



consip

International Conference on Smart Public Procurement and Public-Private Partnerships (PPPs)

“Public procurement in healthcare – The Experience of the Italian CPB”

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Agenda

- 1.** Presentation of Consip: Establishment, Mission and Role
- 2.** Consip Healthcare Business Portfolio
- 3.** Health Professionals Engagement
- 4.** Consip tendering innovation

Consip: Establishment, Mission and Role

Establishment: Consip SpA is a public stock company set up in 1997 and entirely owned by the Italian Ministry of Economy and Finance (MEF), its sole shareholder

Mission: make the use of public resources more efficient and transparent, by providing tools and skills, to public administrations, in order to allow them to perform public purchases and at the same time stimulate a competitive participation of enterprises to public tenders

Role: Consip acts according to an “in house ” model; it is a public company in house to all central state administrations and, consequently, it can act as **central purchasing body** for these administrations, as an essential part of its activities.

The remaining part of its activities consists in providing specific services to other and specific public entities.



430

N° of employees



43

Average age



87%

Graduated



53%

Women

Consip Healthcare Business Portfolio: Matching procedure with product category

	Medical Equipment	Medical Devices	Services	Drugs
Framework Agreements	<ul style="list-style-type: none"> ✓ Ultrasound CT scanners ✓ Fixed angiograms ✓ PET / CT Scanners ✓ Multifunction ✓ Radiological equipment ✓ Computed tomography ✓ MRI scanners ✓ Mammography 	<ul style="list-style-type: none"> ✓ Pacemakers ✓ Implantable Defibrillators ✓ Stents ✓ Sutures ✓ Needles and Syringes 	<ul style="list-style-type: none"> ✓ Dialysis Service ✓ Hospitals Cleaning Services 	<ul style="list-style-type: none"> ✓ Biopharmaceuticals ✓ Oncology Drugs
DPS	<ul style="list-style-type: none"> ✓ Electromedical equipment 	<ul style="list-style-type: none"> ✓ Arthroplasty medical dvs and Osteosynthesis systems ✓ Technical aids for disabled ✓ Medications, Needs and Syringes, Antiseptics and Disinfectants 	<ul style="list-style-type: none"> ✓ Oxygen Therapy ✓ Laundering 	<ul style="list-style-type: none"> ✓ Medicinal Products
MEPA	<ul style="list-style-type: none"> ✓ Goods and services 	<ul style="list-style-type: none"> ✓ Goods and services 	<ul style="list-style-type: none"> ✓ Goods and services 	<ul style="list-style-type: none"> ✓ Medicinal Products

How Consip meets the needs of the Health Contracting Authorities



Involving all relevant stakeholders, especially the Ministry of Health, the National Institute of Health, Scientific and Trade Associations, in order to benefit from their indispensable contribution in terms of knowledge and technical skills



Introducing innovative methods of evaluation and new selection criteria



Expanding the portfolio through the development of new initiatives and the evolution of the current ones, in order to introduce new ways to purchase and promote more efficient models of service delivery

Goals

- To take into due consideration *patients and doctors requirements* in the procurement system, in order to purchase goods and services which better satisfy the needs of the final users
- To Achieve wider and broader savings (direct + indirect + process savings)



