

R O S I A

REMOTE REHABILITATION SERVICE FOR ISOLATED AREAS

TECHNICAL MINUTES



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EVALUATION COMMITTEE

FOR EVALUATING THE TENDERS BASED ON THE ON/OFF AWARD CRITERIA (STEP 1) AND COMPLIANCE OF THE TECHNICAL WEIGHTED AWARDED CRITERIA (STEP 2) FOR ROSIA PROJECT PHASE 3

Reference:ROSIA PCP 101017606

***PRE-COMMERCIAL PUBLIC PROCUREMENT OF COMPREHENSIVE SERVICES TO PATIENTS IN NEED OF
TELE-REHABILITATION IN ISOLATED AREAS, ENHANCED BY EDGE TECHNOLOGY, NEW CARE PATHWAYS
AND COMMUNITY SUPPORT (ROSIA)***

15th of March 2024

EVALUATION COMMITTEE

Chair:

- Zoraida Soriano Gil assisted by Alba de Martino (IACS)
(Substitute: David Betrán Lazaga IACS)

Members:

- David Betrán Lazaga IACS
- Ana Belén Morata SALUD (IACS)
- Francisco J. Martón SALUD (IACS)
- Jesús Olano SALUD (IACS)
- José María Abad SALUD
- Elena García SALUD
- Samuel Monux SALUD
- Eva Morte SALUD
- Sam Dunwoody NRH
- Patrick Noonan NRH
- Cara McDonagh NRH
- Claire Johnstone NRH
- Rui Gomes CHUC
- Cidália Rodrigues CHUC
- Joao Sargento CHUC
- Sandra Sousa CHUC

The three bidders that successfully implemented Phase 2 are participating in the call for tenders for Phase 3.

Concerning the administrative envelope, IACS confirmed to the Evaluation Committee that all the bidders complied with the On/off award criteria (step 1), based on the declaration in the correspondent form. Therefore, the Evaluation Committee approved to admit all the bidders to the Technical evaluation (step 2), as they met the administrative requirements.

The following entities have participated in step 2 to be evaluated against the technical weighted award criteria:

Entities - projects
ETHNIKO KENTRO - RAISE
Fundació Eurecat - REHABILIFY
GMV Soluciones Globales Internet S.A.U – Rehabilita+

1. Technical Weighted Award criteria

The Technical Weighted Award criteria, as described in TD1, are the following:

C0 Excellence of the proposed solution focusing on the understanding of the tender of the ROSIA challenge, alignment with the ROSIA vision, maturity and evidence of effectiveness of the proposed approach, and compliance with the ROSIA specifications (use cases and tele rehabilitation specification)

C1 Impact of the proposed solution with a focus on the extent to which the expected outputs of the tender contribute to the ROSIA objectives and the procurers' needs for better and connected tele rehabilitation applications.

Value is expected to be created in the whole environment of the procurers, with a specific focus on benefits for patients, the procurers and the wider healthcare systems they are part of.

C2 Implementation of the proposed solution focusing on the quality and efficiency of the proposed implementation approach, as well as the necessity to involve a variety of stakeholders in the design process (e.g. patients and healthcare professionals) and reporting relevant measurement units linked to integrated care and Value Based Healthcare models.

C3 Technical compliance of the proposed solution focusing on the evidence, maturity, capability of the solution in the realm of the ROSIA Open Platform Catalogues, GDPR legal rules and ethical requirements.

Technical Award criteria have a scale of values associated with descriptors such as "good" or "poor" and a threshold value. To reach the next step of the process, the tenders must score



above the threshold for each award criterion and also in the total score. Tenders with an award criterion score below the threshold should be excluded.

	THRESHOLD Phase 3	MAXIMUM SCORE Phase 3
Excellence	18	30
Impact	24	40
Implementation	18	30
Technical compliance	24	40
TOTAL	84	140

After analysing individually the documentation received, the Evaluation Committee, assisted by the report of a group of technical External Experts, celebrated a Consensus meeting on March 14th, 2024.

