



TIQUE is here  
For patients suffering from advanced heart failure  
To procure innovative and integrated care services  
That deliver quick responses.



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement N° 965356

# Market sounding prospectus

**NOTE:** This is not a call for tenders nor a pre-qualification exercise. It is a pre-tender market sounding and consultation exercise to share advance information of TIQUE's requirements and open a dialogue with the market. The results will be used to inform TIQUE's procurement specification and strategy.

# An introduction

TIQUE will be issuing a call for tenders in June 2022.

The aim of the tender will be to procure innovative and integrated care solutions to deliver quick responses to complex patients suffering from advanced heart failure.

By innovative solutions we mean solutions services that put into practice the possibilities new technologies offer in terms of remote monitoring and assessment of patient conditions to anticipate a patient's care needs in time to prevent crises.

By integrated care we mean supporting the delivery of the right intervention, to the right patient, at the right time, and in the right environment, adapted to different healthcare systems, and using cutting-edge technologies.

TIQUE has put together a team of public procurers who seek to stimulate the market into providing the technological solutions needed to deliver these services.

Before launching the tender next year, we have decided to embark upon a market engagement and consultation exercise.

Our aim is both to communicate and to explore.

We wish to communicate our plans to all those organisations out there developing technologies that can contribute in realising our vision.

We wish to explore compatible technologies, so that we can mould our vision to reflect and harness the actual technological power that lies dormant in the market.

# Part of a wider movement

The breadth and scope of **TIQUE's** consortium reflects the fact that it is not alone in recognizing a potential for transformation the advance heart failure current treatment through a proactive and preventive care pathway.

TIQUE's consortium brings together 8 partners from 5 different countries, including three public procurers to define the needs and validate the solutions:

Hospital de la Santa Creu i Sant Pau (Catalonia)

Azienda Sanitaria Locale Avellino (Italy)

Region Västerbotten (Sweden)

**Buyers Group**

Two Catalan public agencies leading the co-design process in collaboration with all stakeholders, plus the interoperability and evaluation framework:

TIC Salut and AQuAS

**Public agency partner**

A technological partner from Israel:

Assuta Medical Centre

**Technological partner**

And two SMEs supporting the coordination and the implementation of the PCP instrument:

JERA Consulting

VALDE Innova.

**Supporting partners**

**Hospital de la Santa Creu i Sant Pau is the lead procurer and the coordinator** of the project, experienced in running EU funded projects of joint procurement of innovative solutions.

# Sounding and consulting the market



**TIQUE** published a Prior Information Notice (PIN) July 2021 in the Official Journal of the European Union to provide advance notice of its tender and to kick start a market sounding and consultation period.

We seek feedback from all segments of the supply chain.

Where is the current state of the art in our sector? What products and services are currently being developed? What ideas are emerging from R&D projects? Which of these believe in TIQUE's vision and are prepared to contribute to it?

We also think it is important to create opportunities for these organisations to collaborate with each other. Few companies will be in a position to meet all the requirements of TIQUE's tender; most will be able to provide partial solutions. In teaming up, the possibilities of finding a comprehensive solution increase dramatically.



Can you contribute to or provide a total solution to TIQUE's requirements?

- Can you provide information on potential barriers that need to be overcome in order to deliver a solution?
- Can you provide opportunities for collaboration between suppliers?

If so, we invite you to participate in our market consultation starting in October 2021; to let us and the rest of the market know what you are working on.

# The requirement

Heart failure is the leading cause of hospitalisation in people over the age of 65 and carries a high cost to healthcare systems, to society in general, and a substantial loss in quality of life for the patient.

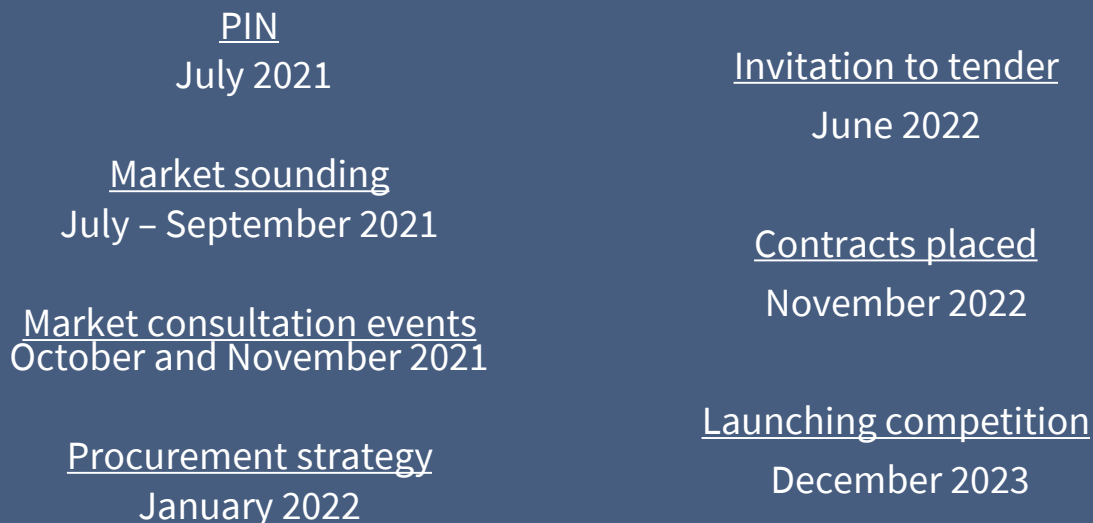
Research shows that when dealing with chronic diseases, a strict patient follow-up prevents costly deteriorations. The current ICT includes tools such as sensors that can be used to monitor patients in real time, and artificial intelligence to assess and interpret data and help anticipate the care needs of a patient at risk.

