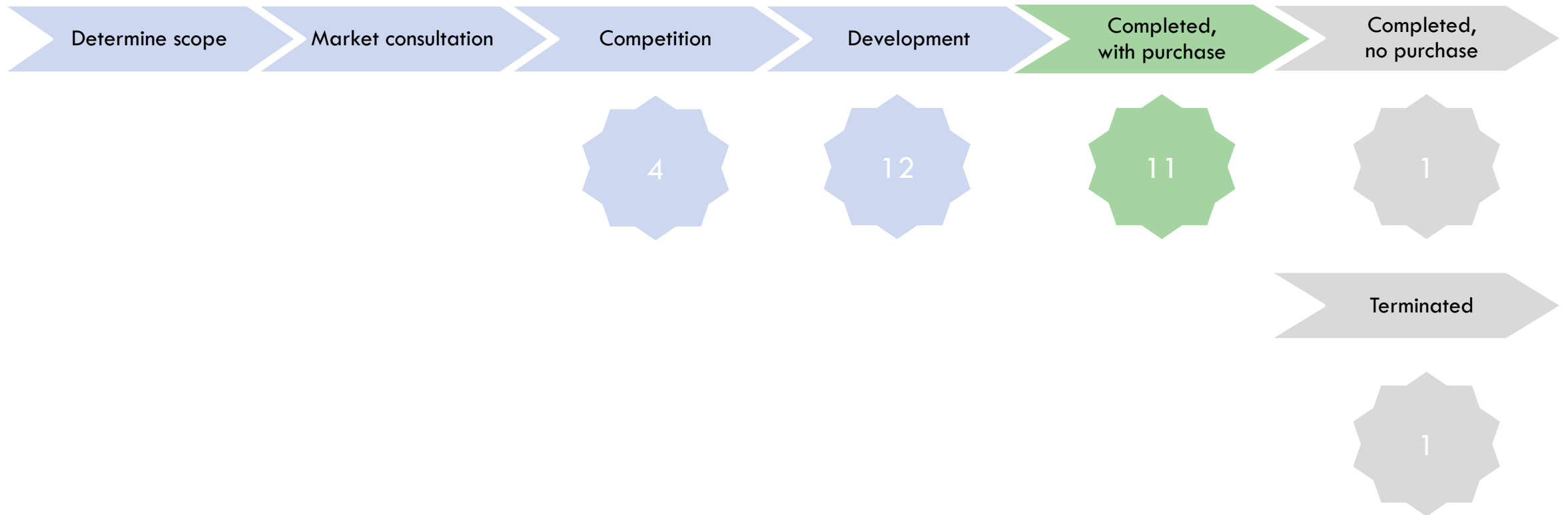


# Innovation partnership in brief

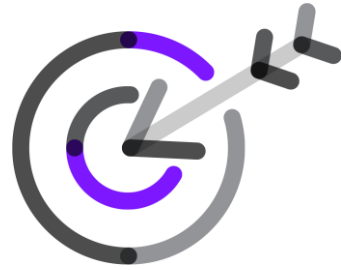
- Innovation partnerships are used when procuring solutions that are not on the market
- The procedure facilitates product and service development in a collaborative process between the client and supplier/developer
- Innovation partnerships combine the development phase and the subsequent acquisition in the same competition
  - Thus, IP differs from other forms of innovative procurement, in that there is no need to announce a new competition when the development phase is completed
- The purpose of innovation partnerships is to develop completely new solutions to the specific needs of public agencies
- Innovation partnerships were adopted in Norway in 2017, and the approach has since been further developed



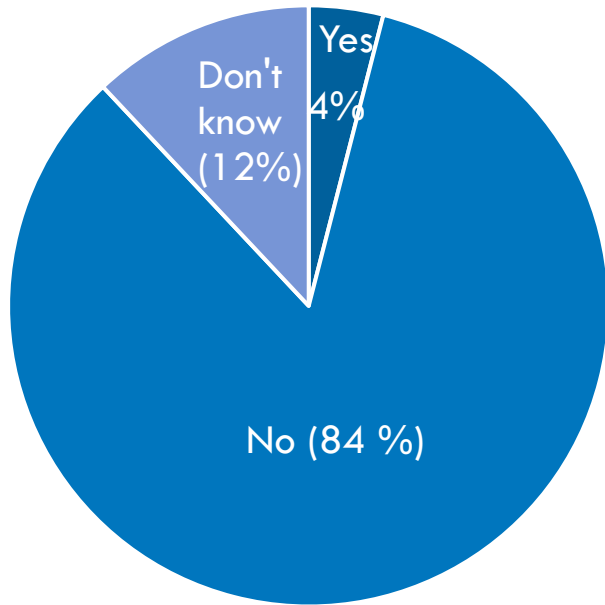
# Status of IPs with funding from Innovation Norway (Sep. 2023)



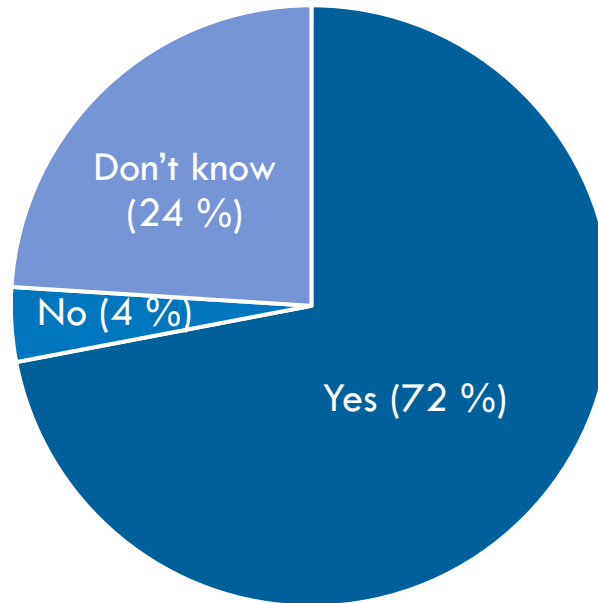




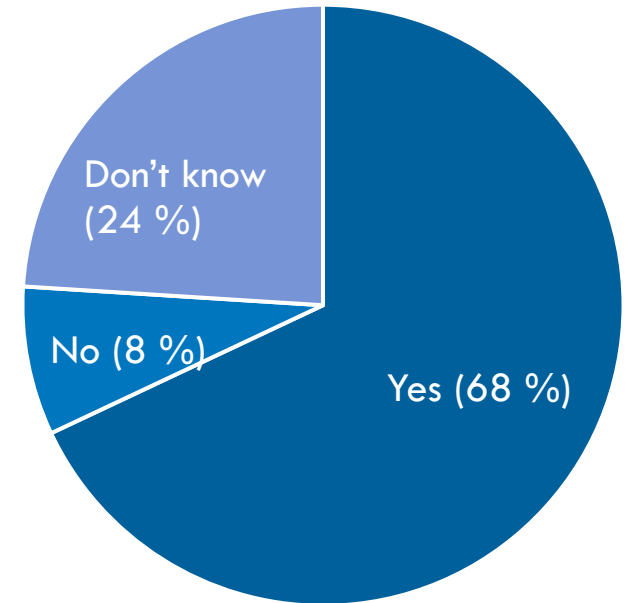
## **Results and lessons learned from the previous evaluation (2022)**



