



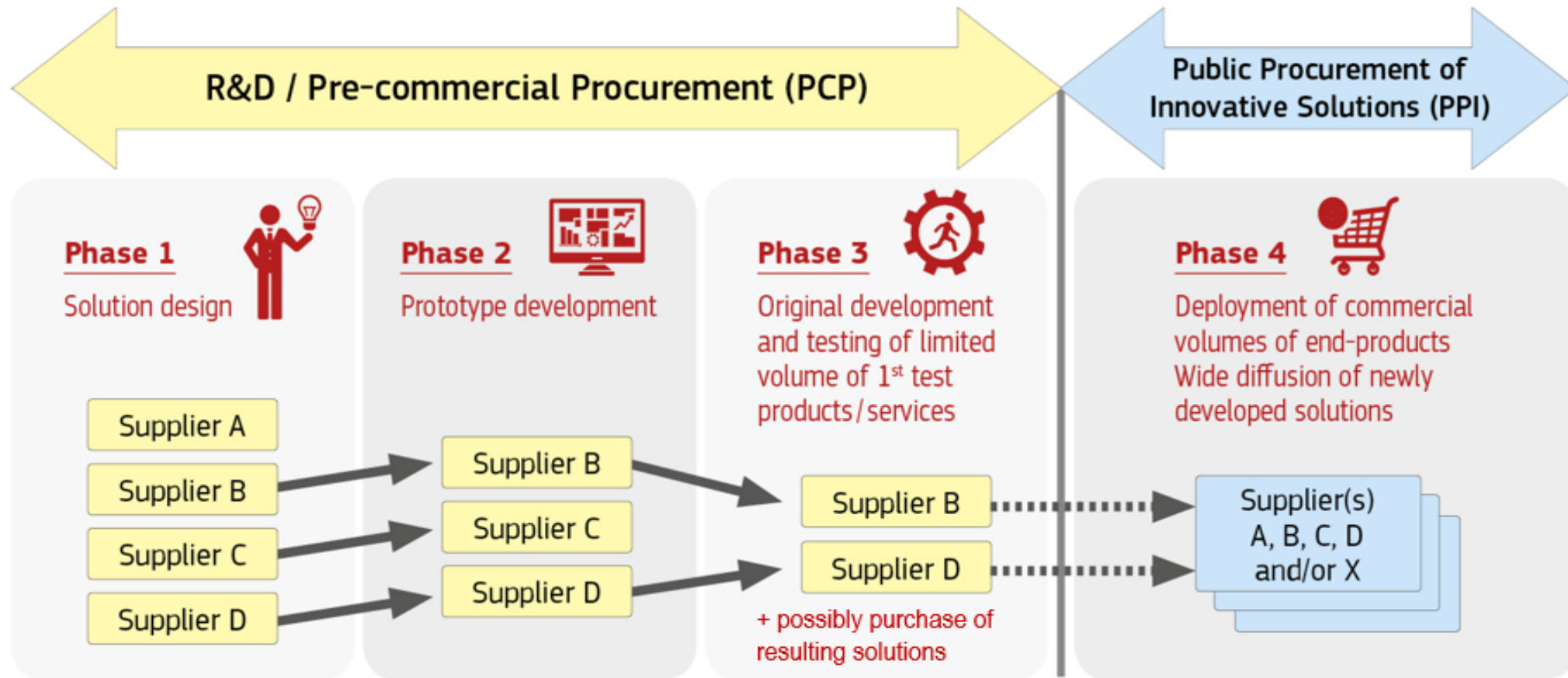
CERIS SSRI WORKSHOP ON “INNOVATION PROCUREMENT”

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Innovation Procurement



PCP falls outside WTO GPA and EU public procurement directives ([COM\(2007\)799 & SEC\(2007\)1668](#))

[More than 600 public buyers around Europe](#) have already successfully implemented PCPs

PPI uses procurement procedures defined in EU public procurement directives and national law

