



Singapore Healthcare Management 2024

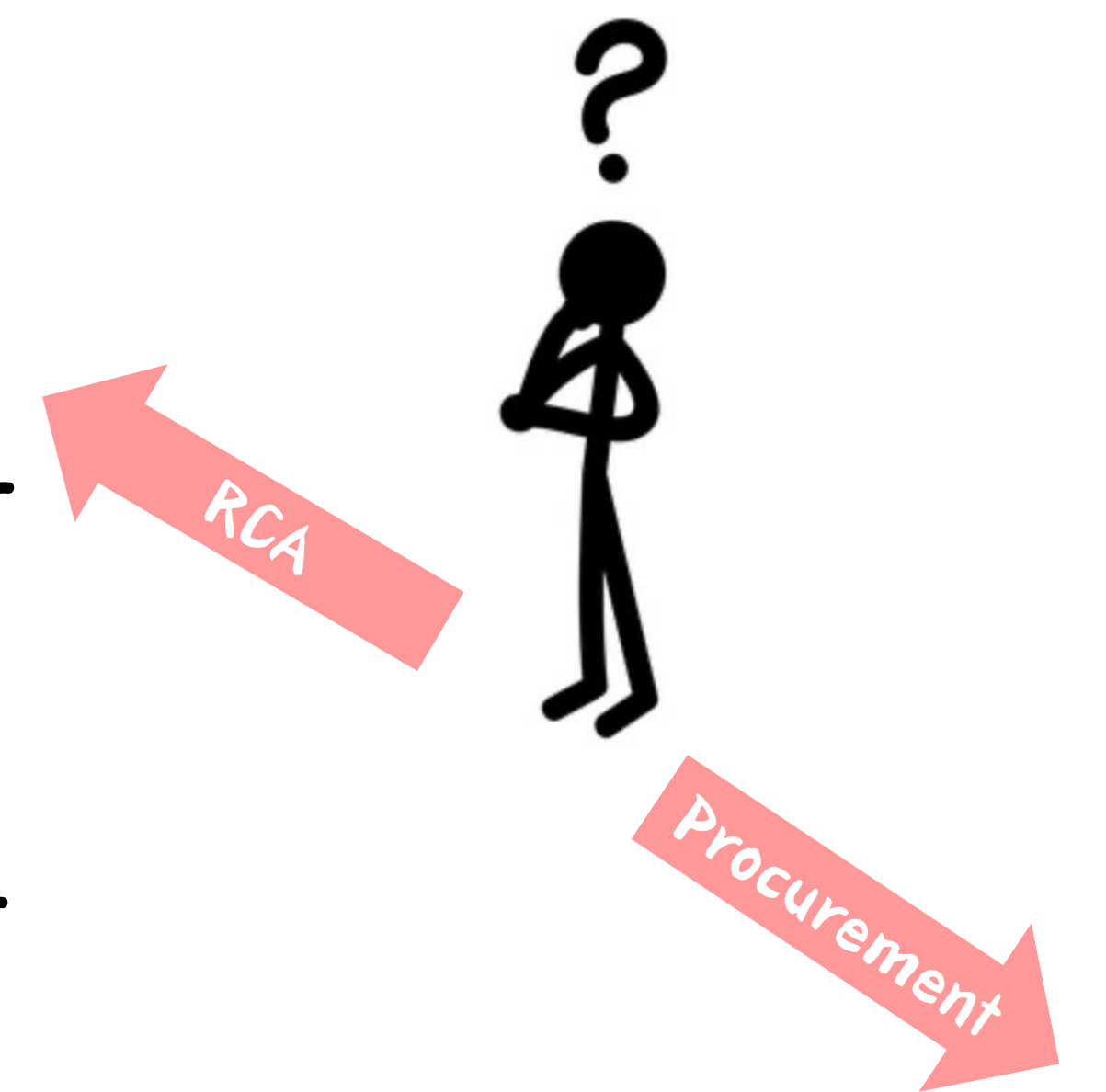
# ENHANCED PROCUREMENT FOR INNOVATION PROJECTS

Ler Sock Hoon, Samantha Ng, Serene Ong  
ALPS Innovation Procurement



## 1. Problem Statement

- Innovators often face challenges in determining the appropriate procurement approach for their projects. The lack of clarity can potentially affect the project development timeline or grant expiry.
- Innovators are often unsure which ALPS buyers within their institution can support them for their innovation projects. Additionally, they are uncertain about how to effectively transit from the conceptualization to commercialization.



## 2. Aim

The aim of this initiative is to **enhance the procurement process** to facilitate innovation purchases within Public Healthcare. The primary focus is to **establish clear criteria** to determine the appropriate approach (collaboration vs standard procurement) for innovation initiation enabling innovators and buyers to differentiate between these two approaches.

