



CRANE

Comprehensive Treatment of Chronic Patients in Rural Areas

OMC



Funded by
the European Union

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 965277

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Agenda

- 10.05 *Introduction to CRANE OMC*
- 10.15 *CRANE – project introduction*
- 10.25 *CRANE Building blocks*
- 10.50 *CRANE Service Solution*
- 11.00 *SHORT BREAK*
- 11.10 *Preparation of Bids for CRANE*
- 11.25 *Q&A*
- 11.50 *Wrap up, next steps*
- 12.00 *Farewell*

Introduction to OMC

OMC Objectives

1 Explain precommercial procurement (PCP) process

2

Encourage proactive communication with providers and stakeholders to engage them in CRANE design and PCP

3

Inform potential suppliers about CRANE PCP opportunities

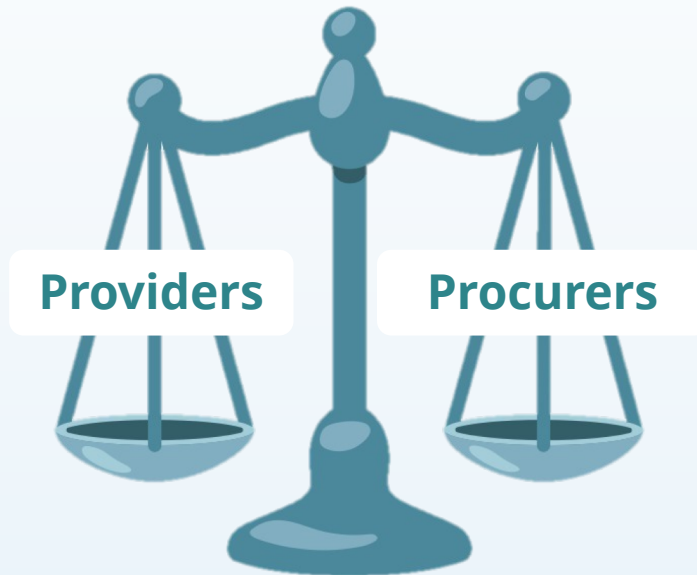
4

Facilitate matchmaking and cooperation among the different operators

OMC scope

A win to win strategy

- They will get information about the PCP and the **procurers needs and priorities**.
- They will also get to know possible **partners or competitors**



- They will focus their assumptions for the tenders call and make potential **bidders aware**.
- They will obtain new insights into the **market's appetite**.

OMC EVENTS

SAVE THE DATES

10:00-12:00 CET

<https://crane-pcp.eu/events/>



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- A session on the **8th of June** will be devoted to support the creation of Consortia to apply to CRANE tender.
- **Registration is already Open!.**

OMC Questionnaire



<https://crane-pcp.eu/questionnaire/>

Goals

Gather market insights

Align the tender documents with potential solutions

SECTION 2. CRANE's Scope

CRANE is focused on the development of an open interoperable platform which allows the extensive use of public and private data for the diagnosis and management of chronic conditions (cardiovascular diseases (CVDs), diabetes (type 1 and 2) and chronic obstructive pulmonary disease (COPD)).

Please refer to our additional Scope and Uses Cases documents available at CRANE's website for additional information.

2.1 General questions

• 2.1.1 Is CRANE scope clear?

☐ Yes
☐ No

Please provide any additional comment

• 2.1.2 Do you think CRANE's objectives are feasible? And its targeted pathologies and results?

☐ Yes
☐ No
☐ I do not know

Please provide any additional comment

• 2.1.3 What are in your opinion the main challenges for the deployment of CRANE?

Please provide any additional comment

• 2.1.4 Do you have, fully or partially, any solution or experience to address the proposed challenges?

☐ Yes
☐ No
☐ Partially

Please provide any additional comment

Matchmaking tool

<https://crane-pcp.eu/matchmaking/>

Matchmaking Form

To be listed on the matchmaking platform, please fill in this form.

Enhance your success chances building a strong consortium

Let us help you to find the ideal partners to participate in CRANE PCP

Bilateral Meetings



We will soon Open in our website the possibility to directly discuss and get inputs from us.

Stay tuned to our newsletter and Social Media

In the meantime you can reach us at:

crane-pcp@crane-pcp.eu

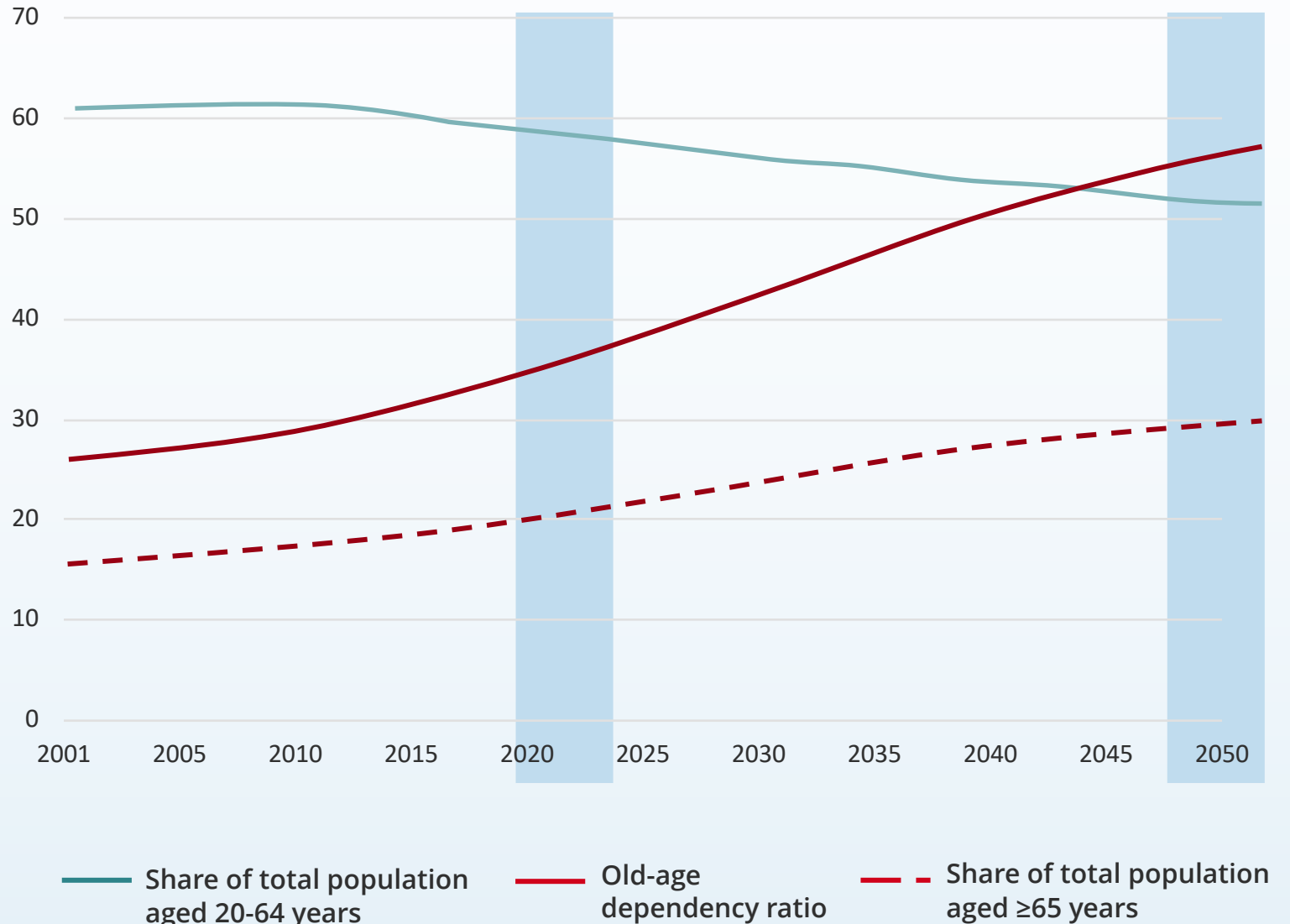
CRANE - project introduction

Problem

The European population is ageing fast

By 2050, **30%** of the population will be aged 65 years or older compared to **20%** in 2020