**Would you have implemented IP without funding from Innovation Norway?**



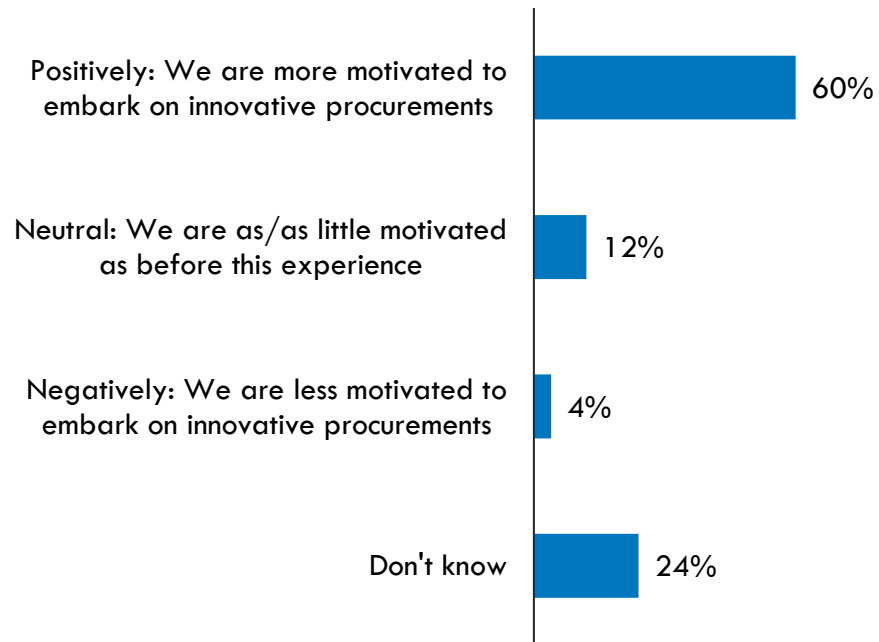
**All in all, does your agency think IPs are a good way to create innovation together with private suppliers?**



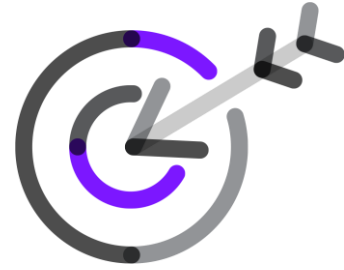
**Has your experience with IP made you want to do more IPs?**

# Experience with IP has had a positive effect on public agencies' motivation to carry out innovative procurements

**How has the experience with the innovation partnership affected your organization's motivation to carry out more innovative procurements in general?**



- Interdisciplinary involvement within the enterprises helps more people become familiar with IP and the innovation process.
- Some believe that knowledge about and motivation to carry out innovative procurements have improved, but that there is still a need for increased competence when it comes to innovation in public agencies.



# Challenges and Opportunities

# Challenges

- IP is a demanding process that faces several challenges and barriers, such as:
  - Lack of funding and risk mitigation from national authorities and innovation actors
  - Lack of competence, capacity and commitment from both buyers and suppliers
  - Lack of market for the developed solutions, and need for cooperation and coordination across borders and sectors