Health Professionals Engagement: Step 1

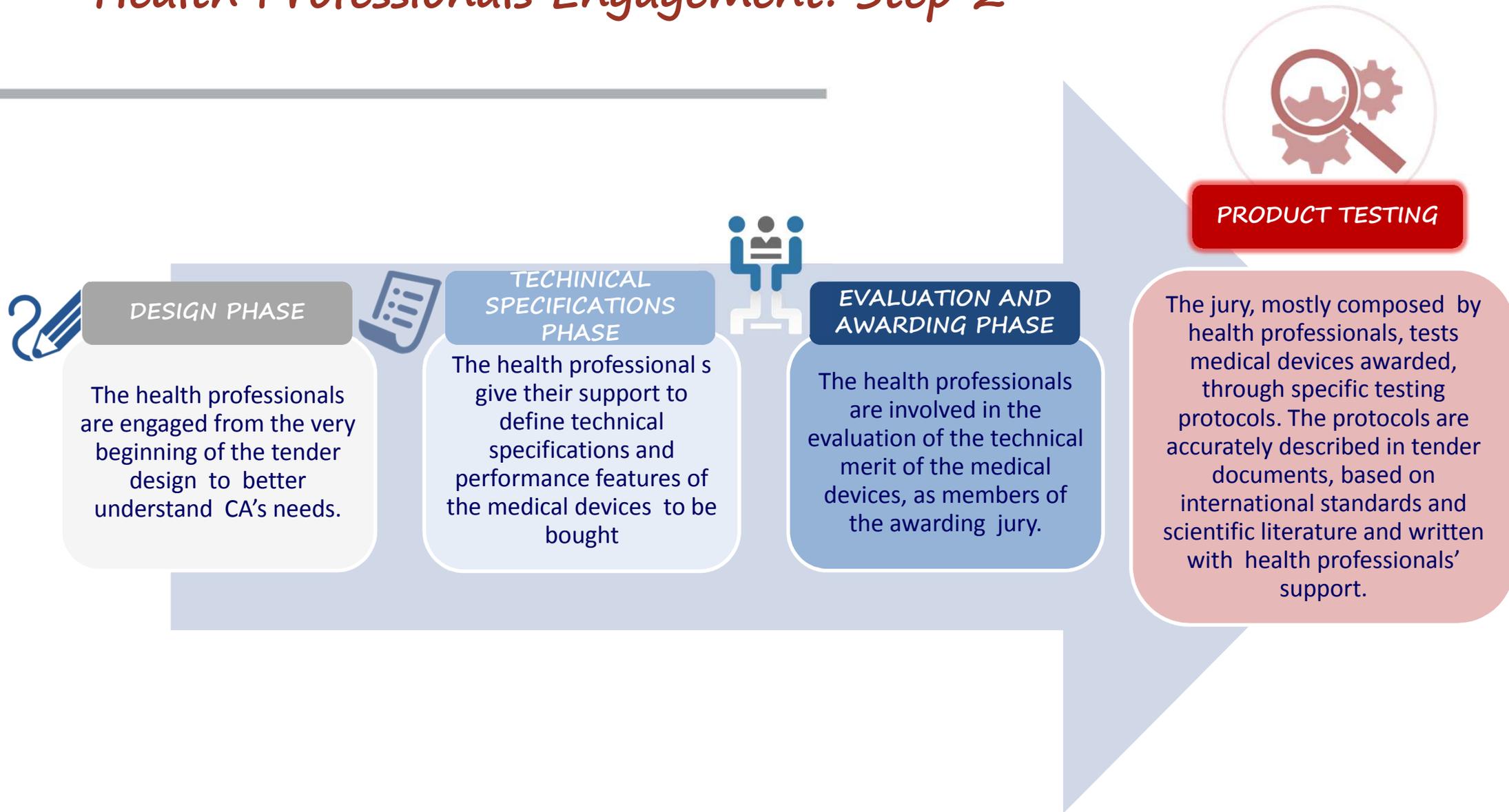
Consip signed non-disclosure agreements with **Scientific Associations** that allowed, and will allow, to contribute actively, at a very early stage of the pre award phase, in defining **the most appropriate tender design and structure** (ie type of procedure, product main characteristics...)

Furthermore, **Scientific Associations** are also involved in drafting the **technical specifications** in order to ensure the effectiveness, appropriateness and efficiency of products and services to be purchased.

Moreover, Scientific Associations collaborate with Consip for the **identification and suggestion of the most competent health professionals to be engaged** in all the tender's phases, as described in the following slide (Step 2)



Health Professionals Engagement: Step 2



Consip Tendering Innovations: Innovative evaluation models

Consip always uses the MEAT criteria for the procurement of medical devices. Recently, Consip introduced new evaluation methods which promote both innovation and quality and consider patient needs.

Improved technical features

The jury, (composed by physicians, doctors, nurses, etc.) objectively evaluates the technical merit of the medical devices, on the basis of improved technical features, for example:

- **Additional Technical Features or functionalities (on/off criteria)**
- **Characteristics improved with respect to technical specifications**



Performance measurements

In order to **evaluate the performance and the efficiency of the medical equipments**, each bidder needs to carry out technical and functional tests, based on specific protocols.



