

**INFORME TÈCNIC DE VALORACIÓ DE LES OFERTES AVALUABLES MITJANÇANT CRITERIS SUBJECTES A JUDICI DE VALOR DEL CONTRACTE RELATIU AL “SERVICE TO SUPPORT FOR THE DEVELOPMENT OF AN OPERATIVE MODEL (OP), AN INNOVATIVE BUSINESS MODEL (BM) AND A BUSINESS PLAN (BP) BY THE FUNDACIÓ HOSPITAL UNIVERSITARI VALL HEBRON- INSTITUT DE RECERCA (VHIR), IN CHARGE OF THE RESEARCH PROJECT PIPPI PROJECT.”**

**2019-072 DEVEL. OPERATIVE MODEL (OP), BUSINESS MODEL (BM), BUSINESS PLAN (BP).**

En data 7 de gener de 2020 s'ha procedit a valorar, segons els criteris establerts a les bases del concurs, les ofertes presentades per les empreses participants en el present procés de licitació.

La licitació objecte d'aquesta acta, va ser publicada al perfil del contractant de la nostra web en data 26 de novembre de 2019, i la data màxima per a la presentació d'ofertes segons els terminis mínims que contempla la Llei 9/2017, de 8 de novembre, de Contractes del Sector Públic, va finalitzar el passat 13 de desembre de 2019.

Tal i com es va fer constar en l'Acta de Constitució de la Mesa de Contractació i d'Obertura del Sobre Núm.1 de data 16 de desembre de 2019, la documentació presentada no contenia defectes esmenables,

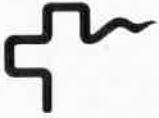
El 19 de desembre de 2019, va procedir-se a la realització de l'obertura del sobres amb les ofertes avaluables mitjançant criteris subjectes a judici de valor, tal i com es va fer constar en l'Acta de Constitució de la Mesa de Contractació i d'Obertura del Sobre Núm.2.

Tot seguit, es detalla la puntuació i motivació de les ofertes, que s'ha anat reproduint tenint en compte les especificacions contemplades al Plec de Clàusules Administratives Particulars, d'acord amb el quadre de puntuacions següent:

**1. Qualities and technical characteristics of the provision of the service (up to 40 points).**

Bidders must present an organizational and service development proposal. This proposal must include:

1. With the knowledge that you have of the PIPPI project explain you have understood and what is your development proposal of the Operating Model, Innovative Business Model and Business Plan **(up to 4 points)**
2. Description of the OM, BM, BP and CoP development knowledge of the the economic operator **(up to 6 points)**
3. Description of how to proceed for the development of the operating model **(up to 5 points).**
4. Description of how to proceed for the development of the business model **(up to 5 points).**



5. Description of how to proceed for the development of the business plan **(up to 5 points)**.
6. Describe how the Work Shops will be structured and how the methodology will be used **(up to 5 points)**.
7. An explanation of the Vall d'Hebron staff training to do the WorkShops independently once the pilot has been done and what documents you will generate **(up to 10 points)**.

## **2. Additional improvements (up to 10 points)**

- ✓ Provide recent examples of studies of innovative business models at European level, focused on digital health solutions **(up to 2 points)**.
- ✓ Demonstrate experience in innovative public procurement of digital solutions **(up to 1.5 points)**.
- ✓ It will be valued to be a member of European associations or European alliances which can enrich and contribute knowledge to the project and to increase the involvement of strategic partners **(up to 1.5 points)**.
- ✓ Previous experience in preparation and direction of workshops. Proved knowledge of methodologies to conduct workshops **(up to 1.5 points)**.
- ✓ Lower delivery times **(up to 1.5 points)**.
- ✓ Experience in Community of Practice **(up to 2 points)**.

