



Innovative Procurement in the Norwegian Health Care Sector - Examples and Lessons Learned

Riche Vestby – Lead Health Innovation in Innovative Procurement

I will talk about

- LUP
 - Who we are
 - What we do
- Innovative procurement in the Health Care Sector
 - Focus areas
 - Examples
 - Lessons learned
 - A Nordic initiative with a huge potential







Accelerate the use of innovative public procurement as a strategic tool

- To develop better and more cost-effective solutions for public sector
- Reach policy objectives and priorities
- Contribute to national, regional and local growth

We work to help public sector develop more innovation through their procurements – and help suppliers find new business opportunities in public sector.



We are...

- Funded through the national budget and from 35 Public Byers
- Giving free practical assistance on innovative procurement to municipalities, counties and state enterprises
- Collaborating closely with other actors in the policy ecosystem for innovative procurement



4 Owners

35 Partners



Missions from 4 ministries



Ministry of Trade, Industry and Fisheries

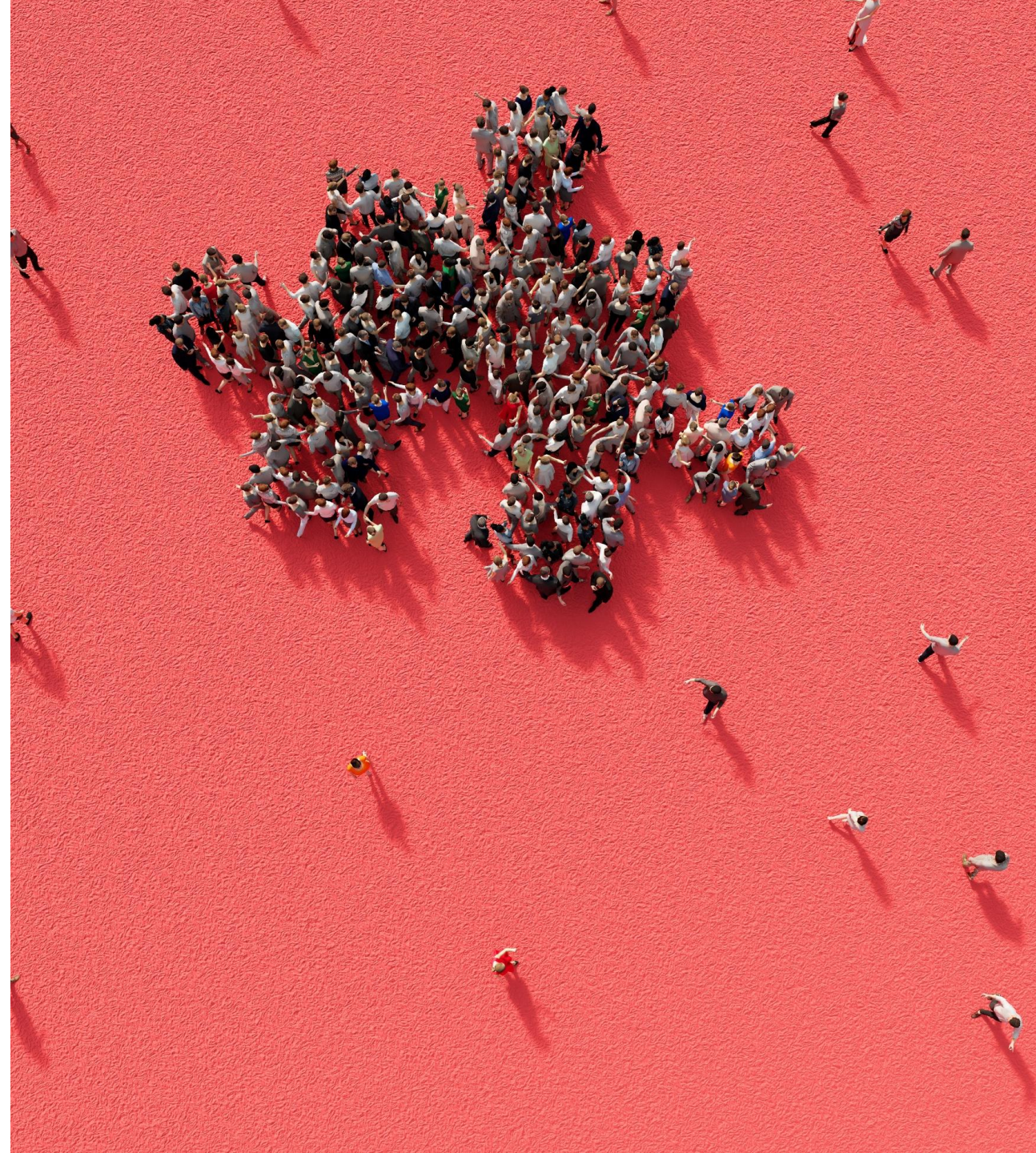
Ministry of Climate and Environment

Ministry of Health and Care Services

Ministry of Local Government and Regional Development

Focus on

- National priorities – and needs pointed out by our partners are a driving force
- We have concentrated our resources based on:
 - The big societal challenges
 - Public spending
 - Strong business opportunities for Norwegian companies
- Two strategic sector priorities:
 - Health, care and welfare
 - Infrastructure



Health, care & welfare

- Health and care as a focus area since 2016
- More than 80 innovative procurements
- Close cooperation with *The National Welfare Technology Program* and national authorities
- Expanded our focus area from 2023 to health, care and **welfare**



Important focus areas

- Digital home care/Hospitals at home and dissemination of welfare technology
- Electronic Health Journal - information exchange
- Social Exclusion: new solutions to prevent “falling out” of society
- Climate and environmental responsibility in the health, care and welfare services
- Tools for better logistics, planning, resource utilization and emergency preparedness



