SILVER Market consultation

The SILVER consortium has held a market consultation in preparation of a Pre-Commercial Procurement (PCP) Challenge that will be launched in 2013. A PCP consists of a procurement of R&D services that involves a risk-benefit sharing at market conditions and in which a number of companies develop in competition new solutions for mid- to long-term public sector needs. This PCP will take place in several phases, to handle risk both for the group of contracting Authorities and the contractors.

The market consultation on line questionnaire was open from 17 September 2012 – 31 October 2012. The official publication in the Supplement to the Official Journal of the European Union (OJ/S) was published on 19 September 2012.

With the information request the group of contracting Authorities of the SILVER consortium wanted to get insight in
- What is currently on the market (state of the art)?
- What are current developments?
- Whether the challenge and the scope are feasible, given the time frame and budget and if not, what could be changed to make it feasible?
- What companies need to respond adequately to the challenge?
- Whether companies can work with the given robotics definition?
- Which companies might apply to the challenge?

Partly on the basis of the results of the market consultation the consortium determines the scope of the call and the award criteria that will be used in the PCP.

Questionnaire results

The respondents have given the SILVER consortium the following input on the challenge:
- Give a better description what is needed for the different p-ADL.
- Robotics definition: apart from sensors, input can be given to the robot from operators, like clients or caregivers.
- Robotics definition: delete "medical interventions / medicine".
- It must be clear how testing in the 5 countries will be done: parallel or serial.

Questions and Answers

The SILVER consortium received the following questions regarding the SILVER PCP call and gave the following answers.

Question	Answer
Challenge	
Is reduction of cost an objective?	TBD
What do you expect will fulfill these needs?	A broad challenge will stimulate freethinking and not limit ideas. We want solutions that help reach our goal. E.g. will it help the care staff? Will it take less time? Or will it take over tasks completely?
Where are you spending your money on in homecare?	We will give more detailed information in the challenge.
How about safety?	This is the responsibility of the companies. Certification comes after phase 3 and the SILVER project would not be funding this.
Can we discuss an example of ADL? Robot can find an object and bring it back. Would that fit?	Yes, it could, if it was smart and if it helps a person with a physical disability. But this example is not a cost reducing or time saving solution, because this is not the job of homecare staff.
Another example. People store things to high and fall down because they are not aware of the risks. Something to help them get things from high cupboards	This is not top priority. In Denmark and other countries we make 'decoration' changes to ensure reaching is not a problem. We restrict the challenge to the six personal ADLs we have mentioned.
Is control included in robotics definition?	The consortium has to discuss this. The result from this will be published on the silver website.
Is the call only about manipulation and not observation?	Focus is on physical tasks although we would like that the innovation considers that older people also have cognitive impairments as well. As long as it addresses our needs, we don't mind if it has an arm or not.
What is the 'value of solving these problems' – what is the cost benefit of solving these problems.	The SILVER consortium is working to define these currently.
Tenderers and procedure	
Who can apply?	Companies in Europe or companies doing work in Europe
Can you step in on phase 3?	No

| How fixed are the budgets? | We are discussing this, it also depends on the results of the market consultation. |
| Where will testing be done in phase 3? | We have to check if testing can be done in a real environment or in a controlled environment. |