

# D4.5 – Repository of Best Practices

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## List of Abbreviations

EHPIE	European Health Public Innovation Ecosystem
FMP	Forward Commitment Procurement
IPR	Intellectual Property Rights
OMC	Open Market Consultation
PCP	Pre-Commercial Procurement
PPI	Public Procurement of Innovation
WP	Work Package

# Executive Summary

Deliverable **D4.5, Repository of Best Practices** was developed under the joint leadership of **FIIBAP/SERMAS** and **Science & Innovation Link Office (SILO)**, within the framework of the **InnoHSupport** project (Grant Agreement No. 101157552), under **Work Package 4, Task 4.2**. Its purpose is to identify, classify and disseminate real-world experiences in innovation procurement for health, with the aim of supporting mutual learning, strategic alignment and capacity building across European health ecosystems.

The methodology applied consisted of an exploratory mapping of relevant initiatives, followed by the collection, screening, and classification of cases according to a common typology. Each case has been documented using a standardised fiche template, ensuring consistency in describing source, context, outcomes, relevance and replicability. The classification is based on three categories: **Best Practices** (proven methodologies), **Use Cases** (operational applications), and **Lessons Learned** (retrospective insights).

The key finding is the diversity and richness of innovation procurement experiences across Europe, particularly around the use of functional specifications, multi-phase Pre-Commercial Procurements (PCPs), early market engagement, and collaborative risk-sharing strategies. To enhance usability and accessibility, the repository is complemented by visual materials and infographics and formatted for integration into future training and dissemination activities.

The repository will be made publicly accessible through the InnoHSupport **AGORA platform**, allowing stakeholders beyond the consortium to consult and use the material. It is intended to evolve as a living tool, supporting the long-term goals of InnoHSupport and the European Health Public Innovation Ecosystem (EHPIE). The main recommendation is to maintain and expand the repository over time, fostering continuous learning, cross-border knowledge transfer, and the practical uptake of innovation procurement approaches in health.

This deliverable compile and presents the results of Task 4.2 and includes the following components:

- **Introduction.** Presentation of the purpose, scope and strategic relevance of the repository within the InnoHSupport project.
- **Methodology.** Description of the process used for identifying, classifying and documenting cases, including the typology (best practices, use cases, lessons learned) and fiche structure.
- **Fiche structure and contents.** Standardised template used to ensure consistency and comparability across all documented cases.
- **Best practices repository:** virtual space designed to support peer learning, provide access to e-learning materials, and promote innovation in healthcare procurement integrated within the TOOLKIT section of the AGORA platform.
- **Results.** Presentation of the repository, including a structured set of best practices, with reference to complementary cases (use cases and lessons learned).
- **Conclusions.** Reflection on the value of the repository, its role in supporting InnoHSupport services, and its long-term integration via the Agora platform.

# 1. Introduction

This document constitutes Deliverable **D4.5, Repository of Best Practices** of the project **InnoHSupport**, Innovation Procurement Support for Health Systems (Grant Agreement No. 101157552), funded under the Horizon Europe Programme. The deliverable is developed within the framework of WP4, **Collaborative and matchmaking programme**, with specific reference to Task 4.2, Case Collection and Good Practices Repository.

The deliverable's objective is to build a curated repository of best practices, use cases and lessons learned stemming from PCP (Pre-Commercial Procurement) and PPI (Public Procurement of Innovation) processes, both at EU and national/regional levels. The scope focuses on initiatives that are relevant, transferable, and aligned with public value creation in health and social care innovation.

The main target audience includes public procurers, health authorities, innovation agencies, service providers, and policymakers, as well as trainers and expert advisors involved in InnoHSupport capacity-building activities. The repository also serves as an internal and external reference for co-creation, stakeholder engagement and knowledge-sharing sessions across the project.

In order to ensure effective coverage of these objectives and avoid duplication of existing efforts, the Grant Agreement foresees the implementation of a comprehensive exploratory phase. This phase is designed to identify individuals, entities, and initiatives engaged in PPI or PCP—whether EU-funded or driven at national/regional level within EU. The aim is to leverage their experiences to produce a representative and instructive repository of:

- **Best Practices:** Validated, replicable methodologies with demonstrated impact.
- **Use Cases:** Real-world procurement scenarios exemplifying applied innovation.
- **Lessons Learned:** Critical reflections offering insight into enabling and hindering factors.

