



**CRANE**

# Comprehensive Treatment of Chronic Patients in Rural Areas

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**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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- *Continuation in the session implies the acceptance of such terms, since we do not have technical means for removing your involvement in the recording.*



# 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

# What is CRANE, OMC, PCP?

## CRANE Project

It is a H2020 project funded by the EU with the objective of supporting the tender of a R&D solution for chronic patients in rural areas

## Open Market Consultation

It is a process for gathering information from market suppliers and informing the market about procurement plans and needs of public authorities.

## CRANE PCP

It is a public tender for the procurement of R&D services. It funds 100% the development and testing of a R&D solution for CRANE needs. No benefit margin, only real costs

# 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

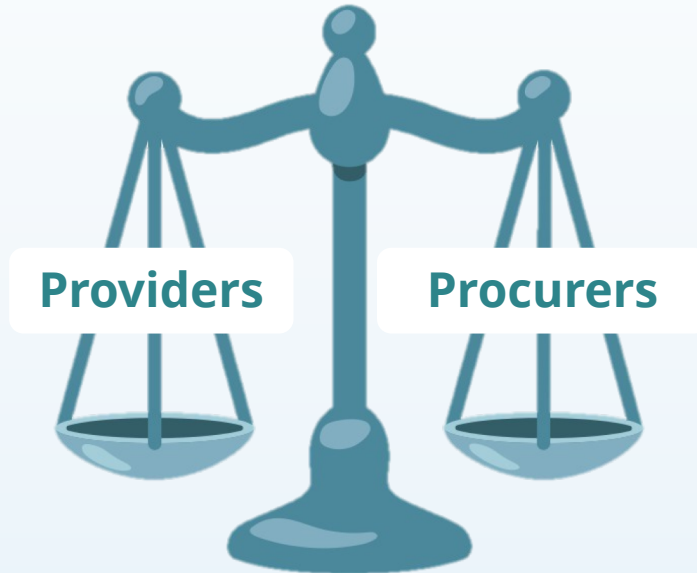
4

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/>



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>APRIL 2022</b>						
24	25	26	27 Swedish event	28	29	30
<b>MAY 2022</b>						
1	2	3 Norwegian event	4	5 Spanish event	6	7
8	9	10	11 INTERNATIONAL event	12	13	14

# OMC Brokerage

# SAVE THE DATE

10:00-12:00 CET

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Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
JUNE 2022						
5	6	7	8 Brokerage	9	10	11

# OMC Brokerage

*8th of June*

10:00-12:00 CET

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



## WHAT FOR

To support the creation of Consortia for applying to CRANE tender.

## HOW

A template will be provided for 3 min pitch and 2 min Q&A. You will be able to introduce yourself, your project idea and the type of partners you are looking for

## REQUIREMENTS

To make a presentation it will be needed **to have filled in the CRANE questionnaire and be in our matchmaking tool**



# 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?

• 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/>

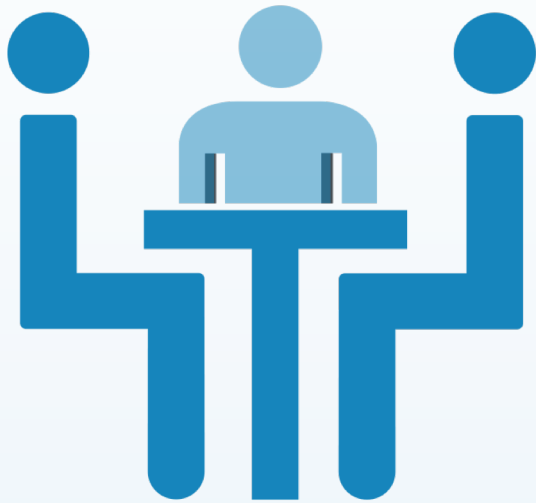
## Matchmaking Form

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



**OPENING TODAY!!!**

First come, first served

45 min allocation discussion with us on any of the potential following dates:

- 18th, 25th of May;
- 1st, 15th of June.