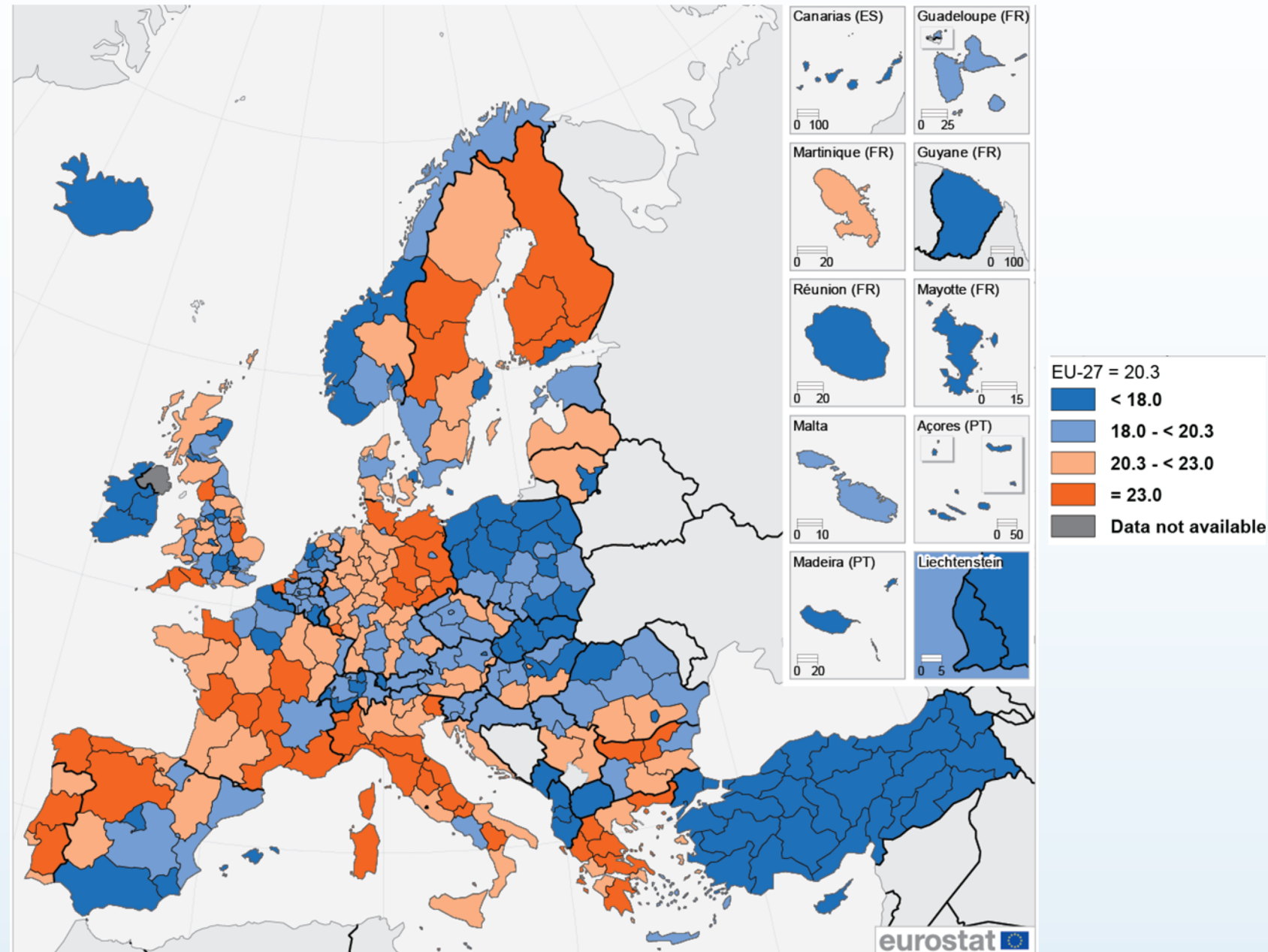
Population structure indicators, EU-27, 2001-2050



Ageing is more prominent in remote and rural regions stressing out the need for more health and care services in this areas.



People aged ≥ 65 years, by regions, 2019
(% share of total population)



In many rural areas in Europe, only 20% of the patients can be guaranteed the full attention by social service and primary care entities

→ 70-80% of the patients with chronic diseases shall move to self-monitoring and self-care.



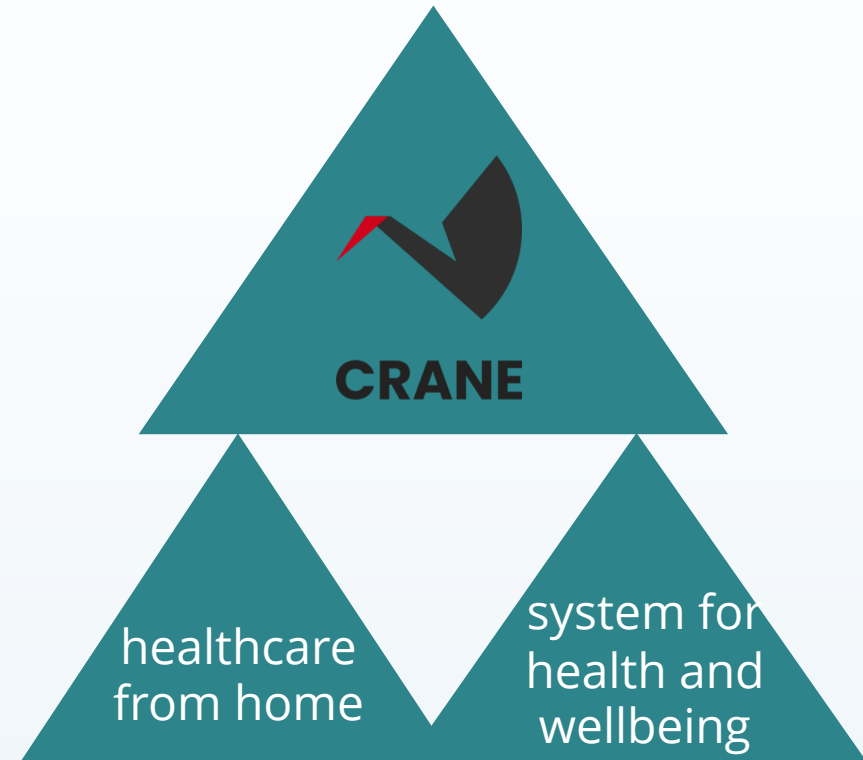
**Additionally, more
than 30% of Europeans
over 65 lives alone**



CRANE ambition

Move 70-80% of chronic patients to self-management by intensive use of data

Develop a new healthcare model based in two pillars



CRANE looks for:

- A technology-enabled integrated service,
- fitted and designed for European healthcare and care systems
- flexible to tailor the CRANE model to each of the participant procurers

Solution

CRANE model is based in two pillars

1) Healthcare from home

Data
lakes

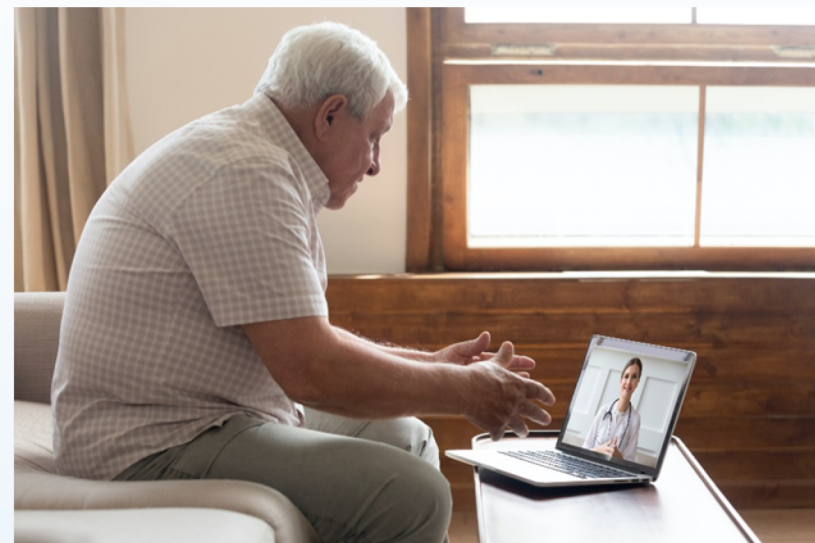
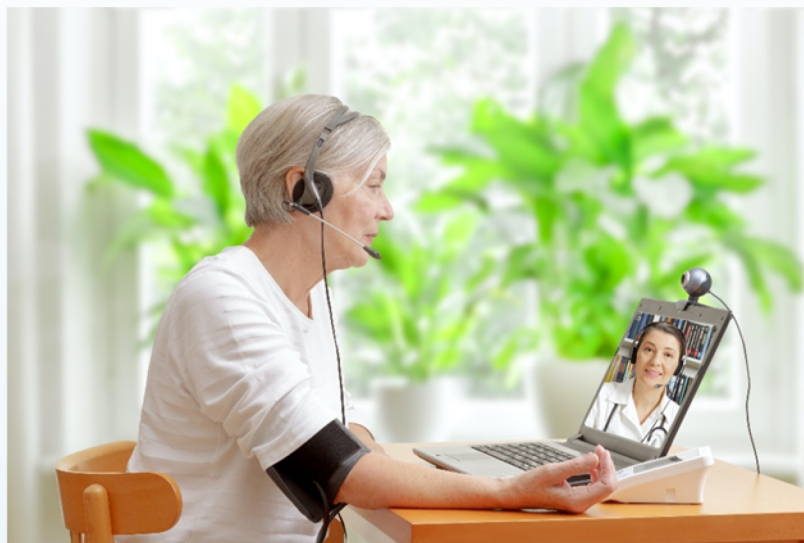
Self-monitoring
and self-care
from home

Techno-
logy

→ The adequate monitoring and intervention technology, supported by intelligent use of data to provide personalized treatment.

