

BILATERAL MEETINGS WITH PROCURERS

Shape the future of Hospital Wastewater Treatment

The THERESA Open Market Consultation offers a unique opportunity to engage directly with European public buyers through one-on-one bilateral meetings. These sessions are designed to foster meaningful dialogue, clarify technical requirements, and support the development of a fair, transparent and innovation-driven procurement process.

Why participate?

Bilateral meetings provide a valuable platform to:

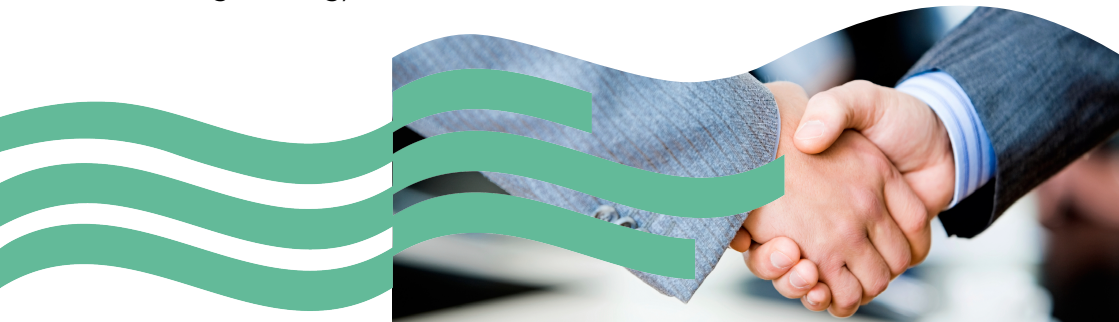
- Provide information on how you can tackle the THERESA PCP challenge, requirements, and process.
- Share your expertise and technological capabilities with decision-makers
- Explain what public buyers need to consider in relation to their real needs and eventual constraints of participating hospitals across Europe.

Improve the PCP design by providing market feedback that will help to shape the final tender specifications. Gain early visibility among procurers and potential consortium partners

Who can request a meeting?

Bilateral meetings are open to organisations that:

- Have **formally participated** in the OMC by submitting the complete THERESA OMC Questionnaire
- Are active in fields relevant to the PCP challenge (e.g., wastewater treatment, environmental technology, monitoring systems, automation, sensing, civil engineering)





How does it work?

1. Express your interest

Indicate your interest in a bilateral meeting when completing the THERESA OMC Questionnaire (deadline: February, 24th, 2026, 17:00 CET).

2. Meeting Invitation

The Public Buyers Group will review all requests and invite selected organisations based on relevance, innovation potential, diversity of approaches and degree of completion of THERESA OMC Questionnaire

3. Prepare your input

You'll receive a meeting agenda in advance. Come prepared to discuss your solution, ask questions, and explore how your technology can address the THERESA challenge.

4. Join the conversation

Meetings will be held online between 6–24 February 2026, lasting approximately 60. Public buyers asks questions to suppliers, if suppliers have questions, these will be gathered and answered only in the omc report so that all interested parties have the same level of information.

What will be discussed?

During bilateral meetings, you can:

- Present your organisation and solution based on your questionnaire responses
- Ask questions about hospital infrastructure, operational constraints, and regulatory requirements.
- Discuss partnership needs and consortium-building strategies who are already in the matchmaking platform of THERESA.
- Clarify technical, functional, or non-functional requirements of the solution
- Share feedback on feasibility, risks, and innovation challenges
- Explore IPR models, testing approaches, and validation methods

Disclaimer: *All information shared by public buyers during bilateral meetings will be limited to information already made available to the market*

IMPORTANT

Meetings are not for sales pitches or negotiations. They are part of an open consultation process to better understand market capabilities and refine the PCP design. Transparency and equal treatment shall be guaranteed. Confidentiality of the information from suppliers will be safeguarded.

Transparency and Fair Competition

THERESA is committed to ensuring a **level playing field** for all participants:

- All **non-confidential insights** from bilateral meetings will be anonymised, summarised, and published on the project website
- No participant will receive an unfair advantage
- Participation in THERESA OMC activities including bilateral meetings is voluntary and not a prerequisite for participation in the future PCP tender.
- All information disclosed must be clearly marked as **confidential or non-confidential** by the supplier orally during session or written 7 days maximum after the meeting.

Ready to join the conversation?

Don't miss this opportunity to engage directly with European public buyers and contribute to the design of an innovative, large-scale procurement for hospital wastewater treatment.