**REQUESTS THROUGH OUR WEBSITE**

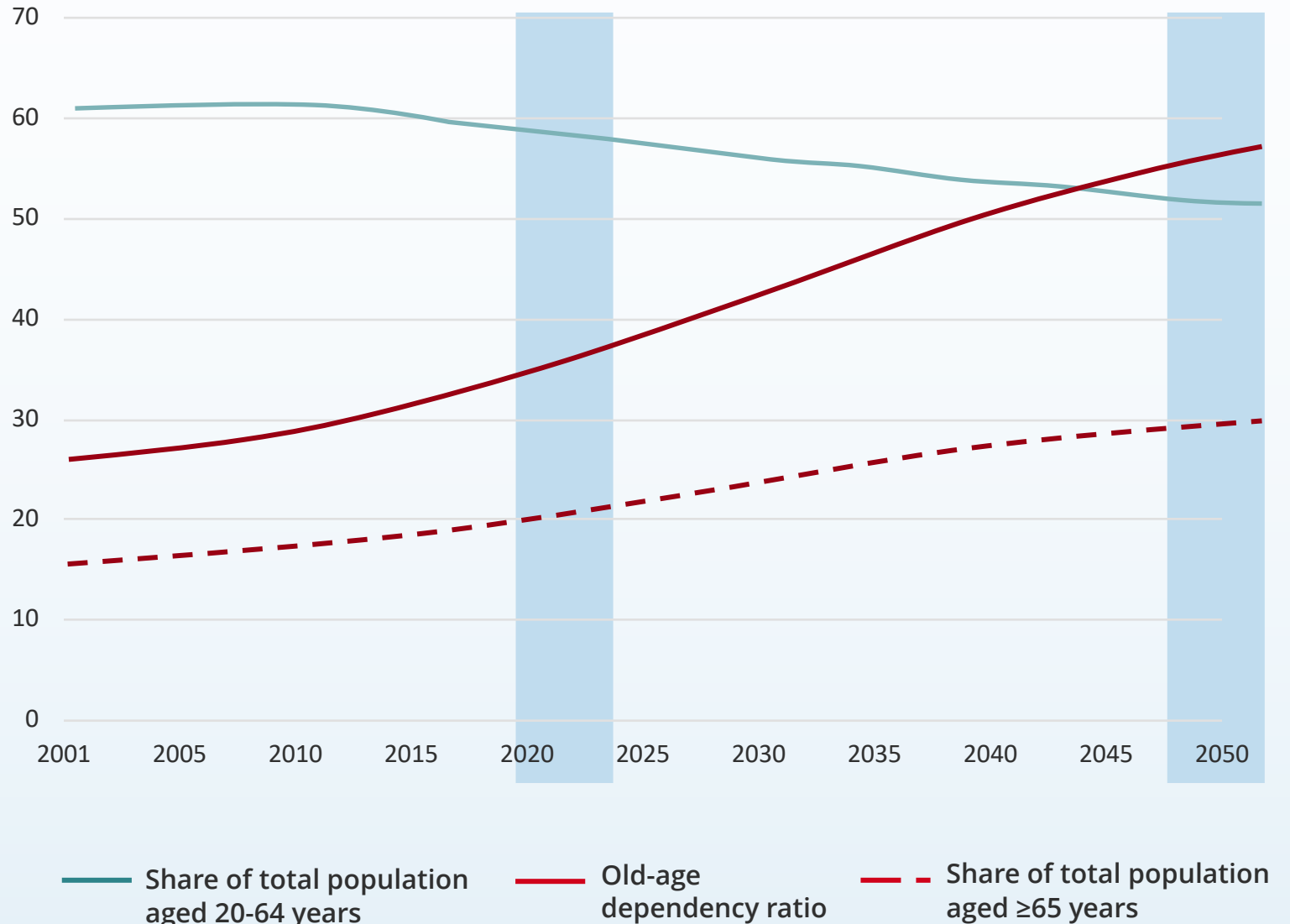
# **CRANE - project introduction**

# 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

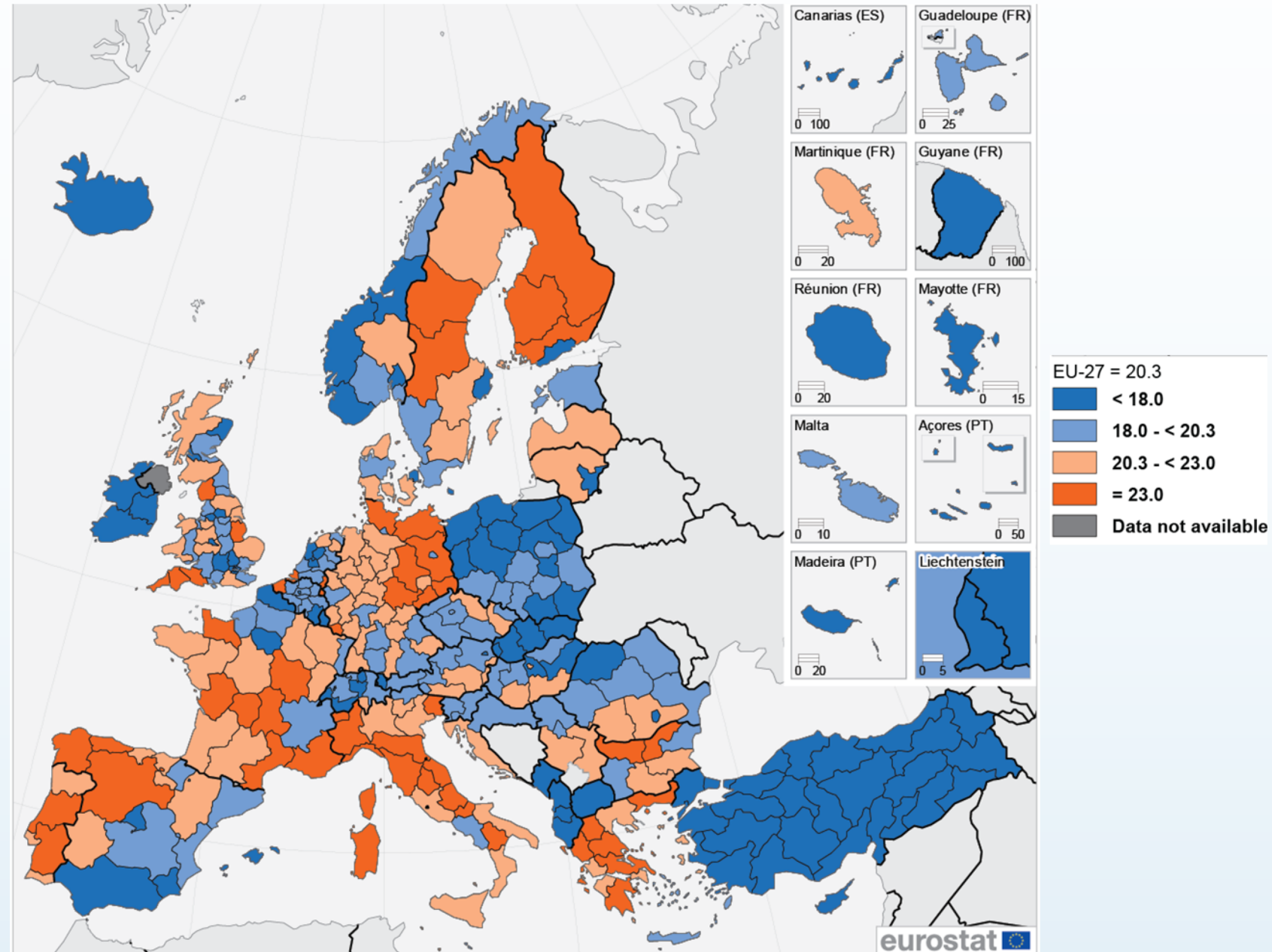




Ageing is more prominent in remote and rural regions stressing out the need for more health and care services in this areas.



People aged  $\geq 65$  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**

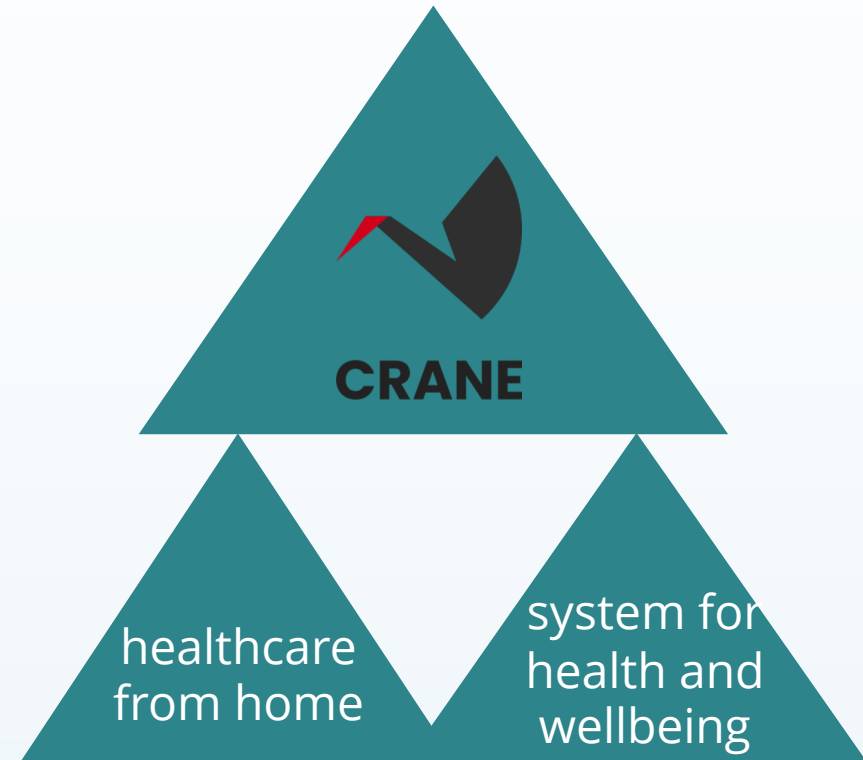




# CRANE ambition

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 service, integrating citizens health data
- 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.

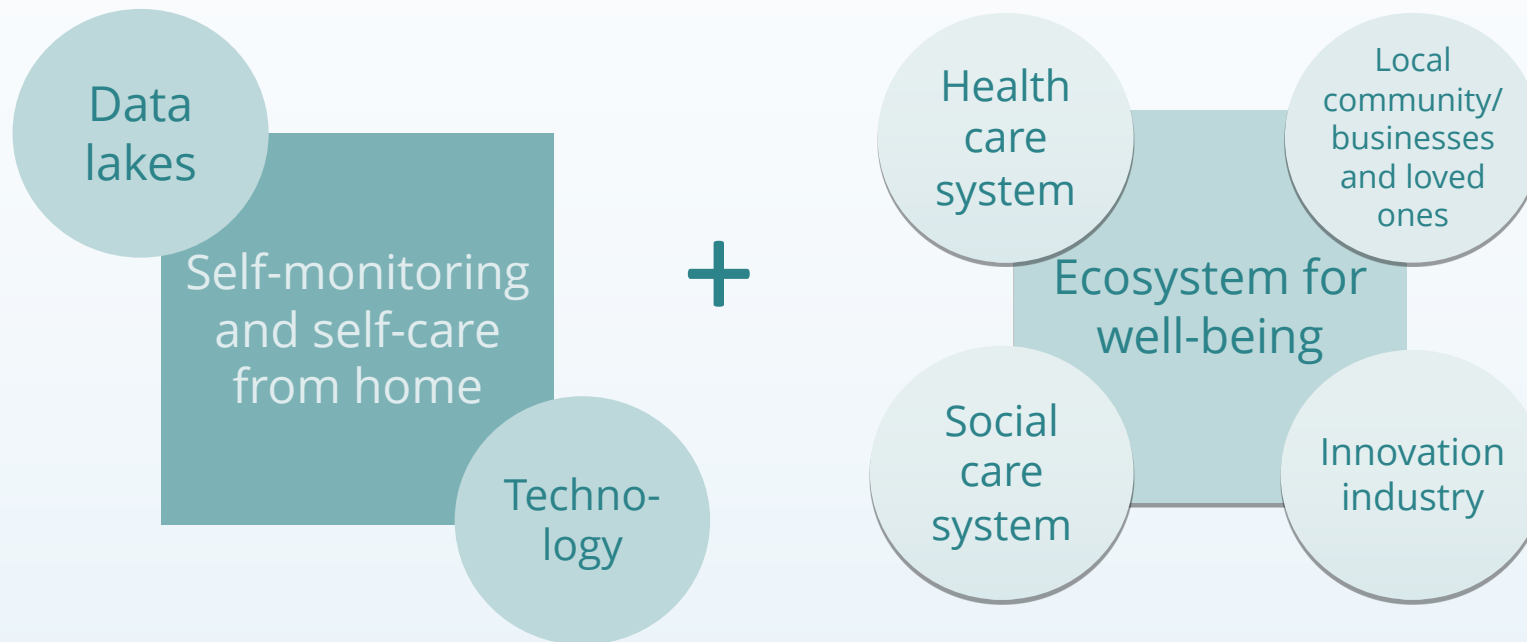
→ Less professional healthcare demand.

# Healthcare from home



# Solution

CRANE model is based in two pillars



## 2) Ecosystem for well-being

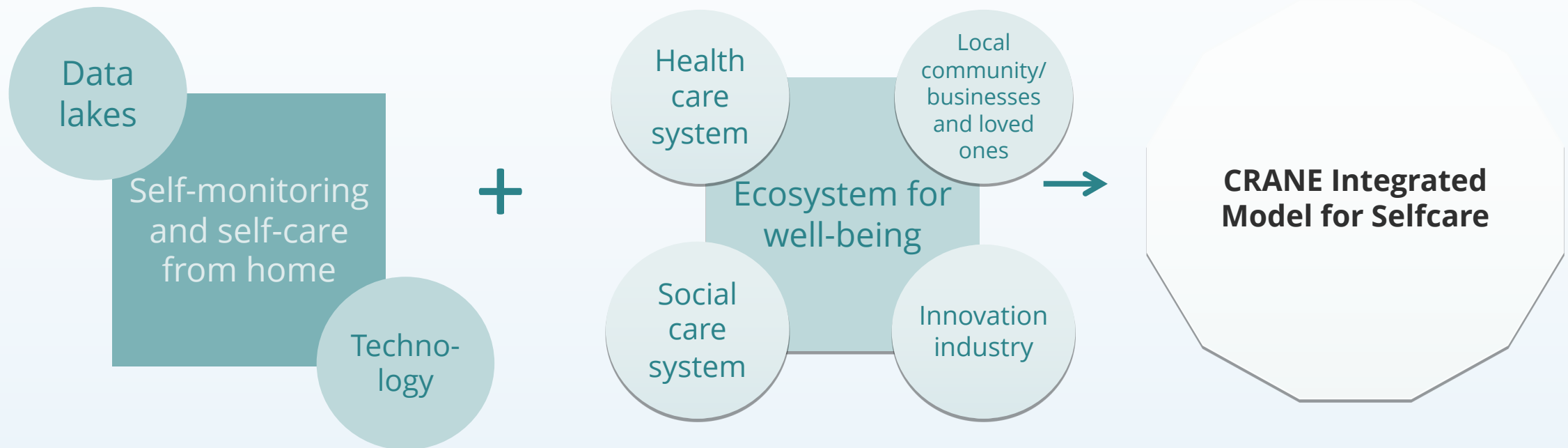
- It will provide essential elements of well-being tailored to each individual needs.
- Empowered self-esteem and improved control, safety, security, freedom and awareness through self-monitoring and self-care through motivation.