As defined in the Grant Agreement, each documented case is summarised through an easy-to-read fiche. This standardised format captures the key elements of each example, including:

- Identification of the initiative
- Description of the distinctive elements compared to standard procurement
- Summary of results or impacts achieved
- Reference to the original source for further detail

This deliverable thus serves a dual purpose: to support mutual learning among stakeholders engaged in health innovation procurement and to establish a solid evidence base to inform future policy, investment, and capacity-building actions at EU level.

## 1.1. Deliverable objective and scope

The main objective of Deliverable D4.5 is to compile, classify and disseminate relevant experiences in the field of innovation procurement for health, through a curated repository of:

- **Best practices** with proven impact, replicability, and alignment with strategic public objectives.
- **Use cases** illustrating real-world applications of PPI/PCP methodologies.
- **Lessons learned** derived from challenges, enablers, and insights documented in prior initiatives.

This repository aims to:

- Provide practical guidance to public buyers, policy makers, and suppliers on successful innovation procurement approaches.
- Contribute to capacity building by offering tangible examples of how innovation procurement can be implemented in the health sector.
- Foster mutual learning among European stakeholders through a shared, accessible knowledge base.
- Support the uptake and scaling of innovative solutions by highlighting pathways to effective procurement.
- Feed into broader policy and ecosystem-building efforts under the European Health Public Innovation Ecosystem (EHPIE).

Deliverable 4.5 – InnoHSupport

- Ensure transparency, comparability and transferability of knowledge through standardised fiches summarising each documented case.

Deliverable D4.5 directly contributes to several of the project's strategic objectives:

- **SO4:** Promoting interaction and mutual understanding between suppliers and public/private buyers, particularly within the European health innovation procurement ecosystem.
- **SO5:** Facilitating cooperation with investors to support the deployment of high-potential solutions in real-world settings.
- **SO7:** Supporting the development of a European Health Public Innovation Ecosystem (EHPIE) by consolidating evidence-based practices and shared learning outcomes.

## 1.2. Relation to other WPs and deliverables

Deliverable D4.5 is closely connected to several other components of the InnoHSupport project, contributing to the integration of knowledge, capacity building, ecosystem engagement and dissemination.

Specifically, this deliverable is related to the following Work Packages, tasks and deliverables:

- **WP2. Innovation Procurement Capacity and Tools**  
D4.5 contributes to WP2 objectives by offering real-world examples that support capacity-building efforts, especially under Task 2.3, in the context of training and executive education.
- **WP3. Engagement and Co-Creation with Innovation Ecosystems**  
The repository feeds Task 3.2 by offering case material for co-creation sessions and complements D3.3, Engagement Report by incorporating insights from stakeholder interactions.
- **WP4. Mutual Learning, Knowledge Sharing and Capacity Building**  
D4.5 is the main output of Task 4.2 and supports Task 4.1 by providing practical examples for training activities. It also contributes evidence and case insights to D4.4, PPI eHealth Strategy Report.
- **WP5. Communication and Dissemination**

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The repository will be promoted through WP5 tools such as the project website, social media, and stakeholder materials. Selected cases will be integrated into the Expert Network and shared to support outreach and transferability.

## 2. Methodology

The methodology applied in Deliverable D4.5 is designed to ensure a rigorous, structured, and transferable approach to the identification, classification, and documentation of experiences in innovation procurement within the health sector. It is based on a shared taxonomy of three categories: **Best Practices**, **Use Cases**, and **Lessons Learned**, each defined by specific criteria to facilitate comparability, validation, and practical relevance.

The work was developed in alignment with Task 4.2 Innovation Procurement Agora design and implementation and builds on an exploratory phase foreseen in the Grant Agreement, which focused on identifying relevant actors and initiatives engaged in PCP and PPI across the EU.

### 2.1. Classification Framework

The repository is structured around the following categories:

1. **Best Practices:** Methods or approaches with proven effectiveness, efficiency, replicability and long-term impact, supported by evidence and recognised as reference models in innovation procurement.
2. **Use Cases:** Documented examples of specific procurement actions, capturing the context, implementation process, solution adopted, and achieved outcomes.
3. **Lessons Learned:** Reflective insights derived from practical experience, identifying enablers, barriers and critical decisions that influenced the success or limitations of a procurement process.