Exposat l'anterior, s'indica a continuació la puntuació que s'ha assolit per cada sub-apartat:



**1. Qualities and technical characteristics of the provision of the service (up to 40 points).**

<b>Qualities and technical characteristics</b>	<b>PENINSULA CORPORATE INNOVATION</b>	<b>PULSO EDICIONES</b>	<b>IDOM CONSULTING ENGINEERING</b>
With the knowledge that you have of the PIPPI project explain you have understood and what is your development proposal of the Operating Model, Innovative Business Model and Business Plan (up to 4 points)	0	4	3,5
Description of the OM, BM, BP and CoP development knowledge of the the economic operator (up to 6 points)	2	4	4,25
Description of how to proceed for the development of the operating model (up to 5 points).	0,5	4	4,5
Description of how to proceed for the development of the business model (up to 5 points).	0,5	4	4,75
Description of how to proceed for the development of the business plan (up to 5 points).	0,5	4	4,25
Describe how the Work Shops will be structured and how the methodology will be used (up to 5 points).	1	4,25	3,75
An explanation of the Vall d'Hebron staff training to do the WorkShops independently once the pilot has been done and what documents you will generate (up to 10 points).	1	4,5	10
<b>PUNTUACIÓN TOTAL</b>	<b>5,5</b>	<b>28,75</b>	<b>35,00</b>

**Valoracions:**

**PENINSULA CORPORATE INNOVATION:**

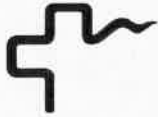
There is no explanation about the PIPPI project either about the development proposal of the Operating Model, Innovative Business Model and Business Plan.

The experience in creation of BM, OM and BP are closely linked to the creation of startups not focused on public procurement issues. No knowledge of community of practice indicated.

The description of how to proceed for the development of the Operating Model, Business model and Business Plan is very generic and not focused on the project. The proposal mentioned is very directed to startups and entrepreneurship and is not focused on a platform like PIPPI or a Community of practice.

Missing detail of the methodology to follow during the workshops.

A very little specific methodology of the training is described and in addition the training is focused on the types of risk not the direction of Workshops



## PULSO EDICIONES

The knowledge of the project is correct, having understood the concepts on which it is based. A correct explanation of the development proposal of the BM, OM, and BP at high level is also provided.

Knowledge of OM, BM, BP and CoP development is not detailed. It is specified that they have experience in business development but do not reach the level of detail of OM, BM and BP

It is indicated how the workshops are integrated in the development of the OM and the BM but not the detail of them regarding how obtain the necessary information for the realization of each of them.

It is detailed how the different versions of the document will be developed. The materials and tools to be used for OM and BM development are not indicated. The methodology to be followed for the development of the BM is not specified.

The methodology to be followed for the development of the BP is proposed as well as the development of the different versions of the document. It also indicates how the workshops are integrated in the development of the BP but not the detail of them regarding how obtain the necessary information for the realization of the BP. The materials and tools to be used are not indicated and each of the points that will be part of the BP is not sufficiently detailed.

The methodology to be followed in the workshops as well as the objectives to be covered are correctly indicated. The structure of the workshops is also explained. An initial planning of the Workshops is provided and it is also specified that an exploitation of the generated information will be carried out and reports of the Workshops will be generated. Missing detail of the Workshops more focused on each of the deliverables OM, BM, BP.

Little detail on how training is going to take place as well as the materials and methodology to be used. An initial calendar is missing and an initial training program is not specified

## IDOM CONSULTING ENGINEERING

There is knowledge of the project but perhaps there are some nuances that have not been well understood as for example "they have identified that a better continuous public procurement process of innovation is necessary" is not really always looking for a public purchase, but a continuous improvement that perhaps to the end does not end in a public purchase. A proposal for the correct development of OM, BM and BP is made.

In the section: "Description of the knowledge of OM, BM, BP and CoP development" although some examples are given, the knowledge in the development of each of the points is not too detailed, nor is the experience in the creation of CoP.

The development of the OM is correctly stated, indicating an objective, inputs, outputs and methodology to follow. It is not indicated how the different versions of the document will be carried out. It is not specified how the consortium's required inputs will be achieved. The content of the OM is specified in detail. The participation of the rest of the stakeholders that are fundamental in the definition of the OM is not mentioned.

The development of the BM is correctly considered, indicating an objective, inputs, outputs and methodology to follow. It indicates in detail how the different versions of the document will be carried out. It is clearly explained how the workshops and stakeholders are included as well as the training that is going to be done to the VH / VHIR staff. The content of the BM is specified in detail. The methodology to be followed as well as the different materials and tools to be used for the development of the BM are also graphically specified. It remains to be specified what will be the expected mechanism of validation of the BM by PIPPI's partners.