# 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)**

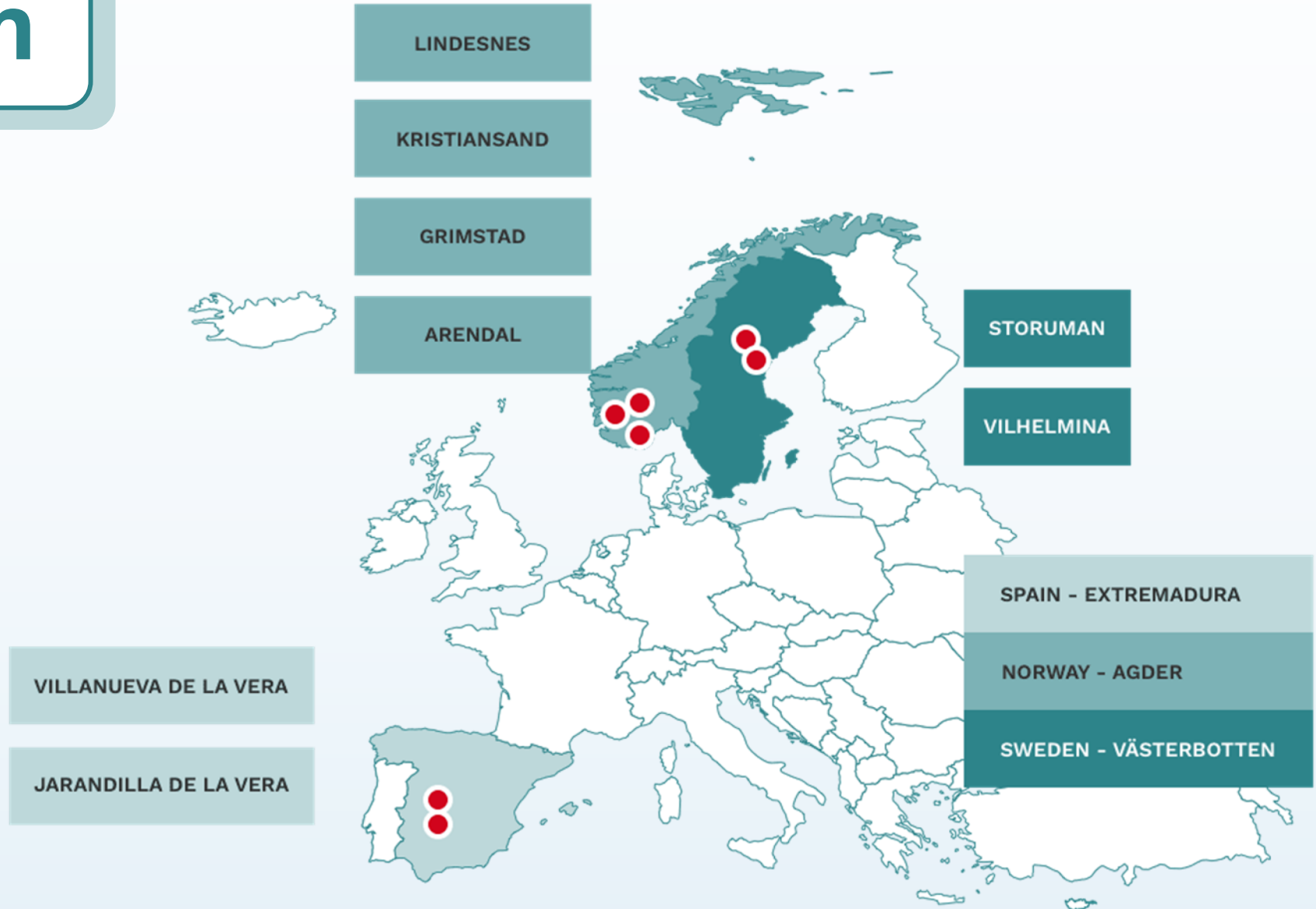
**For** the **CITIZEN**, enabled through public & private data access  
**Who** are at risk or have a chronic condition which requires action,  
and wants to self-manage or improve the management of their  
health conditions,  
**CRANE** makes the citizens public & personal health data automatically  
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 km<sup>2</sup> → 4,6 inhabitants/km<sup>2</sup>
- 15 municipalities
- **South Lapland:** seven western municipalities of Västerbotten  
1-2 inhabitants/km<sup>2</sup>  
27% of the population > 65

JUNTA DE EXTREMADURA

Vicepresidencia Segunda y Consejería de  
Sanidad y Servicios Sociales

- 41,634 km<sup>2</sup> → 25 inhabitants/km<sup>2</sup>
- 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

- 16,500 km<sup>2</sup> → 18 inhabitants/km<sup>2</sup> unevenly distributed
- 25 municipalities and 4 municipality clusters.
- 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.