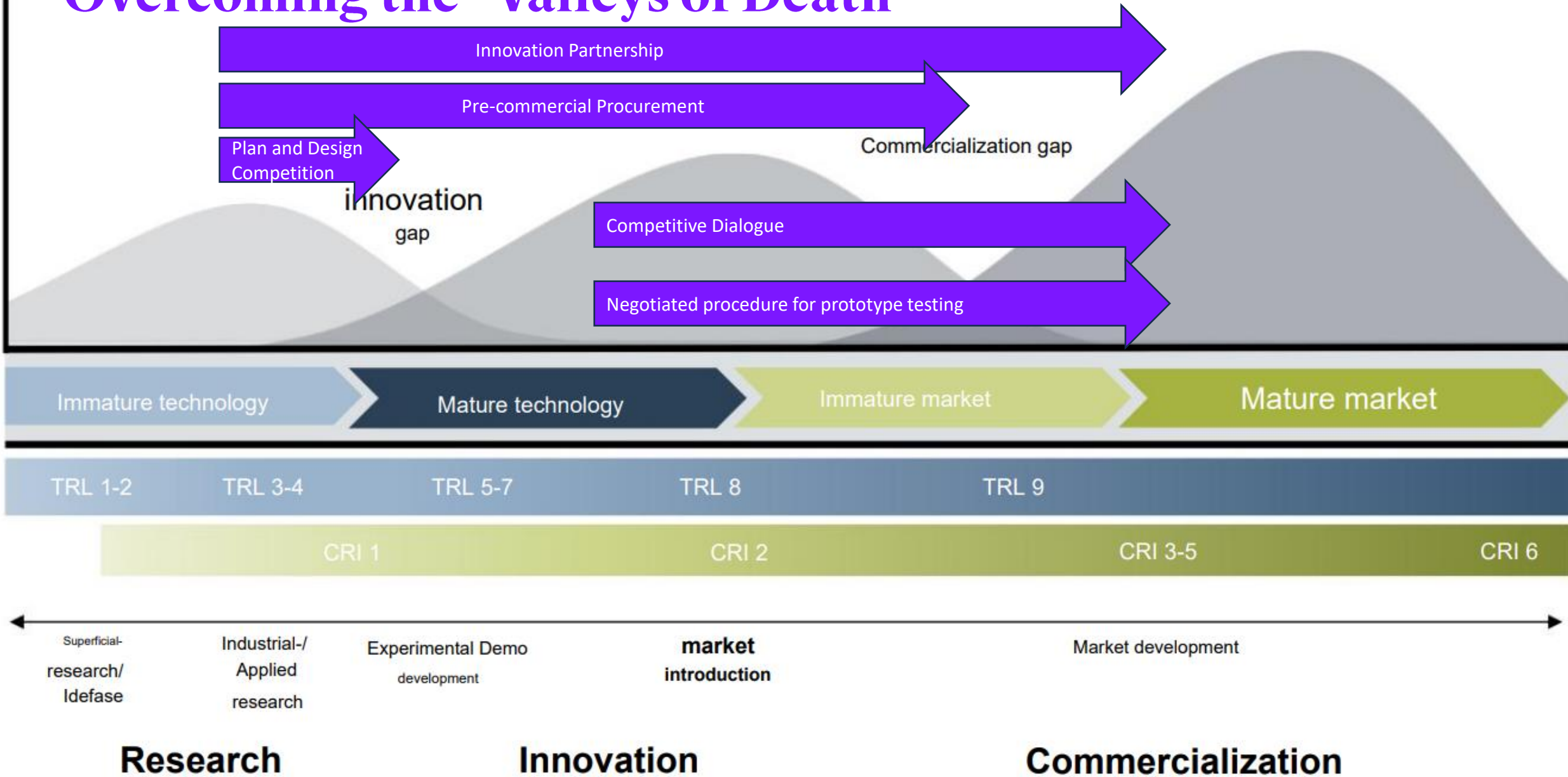


# Opportunities

- To improve the process and the outcomes of IP, some adjustments could be made:
  - Increase the allocation and availability of funding and support for IP over the state budget, and ensure that there is a clear and predictable framework for IP in Norway
  - Provide guidance and training to public buyers and suppliers who want to use IP, and share experiences and best practices from successful IP
  - Stimulate demand and interest for the developed solutions, and facilitate dialogue and networking among potential customers and users, both nationally and internationally



# Overcoming the “Valleys of Death”



## AGILE PILOTING PROCESS



## Fast Track for circular economy

The Ministries of Climate and the Environment are financing the development of five projects within the circular economy.

The extraordinary grant from the government is a counter-cyclical measure in connection with the COVID-19 pandemic.

The purpose is to promote activity in business and green innovation through public procurement.



**NEB-STAR** | NEW EUROPEAN BAUHAUS STAVANGER

NEWS

### FIVE AGILE PILOTING WINNERS AT SITE 4016

Container gym, electric cargo bikes and charging of electric bike batteries are some of the offers that the neighborhood and businesses can test out at Site 4016 in the next six months.

### PHASES IN THE STARTOFF-PROCESS

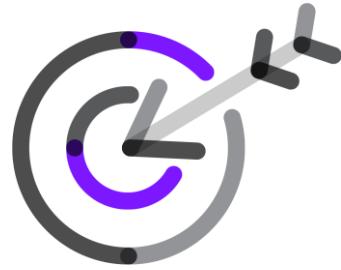


DURATION	4 WEEKS	3 WEEKS	15 WEEKS	-
PARTISIPANTS	ALL INTERESTED SUPPLIERS	SUPPLIER A SUPPLIER B SUPPLIER C	SUPPLIER A	SUPPLIER A
PAYMENT	NO PAYMENT	50 000,- PER SUPPLIER	450 000,-	NO PAYMENT

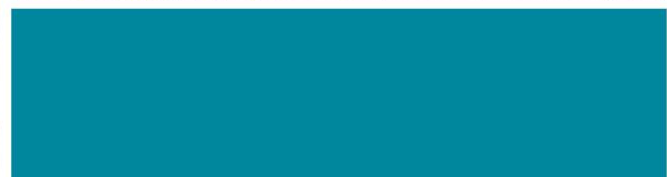




[www.innovativeprocurements.no](http://www.innovativeprocurements.no)



**Ann-Helen Moum,  
CDO, Kristiansand municipality**



# Its changing



Source: nkr



Source: nkr



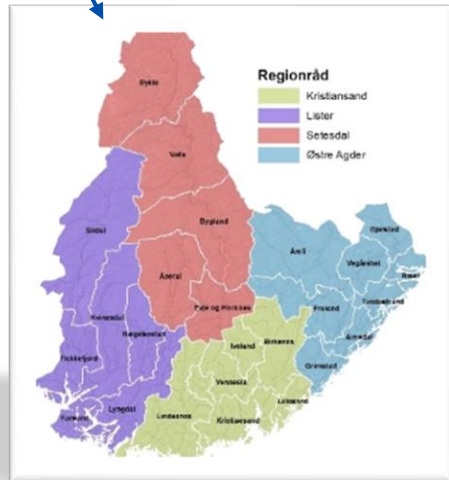
Source: dagens medicin



Source: nkr

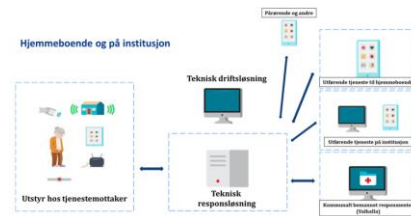


# Agders responds to changes



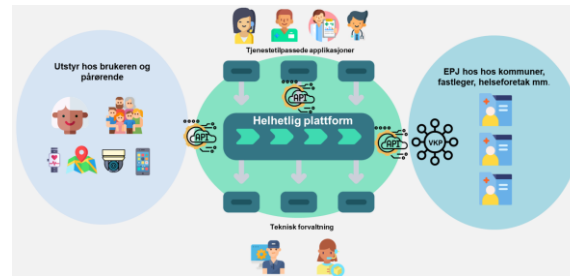
## Joint procurement

Figur 1-2. Omfang av anskaffelsen



Kilde: Trygghets- og varslings teknologi forutsetningsdokument

## Innovation partnership



## Pre-commercial procurement

Value-based model



# Comprehensive Treatment of Chronic Patients in Rural Areas



Kristiansand  
kommune



Funded by the European Union  
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 965277