Each category included in the repository is associated with a clear set of inclusion criteria, as established in the internal classification document developed by SILO and validated by FIIBAP/SERMAS. This internal document served as the methodological foundation for structuring the repository. It defined the three typologies—Best Practices, Use Cases, and Lessons Learned—using a rigorous, evidence-based approach aligned with scientific literature and EU guidance documents.

The classification framework outlined in the document includes:

- Definitions grounded in academic and institutional references (e.g. Rogers' Diffusion of Innovations, OECD, European Commission guidance)
- Operational criteria for inclusion (such as effectiveness, replicability, outcome orientation, and contextual relevance)
- A standardised fiche structure applicable to all entries

This framework ensured that the repository was not merely a descriptive collection, but a coherent, methodologically sound resource designed to support comparability, transferability, and strategic utility across the project's services and target audiences.

## 2.2. Process

The development of the repository followed a structured, multi-phase process led by SILO, with the active involvement of FIIBAP/SERMAS and TTG in the validation a quality assurance stage. The process for developing the repository included the following steps:

- 1. Exploratory Mapping:** SILO conducted a comprehensive identification of individuals, institutions and consortia involved in PCP and PPI initiatives at European, national or regional level, with a particular focus on relevance to the health and care sectors.
- 2. Document Collection and Screening:** A systematic review was carried out by SILO, covering EU-funded project deliverables, Commission guidance documents, national reports and academic literature to extract relevant experiences, to extract eligible cases reflecting innovation procurement practices.
- 3. Case Selection:** Based on the inclusion criteria defined in the internal classification document, SILO selected cases demonstrating methodological robustness, sectoral relevance, and alignment with the project's objectives. Other consortium partners insights were considered when available to ensure practical relevance.
- 4. Fiche-Based Documentation:** SILO was responsible for the structured documentation of each case using the standardised fiche format template. This format captures key information including the initiative's identification,

distinct elements compared to traditional procurement, achieved outcomes, and reference to original sources for further exploration.

- 5. Validation and Quality Control:** The validation and Internal consistency checks of all documented cases were carried out by FIIBAP/SERMAS and TTG, who reviewed the entries to ensure alignment with the defined methodology, coherence across categories, and overall relevance to the goals of WP4. Where needed, the provided feedback and suggested refinements to ensure quality and compatibility.

The result is a coherent and accessible repository designed not only to inform policy and practice but also to support capacity-building, mutual learning and replication across different health system contexts.

### 3. Fiche Structure and Contents

All documented cases in Deliverable D4.5 follow a standardised fiche format defined in the internal repository catalogue. This structure ensures consistency across the three categories of documented content: Best Practices, Use Cases, and Lessons Learned. Each fiche captures essential information to support comparability, clarity, and reusability.

The fields included in each fiche are:

- 1. Title:** Full name or concise description of the documented practice, initiative, or approach.
- 2. Partner:** Organisation within the InnoHSupport consortium that contributed or documented the case.
- 3. Source:** Primary reference or origin of the case. This may include EU reports, project deliverables, or institutional frameworks.
- 4. Link:** Direct hyperlink to the full source document or relevant web reference (where available).
- 5. Description:** A summarised narrative of the initiative, including its objective, implementation method, and innovation dimension.
- 6. Key Highlights / Outcome:** Bullet points outlining the most significant results, insights, or measurable impacts of the practice.

- 7. **Relevance:** Explanation of why this case is relevant to public procurement of innovation, particularly in health-related contexts. It may refer to strategic, methodological, or systemic value.
- 8. **Replicability:** Practical guidance or conditions for adapting and transferring the practice to other contexts, regions, or institutions.

This fiche structure is applied uniformly across the repository and allows users to rapidly assess the value and applicability of each documented case. It also facilitates cross-referencing between practices, themes, and work packages.