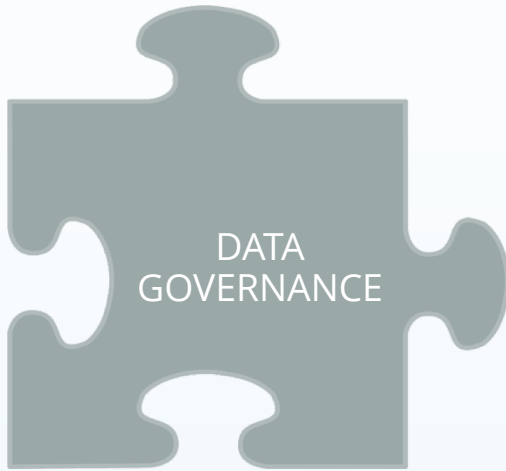
# **CRANE building blocks**

# CRANE

## Building blocks

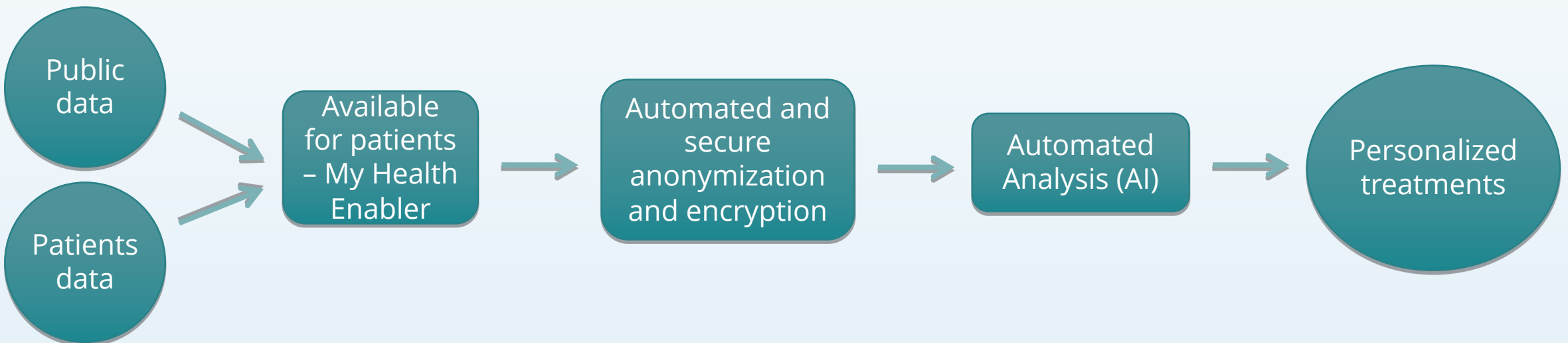


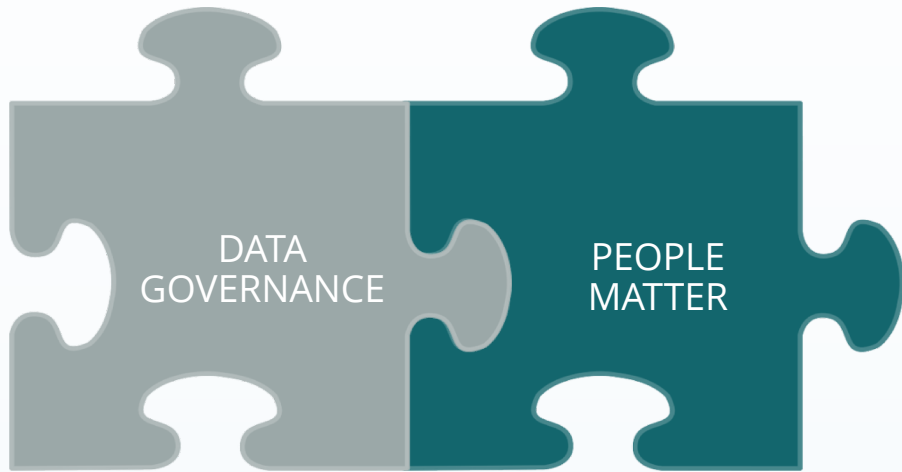
# How to do it



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 profile/user



# 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

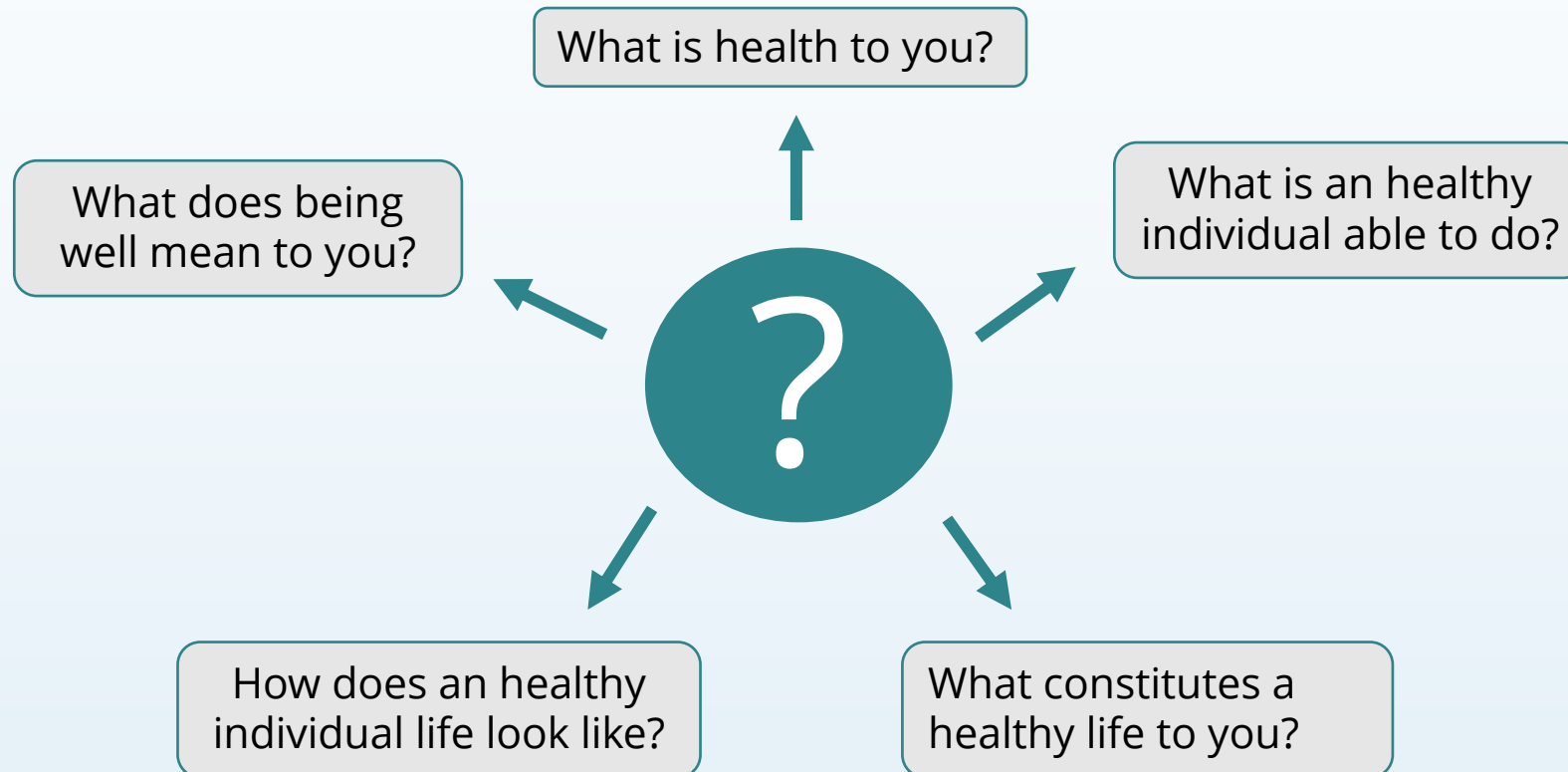
To match with activities based on : bio data, health data input, motivation, current state of mind assesment, user's context (local offers, loved ones etc)

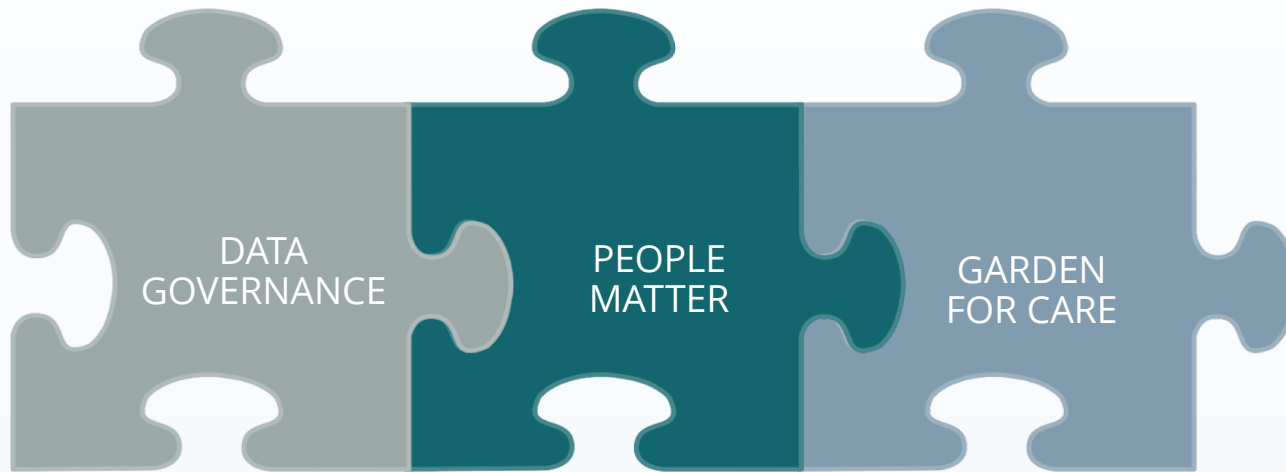


# What does People Matter mean in CRANE?

## Psychometry

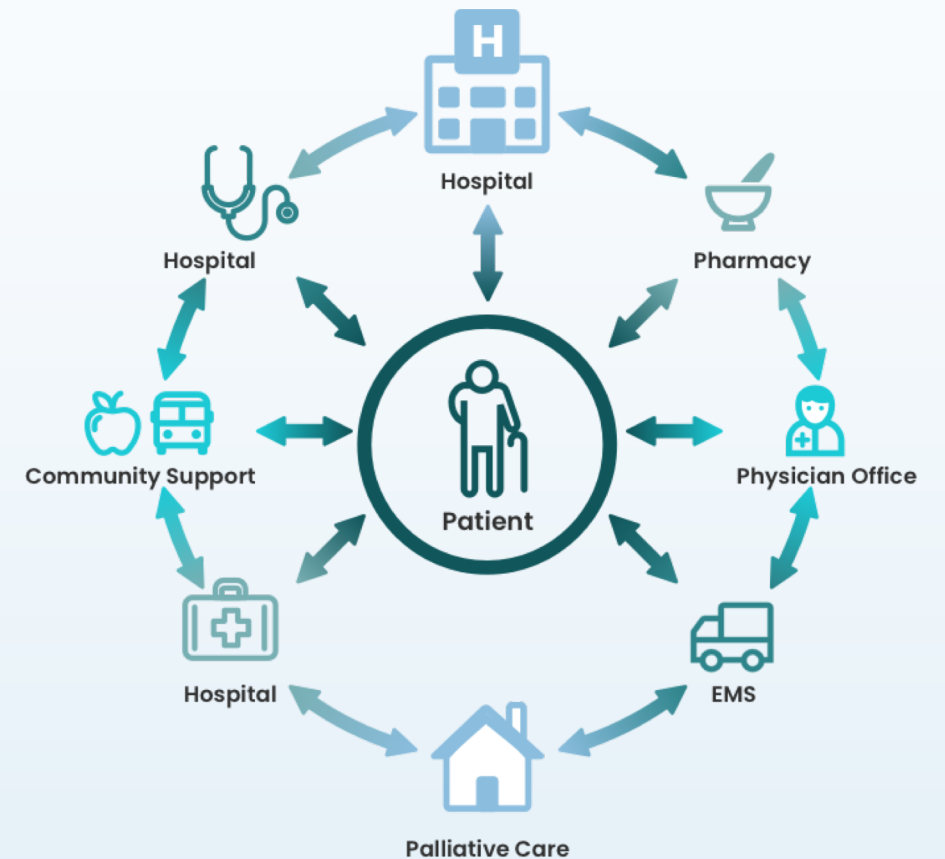
- identify/predict the behaviour and motivation of CRANE users
- Dynamic framework to capture changes in CRANE users' behaviour





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



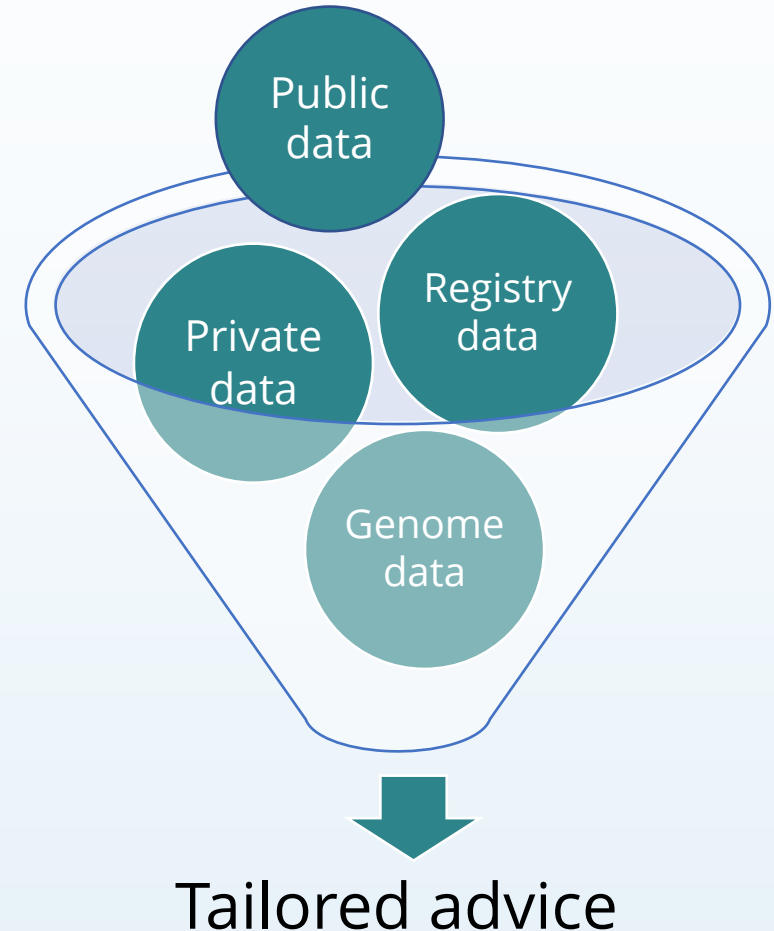
Consider wider data set as health data in future



