ENHANCED PROCUREMENT FOR INNOVATION PROJECTS

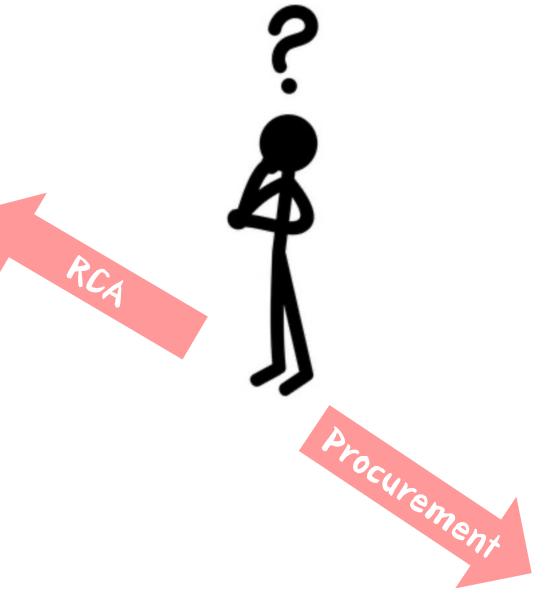


Ler Sock Hoon, Samantha Ng, Serene Ong ALPS Innovation Procurement



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.

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

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.

	A L P S Symptom in Teach care Supply Chain	Name of Project Lead: Institution: Submission Date:	
	Collaboration & Procurement	Framework for Innovation	on Projects
	The aim of this form is i. to determine the correct approach i.e. collaboration p ii. to determine the appropriate approach for selection o collaboration project to ensure fairness and transpare	of collaborator or vendor (i.e. a *F	RFI may be required eve
1.	Please provide a brief background of the project.		
2.	What are the desired outcomes from this project?		
3.	Are there any ready solutions in the market?		
4.	Do you need a trial or proof of concept?		
5.	Which are the Public Healthcare Institutions involved in th	is project?	
В.	Who will own the IP?		
7.	Please advise the funding bodies and when is the expiry f	for this funding.	
8.	Are there any identified vendors?		
	☐ Yes.	e kienāfied vendors' names	
9.	What is the expected timeline for this project?		
10.	. Will this project go into Procurement of the End Product (f ☐ No ☐ Yes	Production Phase)?	
	Delivering dynamic and value-based s	upply chain solutions	through partners

 An Advisory Core group is formed to support to facilitate learning, communication and knowledge sharing among buyers involved in innovation procurement.

	Work with ALPS to determine type of sourcing event (Open/Closed ITQ/RFP)	Prepare Specifications & Requirements document and create Ariba request Form Evaluation Committee (EC)	EC to evaluate offers from participating vendors; ALPS to lead negotiations and act as interface with vendors	EC to collate scores an recommend award to	PO and Contract /Al	PS		
		Dragurament Approx					VEC	
		Procurement Approac	cn				YES	Proceed to Phase 2
Principal Investigator (PI) secures funding for project	→ PI co-opts team members	Engage ALPS early to determine approach: Collaboration OR Procurement	Procurement OR Collaboration			d review desired utcomes	Desired outcomes achieved?	
		Collaboration Approac	h		↑			End project and release resources
	I	Definition of Collaboration					NO	
	1	Products which require furt	her development and is not cor	mmercially available in the r	narket.			
	Is RFI required? (ALPS to advise)	Call for Collaboration Process	Management approval —▶ Clu	Engage Institution / uster Legal for support ——> agreement templates	Sign collaboration agreement with selected partner			
	YES	†	*Selected Partner must adhere	to the Procurement T&Cs b	efore any award.			
		ALPS to support RFI process						

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.