Standardised Fiche Template. InnoHSupport Repository (D4.5)	
Title	
Partner	
Source	
Link	
Description Key Highlights/Outcomes	
Relevance	
Replicability	

Table 1. Standardised fiche template

### 3.1. Visual Presentation of the Repository

To improve readability, engagement and accessibility of the documented material, Deliverable D4.5 is accompanied by a visual system based on infographics that would be available on the project [AGORA](#). This system is designed to:

- Facilitate intuitive understanding of the cases documented
- Support dissemination to non-technical audiences and external stakeholders
- Highlight key messages and practical insights using visual markers

Each infographic summarises a specific case or set of lessons learned, using a clean, modern layout that reinforces core outcomes, success factors and strategic value. This visual layer complements the fiche structure, offering a dual mode of access: textual and graphical.

An example of this visual system is shown below, derived from the lessons learned in the eCare PCP project.



**InnoHSupport**

# Lessons learned

eCare. Digital solutions for frailty prevention in old adults

**eCare**  
Digital solutions for frailty prevention in old adults

The eCare project provided an extensive repository of experiences, good practices, and recommendations valuable for guiding future PCP projects in health and social care.

## Context

The eCare project, funded under Horizon 2020, focused on digital solutions to support frailty prevention in older adults. Over its 18-month implementation, the consortium tackled challenges and developed scalable solutions that could address care integration issues across various healthcare systems. The project underscored the importance of applying and sharing lessons learned to benefit other organisations.

## Challenges

<h3>PROJECT MANAGEMENT</h3> <ul style="list-style-type: none"> <li>The COVID-19 pandemic caused disruptions, including partner turnover and delays in coordination.</li> <li>Many procurers lacked experience with PCP, resulting in operational inefficiencies.</li> </ul>	<h3>TECHNOLOGY DEVELOPMENT</h3> <ul style="list-style-type: none"> <li>Interoperability issues emerged when integrating developed solutions with existing healthcare IT systems.</li> <li>Insufficient user feedback during the early phases led to partial misalignment of solutions with end-user needs.</li> </ul>
<h3>RECRUITMENT AND ENGAGEMENT</h3> <p>Low engagement of pilot participants and challenges in fostering trust among end-users, particularly older adults.</p>	<h3>INNOVATION PROCUREMENT</h3> <p>Routine project tasks often overwhelmed the focus on innovation procurement, reducing its overall effectiveness.</p>

## What was done?

- A collaborative framework was established to facilitate knowledge sharing among partners, enabling smoother adaptation to challenges.
- Open Market Consultations (OMCs) were conducted to bridge the gap between procurers and suppliers, fostering innovation in solution design.
- Targeted training sessions were implemented to build capacity in PCP methodologies for health and social care organisations.
- Detailed mechanisms for partner coordination, such as virtual collaboration tools or governance meetings.
- Metrics demonstrating the effectiveness of OMCs in fostering innovation.

## Outcome

- The project **successfully developed** and piloted digital tools for frailty prevention, demonstrating significant potential for scalability.
- Enhanced collaboration** between partners enabled the identification and mitigation of risks associated with the PCP process.
- Despite challenges, **the project fostered a culture of learning and adaptability**, setting a benchmark for future PCP initiatives.
- Include specific health outcomes**, such as reductions in frailty incidents or user satisfaction metrics, to illustrate the project's success.

## Recommendations

- Capacity Building**  
Provide targeted training for procurers to improve PCP expertise.
- Sustainability Planning**  
Prioritise sustainability and scalability from the project's outset.
- End-User Engagement**  
Integrate feedback loops with end-users during development to ensure solutions meet their needs.
- Policy and Collaboration**
  - Promote harmonised policies to streamline cross-border PCP projects.
  - Develop a centralised knowledge repository for lessons learned and best practices.
  - Support digital literacy initiatives tailored for elderly users.

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Figure 1. Lessons Learned visual example: The eCare case.

## 4. Best Practices repository

The Repository of Best Practices, Use Cases, and Lessons Learned is integrated within the **TOOLKIT** section of the **AGORA** platform. The TOOLKIT serves as a virtual space designed to support peer learning, provide access to e-learning materials, and promote innovation in healthcare procurement. It is freely accessible to all registered members of AGORA and aims to facilitate knowledge exchange and capacity building across the innovation procurement community.

This repository allows users to browse documented cases using a standardised fiche format, which presents key information for each entry: title, source, link to original material, a short description, main highlights or outcomes, relevance to innovation procurement, and potential for replicability. This structure enables easy comparison, knowledge transfer, and practical application across diverse contexts.