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**

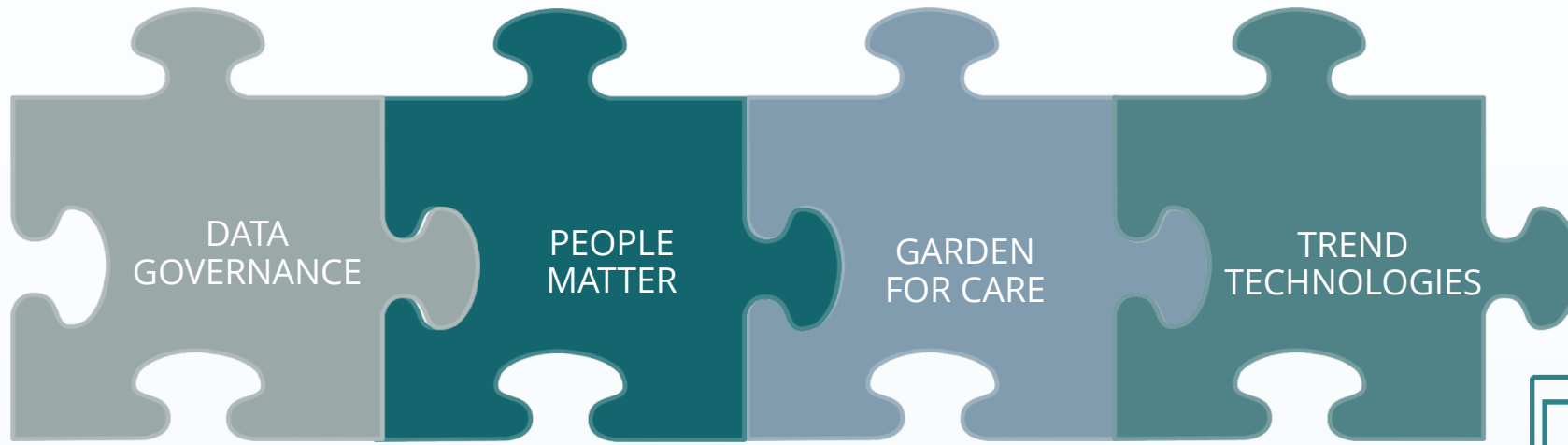
Organisation service-local business  
Virtual services-innovation industries  
Healthcare-social care

**Compliance  
and  
adherence**

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

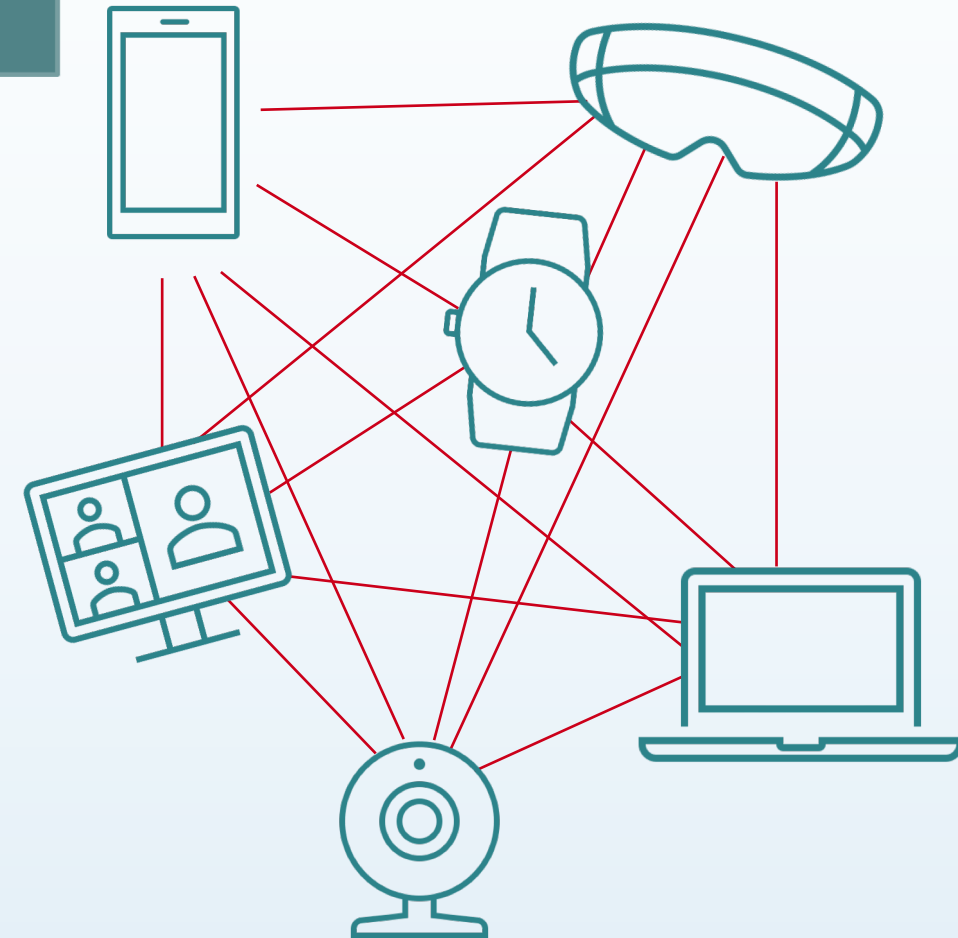
**More than  
automation**

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

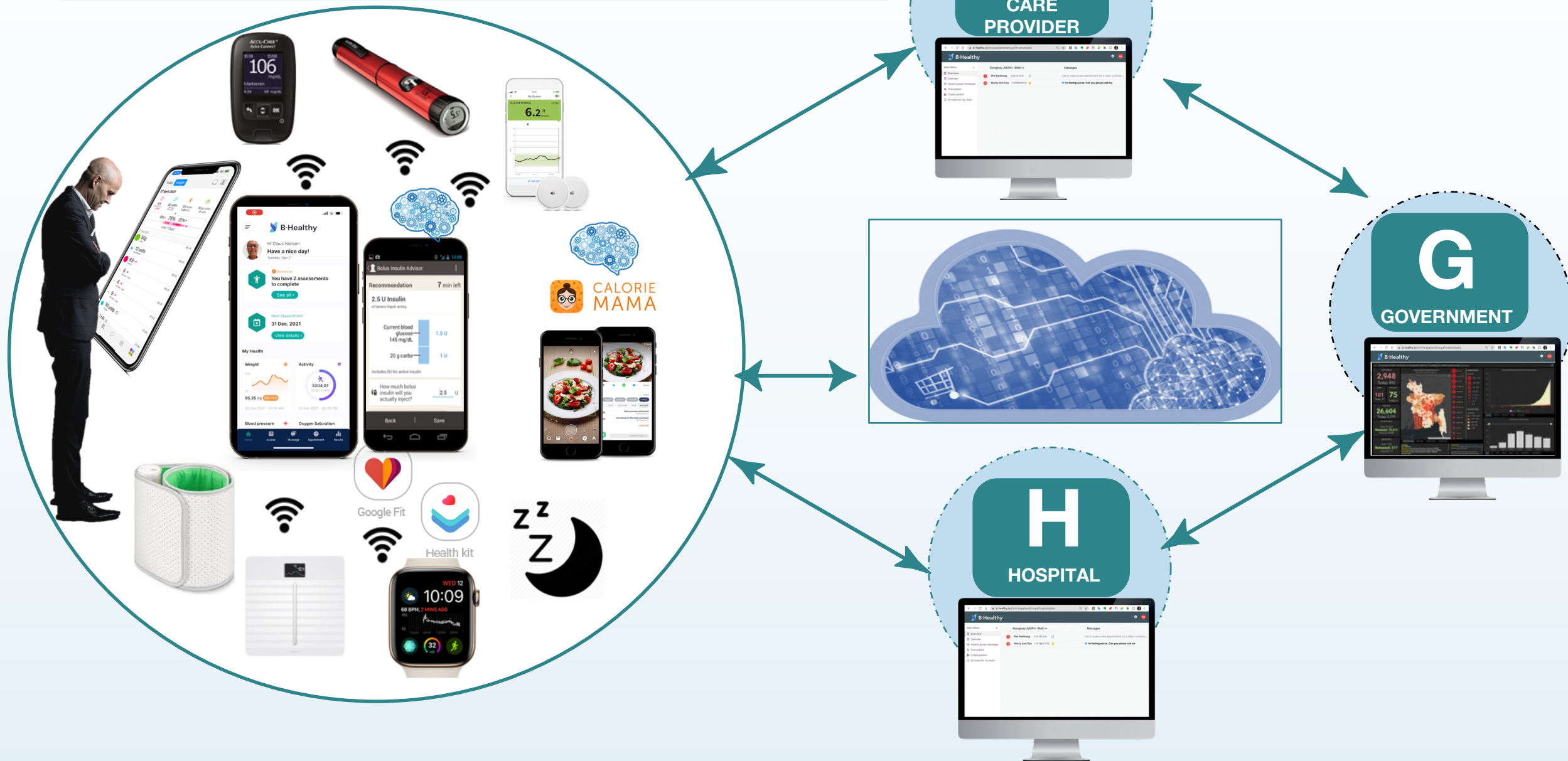


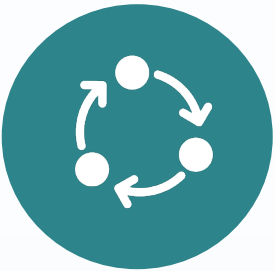
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Applying the latest technology ensuring interoperability and long term durability