The development of the BP is correctly established, indicating a goal, inputs, outputs and methodology to follow. It is not indicated how the different versions of the document will be carried out. It reflects how the workshops and stakeholders are included. The content of the BP is specified in detail. The methodology and strategy to be followed as well as the different tools and materials to be used for the development of



the BP are also specified. It remains to be specified which will be the expected mechanism of validation of the BP by PIPPI's partners.

The methodology to be used to carry out the workshops is explained, but their structure is not indicated. The purpose of the workshops is indicated correctly. It is not explained how the different reports of the workshops will be generated or how they will be validated. There is no initial planning of the workshops or their alignment with the different deliverables.

Description of the training it is very detailed including different stages in which the training will be divided, as well as, the methodology and materials that will be used. The content of the training program is also included.

## 2. Additional improvements (up to 10 points)

<b>Additional improvements</b>	<b>PENINSULA CORPORATE INNOVATION</b>	<b>PULSO EDICIONES</b>	<b>IDOM CONSULTING ENGINEERING</b>
Provide recent examples of studies of innovative business models at European level, focused on digital health solutions (up to 2 points).	0	1,5	0,25
Demonstrate experience in innovative public procurement of digital solutions (up to 1.5 points).	0	1,5	1,5
It will be valued to be a member of European associations or European alliances which can enrich and contribute knowledge to the project and to increase the involvement of strategic partners (up to 1.5 points).	0	0,75	0
Previous experience in preparation and direction of workshops. Proved knowledge of methodologies to conduct workshops (up to 1.5 points).	0	0,75	1,25
Lower delivery times (up to 1.5 points).	0	1,5	1,5
Experience in Community of Practice (up to 2 points).	0	1,25	1
<b>PUNTUACIÓN TOTAL</b>	<b>0</b>	<b>7,25</b>	<b>5,50</b>

### Valoracions:

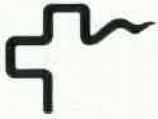
#### PENINSULA CORPORATE INNOVATION:

No recent examples of studies of innovative business models at European level, focused on digital health solutions are provided. No evidence is provided that demonstrates experience in innovative public purchasing or is not well described.

Although membership of different associations is indicated, these partnerships are aimed at Startup and not at the innovative public purchase or health sector.

There are no examples that show the experience in workshops.

No information is provided regarding lower delivery times



### PULSO EDICIONES

Experience in innovative public procurement of digital solutions it is demonstrated.

It belongs to one European Alliance

No concrete examples about previous experience in preparation and direction of workshops are provided.

Evidence of membership in a community of health-centered practices is provided

### IDOM CONSULTING ENGINEERING

Experience in innovative public procurement of digital solutions it is demonstrated.

They belong to fundamentally Spanish alliances not European Alliances

Some examples about previous experience in preparation and direction of workshops are provided.

Evidence of a COP is provided although not focused on health

A continuació es detalla el quadre de puntuacions pel que fa a les ofertes tècniques, el qual s'acabarà de completar amb la part econòmica presentada per cada empresa, una vegada tingui lloc l'obertura pública del sobre nº 3, que serà el proper 8 de gener de 2020 a les 9.15 hores a la Sala de Reunions de la 2ª Planta de l'Edifici Mediterrània, tal i com s'anuncia a les bases de la present licitació publicades a la web del VHIR.

### QUADRE DE PUNTUACIONS

Ofertes presentades:	Oferta econòmica			50%	40%	10%	TOTAL
	BI	IVA	TOTAL	Valor. Eco.	Caract.	Millor.	
PENINSULA CORPORATE INNOVATION					5,5	0	5,5
PULSO EDICIONES					28,75	7,25	36
IDOM CONSULTING ENGINEERING					35	5,5	40,5

Barcelona, 7 de gener de 2020

**Sra. Eva Aurin Pardo**

PIPPI Project

Fundació Hospital Universitari Vall Hebron- Institut de Recerca (VHIR)