## Value-based model





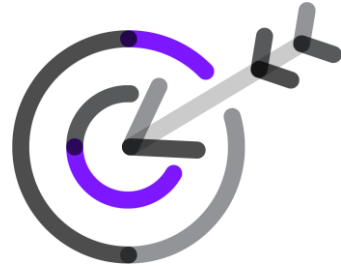
# CRANE




## Stay in touch

LinkedIN:  
crane-pcp  
Ann-Helen Moum





**Ståle Moe,  
CEO, Tellu AS**



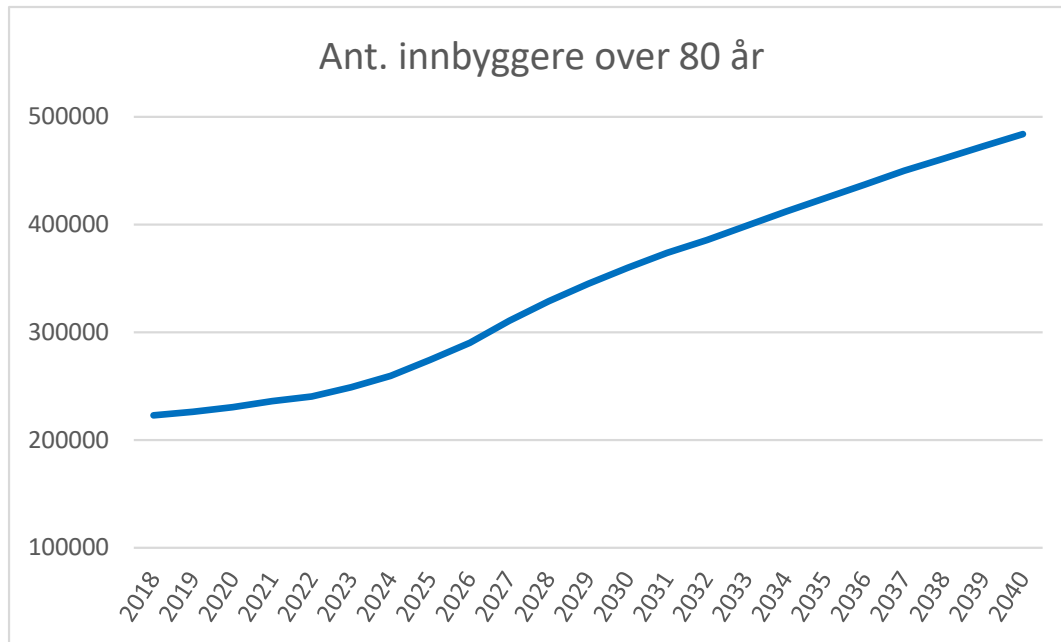
# Delivering better Health and care, economic growth and resilient health systems. Joint IP/PCP in the Agder region in Norway

Ståle Moe, CEO, Tellu

November 2023

# The amount of people in Norway over 80 y/o will more than double the next 20 years...

## Number of inhabitants > 80 years in Norway



## The elderly wave will lead to a dramatic increase in dementia

- It is estimated that there are more than 101,000 people with dementia in Norway
- The number is expected to rise to 237,000 in 2050 due to the increasing number of elderly
- When admitted to a nursing home, over 83% have dementia

...which in turn will boost the demand for care services

**Our vision**

*Providing safety and independence –  
for those in need of care and those caring for  
someone*

**Our aspiration**

*Empower care providers to improve efficiency,  
scalability and quality*

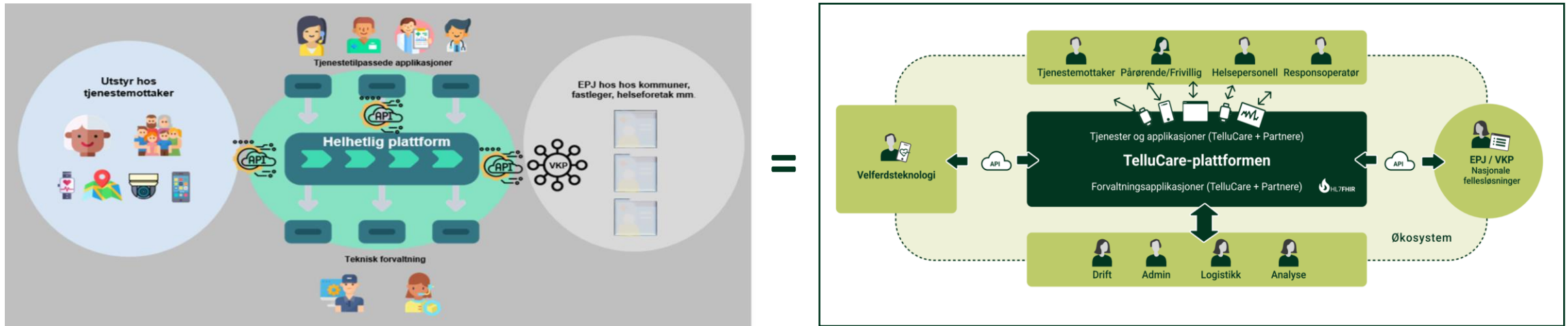
# Tellu

- Leading Norwegian welfare technology provider
- 10+ years' experience from welfare solutions and IoT platform development
- Contracts with 130 municipalities, supporting 35 000 end users
- Ca. €12M revenue
- 56 employees
- Strong industrial and financial owners through Telenor, Investinor and Sintef
- Currently cash negative – owners are financing innovation



# Tellu's rationale for going into the IP/PCP

*A shared vision for the future of welfare services management*



End users experience security and seamless services when using technology in their own homes and institutions.

Employees are equipped with tools that enable them to deliver seamless services and contribute to a more efficient working day.

# Tellu's rationale for going into the IP/PCP

## Developing turnkey solutions

- Tellu will have the IPR
- Addressing a general market need
- Access to professional expertise and users

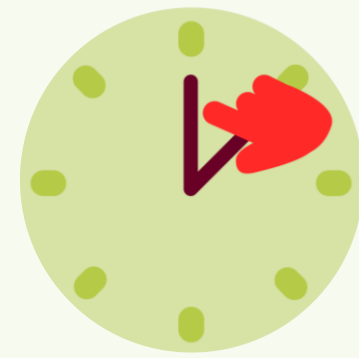
## Reducing financial risk

- Larger purchasing entity
- Funding!
- Clear path to a commercial contract and scaling