The image below illustrates how the repository is visually integrated within **AGORA** and how the fiches are presented for user interaction.

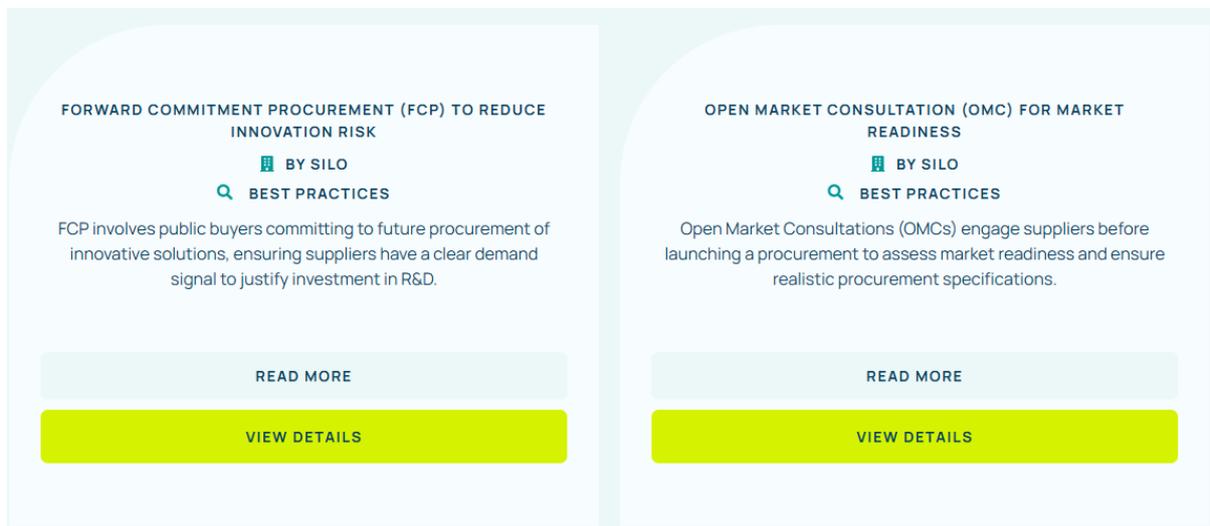


Figure 2. Repository of Best Practices, Use Cases and Lessons Learned within the AGORA

The repository is maintained as a living resource, supporting the long-term goals of the InnoHSupport project and contributing to capacity-building efforts across the European innovation procurement community.

## 5. Results

This section presents the consolidated results of Task 4.2 in the form of documented best practices, which form the core of Deliverable D4.5. The practices have been identified, classified, and validated based on the methodological criteria outlined in the previous section, and have been documented using a harmonised fiche structure to ensure consistency and usability.

The **repository** reflects a broad range of experiences across Europe, drawn from EU-funded projects, national programmes, and local-level innovation procurement actions in the health and social care domains. The focus has been on collecting initiatives that demonstrate clear alignment with the objectives of PCP and PPI, with attention to replicability, impact, and policy relevance.

The following tables compile the best practices, lessons learnt and use cases selected for inclusion in this first version of the repository. Each fiche includes descriptive elements such as source, outcomes, relevance, and practical recommendations, and is structured to support both direct consultation and future integration into training, strategy, or dissemination activities under other work packages.

