

Healthcare Innovation and eHealth: supply side perspective



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Soluciones tecnológicas

- PLEXUS Company Profile
- Innovation Public Procurement
- Conclusions and lessons learned

HEADQUARTERS
SANTIAGO DE COMPOSTELA

International office:
LONDON

OTHER OFFICES:

- 20 Offices in SPAIN
- Portugal
- Santiago de Chile

CURRENT DEVELOPMENTS

- Belgium
- Scotland
- USA
- México
- República Dominicana
- Panamá

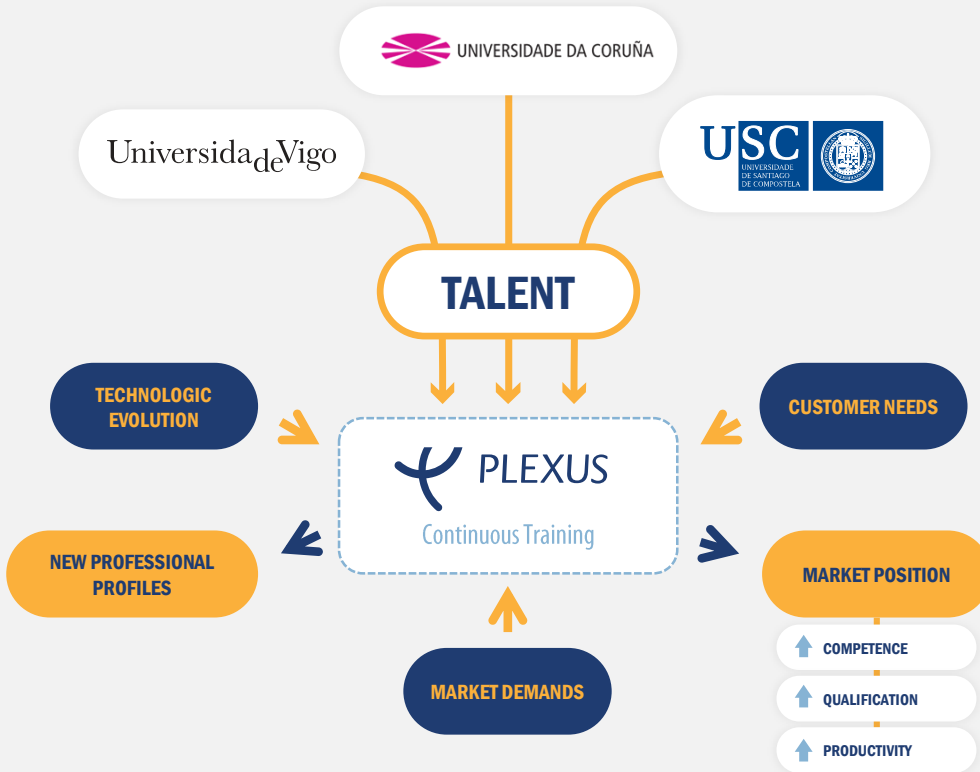
About PLEXUS

PLEXUS is an Information Technology and Communication (ICT) firm specialized in providing value-added services in the spheres of telecommunications, development of computer applications, IT systems, and computing infrastructures.

Plexus offers its costumers professional services and improved solutions, to adapt permanently to the demands of the market.

- **Consultancy and Services**
- **Technology and infrastructures**
- **Software development**





i University Graduates exceeds **50%** total workforce

EMPRESA CERTIFICADA

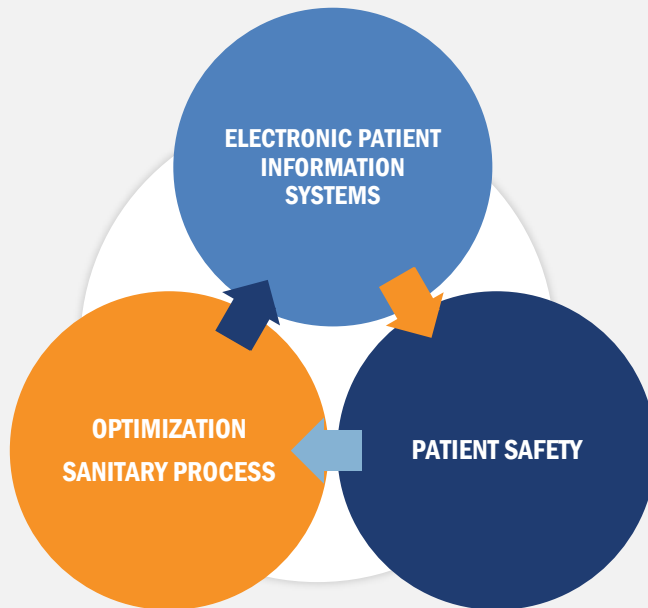
ISO	OHSAS
9001	20000 18001
14001	27001
15504	

R & D + i Plexus work group is **transverse** to the entire organization.

Interdisciplinary team: consulting , software development , systems engineering , communications, etc ...

Strong partnerships with research centers , universities , multinational and niche companies with a strong innovative component.