2. Assessments and scores per tender per criterion

The scores obtained by all the tenderers and the assessments per criterion, agreed by consensus of the members of the Evaluation Committee, are the following:

2.1 ETHNIKO KENTRO - RAISE

	ETHNIKO KENTRO	THRESHOLD	MAXIMUM SCORE
Excellence	24,50	18	30
Impact	29,25	24	40
Implementation	26,25	18	30
Tech compliance	30,25	24	40
TOTAL	110,25	84	140

Excellence

RAISE proposal is very ambitious in the scope of innovation, making use of edge technologies for several purposes relevant for ROSIA, reflecting a good understanding of the ROSIA challenge.

The requirements established in the call for tenders are all addressed, although it would have benefited from a description of how the integration will be carried out through a sandbox environment.

Impact

The described benefits are adequate and significant. However, the measurement procedure for the KPIs is not sufficiently described, nor the minimum of users and duration that would be needed to obtain valid measures. The benefits for procurers are well defined and convincing. The business model proposal should show how RAISE aspires to become a European market leader. Further clarification on why they have competitive advantages with respect to other alternatives is missing. The generation of critical mass is an essential element for the credibility of a Marketplace, as only a few alternatives can coexist, and it has not been developed.

The costs of moving from TRL 7-8 to TRL 9 and for certification of medical device modules is not described. It is crucial that new EU regulation regarding AI is met and this consideration is missing in the proposal.

The costs to take RAISE to become a market leader are insufficiently addressed.

The competitor analysis is poor. It is not focused on the market chances of existing or potential competitors but on functionality.

Acceptable cash flow calculation.

Nothing is mentioned about the risk of not having on time a new regulation in Europe for Apps prescription, or how the fragmentation on the regulation could impact in the market take-up.

Implementation

They present a thorough work plan and resources to meet the ROSIA objectives. There is no reference to sensors or medical devices replacement costs or other hardware costs and how it affects healthcare providers. Outcomes and value for patients should be better described.

Technical compliance

It shows sufficient maturity and capability in the field of Agile Software Development Methods.

The description on how they will warrant compliance of their solution with the legal and regulatory requirements (including GDPR) at European level and in the procurers' regions where solutions will be tested is addressed. Compliance with the new AI act should be described and assured for all ecosystem elements using any AI/machine learning tools. No mention is made of the users' possible control of their data.

2.2 Fundació Eurecat - REHABILIFY

	Fundació Eurecat	THRESHOLD	MAXIMUM SCORE
Excellence	28,40	18	30
Impact	29,60	24	40
Implementation	23,20	18	30
Tech compliance	33,60	24	40
TOTAL	114,80	84	140

Excellence

The proposed solution is convincingly going beyond state of the art. The proposal demonstrates a good understanding of the ROSIA challenge and addresses the requirements included in the call for tender.

Impact

The expected benefits for patients are adequate, however, there is no description of KPIs, nor precise measurement procedures. The proposed benefits for procurers are remarkable and significant. The KPIs and how to measure them are missed.

Sustainability of the business plan is not convincing. The investment needed to move from TRL7-8 to TRL9 and to obtain medical device certification for those modules which will need it is not addressed and is very relevant. The solution needs to become one of the market leaders to have opportunities of success, this is not a market for many players. Not addressed either.

Costs to move from Phase 3 outcomes to commercial product are not described. Regarding scalability, further elaboration on the spin-off approach would have been welcomed.

Regarding the competitor analysis, the selection of competitors is good. The proposal addresses the issue from a methodological approach, which is fine, but prioritises technical aspects and neglects those related to the well-known difficulties faced by SMEs or start-ups in entering the health market.

Acceptable cash flow calculations and risk assessment.

Implementation

They present a thorough work plan and resources to meet the ROSIA objectives.



Technical compliance

The consortium has proven their capacity on Agile Software Development Methods. The description on how they will warrant compliance of their solution with the legal and regulatory requirements (including GDPR) at European level and in the procurers' regions where solutions will be tested is well addressed.

2.3 GMV Soluciones Globales Internet S.A.U – Rehabilita+

	GMV	THRESHOLD	MAXIMUM SCORE
Excellence	21,20	18	30
Impact	28,20	24	40
Implementation	19,00	18	30
Tech compliance	30,30	24	40
TOTAL	98,70	84	140

Excellence

The proposal to go beyond the state of the art is acceptable, but not outstanding. The most remarkable innovations are presented for future incorporation, or are not relevant for the purpose of ROSIA.

The proposal shows a good understanding of the ROSIA challenge and covers acceptably all requirements, however it is not clear that all the proposed functionalities will be fit for purpose for phase 3.

