



# PCP in mHealth: ESTAR Decipher experience

Tommaso Lanis



## ESTAR

- Agency related to the Tuscany Region.
- In charge of all Healthcare ICT and supplies for hospitals in Tuscany



Pcp strengths as a new method to get software:

- European Commission and Procurers co-fund the research based on their business cases.
- The division in phases allows the procurers to give the bidders recommendations during the process.



## Administrative and legal aspects:

- Quite a new method. Procurers need support from their administrative and legal office.
- Different legislation between different countries.

## Decipher PCP strengths:

- Cooperation between different European organizations toward a common goal. If a critical mass is reached, it is possible to create a common standard.
- End users' involvement allows procurers to receive feedback to improve the products.

## Decipher PCP outcomes:

- Three applications, potentially very useful for end users thanks to user tests.
- During the tests, end users were very interested in the applications, so the solutions could be successful in the global market.

## What could be improved?

- The process is too long for developing mobile applications.
  - The IT market is very quick. Other solutions could arise during the process.
  - The project is funded up to prototype phase, if a bidder does not finish the product after this phase, the results exploitation might be difficult for the procurers.

## What could be improved?

- There is no direct R.o.i. for procurers.
  - Savings for procurers are fixed, incomes for bidder are not.
  - If a PCP produced a really popular product, the European Union and the procurers would fund a research result but only the bidder would get any financial reward.
  - Royalties to attract procurers?





**DECIPHER** PCP 



# Thank you

[tommaso.lanis@estar.toscana.it](mailto:tommaso.lanis@estar.toscana.it)