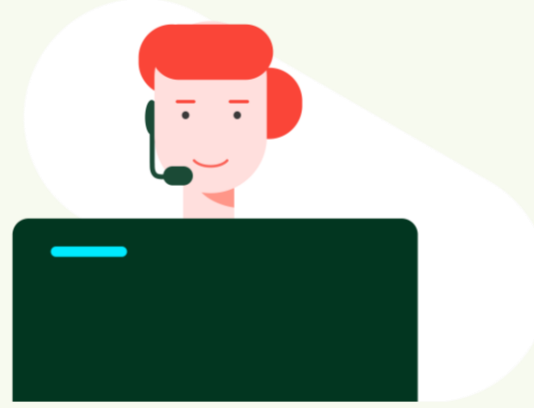


# The solution

- it all about saving minutes



Administrators



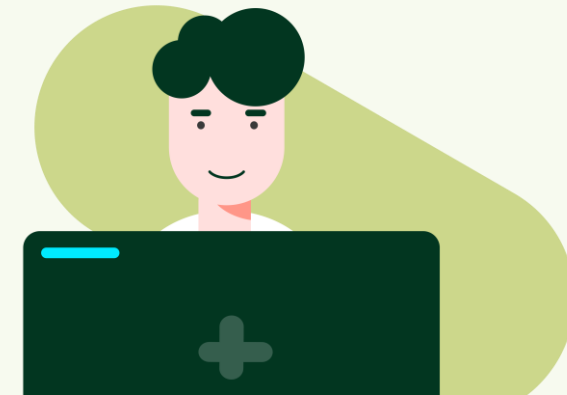
Response center operators



Visiting helpers

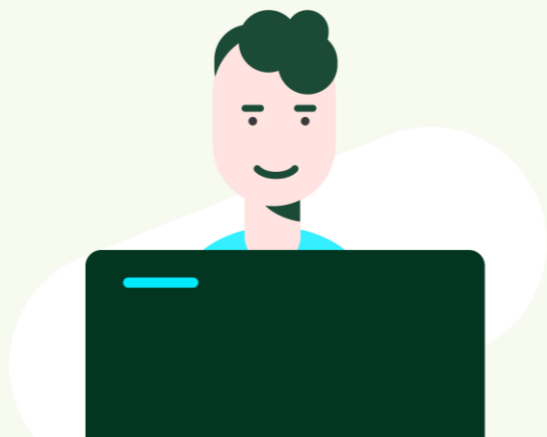
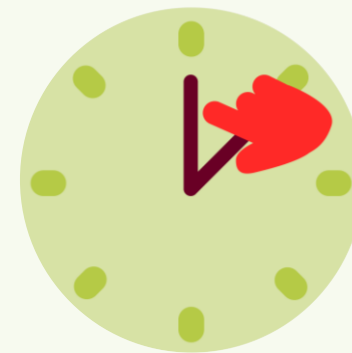


Care personnel at institutions



Medical specialists





## Administrators

- One portal for all end user equipment, services and technical notification management
- Automatic provisioning of employees, based on employee directory
- Simpler and richer access to business data

**TelluCare**  
Admin

Ada M. Instra Virksomhetsadministrator Automatisk utlogging Språk: Norsk Logg ut

**Dashboard**

[Legg til systembruker](#) [Registrer utstyr](#)

**Innloggingsfeil**  
**32**  
innværende dato [Les mer](#)

**Alarmer**  
**143**  
siste 24 timer [Les mer](#)

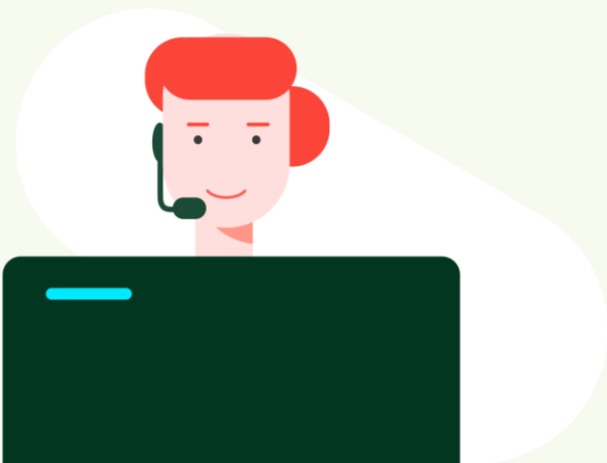
**Feilmeldinger**  
**0**  
siste 24 timer [Les mer](#)

**Aktive økter**

Navn	Tjeneste	Rolle	Gruppe	Status
Per Hansenn	Institusjon	Tjenesteutøver	Gruppe B	Inaktiv
Per Hansenn	Institusjon	Tjenesteutøver	Gruppe B	Inaktiv
Per Hansenn	Institusjon	Tjenesteutøver	Gruppe B	Inaktiv
Per Hansenn	Institusjon	Tjenesteutøver	Gruppe B	Inaktiv
Per Hansenn	Institusjon	Tjenesteutøver	Gruppe B	Inaktiv

**Åpne tekniske varslar**

**tellu**



## Response center operators

- Alarms from all safety technology are handled in one application (fewer systems)
- Context bases UX – depending alarm type
- Reduced alarm handling time
- Simple and secure login, single sign-on

GPS alarm, Synne tjenestemotaker

Håndtert av: synnesoperatør

Medisinske notater

14-02-2023 12:29:32 - Synne Skjerten  
Vurdert i foten, gift beskjed om å ta SØRST/Panocet og vente på hjemme sykepleiere

14-02-2023 12:00:05 - Synne Skjerten  
Har skidd i dusjen og slått fete, foreslått men ikke mistanke om brudd, ventor på hjemmesykepleiere

Ytterligere brukerinformasjon

Alarmhåndtering

Venter på innkommende samtale +4798228199

Informasjon om alarmtype  
Målig manglende sovev. Operatør bør ringe tilbake.  
Utløst i app

Sendermodell  
iPhone

OS  
Hva er alarmhåndling?

Beskjed til mottaker

Har dette er en intern beskjed, se her da vel!!! Har dette er en intern beskjed, se her da vel!!!  
Sist endret: 14-02-2023 15:44:42

Besøksplan

Type	Status	Fra	til	Beskrivelse
Artale	Utløst	13.05.2021	13:05-13:35	Hjemmesykepleie
Artale	Pålagt	13.05.2021	13:00-13:35	Hjemmesykepleie
Artale	Pålagt	13.05.2021	23:00-23:35	Hjemmesykepleie
Artale	Pålagt	13.05.2021	11:00-11:35	Hjemmesykepleie

Tabell viser tilknyttede besøksplaner for EPJ

Logger

Melding til EPJ

Avsluttet	Sendt	Hendelsestid	Status
13.05.2021 09:05	OK		Sendt
13.05.2021 11:00	Hjelp		Ikke sendt
13.05.2021 21:00-21:35	Skutt		Ikke sendt
13.05.2021 21:00-21:35	Ikke sendt		Ikke sendt
13.05.2021 21:00-21:35	Ikke sendt		Ikke sendt