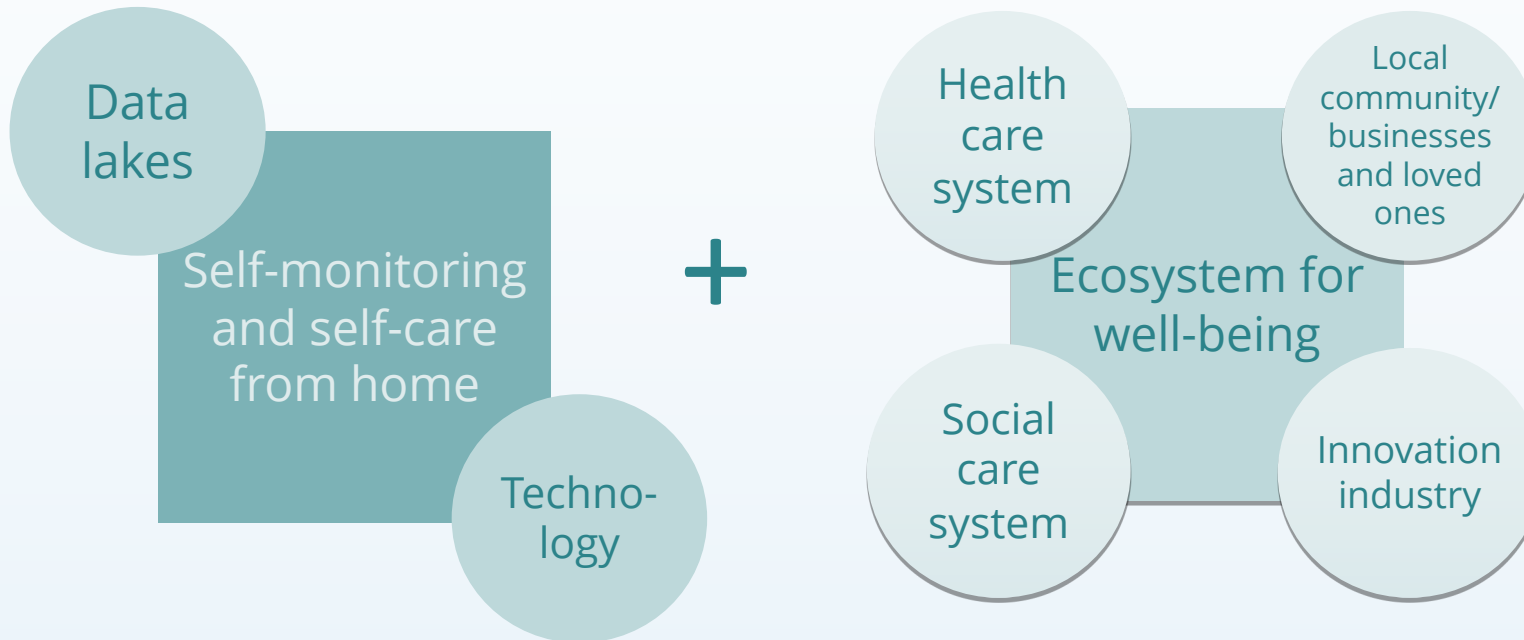
→ Less professional healthcare demand.

Healthcare from home



Solution

CRANE model is based in two pillars



2) Ecosystem for well-being

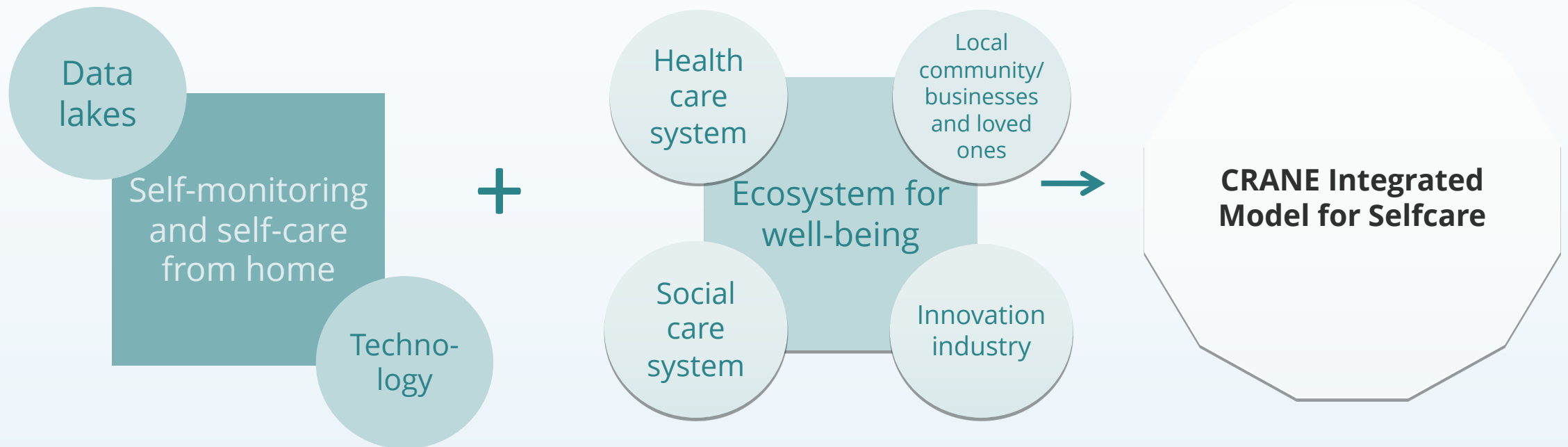
- It will provide essential elements of well-being tailored to each individual needs.
- Empowered self-esteem and improved control, safety, security, freedom and awareness through self-monitoring and self-care through motivation.

Ecosystem for Wellbeing



Solution

CRANE model is based in two pillars



Target patients



**cardiovascular diseases
(CVDs)**



**chronic obstructive
pulmonary disease (COPD)**



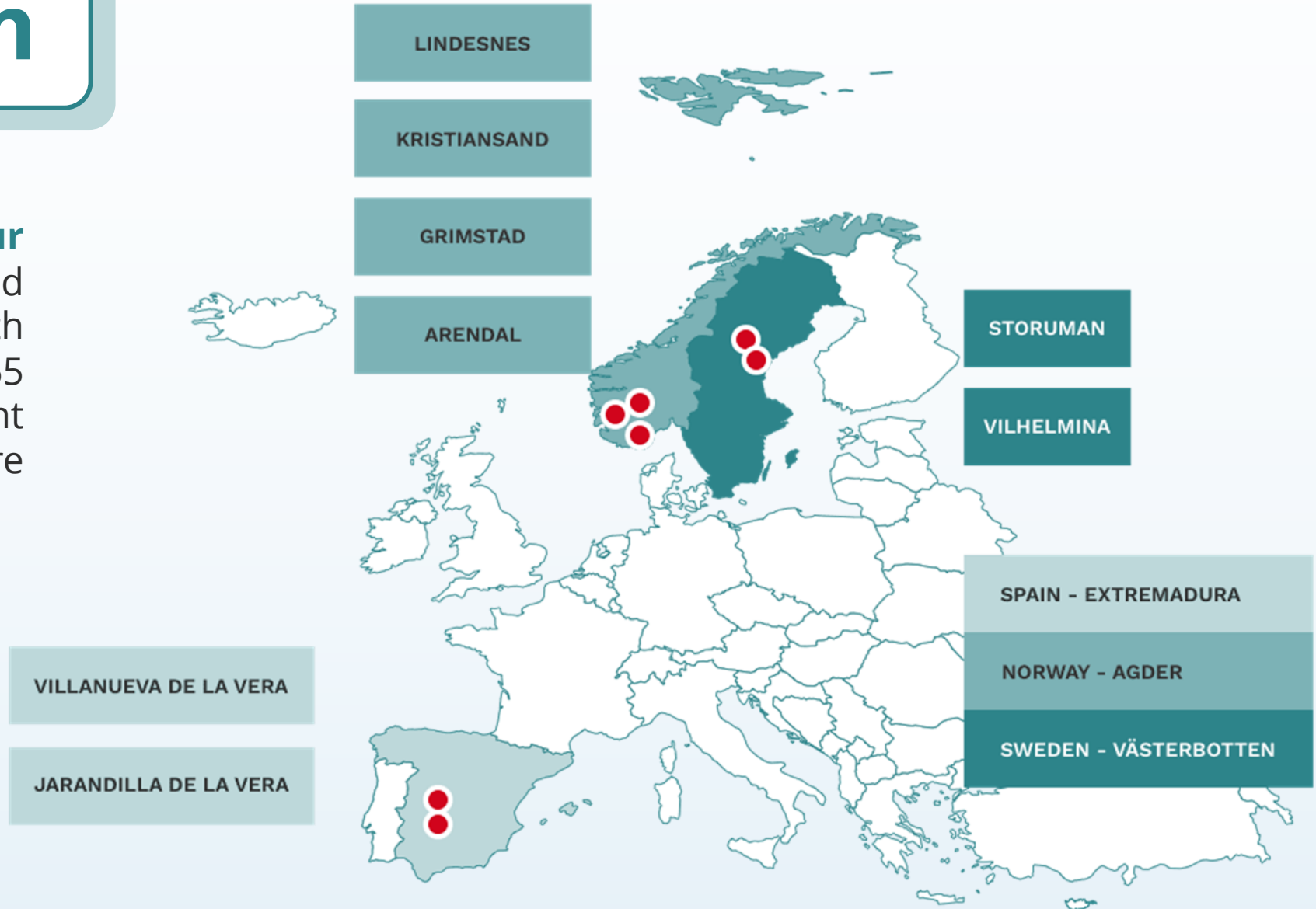
**diabetes
(type 1 and 2)**

For the **CITIZEN**, enabled through public & private data access
Who are at risk or have a chronic condition which requires action,
and wants to self-manage or improve the management of their
health conditions,
CRANE makes the citizens public & personal health data automatically
accessible and provides through intelligent technologies new smart
and tailored insights. **Unlike** current siloed health and social care
provision, **CRANE** provides the citizen with open & trustworthy control
of their own data AND the use of it.

