

ADVANCED DUTY ROSTER-PLANNING TOOL

INVITATION TO MARKET DIALOGUE



The Foundation for Innovation and Business Promotion (FIERS) hereby invites interested enterprises to participate in a market dialogue concerning an advanced duty roster-planning tool for the health sector.

Background

Efficient and cost-effective capacity use is of increasing importance in health sectors under pressure in Denmark and worldwide. Staff charges is the largest cost type in the health sector and correct staffing is crucial to achieve the best possible care in terms of quality and quantity.

In cooperation with the Technical University of Denmark, Region Zealand (DK) has developed an advanced duty roster-planning tool. Using mathematical modelling in software, the tool can take into account a high number of variables in workforce management including *inter alia* complex working hour regulations and employees' personal preferences. The tool has the potential to become an integrated part of an existing system or a separate stand-alone / plug-in solution to be combined with multiple systems.

Purpose

The purpose of the market dialogue is to examine the market relevance of the duty roster-planning tool as well as to identify the interest of private enterprises in participation in further development and commercialization of the tool.

Outcome

Clarification of the next steps on the way to commercialization, e.g.:

- Innovation Partnership
- Sale of rights
- Licensing agreement

The subsequent process regarding development and / or commercialization cooperation is to be determined after the market dialogue.

The selected option will be carried out in accordance with the rules and regulations specific to that option.

About the Tool

The tool has been developed to proof of concept level by Region Zealand as a reaction to an experienced lack of adequate commercial solutions for duty roster planning in the region's hospitals.

The tool consists of a web portal for staff members' wishes and requests, a system for categorizing complex data and data constraints, and a modeller software with algorithms processing data and data constraints based on mathematical models.

About the Potential

The duty roster-planning tool has been successfully implemented in two clinical departments. It has demonstrated a wide range of benefits such as quicker, more cost-efficient and more transparent duty roster-planning processes with more just and compliant duty rosters.

The results have sparked a high level of interest from other hospital units in and outside the Region Zealand. In addition, hospitals from other regions have also expressed a sincere interest in implementing the tool. This speaks for a relevant commercial market potential.

FIERS has identified three possible business models:

- a separate plug-in tool to be used with existing planning / reporting tools
- upgrade of existing planning / reporting tools
- integration into an existing planning / reporting tool

The Purpose of the Market Dialogue

The purpose of the market dialogue is to 1) test the market interest in an advanced duty roster-planning tool, 2) decide next steps and 3) to identify possible cooperation partners for the

further development and commercialization of the tool.

Concerning the next steps, FIERS expects to look into the following four possibilities:

- Public Private Partnership
- Innovation Partnership
- Sale of rights
- Licensing agreement

Concerning potential partners, FIERS is looking for suppliers of general workforce management systems as well as (sub) suppliers of duty roster-planning tools or other specialized planning / reporting tools.

About FIERS and Region Zealand

Region Zealand is one of the five regions in Denmark. Among the main tasks of the Region are the running and development of the Region's hospitals and the running and development of mental health services and social institutions.

FIERS is an independent foundation established with the purpose to bridge the gap between the private and public sector in the Region Zealand.

Region Zealand has transferred the rights to develop and commercialize the software tool to FIERS.

Process

The market dialogue is published

- on [FIERS website](#)
- in a Publication of prior information notice on www.ted.europa.eu (in English) and <https://udbud.dk> (in Danish)
- through Enterprise Europe Network

Enterprises already identified as of potential interest may also be contacted directly.

Digital meetings will be held with individual enterprises in October 2020.

The agenda for the meetings will be:

- Welcome and introductions
- Presentation of the tool
- Exploration of the functional potential
- Exploration of the market potential

Interested enterprises are kindly requested to contact

- Ms. Maj-Britt Jensen, CEO, mbj@fiers.dk

to express their interest and register for a meeting.

Following the meetings, FIERS will:

- make a short report for FIERS and Region Zealand of the process and the main findings
- inform all enterprises that have participated in the market dialogue of our next steps.

FIERS reserves the right to prioritize enterprises according to their relevance and interest.

Further Information

Please find relevant information concerning the advanced duty roster-planning tool below in the background document [insert link]

Confidentiality

All requests and communication will be treated with confidentiality. However, to ensure equal treatment the final report may include a list of enterprises that have participated in meeting