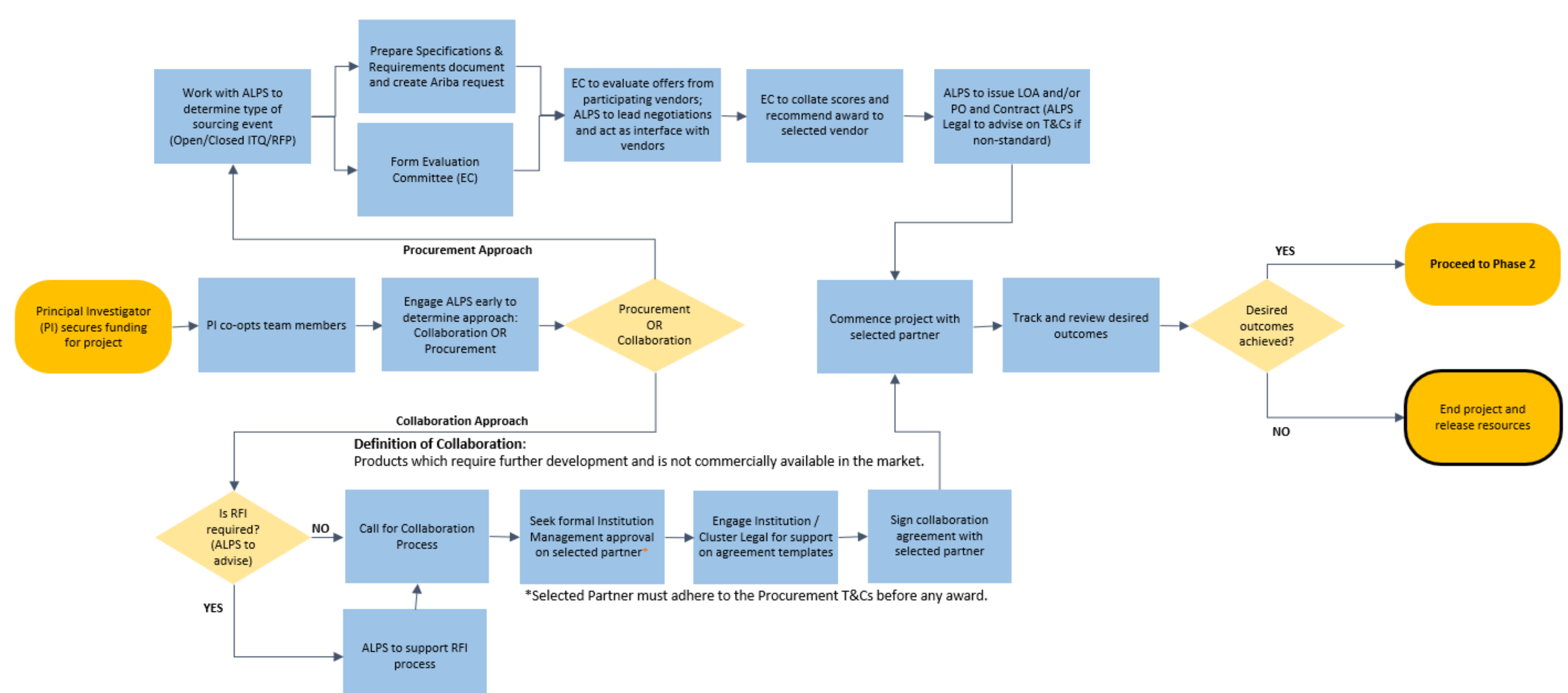
## 3. Methodology

- A well-defined workflow and a clear set of criteria are established for innovation driven purchases.
- An Innovation/Collaboration **checklist** is developed to guide processes, organize information to determine the approach.
- Dedicated and experienced buyers** are identified, provided with **training** to guide, support and work with Innovators in a time sensitive environment in the quest to be the market leader, gaining a competitive edge.
- An **Advisory Core group** is formed to support to facilitate learning, communication and knowledge sharing among buyers involved in innovation procurement.

## 4. Results

Enhancing the Innovation workflow will result in the following:

- Improve stakeholder's satisfaction** where all stakeholders have a clear understanding of their roles and responsibility
- Innovators would be able to **secure appropriate resources** required
- Greater insights** into Collaboration, Innovation, Co-Development and Procurement workflow
- Reduce Delays and bottlenecks** in bringing Innovation projects to the forefront



## 5. Conclusion & Future Works

Enhancing procurement process for innovation purchases has proven to be a strategic approach. By establishing clear criteria, clear workflow, dedicated buyers, and advisory core team can benefit the public healthcare as a whole by driving Innovation, optimizing resources, improving stakeholder's satisfaction and fostering collaboration and remaining competitive in an evolving, dynamic environment.