

EUROPEAN TERRITORIAL COOPERATION PROGRAMME
INTERREG 2 SEAS 2014-2020

Tender for ‘Market analysis to show economic profit for better rehabilitation & higher independence for the EDUCAT project’

Jully 7th, 2017

Lille, France

Organisation

Yncrea Hauts-de-France/ISEN

Jean-Marc Idoux, General Director

41 boulevard Vauban

59046 Lille Cedex

+33 2 30 40 50

On behalf of the EDUCAT Project Consortium

Contact person

Annemarie Kokosy

Annemarie.kokosy@yncrea.fr

+33 2 30 40 23

Tender maximum budget

€ 15.000 euro

Tender response deadline

20/09/2017, 23:59

Deliverables

- **Economic Questionnaire to analyse the current situation**

Deadline: 31/10/2017

- **Intermediate report**

Deadline: 30/09/2018

- **End report**

Deadline: 31/05/2020

1 Description of the EDUCAT project

EDUCAT will develop and test, by clinical trials, new **Assistive Technologies (AT)** for disabled people having motor impairment or/and neurological disorders.

The new Assistive Technologies developed will be **able to adapt their assistance to the user's needs** and give feedback to users in response to their needs.

EDUCAT will involve service users, engineers, clinicians, researchers, user-support networks and companies in developing an open, modular and adaptive framework including a software, embedded on different types of devices (tablets, smart phones), and the necessary hardware to interface with sensors and actuators of different vendors.

EDUCAT aims to develop Assistive Technology using ICT in an innovative **bottom-up approach, already involving the end-users during the design phase**. This **co-creation method** will result in **better and widely accepted products for the end-users**, and **shorten the time to market for companies** using this approach and the tools developed by the EDUCAT project.

In order to allow and support the co-creation process, an e-platform will be developed. It will be the link for an open, cross-border cooperation and exchange of ideas and practices between the project partners and the project beneficiaries: disabled people using/need to use a wheelchair, care givers, healthcare professionals and companies. The e-platform allows the beneficiaries to express their needs, interest to try the technology, share ideas and good practices between them and with the project partners and observers. It is the backbone of the bottom-up methodology.

Moreover, that e-platform could be used by any member (the membership is free of charge) working within the framework of assistive technology for elderly or/and disabled people to submit their new innovative projects or to contribute to existing ones.

The project goal is to improve user independence and quality of life.

Some of the ways in which this will be achieved are by.

- Developing a modular driving assistance system that can be attached to the user's powered chair.
- Providing driving assistance when the user requires it. For example by changing the sensitivity of the joystick or to providing driving assistance to reduce the probability of collisions when the user is feeling tired or unwell.

- Monitoring and analysing user driving patterns. It is anticipated that analysis of these patterns will provide diagnostic information on user condition and changes in that condition. This information will help to improve the prescription of assistive technology, inform the on-going adaptation of that technology to meet changing user needs and increase the success rate for the long term provision of assistive technology.
- Clinical trials by powered chair users in clinics, hospital and users homes. Feedback from these trials will be used to support and guide the development of the powered chair driving assistance system throughout the project.
- Stakeholder and User Panels in England, France and Belgium. In order to achieve these goals, it is vital that all stakeholders [users, engineers, clinicians, researchers, user-support networks and companies] are involved throughout the EDUCAT project in providing feedback and in the user trials.

The expected benefits are improvement in user independence and quality of life, cost and time savings for companies (for developing technologies) and hospitals (for care) as well as a higher efficiency of use of the technology.

One further long term goal is to deliver affordable technology through cross-border collaboration and **facilitate uptake in the market**.

For this project, we would need a report on the economic profit that EDUCAT technologies will bring for the companies, by increased knowledge on the crossborder market and increased awareness of the business opportunities ; the economic cost and potential cost savings for the developed technology are calculated.

2 Content of the EDUCAT market analysis report

The market analysis of economic profit will measure the changes that AT will make from an economic point of view (e.g. time and costs for medical staff by prescribing better rehab programmes, costs of man power for personal assistance).

Relevant data, collected by the external consultant, will be added to those obtained during the clinical evaluations to show in a deeper and wider way the economic profit. An analytical estimate of the total market for AT in the 3 countries involved – Belgium, France, United Kingdom - and in Europe will be also provided.

The economic situation at the beginning and at the end of the project will be measured and recorded, in order to be able to measure & calculate the actual economic gain for the different target groups.

This activity is mainly carried out by external consultant (also involving Voka Chamber of Commerce and Yncréa – Lead Partner) using e.g. data collected during clinical evaluations (Participants Enrolments questionnaires)

3 Target groups of the market analysis

- SMEs specialized in assistive technology or ICT,
- administration of hospitals,
- policy makers in health,
- local, regional and national authorities.

4 Phases of the EDUCAT market analysis report:

Phase 1) Economic Questionnaire to analyse the current situation - deadline 31/10/2017

Description

A specific questionnaire will be developed by the external consultant with the **EDUCAT** team to be able to measure the current situation from an economic point of view. It will be used during the tests and clinical evaluations to collect the data.

Phase 2) Intermediate report on the market analysis for economic profit – DL 30/09/2018

Description

The report will include the key indicators and basic numbers for the economic cost, an overview of resources and references used, and the situation at the beginning of the project. The market analysis will also include an analytical estimating of the total market for assistive technologies in the 3 countries involved and in Europe. This will be in collaboration with a Flemish consultant, with whom the covered regions will be divided over 2 experts. The specific data and key elements of the report are provided by the external consultant.

Phase 3) Final report on the market analysis for economic profit - deadline 31/05/2020

Description

The report will provide (expected) change in the economic cost, an overview of measurement of the increase in efficiency for each **EDUCAT** output (e.g. number of interventions of staff to get the Powered Wheelchair back in normal transport mode, costs of man power for personal assistance, the time for rehabilitation, the diagnosis efficiency, etc).

The specific data and key elements of the report are provided by the external consultant.

The final report on the market analysis should give an analytical estimate of

- the total market for AT in the 3 countries involved and in Europe
- the economic costs (e.g. time spend for rehab in the hospitals and rehab units which use PWC)

equipped with the integrated obstacle alerting system; man power for personal assistance for people using PWC equipped with Adaptable Assistive Mobility System; time & costs for development using the framework and bottom-up approach

The main results will be presented in the **EDUCAT** closing conference.

5 Languages

The reports (intermediate and final) shall be written in English.

6 Modalities

Delivery format

The application must be in English

Via e-mail or regular mail

Max 5 pages (PDF format for digital)

Pricing in EURO

To be sent to annemarie.kokosy@yncrea.fr before 20th of September 2017, 23h59