CRANE's Vision

Consortium

Seven partners from **four European countries** and **three rural regions** with high levels of people over 65 and a common and urgent need for health and care innovation.



Procurers



- 55,342 km² → 4,6 inhabitants/km²
- 15 municipalities
- **South Lapland:** seven western municipalities of Västerbotten
1-2 inhabitants/km²
27% of the population > 65

JUNTA DE EXTREMADURA

Vicepresidencia Segunda y Consejería de
Sanidad y Servicios Sociales

- 41,634 km² → 25 inhabitants/km²
- 24 municipalities
- 11.5 % decline in population form 2000 to 2028
- 20.8% of the population > 65



**Regional
coordination group**
E-health and welfare technology Agder

- 25 municipalities and 4 municipality clusters.
- 16,500 km² → 18 inhabitants/km² unevenly distributed
- 15,5% of the population > 67

Supporting organizations



center for research-based innovation to accelerate the adoption of integrated patient centric services to create health value



Highly specialized technology provider SME (Digital Health, Big Data and Blockchain) that acts both as a technology provider and developer of products and services for healthcare and security.



Digital health Technology & Consultancy group specialized in ICT development, Procurement, Project management, Market expansion, regulatory advisory & Strategy & Innovation projects



consulting company integrated by a network of senior collaborators with specialized profiles in innovation procurement at European level, experience in European Projects management, and methodologies for co-creation.

PCP Advantages

FOR SUPPLIERS

- New routes to diverse **European markets** by joining forces with the **public sector** via **demand driven research and development**
- **Costs of the solution development are 100% funded**
- PCP usually allow suppliers to retain **IPR ownership**
- Wide opportunities for **dissemination** of solutions
- Reach a large enough demand to attract industrial **investment**



FOR THE PUBLIC SECTOR

- Identify the best value for money **solutions** for public sector needs
- **Modernisation** of public services
- Optimize their **resources** ensuring a smart use of the budget
- Enhance new business ecosystems and promote local supply chains creating **growth and jobs** in Europe



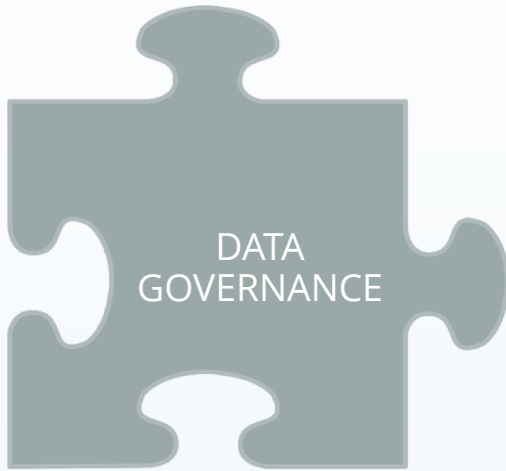
CRANE building blocks

CRANE

Building blocks

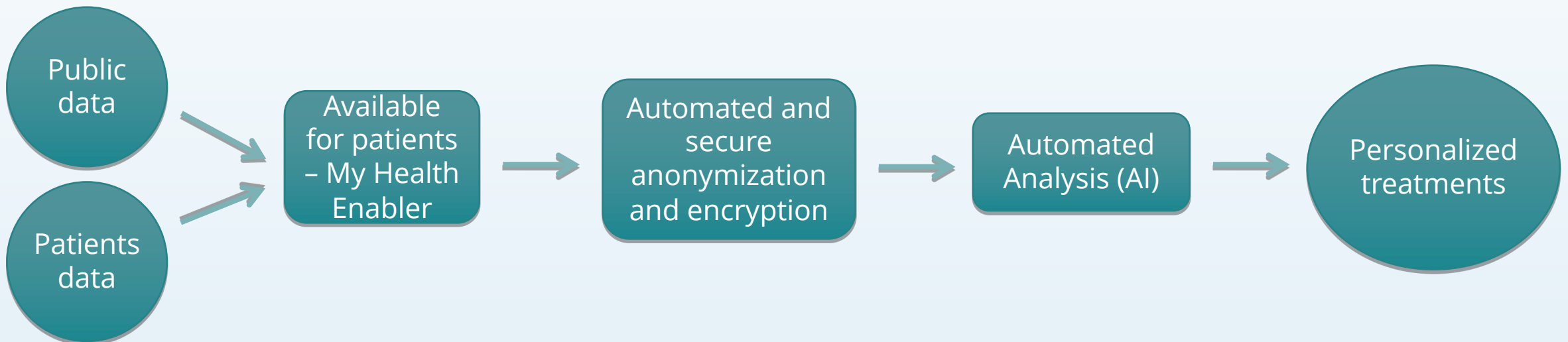


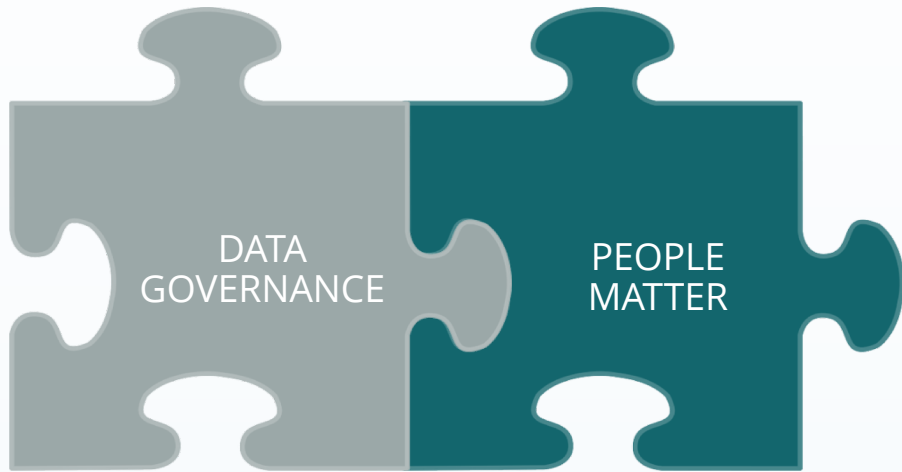
How to do it



1

Using public and specific data from patients to their own benefit





2

People Matter, empowering patients to get in control of their own health through motivation e.g. individual profiling



What does People Matter mean in CRANE?

Get to know the CRANE users

- Secure compliance and adherence to CRANE model
- Contribute to improved health and well-being

Trust and safety among CRANE users

- Digital literacy: Training of professionals and the CRANE users to foster self-monitoring and self care ability
- Health literacy: Use and connect to trusted sources of information