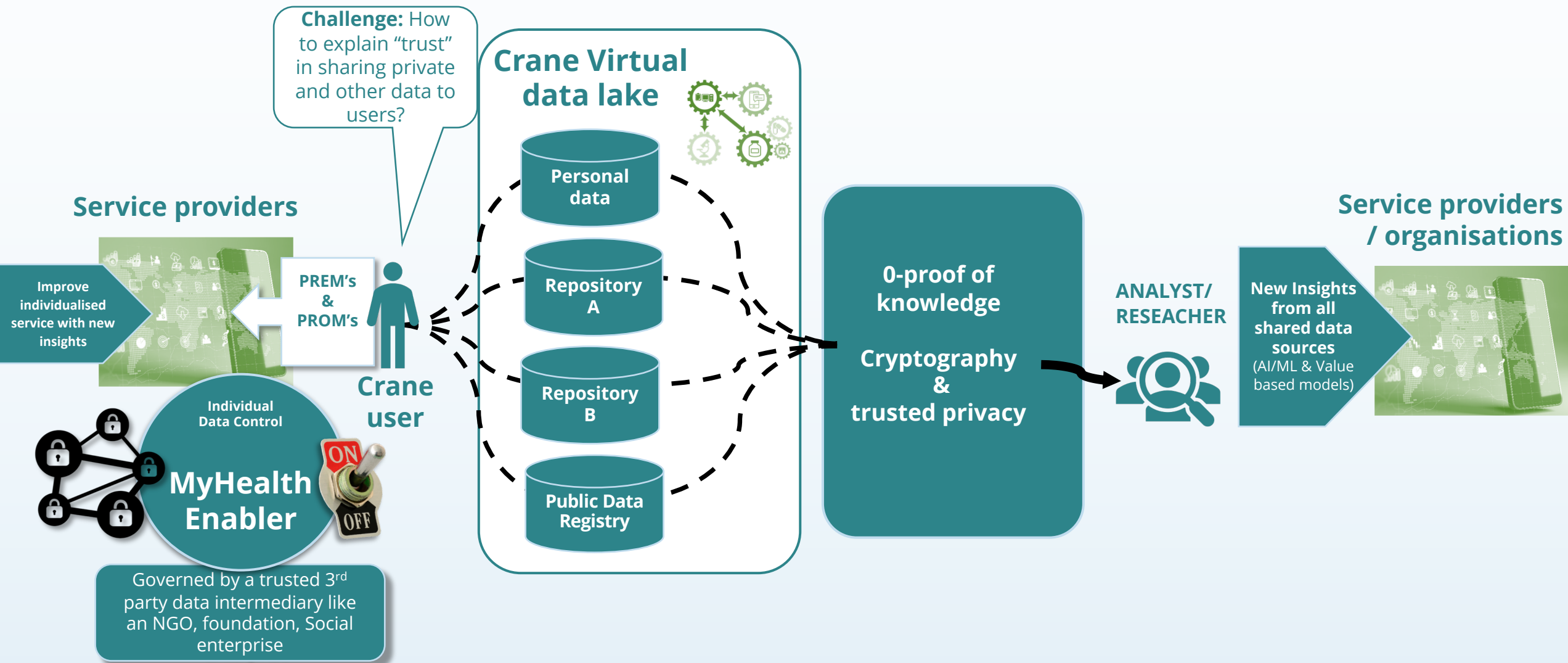


# CRANE diabetes use case?

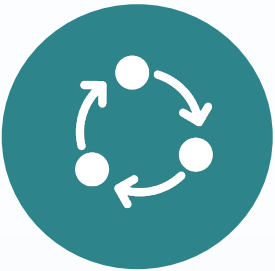




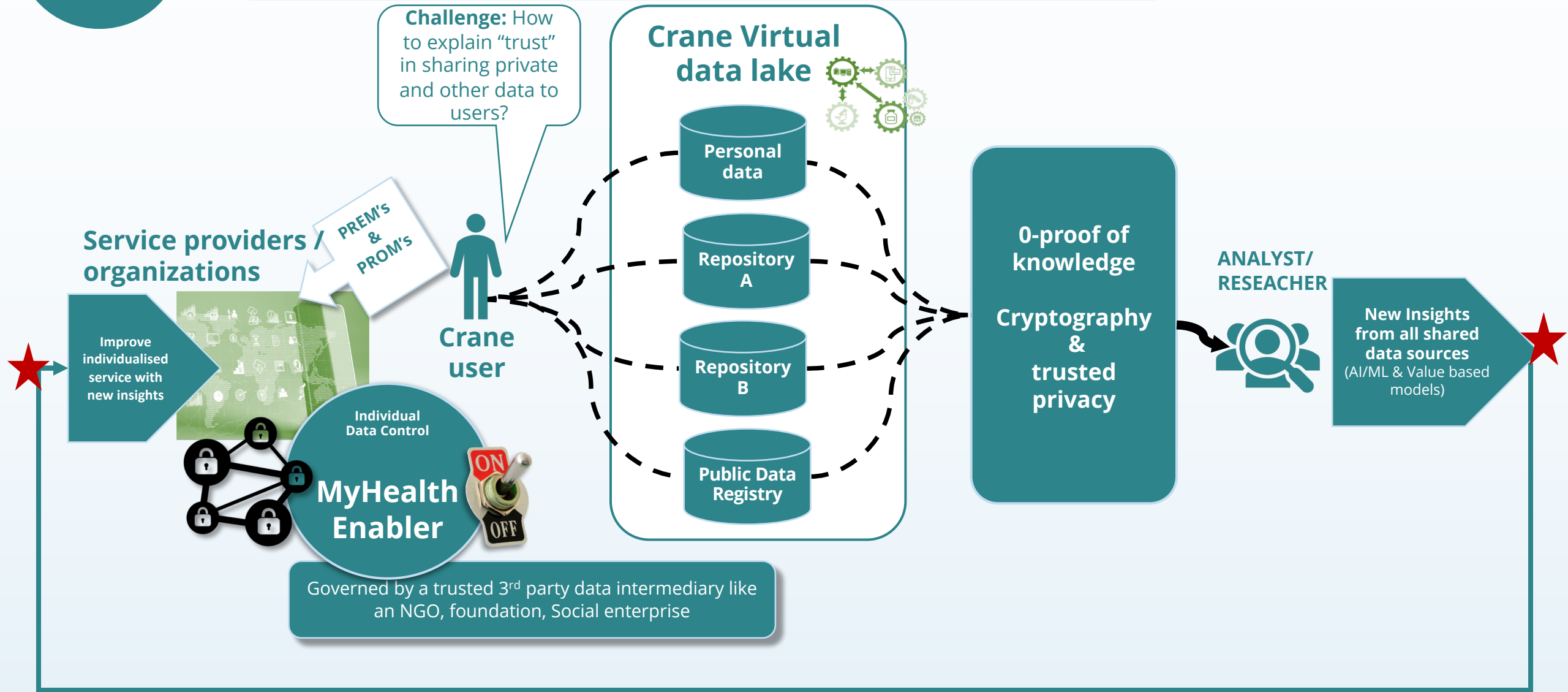
# The circular CRANE Model







# The circular CRANE Model





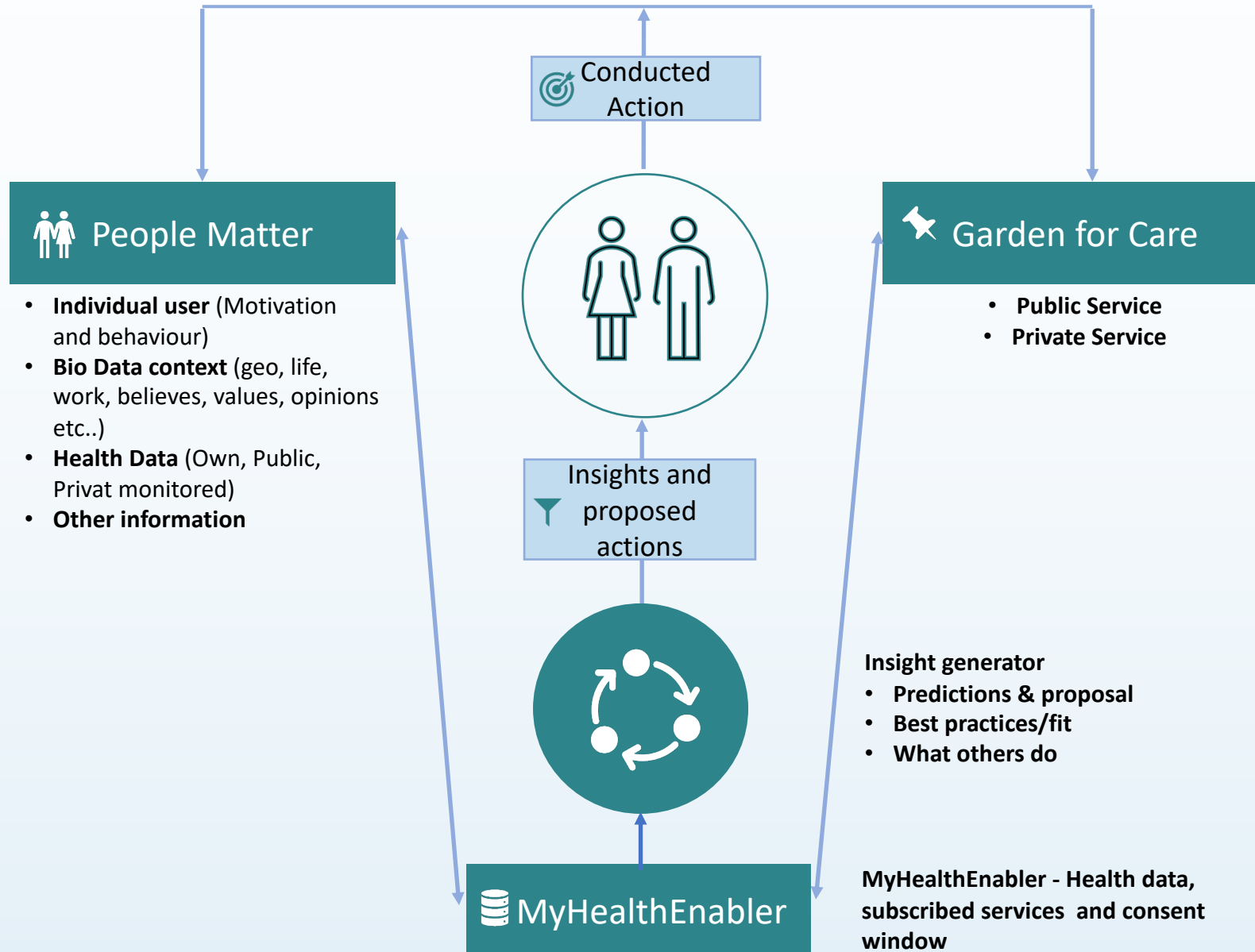