## 5.1. Best Practices List

N	TITLE	PARTNER	SOURCE	LINK	DESCRIPTION	KEY HIGHLIGHTS/OUTCOME	RELEVANCE	REPLICABILITY
1	<b>Functional Specification-Based Procurement for Innovation</b>	SILO	European Commission Guidance on Innovation Procurement	<a href="https://ec.europa.eu/docsroom/documents/45975">https://ec.europa.eu/docsroom/documents/45975</a>	This practice involves defining functional requirements rather than prescribing specific technical solutions. It ensures that procurement focuses on desired outcomes, enabling suppliers to propose innovative and unexpected solutions.	<ul style="list-style-type: none"> <li>• Encourages market-driven innovation by allowing suppliers to develop diverse solutions.</li> <li>• Avoids vendor lock-in by not specifying proprietary technologies.</li> <li>• Ensures scalability and adaptability for future improvements.</li> </ul>	This approach aligns with PPI objectives by fostering competition and ensuring long-term adaptability of procured solutions. It is particularly useful in digital health, smart cities, and AI-driven public services.	<ul style="list-style-type: none"> <li>• Public buyers should define needs in functional terms (e.g., "a system to reduce hospital readmissions by 20%" instead of prescribing a specific software).</li> <li>• Use performance-based contracts to reward innovative solutions.</li> </ul>
2	<b>Multi-Phase Pre-Commercial Procurement (PCP) for Risk Reduction</b>	SILO	Innovation Procurement Brochure	<a href="https://digital-strategy.ec.europa.eu/en/library/innovation-procurement-power-public-purse">https://digital-strategy.ec.europa.eu/en/library/innovation-procurement-power-public-purse</a>	This practice structures PCP into phases (solution design, prototyping, testing), allowing gradual filtering of solutions based on performance before full-scale deployment.	<ul style="list-style-type: none"> <li>• De-risks public investment by ensuring only proven solutions are procured.</li> <li>• Encourages SME participation, as early-stage funding supports smaller firms.</li> <li>• Ensures quality innovation by enabling a competitive R&amp;D process.</li> </ul>	Aligns with PPI goals by minimising procurement risks and allowing public buyers to assess and validate innovative solutions before large-scale investment.	<ul style="list-style-type: none"> <li>• Implement at least three phases: 1) Concept validation, 2) Prototype development, 3) Testing in real environments.</li> <li>• Define clear evaluation metrics between phases to filter out ineffective solutions.</li> </ul>
3	<b>Open Market Consultation (OMC) for Market Readiness</b>	SILO	OECD Public Procurement for Innovation Report	<a href="https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html">https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html</a>	Open Market Consultations (OMCs) engage suppliers before launching a procurement to assess market readiness and ensure	<ul style="list-style-type: none"> <li>• Reduces procurement failures by aligning requirements with market capabilities.</li> <li>• Improves supplier participation by providing early insights.</li> </ul>	Ensures PPI objectives are met by guaranteeing that procurement strategies reflect real market conditions, reducing the risk of unrealistic or impractical tenders.	<ul style="list-style-type: none"> <li>• Conduct OMCs at least 6-12 months before issuing a tender.</li> <li>• Publish OMC results transparently so suppliers can adjust their proposals.</li> </ul>

					realistic procurement specifications.	<ul style="list-style-type: none"> <li>• Accelerates the procurement process with fewer tender rejections.</li> </ul>		
4	<b>Forward Commitment Procurement (FCP) to Reduce Innovation Risk</b>	SILO	MOAI Labs (Green Book Appendix)	<a href="https://www.moailabs.eu/wp-content/uploads/2023/01/Green-book-appendix_MOAI-LABS.pdf">https://www.moailabs.eu/wp-content/uploads/2023/01/Green-book-appendix_MOAI-LABS.pdf</a>	FCP involves public buyers committing to future procurement of innovation, ensuring suppliers have a clear demand signal to justify investment in R&D.	<ul style="list-style-type: none"> <li>• Reduces market uncertainty, encouraging suppliers to invest in innovation.</li> <li>• Speeds up commercialisation, ensuring solutions reach the market faster.</li> <li>• Encourages SME participation, reducing financial risk for smaller firms.</li> </ul>	Directly supports PPI objectives by aligning market incentives with procurement needs, ensuring that innovative solutions have guaranteed buyers.	<ul style="list-style-type: none"> <li>• Public buyers should issue conditional procurement commitments to signal demand.</li> <li>• Integrate FCP into national innovation strategies for broader impact.</li> </ul>
5	<b>Retaining Intellectual Property Rights (IPR) with Suppliers to Reduce R&amp;D Costs</b>	SILO	European Commission Guidance on Innovation Procurement	<a href="https://ec.europa.eu/docsroom/documents/45975">https://ec.europa.eu/docsroom/documents/45975</a>	Allowing suppliers to retain Intellectual Property Rights (IPR) on innovations encourages investment in R&D while reducing procurement costs for public buyers.	<ul style="list-style-type: none"> <li>• Reduces R&amp;D costs by 50%, as suppliers see wider commercialisation potential.</li> <li>• Encourages competitive innovation, attracting more bidders.</li> <li>• Accelerates technology transfer, as suppliers can sell beyond the initial public buyer.</li> </ul>	Aligns PPI goals by fostering a self-sustaining innovation ecosystem, where public procurement supports long-term technological advancement.	<ul style="list-style-type: none"> <li>• Allow suppliers to retain IPR but ensure licensing rights for public buyers.</li> <li>• Negotiate licensing agreements that allow solution adaptation for broader public sector use.</li> </ul>