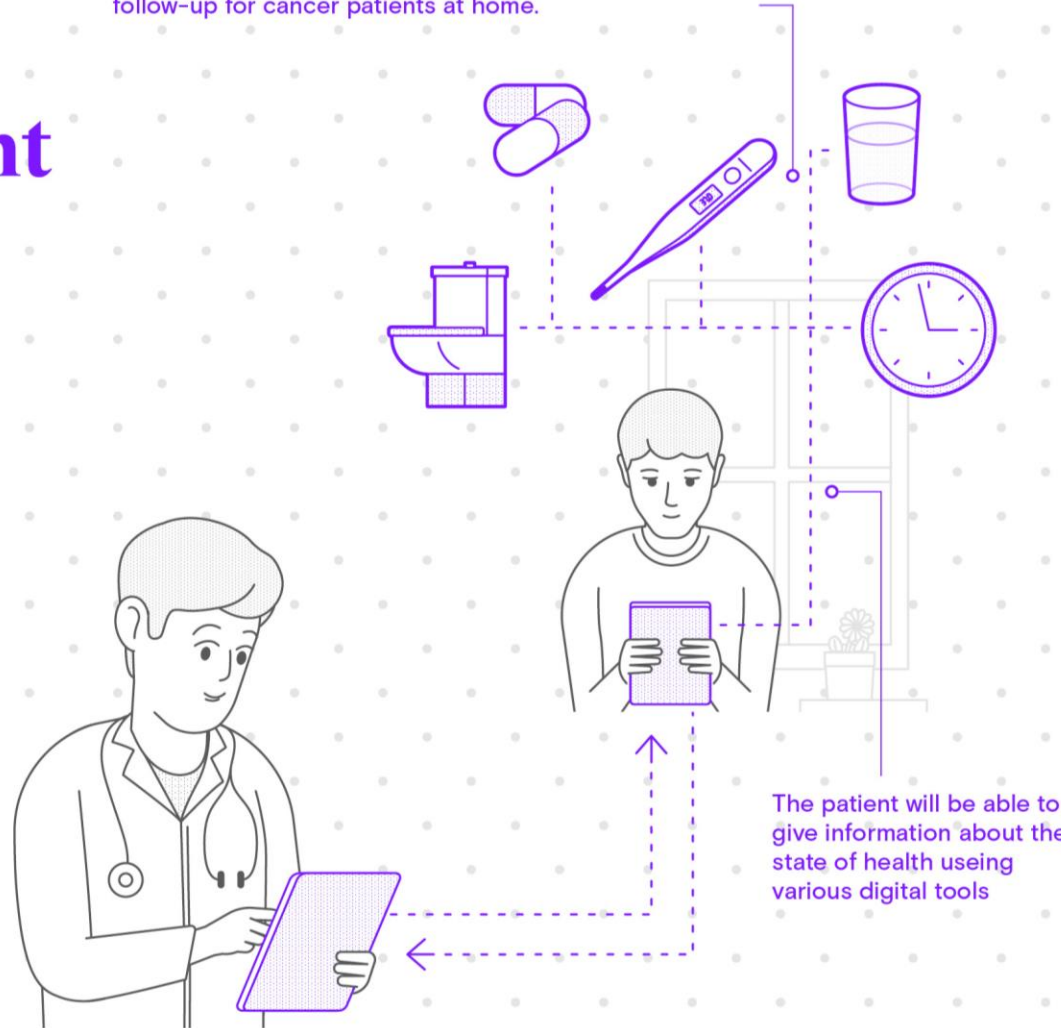
Østfold Hospital

Innovative Patient Processes

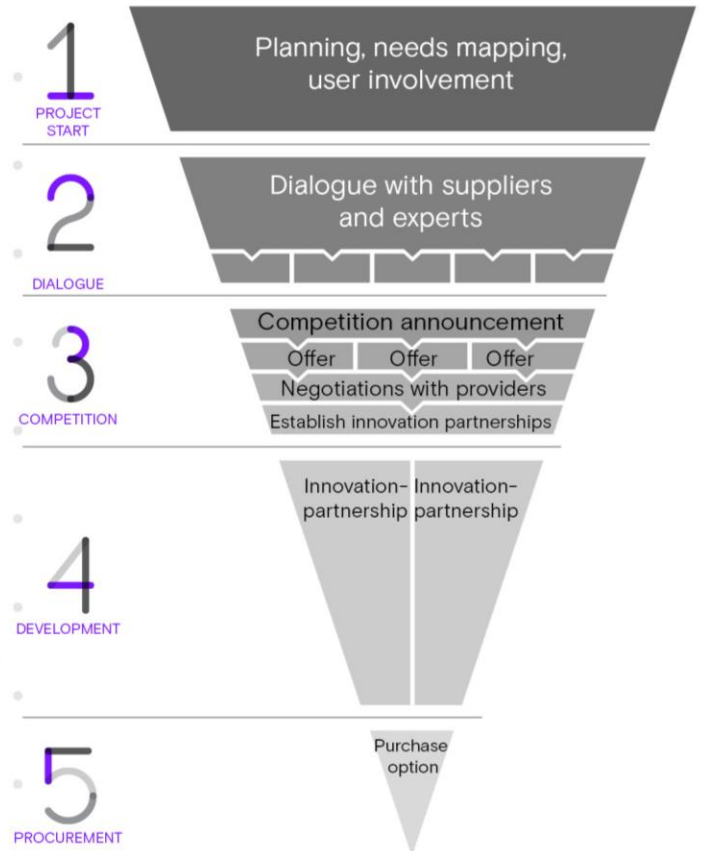
The hospital invited the business community to collaborate in order to develop a service that makes it possible for cancer patients to take part in their own course of illness by providing the necessary information about their state of health, and communicating with the health service from home.

Østfold Hospital is in the forefront of adopting modern technology to strengthen patient care

A digital service will be developed and tested to provide safe follow-up for cancer patients at home.



Innovation partnership



Municipalities join forces in the Agder region

- **Innovation partnership, “Seamless” welfare technology:** The project aims to develop a solution for welfare technology and digital home care, which can be used by municipalities, hospitals and GPs
- **Pre-Commercial Procurement CRANE** (Horizon Europe): European project that aims to benefit from data lakes and open platforms to build a flexible, dynamic and personalized self-management model to treat at least 80% of chronic patients at home
- Our partner, The municipality of Kristiansand, is the project owner and leads the procurement on behalf of all municipalities and hospitals in the Agder region



Digital Home Care in rural municipalities

Digital hjemmeoppfølging på Søre Sunnmøre

Kommunene på Søre Sunnmøre ønsker sammen med sykehuset i Volda å øke samhandlingen om kronisk syke pasienter. Anskaffelse av digitale hjelpemidler til kommunene i prosjektet er en del av prosessen.