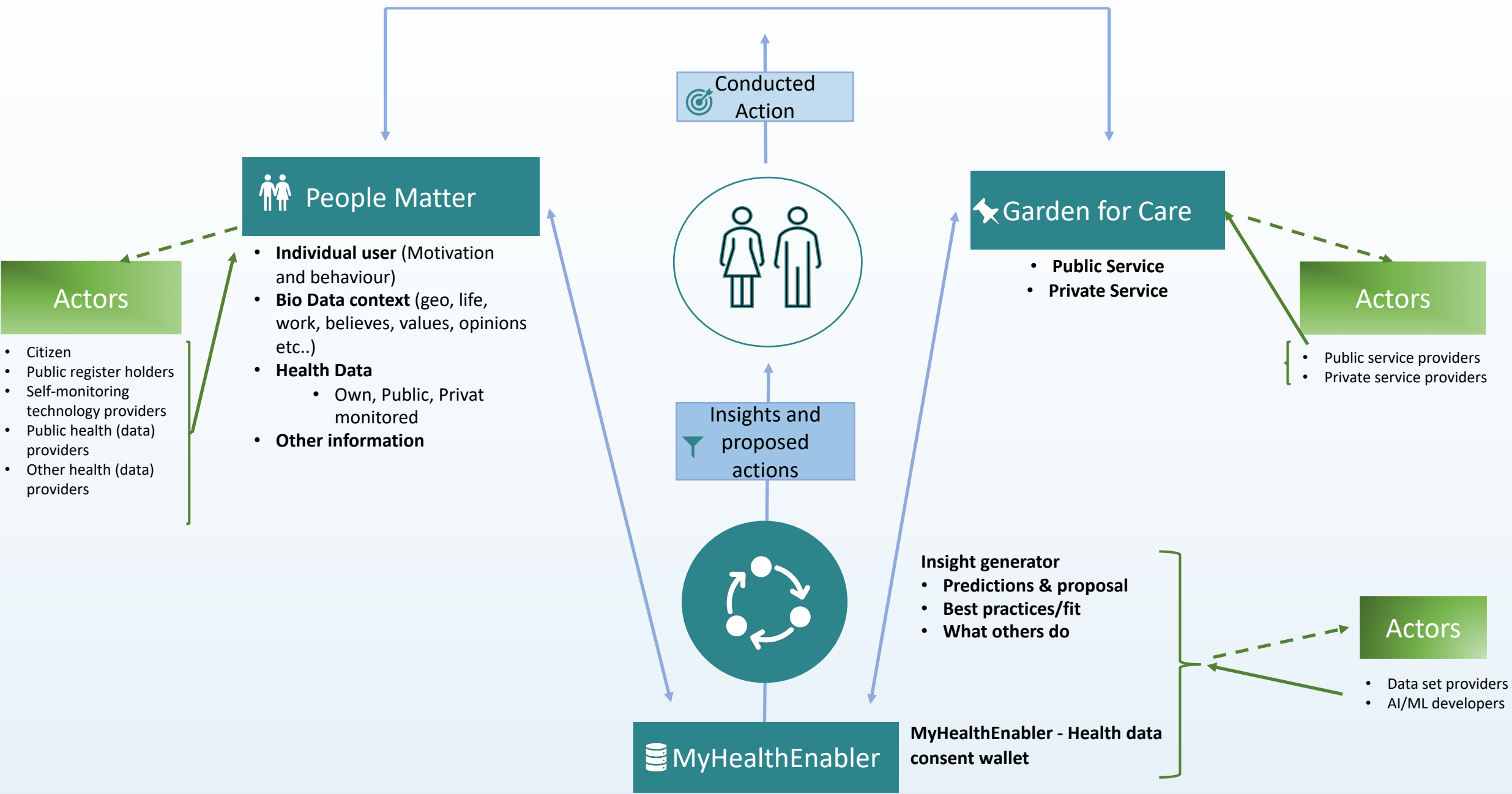
5

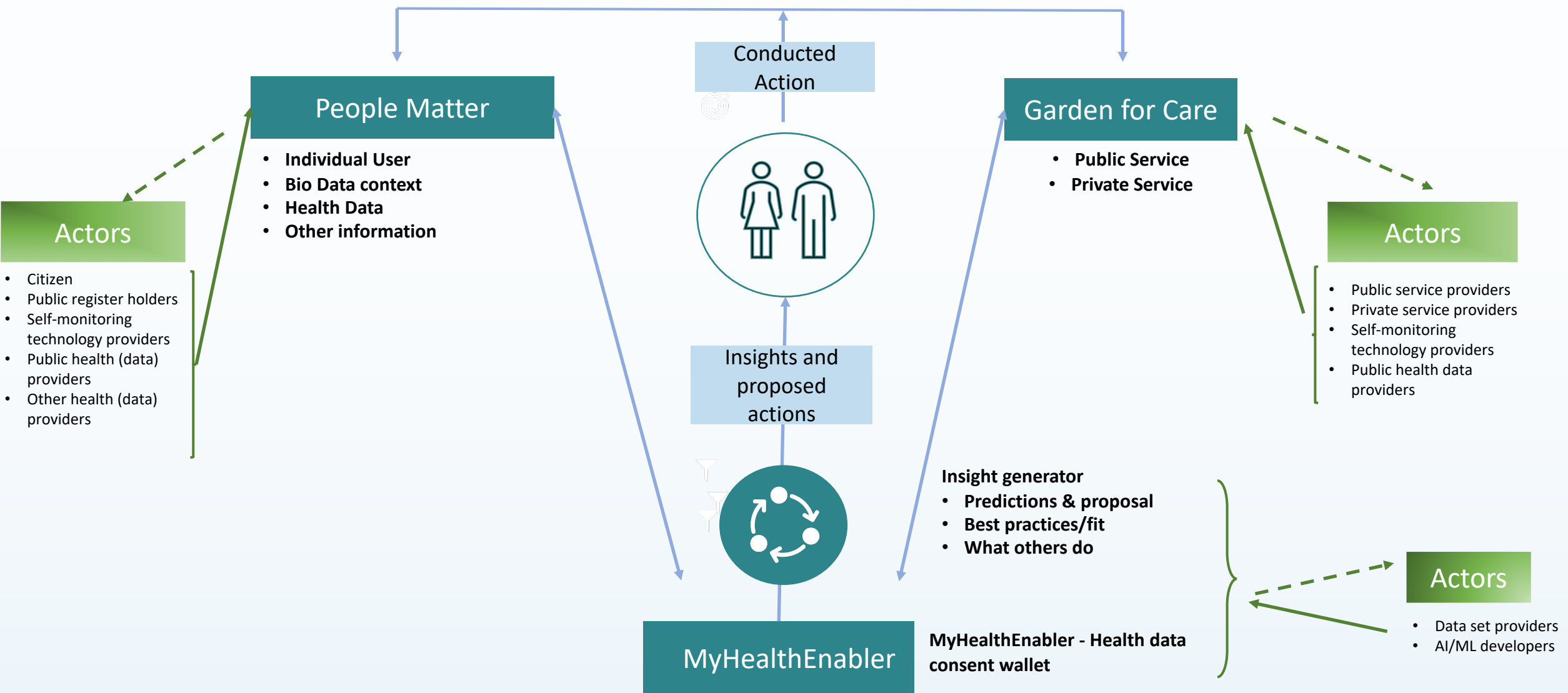
Through a value-based model provide relevant indicators and KPI to measure and help the innovators to deliver a product that the health service and citizens wants. Services that are cost and clinical efficient.