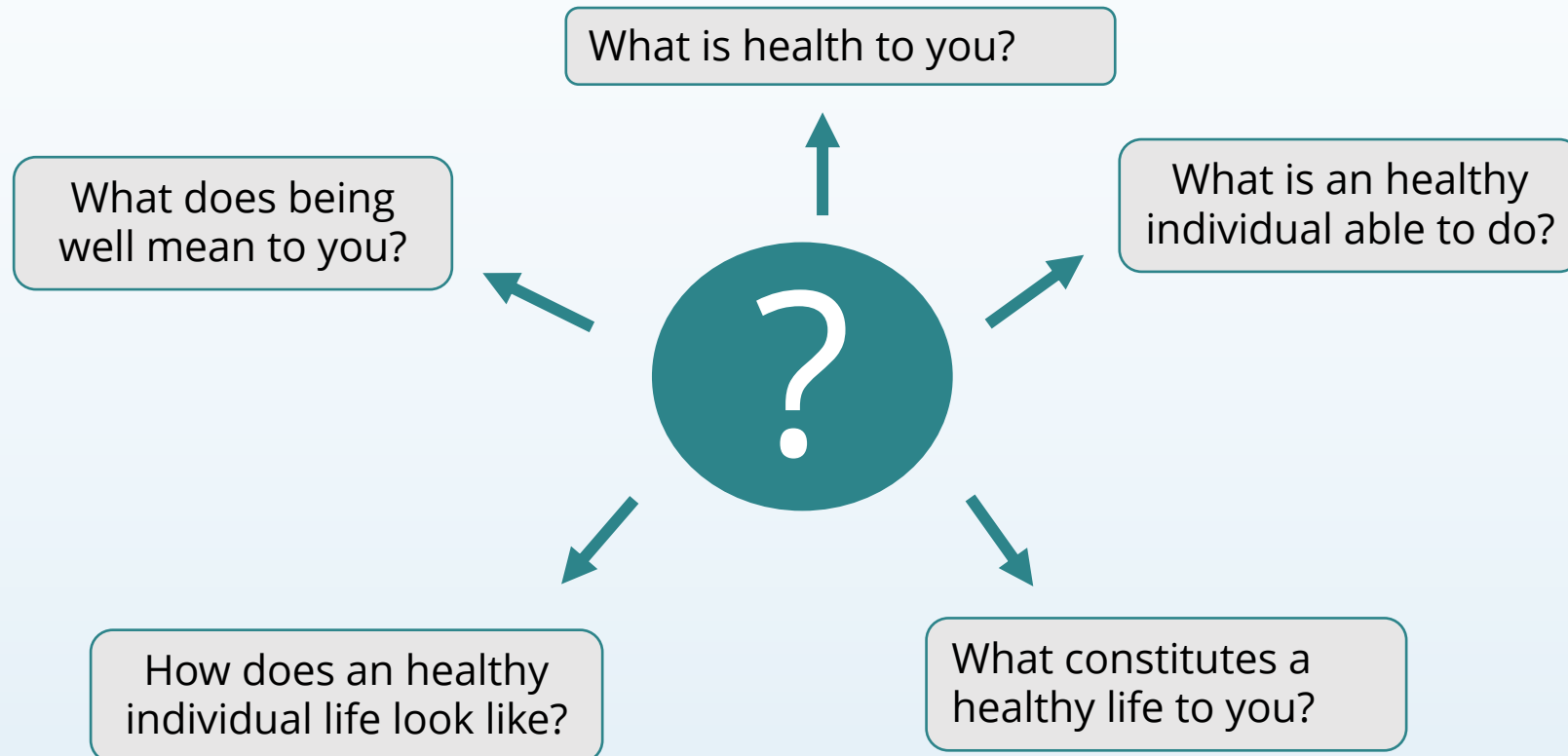
Segmentation of users

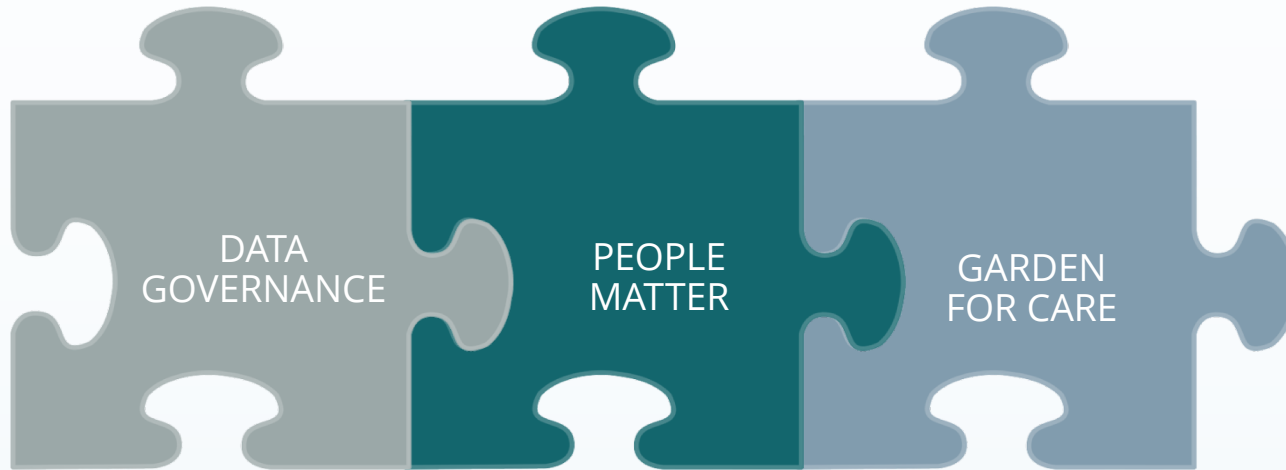
To match with activities based on : bio data, health data input, motivation, current state of mind assesment, user's context (local offers, loved ones etc)

What does People Matter mean in CRANE?

Psychometry

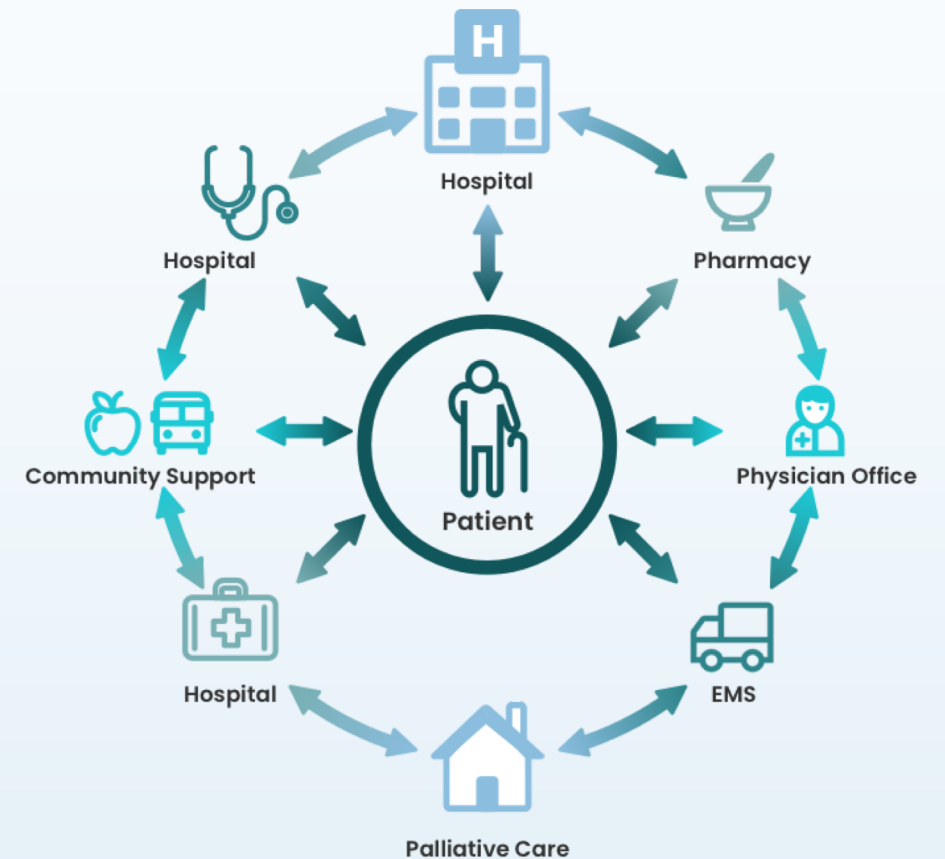
- identify/predict the behaviour and motivation of CRANE users
- Dynamic framework to capture changes in CRANE users' behaviour





3

Supporting patients health and care through their garden of care – having social relationships and people around



The foundation of CRANE

GDPR and EU Data Governance Act open up for citizen to access data relevant to them.

CRANE HOLISTIC APPROACH

Aggregate different health data sources to create new

insights

Access to citizens health data from multiple sources



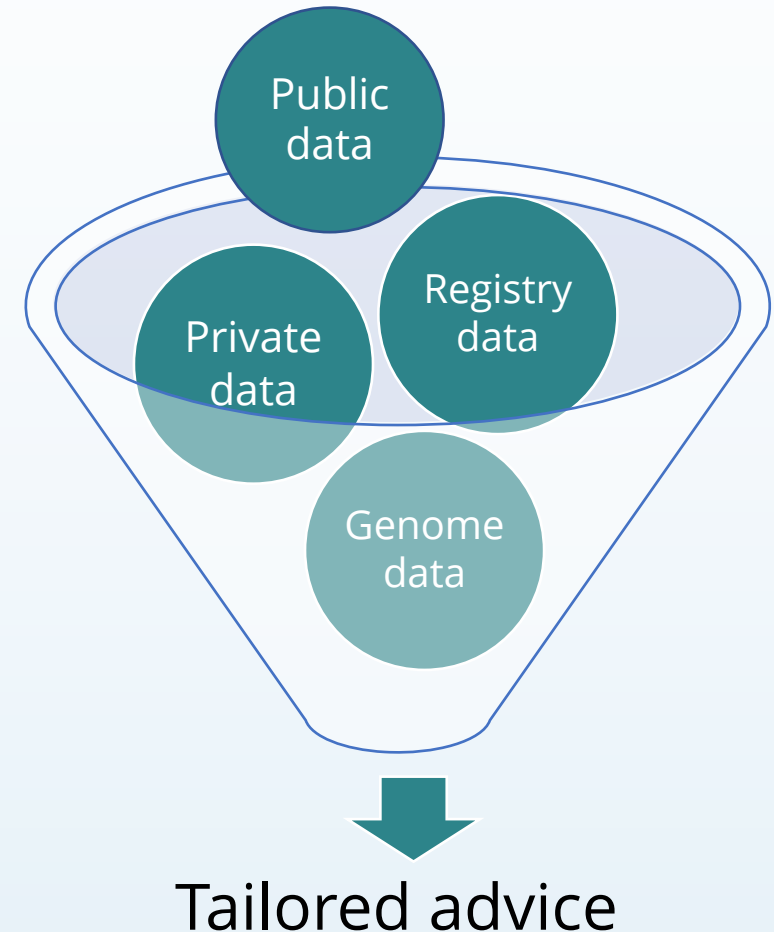
Consider wider data set as health data in future



Get to know citizen's motivation and behaviour.



Personalised treatment and tailored advice for improved health and well-being.



