

Questions and answers

Competitive dialogue

No. 20xx/S XX-XXXX

**Invitation to tender for
PPI innovation project
Intelligent hospital bed of the future**

for

Central Denmark Region

Presentation of tender PPI 9/10 2009 – Regional Hospital Randers

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| Question 1 | <ul style="list-style-type: none"> • <i>What expectations do you have to the composition of enterprises?</i> |
| Answer 1 | <ul style="list-style-type: none"> • We don't believe a contractor can do the job alone. On the other hand we don't recommend bigger enterprises without a flexible collaboration. Make sure to have a relevant product supplier within the enterprises. It's a good idea to make it visible how the enterprises will/can use their network, sub suppliers and other resources if needed during the development phase. |
| Question 2 | <ul style="list-style-type: none"> • <i>How will you honour consulting companies?</i> |
| Answer 2 | <ul style="list-style-type: none"> • The hospital wants to enter into an agreement on innovative and long-term collaboration with selected private enterprises to solve the above task. The contract will cover options for purchase of product solutions. The Regional Hospital of Randers does not pay directly for product development. Therefore, we don't pay consulting companies directly, but only the product suppliers. We don't have interest in the contract/agreement within the enterprises. We want to enter into a long-term collaboration paying for some prototypes and a number of new beds. The contract headlines will be discussed in the dialogue phase. |
| Question 3 | <ul style="list-style-type: none"> • <i>How many beds do you expect to purchase – the potential for the project?</i> |
| Answer 3 | <ul style="list-style-type: none"> • The Regional Hospital of Randers hopes the project will deliver successful solutions, so the hospital over time can replace the existing beds. The contract will be drawn up as a collaboration agreement with call options to be exercised by Central Denmark Region as a whole without new tender. |
| Question 4 | <ul style="list-style-type: none"> • <i>Is it possible for the enterprises to change members during the project?</i> |
| Answer 4 | <ul style="list-style-type: none"> • We expect the main members to be the same. If a member pulls out during the dialogue phase the enterprise is allowed to find a replacement. The new member needs to be approved by the Regional Hospital of Randers. |
| Question 5 | <ul style="list-style-type: none"> • <i>Is it possible to apply for funding by use of the regional PPI-fund?</i> |
| Answer 5 | <ul style="list-style-type: none"> • It will be obvious to do so during the project. Especially for specific solutions. |

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| Question 6 | <ul style="list-style-type: none"> • <i>How is it possible to apply the national ABT-fund, because they don't support development projects?</i> • |
| Answer 6 | <ul style="list-style-type: none"> • That depends of the solutions we need to apply for. We can apply for testing of different product solutions. |
| Question 7 | <ul style="list-style-type: none"> • <i>The schedule in the tender is to week 20 in 2010 – is there a longer timeframe for the project?</i> |
| Answer 7 | <ul style="list-style-type: none"> • As stated in appendix 01 we expect a timeframe of 5 to 10 years. |
| Question 8 | <ul style="list-style-type: none"> • <i>Have you considered how to mobilize and involve the users - Has their time used in the project been defined?</i> |
| Answer 8 | <ul style="list-style-type: none"> • That has not yet been defined, and we are aware that it is always difficult. It is our responsibility to make sure they have time to participate, so their knowledge can be used in the product development. The Municipality of Aarhus has the same responsibility. In general it is important to be flexible in respect to working hours and when employees are involved. |
| Question 9 | <ul style="list-style-type: none"> • <i>Is there a template to fill in the information in paragraph 1.10.1, 1.10.2 and 1.10.3 –or must we do that our self?</i> |
| Answer 9 | <ul style="list-style-type: none"> • There is no template except the already included templates within the tender appendix 1 and 2. So the enterprises have to do it by them self. |
| Question 10 | <ul style="list-style-type: none"> • <i>Is it only the main member of the enterprise that needs to fill in the tender appendix 1, or must all members of the enterprise fill in and sign the tender appendix 1?</i> |
| Answer 10 | <ul style="list-style-type: none"> • All members of the enterprise must fill in and sign the tender appendix 1 |
| Question 11 | <ul style="list-style-type: none"> • <i>Question 1.10.1: Must all members in the enterprise that wants to make an agreement with Central Denmark Region be listed name and contact person (bullet 3)?</i> |
| Answer 11 | <ul style="list-style-type: none"> • Tender appendix 1 – ad. 1.10.1 must be answered by all members. Additional there must be information in respect to which member and contact person representing the enterprise. |
| Question 12 | <ul style="list-style-type: none"> • <i>Is it possible during the dialogue phase to invite external advisers to participate? That could be designers, experts from Technology institute or other institutes. Will that require a declaration of loyalty?</i> |
| Answer 12 | <ul style="list-style-type: none"> • It is okay to involve external advisers and experts during the dialogue phase. The need of a declaration of loyalty is only a matter between the enterprise and the external adviser or expert. |