# **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

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### Break

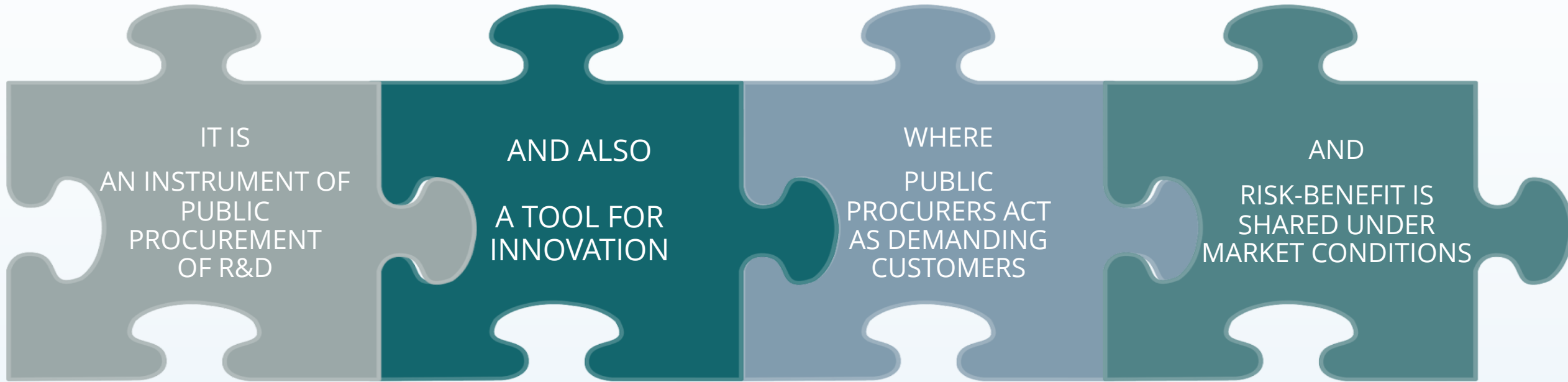


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# **Preparation of bids for CRANE**

# What is a PCP?

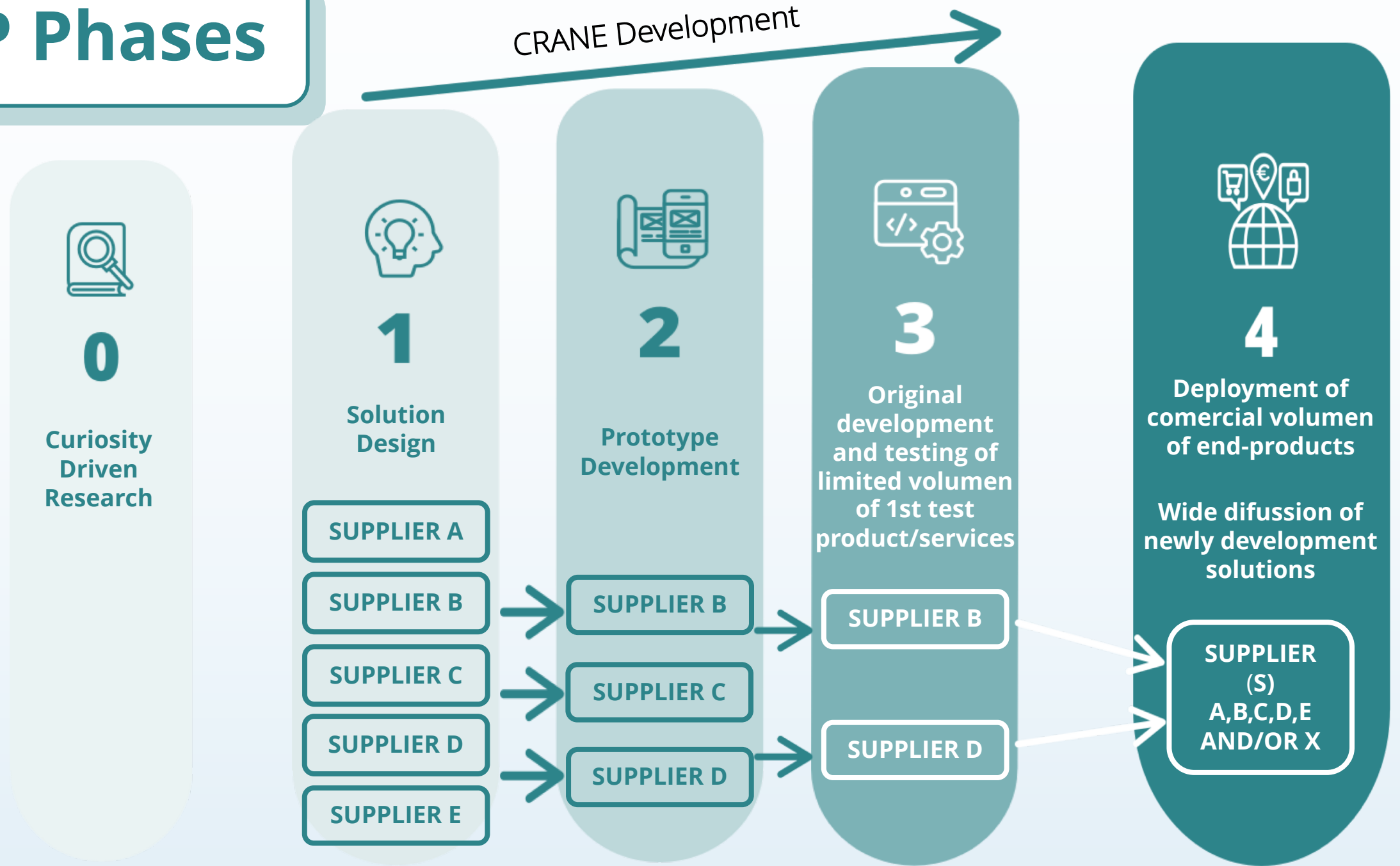


***Innovation procurement can deliver solutions to challenges of public interest and ICTs can play a major role in this***

<https://ec.europa.eu/digital-single-market/en/innovation-procurement>



# PCP Phases



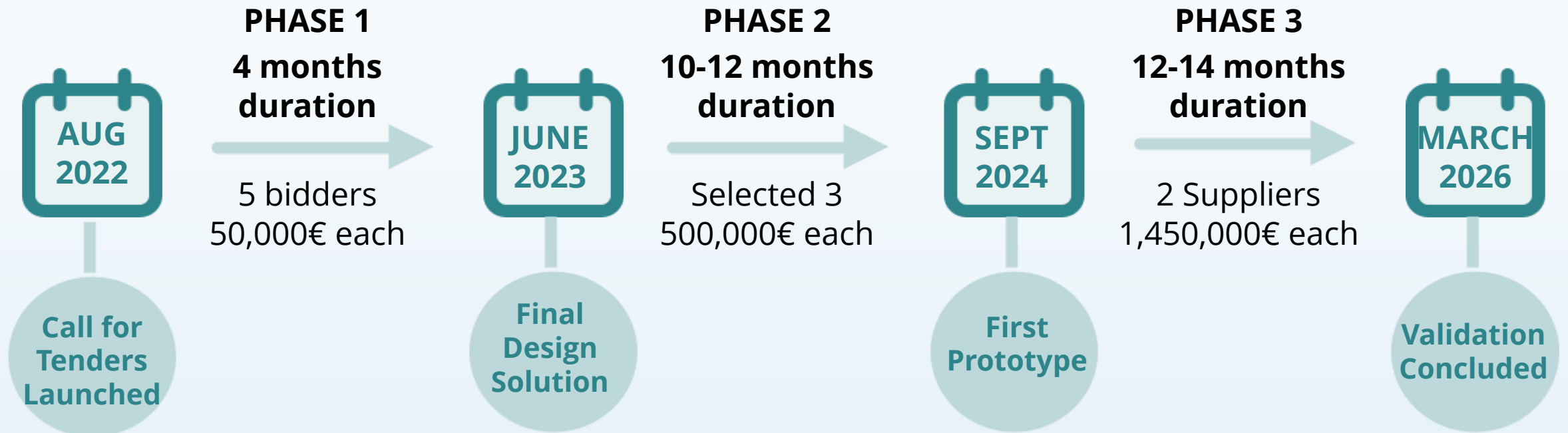
# CRANE PCP



## Comprehensive Treatment of Chronic Patients in Rural Areas



CONSORTIUM → 7 partners: 3 procures + 4 supporting organizations



# 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 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**

## **Some FAQs (check our website)**

*Where is all the available documentation?*

*Is a consortium compulsory?*

*Is the release of the solution as Open Source required?*

*Can I participate starting from Phase 2?*

*Can I charge a license fee for my R&D results finalized and be paid for them?*

**Wrap up, next steps**

# OMC Questionnaire



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

## Goals

Gather market insights

Align the tender documents with potential solutions

**SECTION 2. CRANE's Scope**

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**2.1 General questions**

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☐ 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  
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• 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

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## Matchmaking Form

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

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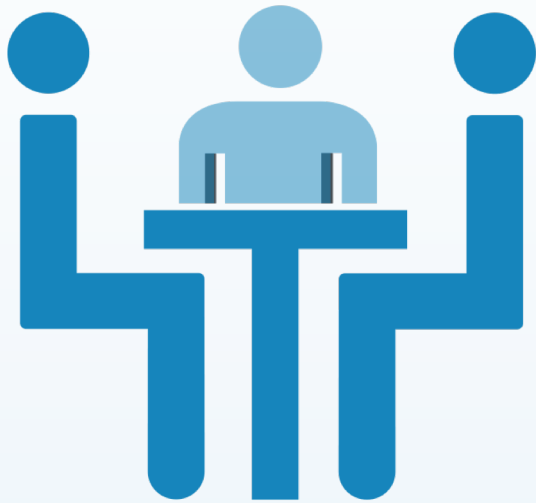
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**REQUESTS THROUGH OUR WEBSITE**



# CRANE

## Working together to improve patients with chronic conditions wellbeing!

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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)



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