What is CRANE Garden for Care

**Accessible
healthcare**

Healthcare from
home for all

Power

Data generated on a citizen
belong to the citizen

**Match
insights
with
actions**

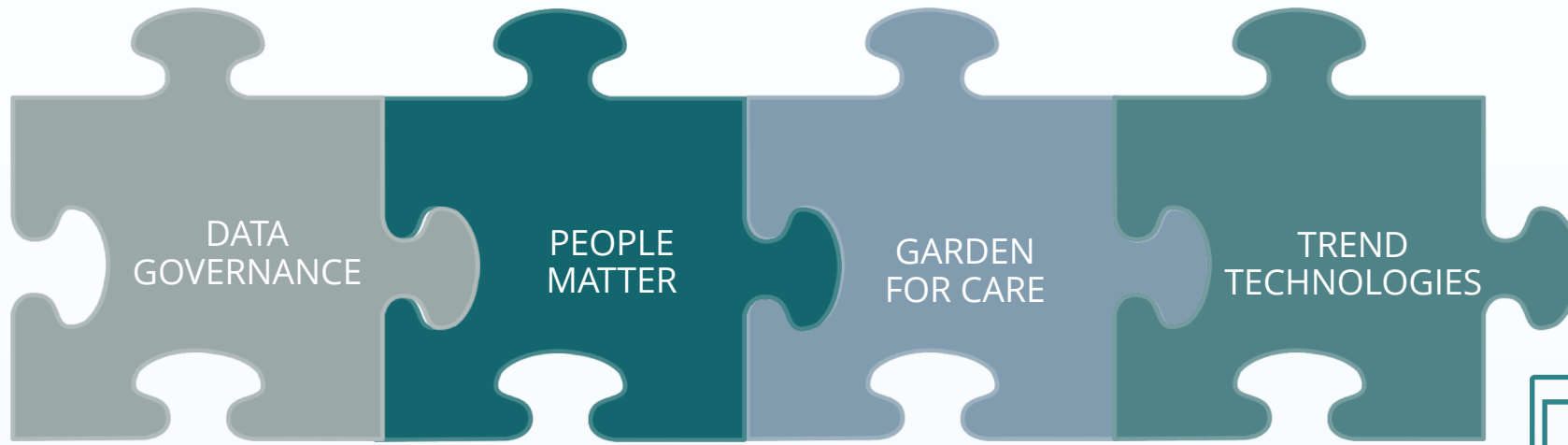
Organisation service-local business
Virtual services-innovation industries
Healthcare-social care

**Compliance
and
adherence**

Known CRANE user's
motivation and behaviour
Involve loved ones and
social networking

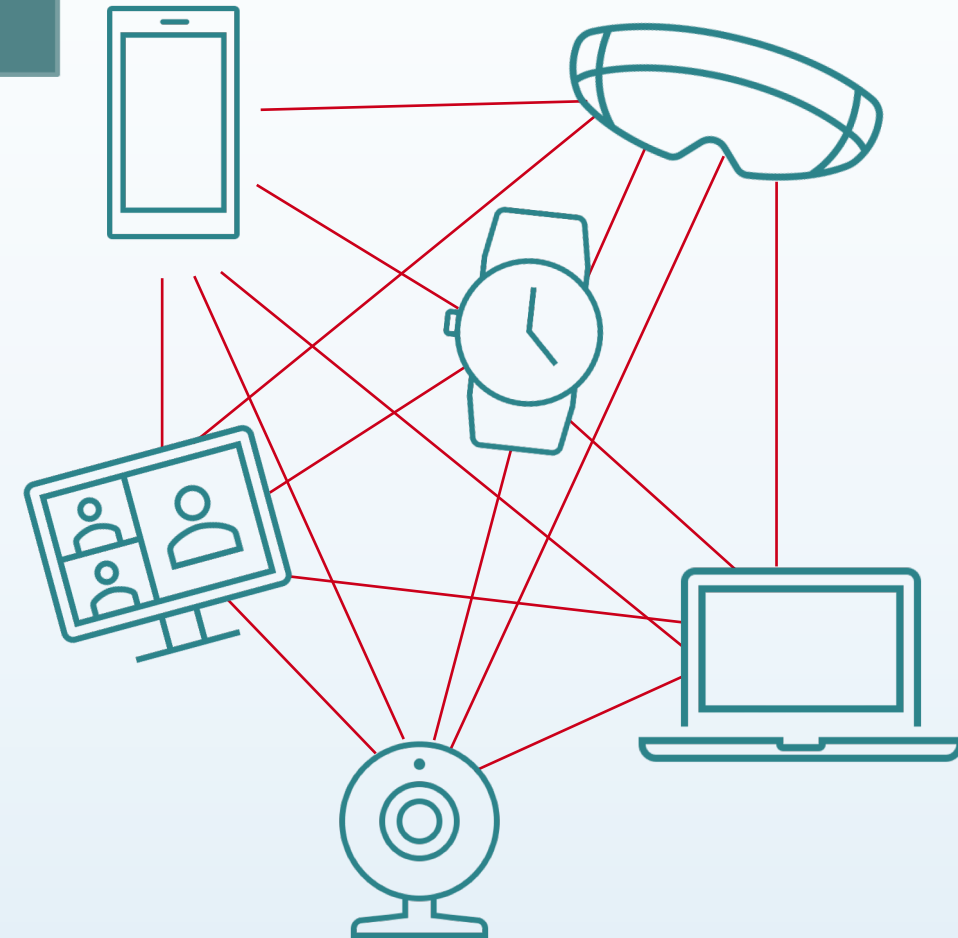
**More than
automation**

Different contact
opportunities: chat
boot, telemedicine,
healthcare, social care ...



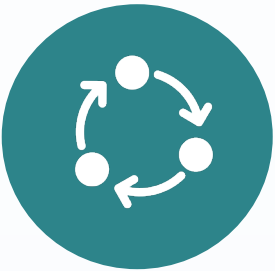
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Applying the latest technology ensuring interoperability and long term durability

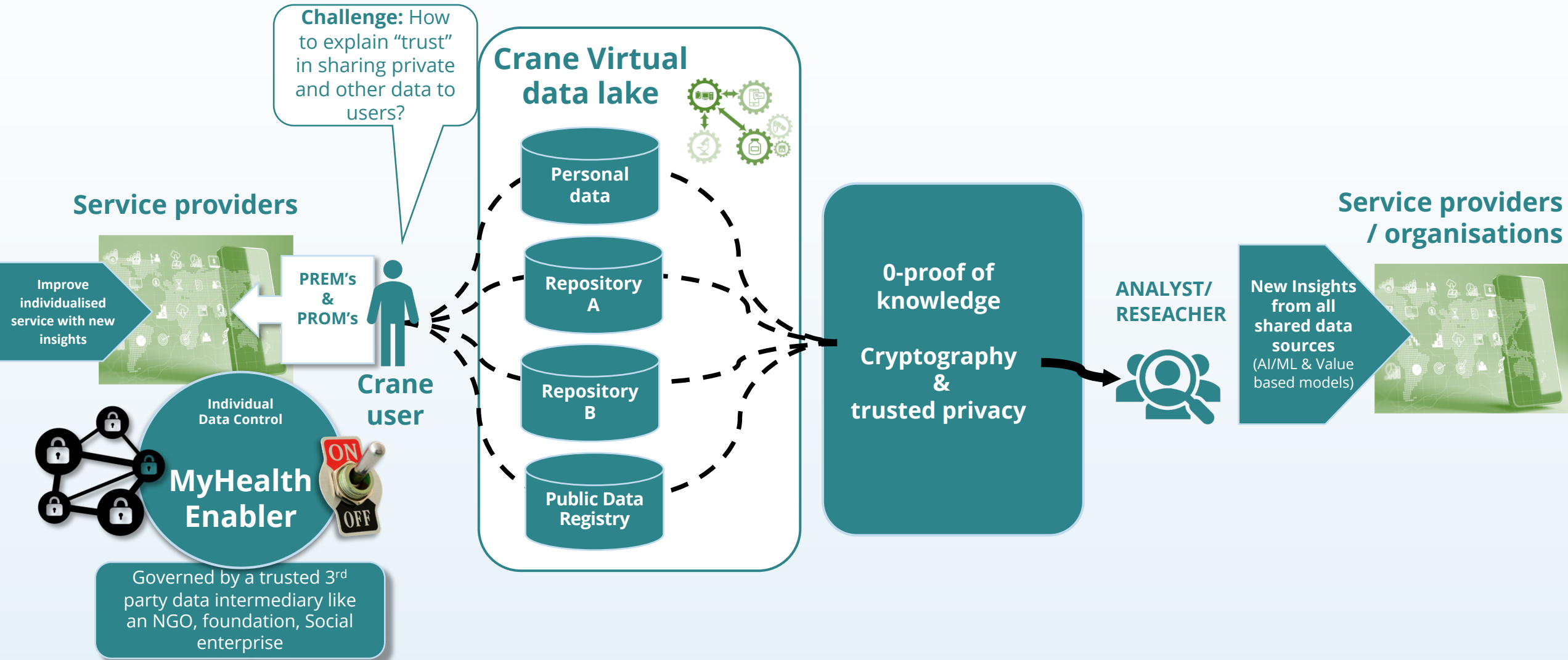


CRANE diabetes use case?