Aktører

Volda kommune

[Meld din interesse](#)



Municipalities engaged in the procurement process: Volda, Ulstein, Ørsta, Vanylven, Hareid, Herøy and Sande

What do the buyers collaborate about

- Defining the needs
- Organizing the project
- Market dialogue
- Procurement documents
- Development



Benefits of working together

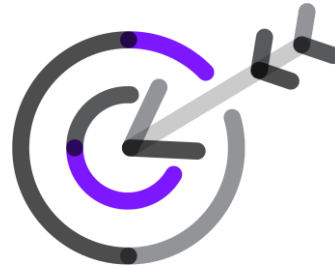
- Joining forces = market power
- Market potential - more interesting for the suppliers
- Easier access to risk capital
- More efficient use of resources
- Sharing competence
- Cooperation reduces risk



Keys to success

- Identifying needs that are relevant to more than one public buyer
- Guidance through the whole procurement process
- Focusing on challenges that are crucial to national priorities and needs identified in the health and welfare system
- Strategic work
 - Building alliances
 - Positioning LUP as a relevant actor in the ecosystem
- Be a neutral national actor





NIELS -
Nordic Initiative for Environmental
Labelling of medical Supplies

Background

- Medical products are essential for maintaining modern and high-quality health care systems.
- At the same time, they can be a threat to both the environment and our health due to hazardous content, and a high level of resource exploitation.
- The Norwegian Hospital Procurement Trust (NHPT) reached out to the other Nordic countries

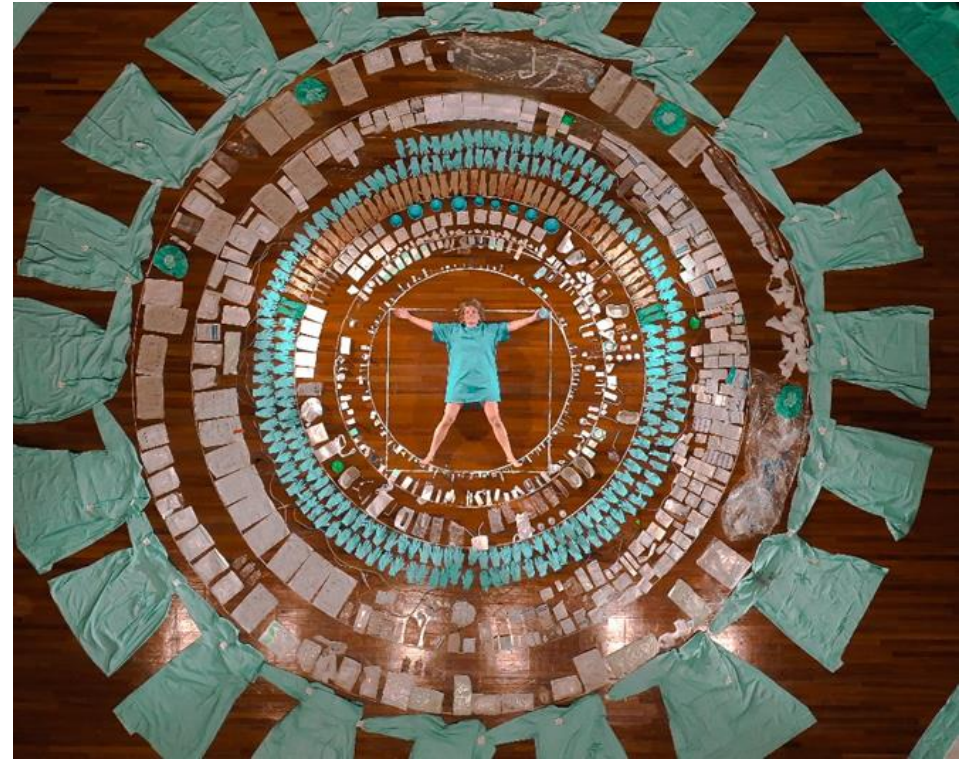


Photo: Maria Kojck, waste from one breast cancer operation.

Project participants

- **Public Buyers:**
 - The Norwegian Hospital Procurement Trust (NHPT)
 - **Helsinki University Hospital (HUS)**
 - Landspítali, The National University Hospital of Iceland
 - Danish Regions: The Regions Joint Procurement
 - The National Secretariat for Sustainable Public Procurement Sweden
- **LUP**
- **Funding from Nordic Innovation**



Mobilizing the industry

NIELS

Produced by:

Sykehusinnkjøp HF
(Norwegian Hospital Procurement Trust)



Project aim & results

- Aim: Reduce environmental impact by using the buyers purchasing power through an innovative procurement process
- Short term results:
 - Explore possibilities for how procurement of sustainable health care products can be made easier, through standardised labels or other types of information in dialogue with the market.
- Long term results:
 - Applying for national and/or EU funding in public-private partnerships to develop more sustainable products.



Market dialogue in Malmö, October 12th

- 180 persons attended the market dialogue
- Enormously positive response from the 72 suppliers
- **Dialogue is key!**



