



**Identified
NEED!**

THE GAME PLAN

For publicly initiated development and national dissemination of ideas and solutions with commercial potential within public healthcare in collaboration

1. Expected benefit/value

- Better clinical outcomes?
- Better utilisation of resources?
- Better patient experience?

2. Wider context

- What is already on the market?
- Is there scientific evidence?
- What are other regions, countries doing?
- Are test beds/infrastructures available?
- Is there anything similar within other sectors?

3. Stakeholders

- Who owns the need?
- Who is/are the end user/s?
- Who is to administrate the solution?
- Is there a national interest?

**Needs and wider
context analysis**

Use the
checklists on the
next page!

**Choose
a PATH!**

A

**INDEPENDENT
DEVELOPMENT**

*The circumstances have
changed! Go back to
planning and choice of
path!*

B

Optional:
competitive
tendering

R&D-COLLABORATION
Proof of concept/
knowledge/insight

*Analyse outcome of R&D.
Go back to planning and
choice of path!*

C

Competitive
tendering

CO-DEVELOPMENT
Client-supplier relationship

D

Competitive
tendering

PURCHASE

IMPLEMENTATION

Benefit/value

Administration

Dissemination

**Planning and
choice of path**

**Project
realisation**

Results

Checklists

A
INDEPENDENT DEV.

Select A if:

- There is no solution on the market
- The main aim is to implement a new solution in the organisation
- TRL* 1–9

Also take account of:

- Has a dialogue with the market been conducted?
- Are future ownership and administration clarified including potential CE certification?
- Will an independently developed product distort or block competition on the market (cf Chapter 3 Section 27 of the Swedish Competition Act (2008:579))?
- Is there an interest in shared development or administration of the solution between several regions via Inera or other national agents?
- Are the potential shared development process, dissemination and administration between the regions compatible with the legal principles of local government (cf Chapter 2 Sections 1, 2, and 7 of the Local Government Act (2017:725))?

B
R&D-COLLABOR.

Select B if:

- There is no solution on the market
- The main aim is to generate knowledge, insights and/or PoC (Proof-of-Concept)
- TRL* 1–3

Also take account of:

- Has a dialogue with the market been conducted?
- Is there interest in the organisation to explore a new, untested area?
- How are results to be managed and communicated to avoid conflict of interest in a potential future procurement process?
- Have the rules concerning government subsidy been observed?
- Is there any reason to choose R&D partners through competitive tender?
- Is there interest and value in collaboration between regions?

C
CO-DEVELOPMENT

Select C if:

- There is no solution on the market
- The main aim is to implement a new solution in the organisation
- TRL* 4–7 (9)

Also take account of:

- Has a dialogue with the market been conducted?
- Are future ownership and administration clarified including potential CE certification?
- Is there financing for development and potential purchase?
- Does a business model need to be developed?
- Are there resources and expertise for procurement, including procurement of innovation?
- Is there interest in shared procurement between regions, Inera or other national agents?
- (TRL 9 – is there interest in co-developing services/processes around an existing product?)

D
PURCHASE

Select D if:

- There is a solution on the market
- The main aim is to implement a new solution in the organisation
- TRL*9

Also take account of:

- Has a dialogue with the market been conducted?
- Is there interest in shared procurement between regions, Inera or other national agents?
- Are there resources and expertise for procurement?

***TRL, Technology Readiness Level**

TRL is a method developed to designate the degree of maturity of a technology. The measuring system provides an understanding of the technology's status in the entire innovation chain. There are nine defined TRL levels with 1 being the lowest level and 9 the highest.

About the game plan

The aim of the game plan is to clarify how the development of services and products within public healthcare can be run in collaboration without distorting or blocking competition for private stakeholders.

The game plan and checklists describe a few somewhat fundamental development stages and gather a number of important questions to discuss and take into account before and during the development and innovation work, as a support for people working within the 'innovation system' and who interact with external or public agents.

The hope is for the game plan also to contribute to increased clarity, shared use of language, in interactions with various agents and that this in turn will contribute to more effective development and implementation.

The game plan was developed in collaboration between Region Stockholm, Västra Götaland region, Region Västerbotten and Region Skåne, within the Swelife project SWEPER.

The game plan is administrated by the regions and Swelife together and can be considered as a living document. Comments are welcome.

Contacts

Innovationsplatsen
Karolinska Universitetssjukhuset
Innovationsplatsen.Karolinska@sll.se

Region Stockholm Innovation
sllinnovation@sll.se

Innovationsplattformen
Västra Götalandsregionen
innovationsplattformen@vgregion.se

Innovationsluss Västerbotten
regionvasterbotten.se
090-785 98 95

Innovation Skåne
info@innovationskane.com

SWElife



with support from



With support from