The circular CRANE Model



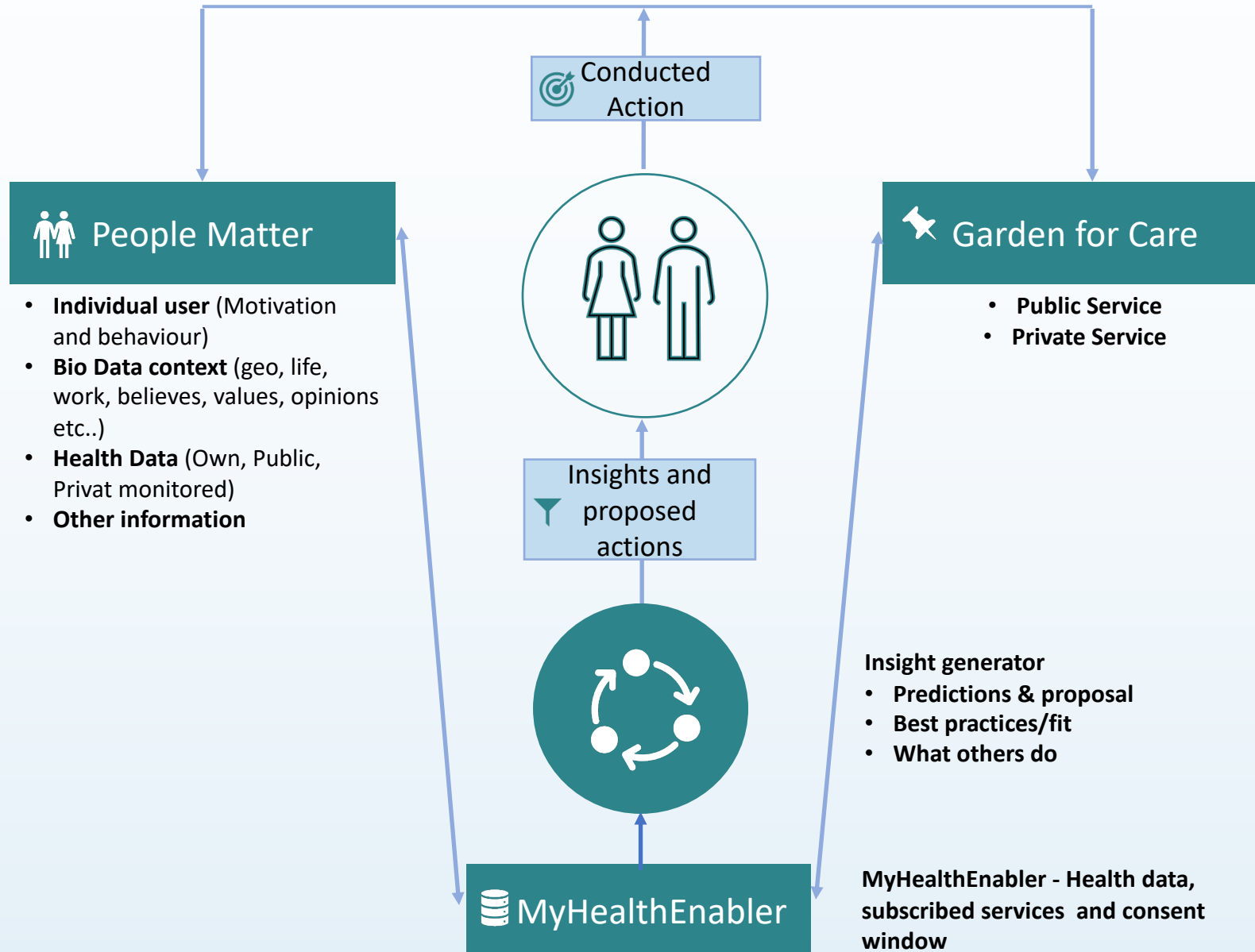


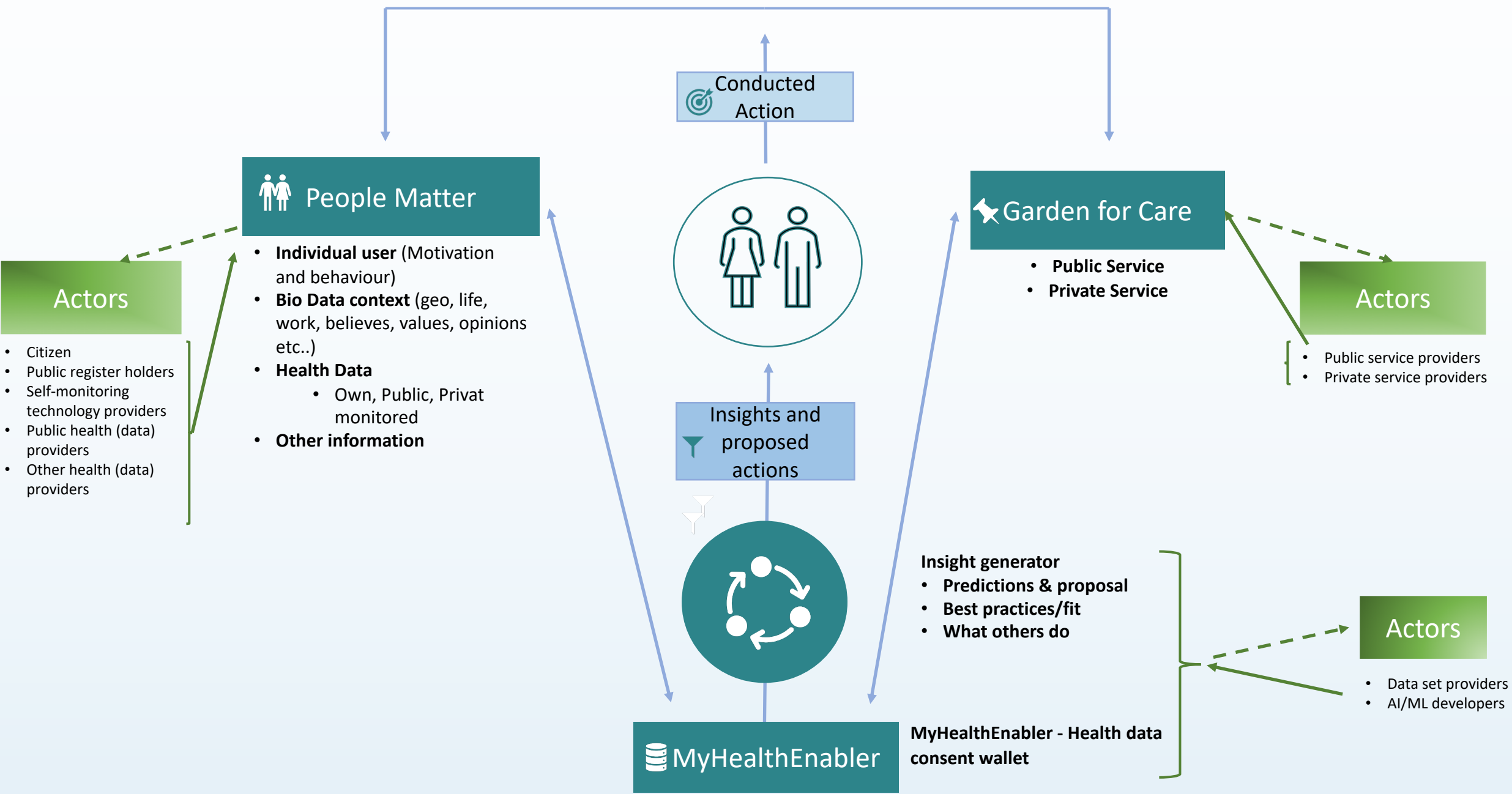
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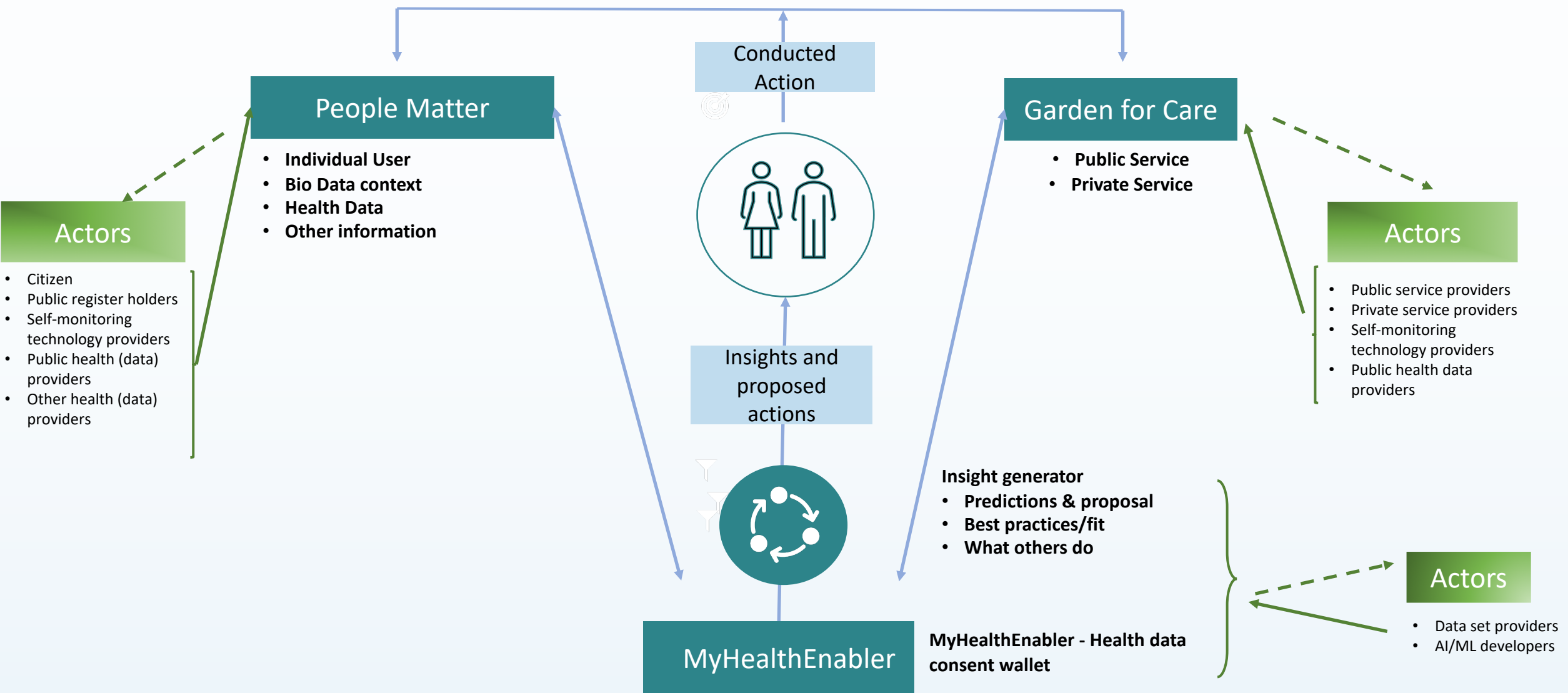
Through a value-based model provide relevant indicators and KPI to measure and help the innovators to deliver a product that the health service and citizens wants. Services that are cost and clinical efficient.