Trykk EPJ Send EPJ melding

Ressurser

Navn	Forhold	Telefon	Adresse	Tittel
Synnes ressurs		+4796234336		

Kontakt

Hendelsesbasert kameratilsyn, Synne tjenestemotaker

Håndtert av: synnesoperatør

Medisinske notater

14-02-2023 12:29:32 - Synne Skjerten  
Synndt i foten, gift beskjed om å ta SØRST/Panocet og vente på hjemme sykepleiere

14-02-2023 12:00:05 - Synne Skjerten  
Har skidd i dusjen og slått fete, foreslått men ikke mistanke om brudd, ventor på hjemmesykepleiere

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Tabell viser tilknyttede besøksplaner for EPJ

Logger

Melding til EPJ

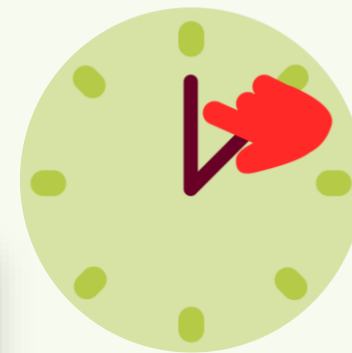
Avsluttet	Sendt	Hendelsestid	Status
13.05.2021 18:00	OK		Sendt
13.05.2021 13:00	Hjelp		Ikke sendt
13.05.2021 23:00-23:35	Skutt		Ikke sendt
13.05.2021 13:00-13:35	Ikke sendt		Ikke sendt

Trykk EPJ Send EPJ melding

Ressurser

Navn	Forhold	Telefon	Adresse	Tittel
Synnes ressurs		+4796234336		

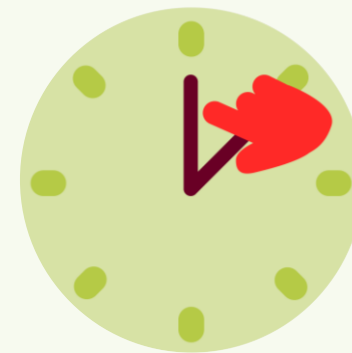
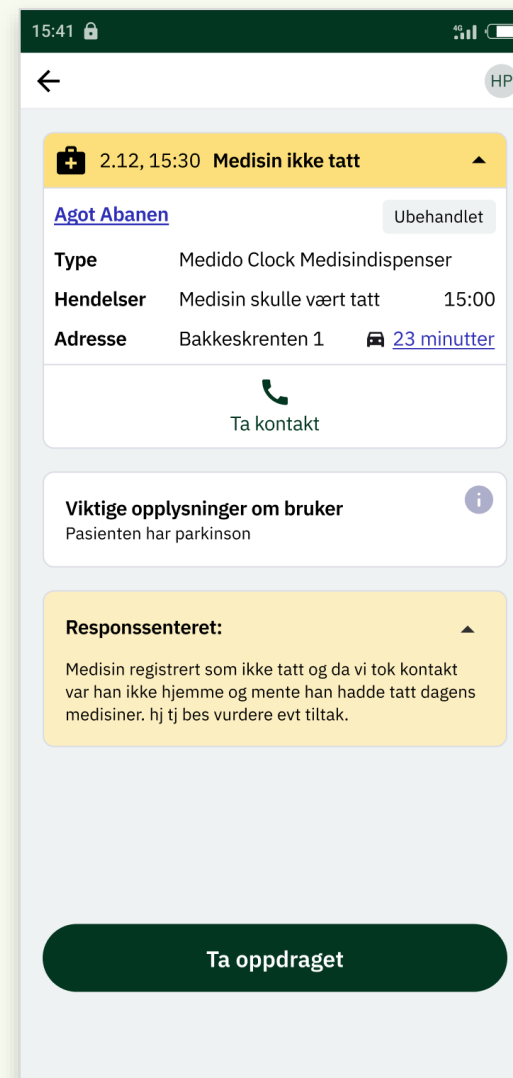
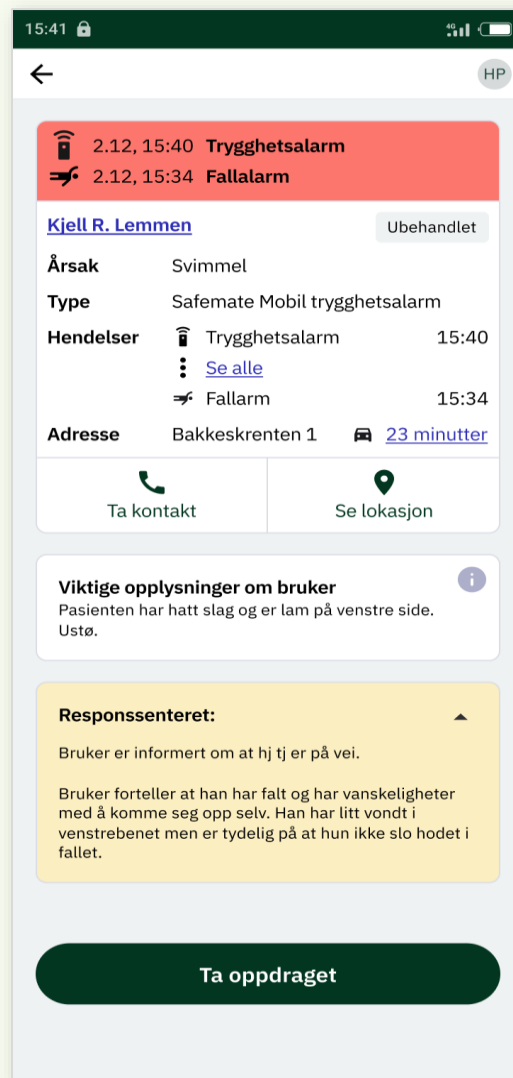
Kontakt