AREAS OF EXPERTISE:**MAIN PRODUCTS:**

Big Data and Data Analysis

Citizen Information Platform

Informed Consent System

Healthcare Alert System

XESAC:
Activity Control System

Traceability systems
and Location of Patients and Resources

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Standard Public Procurement Process

- **Innovation Policies** are not aligned with procurement policies.
- It doesn't exist **relationship** between procurement entities and companies or **R+D centers**
- Public administration publish procurement processes based on its **defined needs**.
- Companies **respond to administration** demands



Innovation Procurement Process

- Procurement policies are integrated within innovation policies
- **Close relationship** between procuring entities and business and innovation centers
- Public Administration seeks to systematically **identify new needs and identify improvement opportunities**.
- Businesses help in **defining solutions**



Management innovation in public Administrations is a systematic process that should be approached from two perspectives: Bottom-Up and Top-Down. As with any process, it requires a responsible unit (group of people) of its management and implementation, thus resulting in the concept of **innovation units** in Public Administrations.

Innovación Bottom-Up

- Identify opportunities and challenges definition
- Facilitating citizen co-innovation
- Search and validate solutions
- Boosting Living Labs

Innovación Top-Down

- Innovation Plan
- Technological surveillance
- Coordination markets
- Results and Return Evaluation



Innovation Units Functions



XESAC

XESAC activity control system, manage and centrally plan the activity shifts all professionals in the organization, including both health and non-health workers.

XESAC is a leap forward regarding other current planning systems.

- Intelligent analytic components.
- Algorithms related to a set of constraints and a set of collectives
- Open source technologies and tools that facilitate scalability and robustness of the system.

PLEXUS QUENDA: CITIZEN INFORMATION PLATFORM



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- **Conclusions and lessons learned**

Within the framework of the Innovative Public Procurement, both companies and administrations should collaborate in a climate of trust with the aim of identifying needs and opportunities and find innovative solutions to improve public services and goods to citizens.

- The **technical dialogue**, an appropriate forum for the exchange of ideas and input.
- **Early demand Map**, the selection phase of projects and establish partnerships.
- The **tender, new approach to the proposals**: innovation, business plan, price, intellectual property, share business results
- Time **integration and coordination** between projects: implementation, key factors.



		Phase	Best Practises
PLAN		Preparation	<ul style="list-style-type: none"> • Technology State of the art • Opportunity and Solutions Marketing
		Decision Phase	<ul style="list-style-type: none"> • Study differences between public and private buyers • Future Markets forecast

		Phase	Best Practises
MANAGE		First Approach	<ul style="list-style-type: none"> • Think about legal issues
		Decision Phase	<ul style="list-style-type: none"> • Added value studies
		Project Management	<ul style="list-style-type: none"> • Management asymmetry knowledge



- Demonstration of clear understanding of demand
- Demonstration of technical and economic feasibility of the proposed solution
- Evidence of the ability of the firm
- Commitment to the project
- Project planning and detailed justification of the total cost of ownership
- Risks management
- Proposal on intellectual property offering guarantees to customer
- Commitment to deliver full documentation to facilitate the proper operation
- Commitment to added value



Within the framework of the PPI both companies and administrations should collaborate in a **climate of trust** with the aim of **identifying needs and opportunities** and find **innovative solutions to improve public services and goods to citizens.**

R & D + i PLEXUS Strategy has brought to market by facilitating national and international expansion of the Company's new products:

- Spain: more than 50 projects in Public and Private Health.
- UK: 6 implementations and framework agreement with the Scottish NHS.
- Mexico: 2 implementations.
- France: 1 implementation.
- Portugal: 2 implementation.
- Upcoming projects in Chile, Brazil, Venezuela and Morocco.



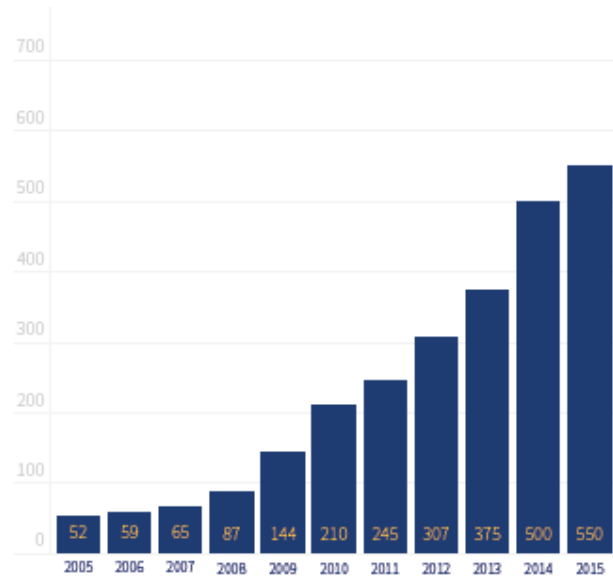
Nuestros recursos

PLEXUS desarrolla un importante esfuerzo inversor y **reinvierte en el crecimiento sostenible**. El resultado de estas acciones se refleja en el **incremento de facturación y plantilla de profesionales**.



Datos económicos (millones de €)

4



Personal en plantilla



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