Consip introduced the “in vivo” tests for the evaluation of needles and syringes. They are conducted by the jury on a significant number of patients to test the device efficacy.

Scientific literature

Consip introduced the evidence provided by scientific literature, which is the main communication channel that allows the scientific community to support the clinical decision-making process.

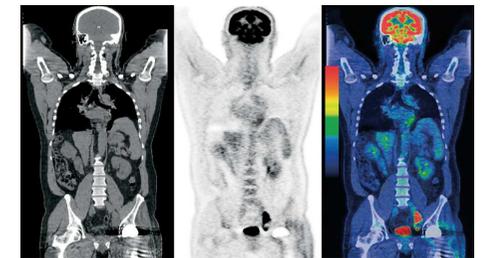
The jury of experts, during the evaluating phase, **analyzes the scientific literature and assigns technical score.**



Medical imaging

Consip started to evaluate the medical images quality. Images must be taken on a “standard patient” (exp. Mammography equipment) according to a specific protocol and anonymously submitted by the bidder.

The jury evaluates the medical images without knowing which equipment they were taken from and the bidder identity.



Consip tendering innovations: Choosing on patient needs...



In the frame of a FA, the choice of the economic operator is based on clinical / patient needs. This method, introduced for the first time in the FA for Dialysis Services, has been implemented in several Consip FA used to purchase highly sensitive products, such as pacemaker and stents.



Examples

Pacemaker, Implantable defibrillators, Stent

Opportunity for the cardiologist to choose the most suitable device in relation to treatments and pathologies of the patients, also in order to ensure the continuity of care for patients already with pacemakers and defibrillators to be replaced.

The «extra quota»: FA Mammography equipment

In order to give Contract Authorities the maximum flexibility using the FA Mammography Equipment, Consip divided the total numbers of equipment purchased into quotas: a “fixed quota” shared, on the basis of the ranking, among all the economic operators awarded and an “extra quota”. This “extra quota” can be used by Contract Authorities to purchase on “a free choice” basis, justified with particular needs, no matter which is the ranking.

The objective conditions which allow administrations to use the “extra quota” are accurately specified in the tender documents and are related to technical and functioning equipment specifications.

Framework Agreement Design: 3D Breast Tomosynthesis Mammograph

Procurement strategy	Multiple-award Framework Agreement where all the terms and conditions of the specific procurement contracts are fixed (no reopening of competition). The number of economic operators part of the agreement is 3 or 4 (depending on whether there are at least 6 valid tenders)
Award criteria	MEAT, 60 TPs – 40 FPs

Financial Score	40		<ul style="list-style-type: none"> Price of "basic" 3D Breast Tomosynthesis Mammograph Prices of additional devices
	Technical Score	30	
20			<p>Performance measurement, based on Quality Testing (13 criteria):</p> <ul style="list-style-type: none"> Tender documents accurately specify testing protocols Tests are privately carried out by competitors, the results are reported in the tenders and score is awarded based on the reported results Before contract award, the test is replicated on the winning competitor's equipment only under supervision of the jury members
10			Clinical image quality, based on subjective evaluation of the jury members (3 criteria)

Framework Agreement design: Implantable pacemakers and defibrillators

Procurement strategy	Multiple-award Framework Agreement where all the terms and conditions of the specific procurement contracts are fixed (no reopening of competition). The Number of economic operators part of the agreement vary on the basis of valid bids
Award criteria	MEAT, 60 TPs – 40 FPs

Financial Score	40		(Weighted) average discount on the Reserve Price of: <ul style="list-style-type: none"> • Pacemaker • Two-poles electro-catheter
Technical Score	35		On/off criteria (10-12 criteria on different lots): <ul style="list-style-type: none"> • Additional features or functionalities (on/off criteria)
	20		On/off criteria subject to validation of the jury based on analysis of scientific literature (2-4 criteria on different lots): <ul style="list-style-type: none"> • Additional features/functionality whose effectiveness needs to be verified by experts
	5		Subjective criteria (2 criteria): <ul style="list-style-type: none"> • Technical assistance and customer care service • Training



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