Visiting helpers

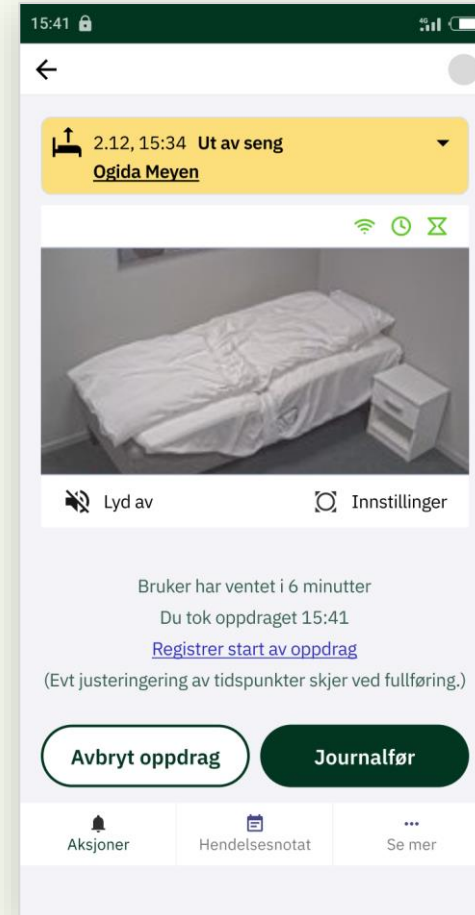
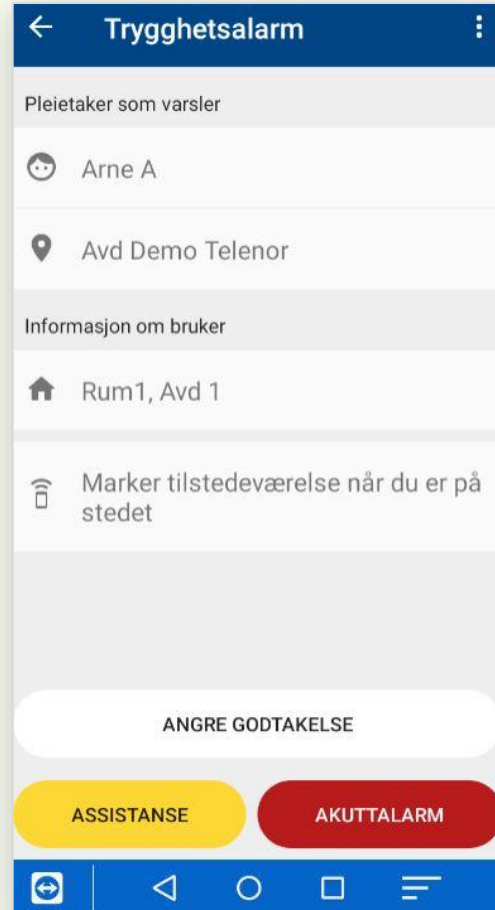
- Easy and secure login
- One interface for all alarms and notifications
- Notification of nearest helper with travel time and route planning
- Relevant end user information available when accepting the task
- Patient journal entry as part of work process

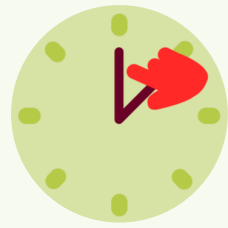




### Care personnel at institutions

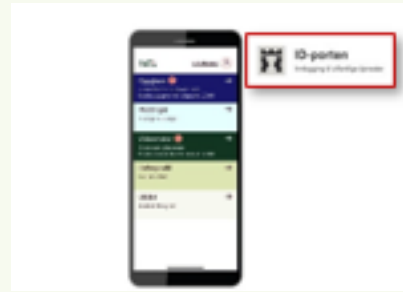
- One interface for all alarms and notifications
- Can clarify incidents digitally without physically visiting rooms (time saved)
- Digital night supervision (time saved)
- More peace at night and fewer interruptions for the patients





Medical specialists

- Remote Patients Monitoring reduces home visits and/or patient visits to hospital
- Enabling cooperation between hospital and municipalities



Patient app

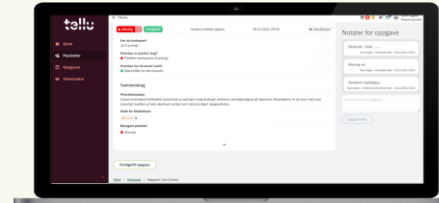


Medical sensors

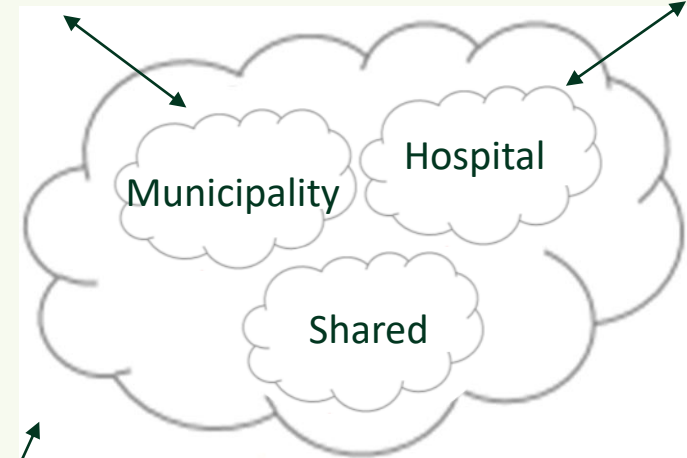
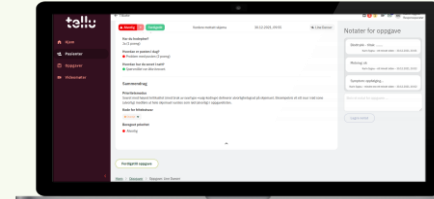


Gateway

Nurse and doctor (Municipality)



Specialists (Hospital)

