



SUCCESS STORY: HOW TO WIN A TENDER OF THE EU HEALTH PROGRAMME

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The call for tender

- Public contract used by the EC to buy specific goods and/or services (e.g.: technical assistance, training activities, etc.)
- Main characteristics:
 - Clear and strict description of activities/goods
 - Clear and strict time line for implementation
 - Fixed range of acceptable budget
 - Final products are property of the EC



SANTE/2015/C4/035 - Pilot project “Reducing health inequalities experienced by LGBTI people”

- Based on the main Directives, Structural Funds, Rights and Citizenship Programmes, projects focusing on non-discrimination of LGBTI and access to health services
- Objectives:
 - to raise awareness
 - to provide health professionals with specific tools to ensure the reduction of health inequalities for LGBTI

EUROPEAN COMMISSION
Public Health
Health Inequalities

Call for tender n° SANTE/2015/C4/035 concerning pilot project related to "Reducing health inequalities experienced by LGBTI people"

SPECIFICATIONS ATTACHED TO THE INVITATION TO TENDER

1.	Title of contract	2
2.	Object and content of contract	2
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3.1	Expected outcomes	5
3.2	Timeline	5
4.	Participation in the tendering procedure	6
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8.	Volume of contract	6
9.	Price	6
10.	Terms of payment	7
11.	Reports and documents to be submitted	7
12.	Contractual terms and guarantees	7
13.	Responsiveness as to the tender	8
14.	Exclusion criteria	8
14.1.	Candidates or tenders shall be excluded from participation in a procurement procedure if	8
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14.4.	Selection criteria	9
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15.1.	Evidence of access to contracts (proof of eligibility)	9
15.2.	Economic and financial capacity	10
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16.	Award criteria	13
17.	Financial plan	15



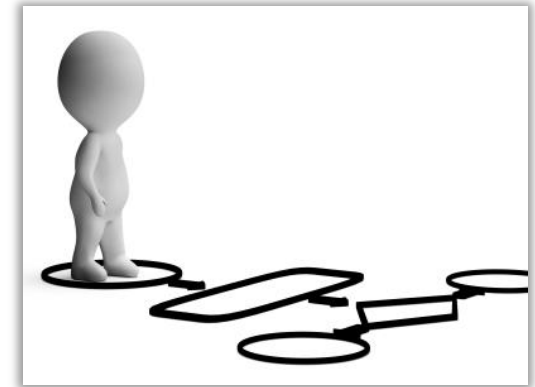
SANTE/2015/C4/035

- Call launched and managed directly by the DG-SANTE (Health Determinants Unit), and not by the CHAFEA
- Contract signed directly with the DG-SANTE (Public Health, Country Knowledge, Crisis Management Unit)



The process

- i. Veneto Region is part of the EuroHealthNet network
- ii. ILGA approached EuroHealthNet looking for them to lead the Tender
- iii. EuroHealthNet approached all their members with relevant experience



Why Verona University Hospital?

Previous experience in the field:

- **LGBTI issues** (Sialon, Sialon II)
- **Health and social inequalities** (Crossing-Bridges, Equity Action)
- **Training** of health care staff (Euregenas)

Potential contribution to the project:

- Direct access to health care staff
- Training skills
- Experience in managing large-scale European projects



Based on:

- Tender requirements
- Partners involved in previous EU projects
- Balance among International Networks, LGBTI Organizations, Public and Private Institutions (Universities, Hospitals, Public Health Bodies)

In the first stage of project proposal planning, a Private Company expressed its interest in being part of the network















Preparing the proposal

The proposal is made of three parts:

- Administrative
- Technical
- Financial

Make sure to read all the related document carefully (including Q&A)

Related Documents

- "Invitation to Tender" letter  (34 KB)
- Tender specifications  (135 KB) - **Corrigendum**
 - Annex I - submission form  (10 KB)
 - Annex II Financial identification form  (57 KB)
 - Annex III - Legal identification:
 - Legal entity form private  (51 KB)
 - Legal entity form public  (48 KB)
 - Privacy Statement  (14 KB)
 - Annex IV - declaration of honour  (49 KB)
 - Annex V - budget template  (43 KB)
 - Annex VI Contrat direct service  (141 KB)
 - Annex VII - simplified presentation viability-checks  (54 KB) 

Questions and Answers

- Q&A  (78 KB) - **Updated 09 November 2015**



Administrative proposal

- All documents requirements are listed in the Tender Specifications
- Documents vary according to the public/private status
- Documents vary according to the institutions position in the consortium (leader or partner)

Evidence documents have to be provided for contract signature



Technical proposal

- Tender specification must be clear (contents, activities, etc)
- Innovation, quality and cost must be reflected in the methodology

N°	Qualitative Award criteria	Weighting (max. points)
1.	Methodology to carry out the state of the art study on health inequalities faced by LGBTI people	25
2.	The quality of the design and structure of the focus groups in view of the expected output	30
3.	The quality and coherence of the methodology for the training design and validation	30
4.	Organization of the work and allocation of resources	15
<i>Total points</i>		100



Financial proposal

- The financial offer is not opened until the technical proposal has been evaluated (the price must be indicated in the financial offer only)
- Best value for money (70 for technical quality and 30 for price)
- Special scoring system

$$\text{Score of tender X} = \frac{\text{cheapest price}}{\text{price of tender X}} \times \text{price weighting X (in absolute value)} + \frac{\text{total quality score (out of 100) for all award criteria of tender X}}{100} \times \text{Quality criteria weighting (in absolute value)}$$



Tender as an opportunity: pros and cons



- ✓ Clear activities, clear time line
- ✓ Commercial venture (**profit**)
- ✓ Relatively high degree of freedom in “internally” structuring and managing the budget

- ✓ Very strict contractual obligations
- ✓ Very small room for negotiations
- ✓ Quite expedited time line (assignment and implementation)
- ✓ No deliverables, no money (no preliminary instalment)

Requirements

- Expertise in managing international projects
- Pre-existing international networks
- In-house capacity for implementing the contract
- Extremely efficient internal procedures

Opportunities

- To expand both network and expertise
- To access to a «new» area of business for the PH sector



Risks

- Loss of money
- Loss of credibility



THANK YOU FOR YOUR KIND ATTENTION

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