

Invitation to Industry Dialogue

Pre-study on public procurement of medical imaging equipment to the New Karolinska University Hospital

2011-10-17

In response to the demands on tomorrow's healthcare , the Stockholm County Council (SLL) has decided to build a world class hospital from scratch; New Karolinska Solna (NKS)

Background to new Karolinska Solna (NKS)

- Stockholm County Council has for some years conducted several major investigations to identify and analyze how to meet the demands of tomorrow's healthcare
- Stockholm County Council has decided to build a new hospital; New Karolinska Solna (NKS)
- The ambition is to create a more efficient and safe health care structure, and to build a world-class university hospital
- The task of the New Karolinska Solna University Hospital is to conduct significant magnitudes of highly specialized healthcare, research and education to the highest quality standard
 - NKS will provide opportunities for a more patient-oriented healthcare, where patient safety, privacy and comfort is the main focus
 - A very important task is to strengthen collaboration between health care, clinical research, basic research and education
 - New Karolinska Solna is also a key initiative in the realization of the vision to develop the Stockholm region to the world's leading region in the Life Sciences
- The hospital will open for the first patients during 2016

SLL is now conducting a pre-study to prepare for a procurement of the medical imaging function and is therefore inviting the industry to an initial dialogue

Background to the pre-study

- The County Council has signed a project agreement with Swedish Hospital Partners (SHP) concerning the design, construction, financing and operation of the new hospital facility in Solna
- The extensive medical equipment needed at the hospital is not included in the project agreement with SHP, and will be procured in a different manner
- The County Council is carrying out a pre-study together with Arthur D. Little as part of planning and preparation for this very extensive and time-critical work
- The pre-study will propose what should be procured (procurement scope) as well as suggestions on how the procurement will be carried out
- Within this pre-study a dialogue with suppliers, or supplier representatives, is now initiated

Dialogue purpose

- The purpose of the dialogue is threefold:
 - To learn from suppliers' experience from similar projects and become inspired before forming the procurement scope and strategy
 - To increase the understanding of what is possible and feasible from a supplier's point of view, given the scope and complexity of the project
 - To increase the understanding of how the procurement can be made attractive to both large and small suppliers on a general level

Terms and condition of the dialogue

- Interested suppliers (or supplier representatives) are invited to discuss a number of key issues which are presented in this document
- The dialogue will take place in Stockholm on November 7 between 09:00 and 21:00
- Any interested supplier or supplier representative will be given the opportunity to participate in this dialogue during 2 hours
- Interest is registered by sending an email to:
claes-roland.martling@karolinska.se by October 25
 - Potential questions can also be sent to the above e-mail address
- Time and place will be announced by November 1

The need for medical imaging will be great in order to support high quality and efficiency of the specialized healthcare which will be conducted at NKS

NKS – Healthcare of the future

NKS goals

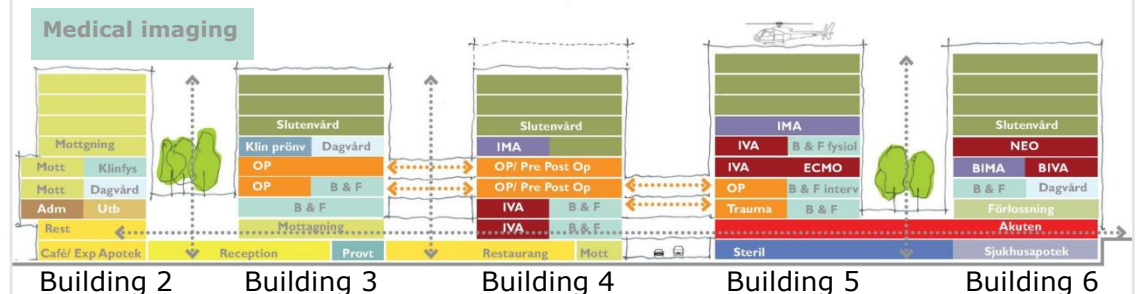
- 1 **The patient first; to provide the right care to the right patient at the right time**
- 2 **Contribute to the development of healthcare by strengthening collaboration between healthcare, clinical research, basic research and education**
- 3 **Realization of the vision to develop the Stockholm region to a world leading region in life science**

Healthcare concept
– Healthcare organized in six themes with focus on highly specialized care

Cancer	Heart/vascular
Reparative medicine	Neuro
Inflammation	Children

Medical imaging demands

- The future healthcare will put high demands on medical imaging, both in terms of function and in terms of scale
- NKS will provide highly specialized healthcare organized in 6 themes
 - Medical imaging must support this way of working
 - Medical imaging centers will be associated to each of the 6 themes
- Clinical research and education will also be central elements in the new organization
 - Therefore the medical imaging function must comply with the demands that research and education raise
- In total NKS will need to procure 50-60 instruments
 - These 50-60 instruments include most common modalities as for instance MRI, CT, PET-CT, Angiography, Ultrasound etc.



The dialogue with suppliers will focus on several key issues, which are all associated with the procurement strategy and scope

Key Issues to Discuss

Given the procurement scope and complexity, what would you propose in terms of contract structure/project form?

- In a discussion of the proposed procurement form, it is especially interesting to get your perspective on how best to manage the following:
 - 1. New Karolinska Solna's ambition to be world leading**

NKS will provide specialized healthcare, but also be a center for clinical research and education. What do you think is the best way to ensure that the equipment we have makes this possible? How can you contribute with expertise and resources to enable NKS to reach its goals? Do you see potential for collaboration with other innovative suppliers to enable NKS to reach its ambition.
 - 2. Ensuring that the equipment continuously is in the front line of technology and that the equipment does not have to be replaced all at once**

How do you propose the equipment is continuously kept up to date with technological development? How do you propose a continuous investment cycle is formed in cost efficient way?
 - 3. Karolinska Solna's existing equipment**

Karolinska Solna today has equipment that will be used until NKS is opened. How do you propose this equipment is managed?
 - 4. Installation window for medical imaging equipment**

The timeline for installation is short and the number of new advanced instruments that need to be installed is high. How do you propose NKS best ensures installation within time?
 - 5. Compatibility with other instruments and systems**

How do you propose NKS ensures that the new equipment is compatible with potential equipment transferred from Karolinska Solna, equipment from other suppliers as well as RIS/PACS?
 - 6. Secure availability of medical imaging function**

How do you propose high availability of installed equipment is best ensured? What competency is needed from NKS and how is trouble-free operation of equipment ensured?