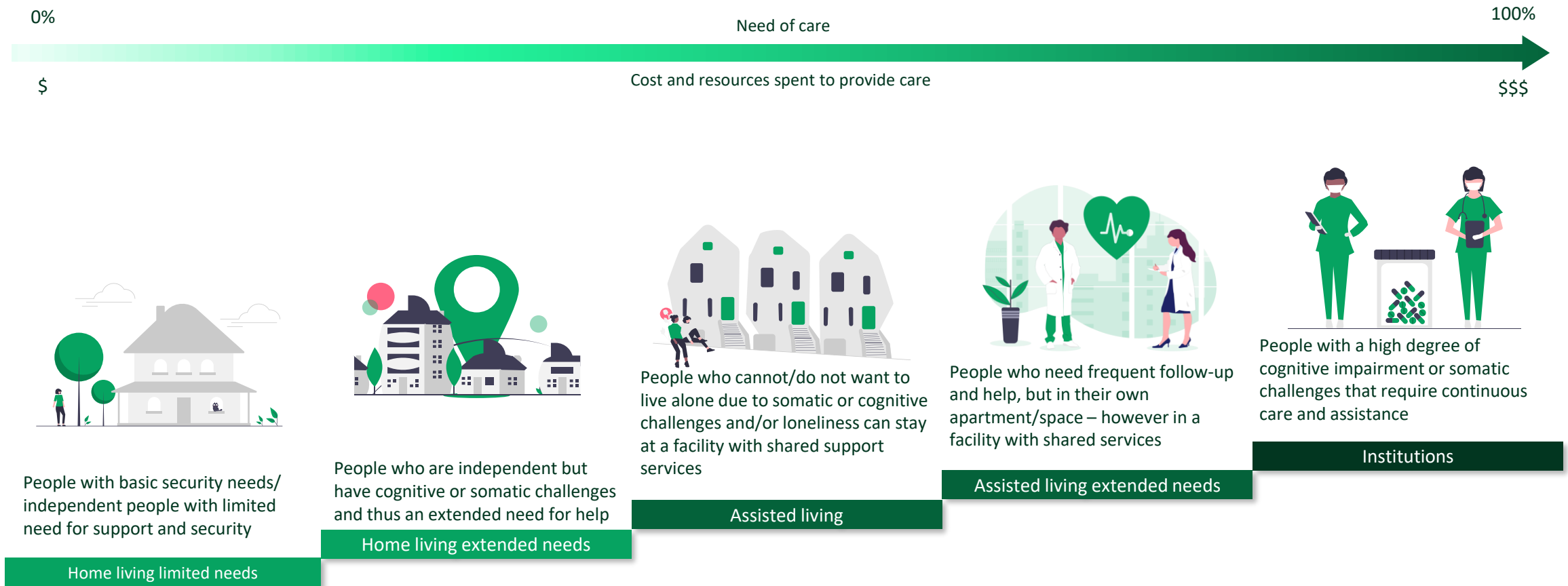


HL7 FHIR

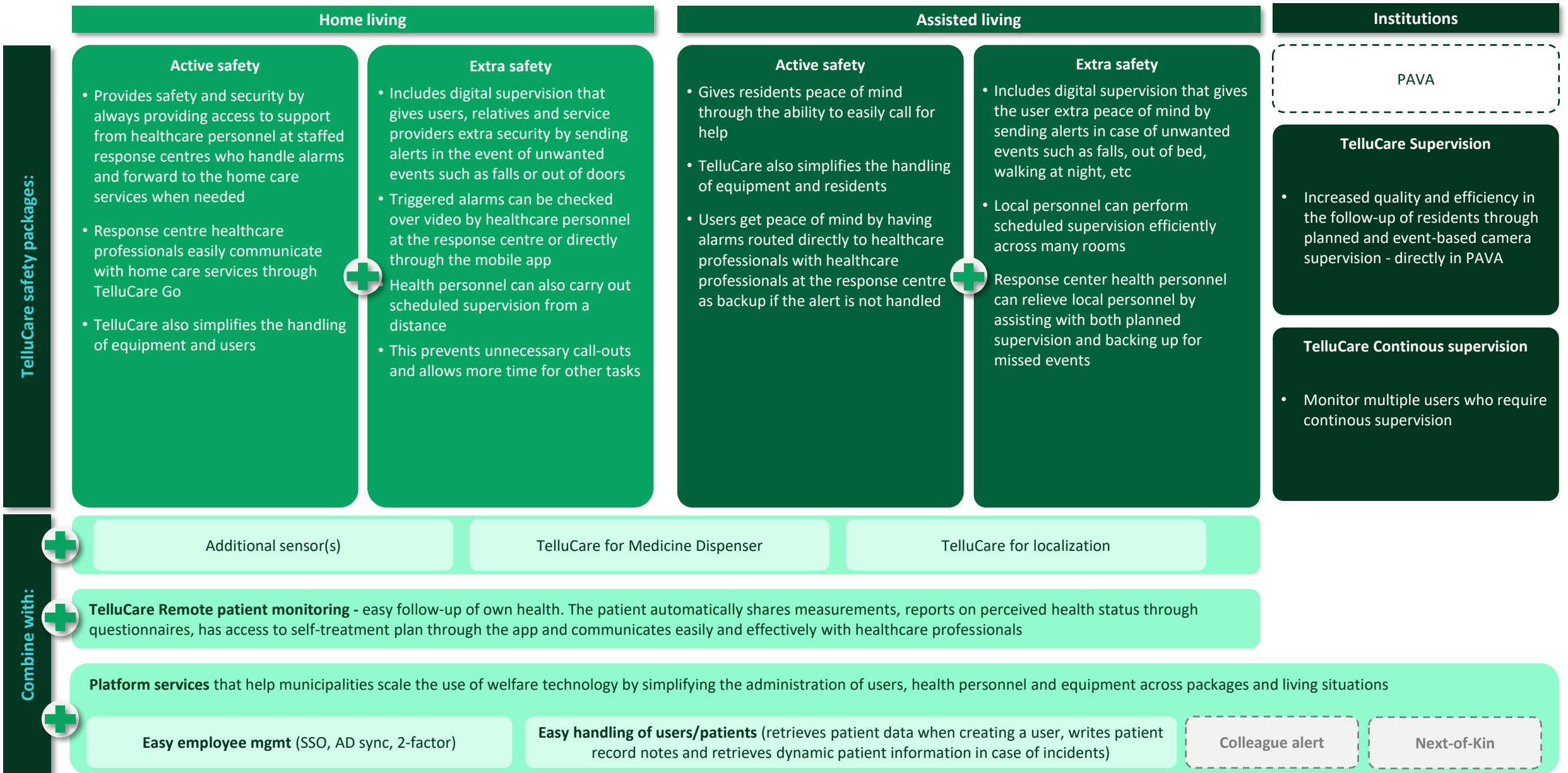


Patient journal

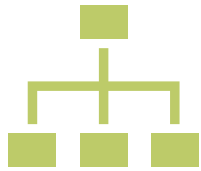
# The need for care depends on where someone is in the care lifecycle...



# ...and Tellu's safety packages corresponds to these needs



# Key learnings - Challenges



## **Demanding for an SME**

Most available resources are allocated to the project, reduces flexibility in delivering on other areas



## **Project oriented development**

Not align with our agile approach



## **Failure is not an option**

Commercial agreement with Agder  
Market demand for the services



# Key learnings - success factors



Clare goals and expectation



A partnership and joint effort



Options to adjust scope as we learn



Common project organization

Thank you!

tellu