TIQUE is willing to purchase the research and development of the design of a technology-enabled all-in-one solution, flexible enough to adapt to a large variety of European healthcare systems - a solution that will allow the full development of TIQUE's model and tailor it to each of the participant procurers, complementing existing public resources with a public-private partnership.

TIQUE's model is based on "integrated care", which means building a comprehensive vision of the patient, where the right intervention is delivered to the right patient at the right time and in the right environment, according to the requirements of different healthcare organisations, and using cutting-edge technologies.

Any solution to TIQUE's requirement must include an interactive digital platform comprised of an integrated case management system for clinicians, health and social care professionals, integrated with existing legacy systems; and a self-management system for patients and their carers.

# Indicative procurement timeline



## PREPARATION STAGE

## EXECUTION STAGE

## FINAL RESULTS

**PROJECT START**  
MARCH 2021

**OMC**  
OCTOBER 2021

**CALL FOR TENDERS**  
JUNE 2022

**DESIGN**  
DECEMBER 2022

**PROTOTYPE DEVELOPMENT**  
JULY 2023

**FIELD TEST**  
DECEMBER 2024

**END OF PROJECT**  
FEBRUARY 2026

## How to respond

Interested parties are asked to fill out the unsolicited offers questionnaire, available here:

<https://ec.europa.eu/eusurvey/runner/TIQUEUnsolicitedoffersQUESTIONAIRE>

The purpose of this questionnaire is to allow interested parties to share valuable comments with TIQUE prior to launching the Open Market Consultation (OMC) process.

TIQUE's OMC is scheduled to start September 2021 and will last until the end of November 2021. In the next few weeks more information will be available on TIQUE's website. We invite you to register so you can receive relevant material on the ongoing development of TIQUE's tender specifications and informative events.

In the meantime, you are invited to send your vision for TIQUE's PCP challenge through this questionnaire.

<http://www.tiquepcp.eu/ca/web/tique>

# Why TIQUE is necessary

Although more than 15 million people live with heart failure in Europe, there has been insufficient innovation in treatments over the past several decades. Heart failure occurs mainly among the older population, where its symptoms may be mistaken for natural signs of ageing. The condition therefore goes frequently undiagnosed until it has reached a severe stage. Poor management of heart failure increases the risk and frequency of acute episodes which inevitably result in hospitalizations, poor quality of life and a high burden on healthcare systems. (The recent COVID-19 pandemic, for instance, has evidenced that cardiovascular patients will tend to delay care due to fear of infection.)





# Why TIQUE is necessary

Research shows that integrated care is a crucial step in tackling these problems. Patients' wellbeing and engagement can be maximized through shared decision-making, education and by supporting their self-management. Yet solutions for integrated care have so far only been implemented locally, and the market does not offer valid and comprehensive alternatives. Systemic constraints do not allow public procurers to offer tenders towards this end; TIQUE has recognised that **Pre-Commercial Procurement (PCP)** tools offer a valid alternative. By stimulating the market to advance solutions through a PCP, TIQUE will help bring integrated care solutions that implement a predictive, preventive, personalized and participatory model of healthcare services for patients suffering from advance heart failure.

## Want to know more?



<https://www.linkedin.com/company/tiquepcp/>



<http://www.tiquepcp.eu/ca/web/tique>



<https://twitter.com/TIQUEPCP>



# TIQUE

## PCP

“This communication/publication reflects only the author’s view. It does not represent the view of the European Commission and the European Commission is not responsible for any use that may be made of the information it contains.”



Agència de Qualitat i  
Avaluació Sanitàries de Catalunya  
AGENCY FOR HEALTH QUALITY AND ASSESSMENT OF CATALUNYA

