

# Procurers - Experiences and Lessons Learned

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# Procurers - Objectives

- Seek a solution for UK citizens and UK healthcare providers to enable access to personal health records throughout the EU
  - Improve care provided
  - Improve efficiency and reduce costs
- Collaborate with other EU partner organisations
- Better understand the complexities of EU funding



# Positives

- 3 potential solutions (currently in evaluation)
  - Improved understanding of the clinical and financial need re PHRs in UK and EU
- Collaborating with partners on other PCP/PPI programmes/projects
- Improved understanding of EU funding and processes



# Positives

- Increased EU network of relevant organisations
- Increased profile of CMFT/TRUSTECH in UK
- PCP assessment system CoLab/Fluidreview
  - Utilised online system for other national healthcare projects
  - Gained significant expertise which generated income opportunities



# Challenges - Issues to Improve

PCP process

Partners

Procurers

Companies



# PCP process

## Timescale - slow and bureaucratic

- Some issues were specific to Catalan law
- Reduce likelihood of the market overtaking the PCP
- Reduce turnover/disruption in the project teams
- Consider 2 stage -feasibility and evaluation, e.g. SBRI/SBIR

## Funding pot - too small

- Significant companies/organisations already in the market did not engage



# Partners

Limited previous knowledge - unsure of expertise

- Training for project participation
- Require more time dedicated to establishing the partnership, once project funded
- Proactive project management/adhere to deadlines



# Procurers

## Differences in healthcare providers

- Systems, responsibilities and public perception
- Value/recognition of the need
- Focus on key priorities to improve engagement





# Companies

- Mainly SMEs
- Lack of clarity on use of IPR resulting in some companies that may have withdrawn/not participated
- Limited engagement with the companies
  - Useful to meet key staff and visit facilities throughout the PCP



# Conclusion

- 3 potential innovative products
- A positive learning experience for all involved
- Better understanding of requirements and process
- CMFT/TRUSTECH will participate in future projects, that align with key priorities, needs and drivers of the NHS



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