Table 2. Best Practices list

## 5.2. Lessons Learned List

N	TITLE	PARTNER	SOURCE	LINK	DESCRIPTION	KEY HIGHLIGHTS	RELEVANCE	REPLICABILITY
1	<b>eCare: Digital Solutions for Frailty Prevention in Older Adults</b>	SILO	eCare Project: Challenges & Lessons Learned	<a href="https://www.youtube.com/watch?v=eikLQGNWw0">https://www.youtube.com/watch?v=eikLQGNWw0</a>	The eCare project (GA-856960) focused on procuring digital solutions to prevent frailty in older adults. It followed a Pre-Commercial Procurement (PCP) model, moving through three phases (solution design, prototyping, real-life testing).	<p>PCP is highly effective for adopting innovation in health and social care. Co-funding is crucial: Horizon Europe offers better funding support than previous frameworks.</p> <p>Matchmaking tools help form strong consortia in innovation procurement. The Lead Procurer must have experience in PCP or receive external support. Simplifying tender documents is essential, as many suppliers are SMEs or startups unfamiliar with PCP.</p>	eCare demonstrates the challenges and enablers of PCP in healthcare procurement. The project shows how buyer engagement, clear processes, and supplier support determine success.	<p>Ensure the Lead Procurer has PCP expertise or external guidance. Use digital platforms for procurement (eTendering, online collaboration). Allocate sufficient time for evaluation between PCP phases. Facilitate co-creation with suppliers, ensuring clear communication.</p>
2	<b>EPP-eHealth: Challenges in Digital Health Procurement</b>	SILO	EPPeHealth D4.4 PPI eHealth strategy	<a href="https://cordis.europa.eu/project/id/644461/results">https://cordis.europa.eu/project/id/644461/results</a>	The EPP-eHealth project attempted to create a PPI strategy for digital health solutions, but regulatory uncertainty, financial sustainability issues, and procurement fragmentation created significant barriers.	<p>Regulatory barriers delayed procurement – unclear compliance requirements hindered Project progress. Insufficient long-term funding made sustainability difficult beyond the initial procurement phase. Stakeholder engagement (hospitals, regulators,</p>	This case qualifies as Lessons Learned, as it documents challenges, the impact of those challenges, and solutions that can inform future digital health procurement.	<p>Clarify regulatory frameworks before launching tenders. Develop long-term financial sustainability plans beyond project funding. Strengthen collaboration between procurement teams and regulators.</p>

						suppliers) was essential for adoption success.		
3	<b>Risk Management &amp; Change Strategies</b>	SILO	MOAI Labs (Green Book Appendix)	<a href="https://www.moailabs.eu/wp-content/uploads/2023/01/Green-book-appendix_MOAI-LABS.pdf">https://www.moailabs.eu/wp-content/uploads/2023/01/Green-book-appendix_MOAI-LABS.pdf</a>	The Green Book synthesizes lessons from multiple PPI projects across sectors, focusing on risk management, change management, and procurement process standardization.	Change management is critical – stakeholder buy-in improves success rates. Risk assessment must be embedded at every stage to prevent procurement failures. Standardizing procurement procedures reduces complexity and increases efficiency.	This case qualifies as Lessons Learned because it reflects on cross-sectoral procurement challenges, evaluates what worked, and provides concrete recommendations for structuring future PPI projects.	Implement structured change management programs. Use performance-based contracts to ensure innovation adoption. Embed risk management strategies into procurement planning.