Impacts achieved EU funded PCPs

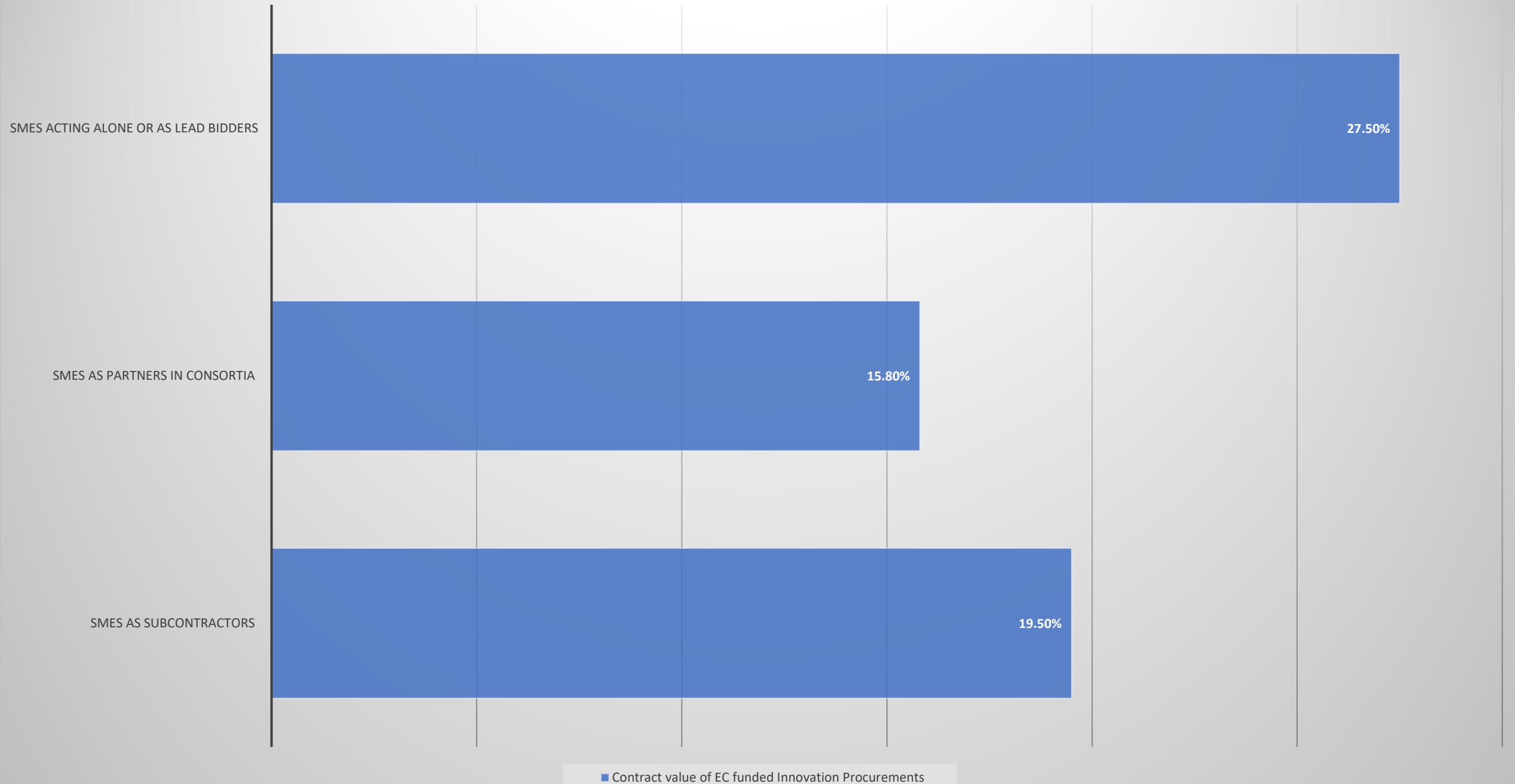
- Boosting **business opportunities for SMEs and startups**
 - Awards 70% instead of usual 30% of contracts to SMEs and startups
 - Boosts their international growth (20 X more contracts awarded cross-border)
 - Doubles commercialisation success rate (>50% companies increased their revenues/grew their company)
 - Helps create strategic partnership with larger companies, acquire new companies or enter the stock market
 - Helps startups/SMEs obtain financial investments > 4 times the amount invested in the pre-commercial procurements
- **More efficient, higher quality solutions** solving real-life problems
 - 20%-30% of quality and efficiency improvements in public services.
 - Startups/SMEs really changed the life of citizens, public administrations and other businesses with their innovations
- Contributes to roll-out of **more interoperable solutions** / uptake of **standards**
 - 40% of innovation procurements are done to obtain more interoperable solutions
- **Reinforces strategic autonomy** through 'made in Europe' solutions
 - Procurements of R&D and deployment of first batch of tested solutions can be limited to EU (controlled) companies and require large part of R&D and later commercialisation to take place in EU -> new EU lead markets

EC funded Innovation Procurements in the security area

1. **CLOSEYE**: validation of innovative services applicable to the surveillance of the EU Maritime Borders in real operational environment.
2. **EWISA**: assessment of the management of illegal migration flows in the land border, through the increase of knowledge degree of operational situation and the enhancement of reaction capacity of the participating authorities responsible for land border security.
3. **EUCISE2020**: achieving the pre-operational information sharing on sea-basins between the maritime authorities of the involved European States.
4. **BROADWAY**: enabling a pan-European broadband mobile system for Public Protection and Disaster Relief, validated by sustainable test and evaluation capabilities.
5. **SHUTTLE**: developing a toolkit which will facilitate the analysis of microtraces collected in crime scenes.