Impact

The expected impact for patients is described in detail including KPIs but the KPIs presented are clearly insufficient. Although there is a description on how to measure some KPIs, the description is vague. There is no concrete information on how many patients and for how long the pilot should run to get significant values for those KPIs. Specific target for each KPI is only provided for some of them. It seems unfeasible to get significant values for those indicators during project execution. Measurable indicators for the pilot execution would be appreciated.

The description of the value for procurers lacks concreteness, it is not specific enough and there is not a quantitative objective, and sometimes the coherence is not complete.

The business model proposal does not address how GMV aspires to turn REHABILITA+ into a European market leader. Competitive advantages with respect to other alternatives is not described. The generation of critical mass is an essential element for the credibility of a Marketplace, as only a few alternatives can coexist, and it has not been developed.

In addition, the way in which a private company manages the custody of citizens' data is also not sufficiently developed.

The costs for the certification as medical devices of those modules which would need it is not described.

Acceptable description on the scalability of the solution and market analysis.

Risk analysis is limited. For example, nothing is mentioned about the need of new regulation in Europe for Apps prescription, or how the fragmentation on the regulation could impact in the market take-up.

Implementation

Work plan and resources allocated are not described well enough, lacking the desirable level of detail, and the presentation of KPIs does not seem sufficient

Tasks are described, but the persons responsible for each task are not indicated, the number of members of the team to ensure the success of the project not convincing,

Phases and deliverables are described, although the level of detail is not enough.

Development methodologies are not described, only referenced.

No evidence on co-creation/engagement of end users and healthcare professionals. No description on how buyers will collaborate on the project. All evidence is based on a simple commitment but does not describe how users and practitioners will collaborate on the project

It is difficult to find references in the documentation.

Technical compliance

It shows sufficient maturity and capability in the field of Agile Software Development Methods.

The description on how they will warrant compliance of their solution with the legal and regulatory requirements at European level and in the procurers' regions where solutions will be tested is addressed, although more detail is desirable.



3. Summary results

Summary of the results of all bidders for step 2 of Phase 3 with details of the categories assessed:

	bid4 ETHNIKO KENTRO	bid5 Fundació Eurecat	bid6 GMV	Threshold	Max score
Consensus Score	110,25	114,80	98,70	84	140
C0 Excellence	24,50	28,40	21,20	18	30
C1 Impact	29,25	29,60	28,20	24	40
C2 Implementation	26,25	23,20	19,00	18	30
C3 Tech	30,25	33,60	30,30	24	40

All the bidders' scorings are above the required threshold, and subsequently, the Evaluation Committee proposes to admit all of them for the next step of the evaluation process (Financial Envelope) with their corresponding score:

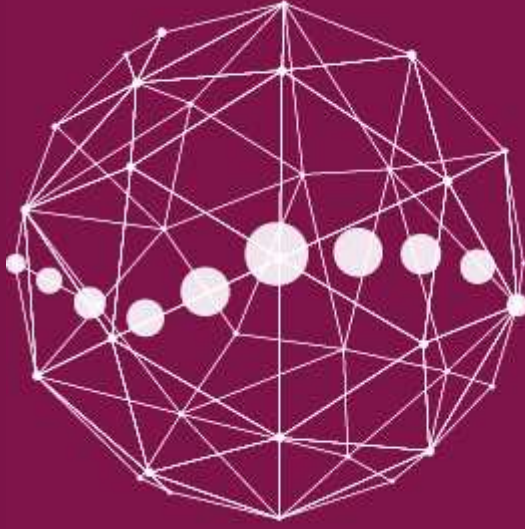
Entities-projects & scoring step 2 Phase 2
ETHNIKO KENTRO - RAISE: 110,25 over 140 (78,75 over 100)
Fundació Eurecat - REGHABILIFY: 114,80 over 140 (82,00 over 100)
GMV Soluciones Globales Internet S.A.U – Rehabilita+: 98,70 over 140 (70,50 over 100)

And for the record where appropriate for the appropriate purposes, have signed these minutes,

**SORIANO
GIL
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DNI** Firmado digitalmente por
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Zoraida Soriano Gil

CHAIR OF EVALUATION COMMITTEE



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Instituto Aragonés de Ciencias de la Salud