Table 3. Lessons Learned List

### 5.3. Use Cases List

N	TITLE	PARTNER	SOURCE	LINK	DESCRIPTION	KEY HIGHLIGHTS/OUTCOME	RELEVANCE	REPLICABILITY
1	<b>THALEA – Telemedicine for Critical Patients</b>	SILO	OECD Public Procurement for Innovation Report	<a href="https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html">https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html</a>	The THALEA project in Germany aims to improve care for critically ill patients by integrating telemedicine and telemonitoring. The system allows for interoperability of patient data management, enabling real-time decision support.	Improves patient outcomes through continuous monitoring. Enhances interoperability of hospital IT systems. Closes innovation gaps in digital health	Demonstrates how PPI can drive innovation in healthcare by procuring telemedicine solutions that improve efficiency and patient outcomes.	Promote collaboration between hospitals and technology providers to ensure interoperability and standardisation.
2	<b>Smart@Fire – Smart Protective Gear for Firefighters</b>	SILO	OECD Public Procurement for Innovation Report	<a href="https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html">https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html</a>	This project in Hungary and Belgium developed smart personal protective systems (PPS) for firefighters. The innovative gear includes ICT-enabled monitoring for real-time safety and improved risk management.	Enhances firefighter safety through ICT integration. Demonstrates the potential of Pre-Commercial Procurement (PCP) for public safety innovation. Example of cross-border PPI collaboration.	Illustrates how PCP can be used to create innovative safety solutions that address critical public service needs.	Encourage EU-wide collaboration for scaling such solutions across different emergency services.
3	<b>Robotic Bed-Washing Facility in Hospitals</b>	SILO	OECD Public Procurement for Innovation Report	<a href="https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html">https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html</a>	Implemented in the Netherlands, this project developed an automated bed-washing system to improve hygiene and reduce hospital operational costs.	Reduces costs by lowering detergent and energy use. Improves infection control in hospitals. Provides an example of efficiency-driven PPI.	Demonstrates how automation and robotics can optimise healthcare procurement.	Encourage similar automation initiatives in other hospital services to improve efficiency.

4	<b>Electrified Roads for Heavy Traffic</b>	SILO	OECD Public Procurement for Innovation Report	<a href="https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html">https://www.oecd.org/en/publications/public-procurement-for-innovation_9789264265820-en.html</a>	A Swedish initiative to develop and test electrified roads for heavy transport, reducing emissions and fuel dependency.	Promotes sustainability in transport. Uses PCP and triple-helix collaboration (government, academia, industry). Aligns with EU Green Deal objectives.	Highlights the role of PPI in achieving environmental sustainability goals.	Foster more pilot projects and incentivise private sector participation in sustainable transport.
5	<b>SELECT for Cities - Internet of Everything (IoE) for Smart Cities</b>	SILO	Innovation Procurement Brochure	<a href="https://digital-strategy.ec.europa.eu/en/library/innovation-procurement-power-public-purse">https://digital-strategy.ec.europa.eu/en/library/innovation-procurement-power-public-purse</a>	A cross-border PPI project involving Antwerp, Copenhagen, and Helsinki to develop an open, service-oriented IoE platform for urban services.	Encourages large-scale co-creation for smart city development. Creates a replicable digital procurement model. Platforms developed have been commercialised and adopted by over 50 other cities.	Showcases how public procurement can drive smart city innovation and enable scalable urban solutions.	Enhance standardisation in smart city procurement to ensure interoperability and data security.

Table 4. Use Cases List

## 6. Conclusions

Deliverable D4.5 provides a structured, curated, and methodologically grounded repository of best practices, use cases and lessons learned in the field of innovation procurement for healthcare sector. Developed under Task 4.2, this work supports the broader objective of strengthening evidence-based approaches to Pre-Commercial Procurement (PCP) and Public Procurement of Innovation (PPI) across Europe.

The repository serves not only as a stand-alone knowledge asset but also as a practical foundation for multiple project services. Its content will feed into capacity-building activities, expert support missions, stakeholder engagement actions, and co-creation sessions. The documented cases will serve as illustrative material within the training programmes, the Innovation Procurement Toolkit, and future mutual learning activities, ensuring that real-world experience informs methodological guidance and strategic implementation.

In addition, the repository will be made accessible through the [Agora](#) digital platform, ensuring its availability to all relevant stakeholders beyond the consortium by simply registering. This open access supports broader dissemination, promotes knowledge transfer across ecosystems, and contributes directly to the long-term sustainability of the European Health Public Innovation Ecosystem (EHPIE).

D4.5 Best Practices repository is conceived as a dynamic and scalable instrument. Its structure allows for future updates and new contributions, supporting its evolution as a reference point for innovation procurement actors at local, regional, national and EU level.