CRANE service solution

Interplay between CRANE building blocks







- **Data management plan**
- **GDPR**
- **EU data governance act**

Trend Technologies – Secure data privacy, enabling safe and protective data access

Data Governance – Framework of how CRANE get and use data and what to do with it

Value Base – Provide the baseline reference and the results of improvements

- **Privacy and anonymization**
 - **Blockchain, multiparty computation**
- Indicators**
- **Societal, healthcare and care, individual level**



CRANE

BACK IN 10 min

Break

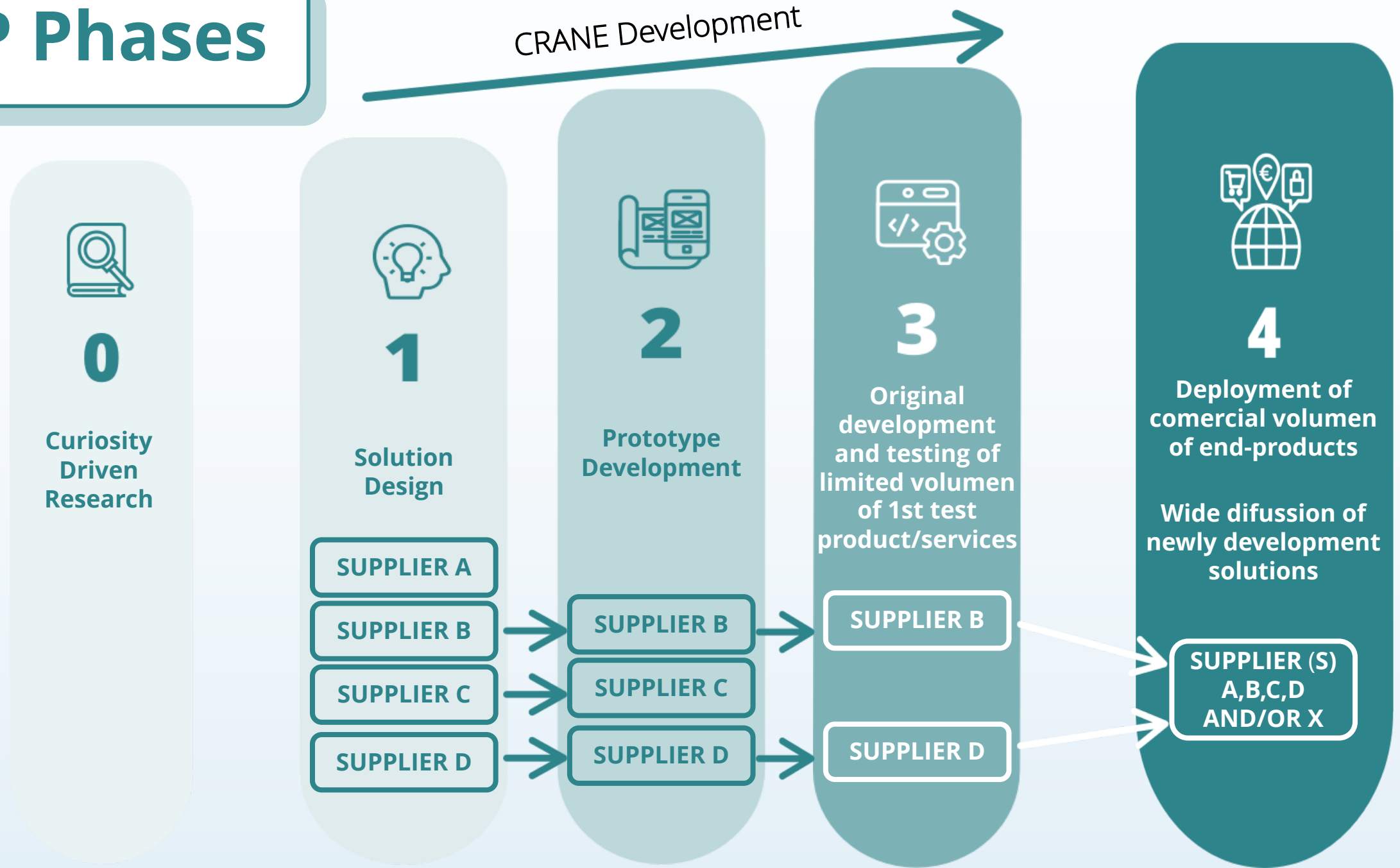


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Preparation of bids for CRANE

PCP Phases

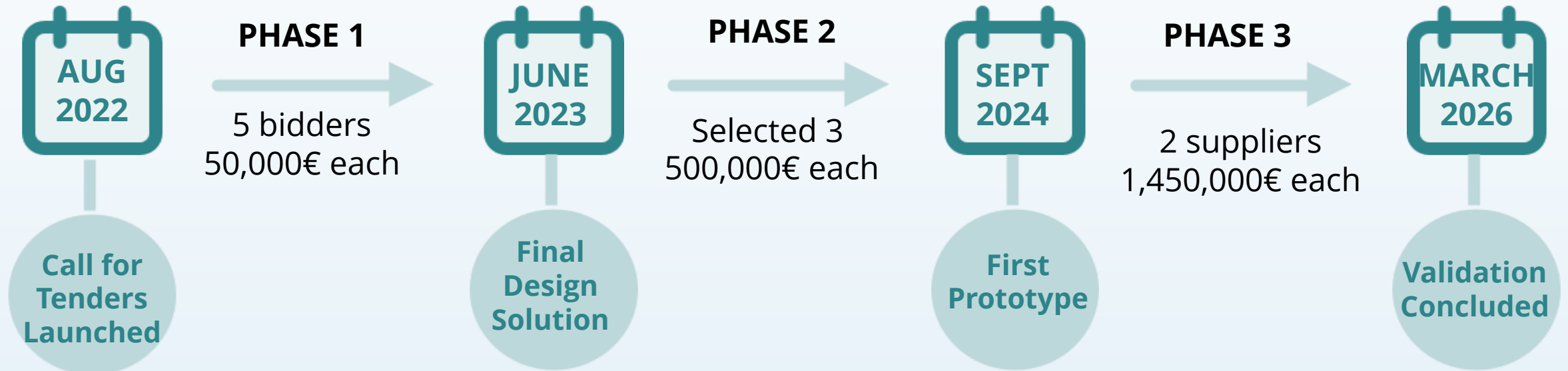


CRANE PCP

Comprehensive Treatment of Chronic Patients in Rural Areas



CONSORTIUM → 7 partners: 3 procures + 4 supporting organizations



CRANE focus during pilot and/or validation

CRANE will be considered as a **service provided by healthcare**

CRANE health **data will be controlled and managed by the citizens** NOT direct automated health data feed into healthcare services.

Winning bidders can select the number of **parameters to self-monitor** each chronic condition → Minimum 2 that help to create insights for patients and the wider Garden for Care

Piloting phase → 1 chronic condition /// **Validation phase** → all 3 (CVD, Diabetes, COPD)

Possible indicators → difference in use of physical/online health care services between CRANE users and non-CRANE users



Q&A session

Wrap up, next steps

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CRANE

Working together to improve chronic patient's wellbeing!



REGIONAL
COORDINATION GROUP
E-HEALTH AND WELFARE TECHNOLOGY
AGDER



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FIND US on our website <http://crane-pcp.eu/> and stay tuned following our Twitter [@crane_pcp](https://twitter.com/crane_pcp)