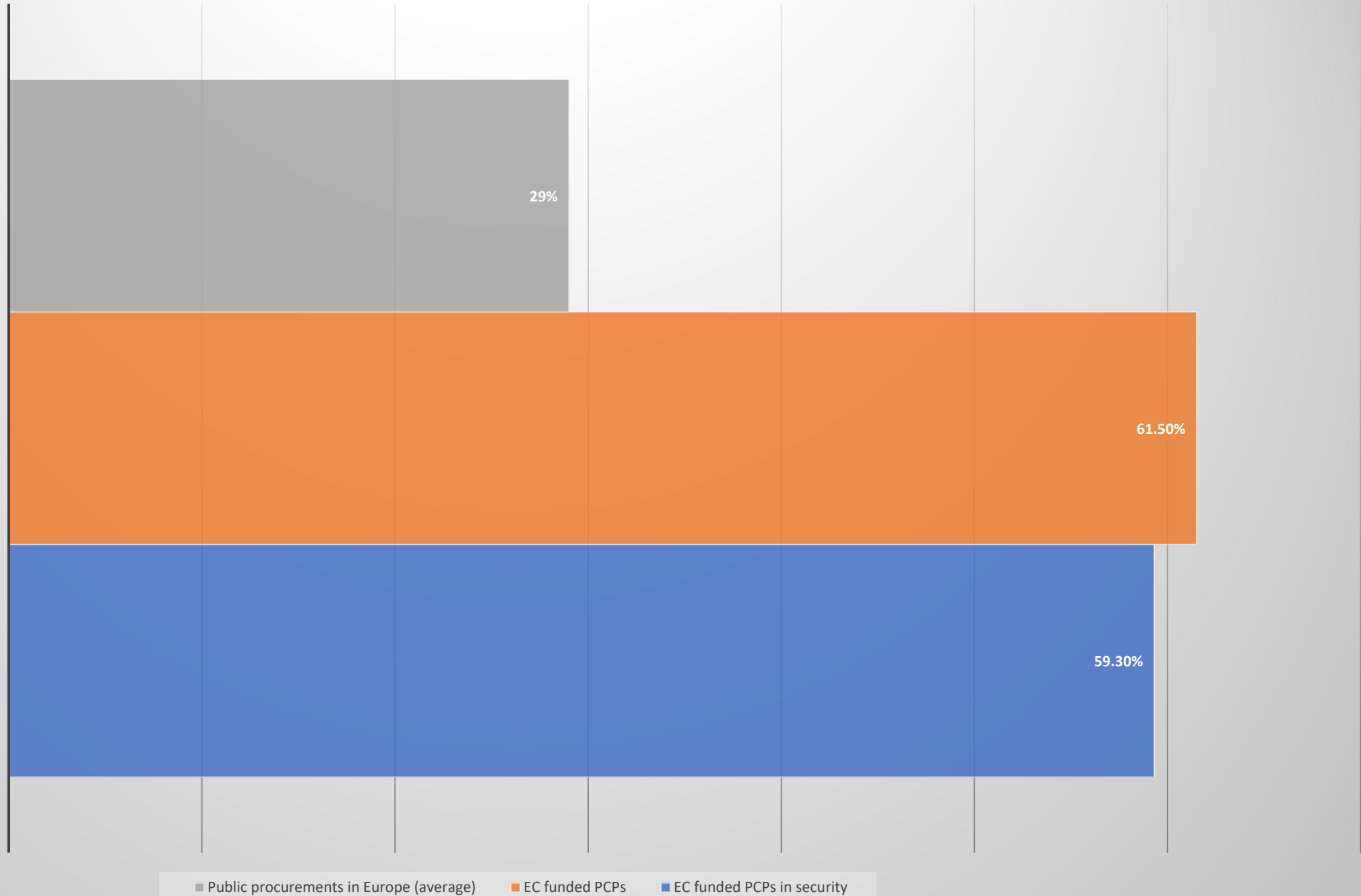
CONTRACT AWARD

Contract value of EC funded Innovation Procurements

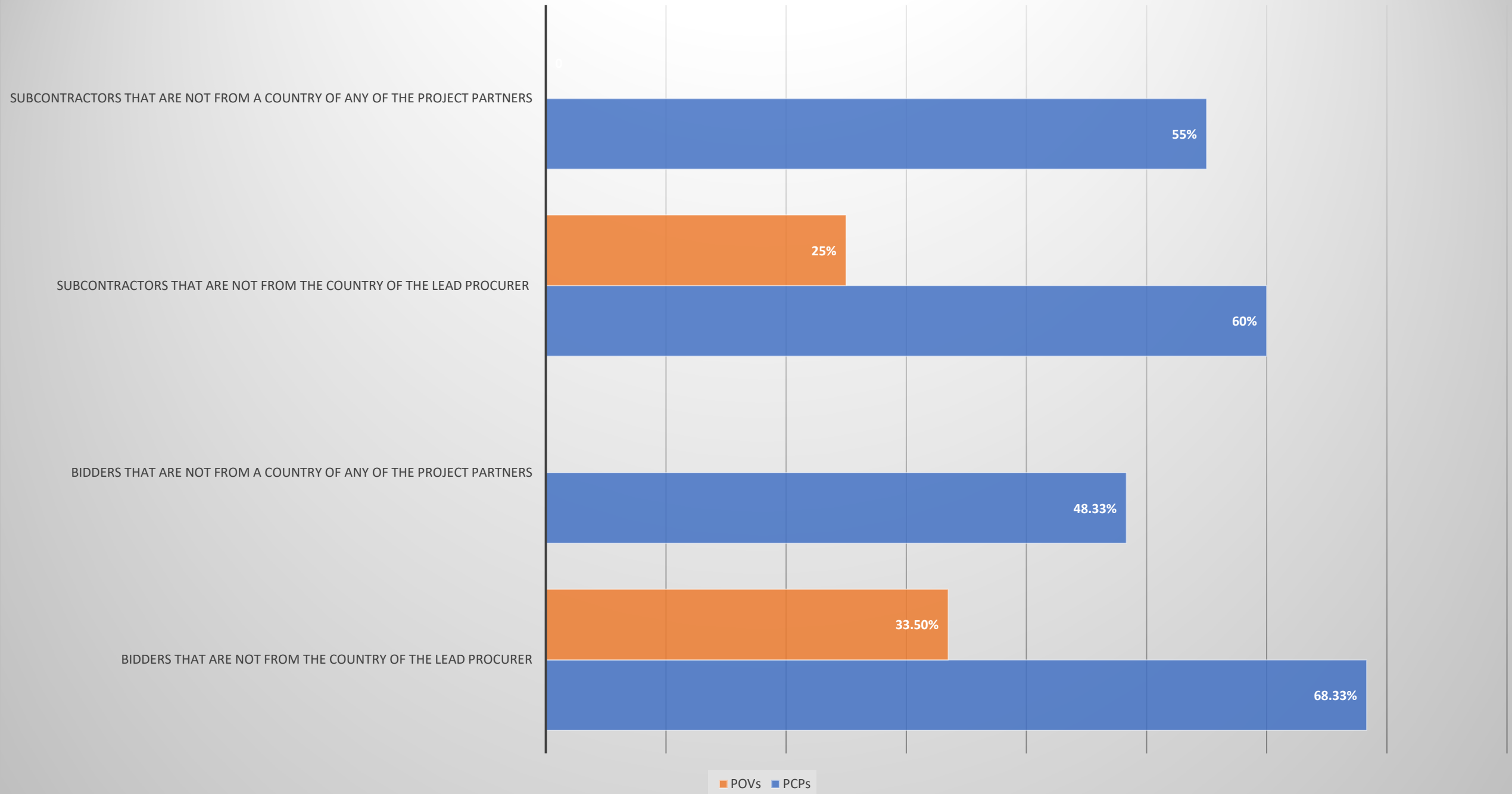


Contract value that goes directly to SMEs in procurements in Europe

CONTRACT VALUE THAT GOES DIRECTLY TO SMES



Unlocking the Single Market in the security domain per funding instrument



Several EU programs (2021-2027) in which innovation procurement plays a growing role



New Defense program
Support for PCPs



Reinforcing PCP / PPI support and
the link with startup / SME support
EIC and startup Europe



Deployment of digital technologies
to modernize the public sector
Training / education on digital
Testing / experimentation with public sector - DIHs



Support for green
innovation procurement &
Demonstration / go to market



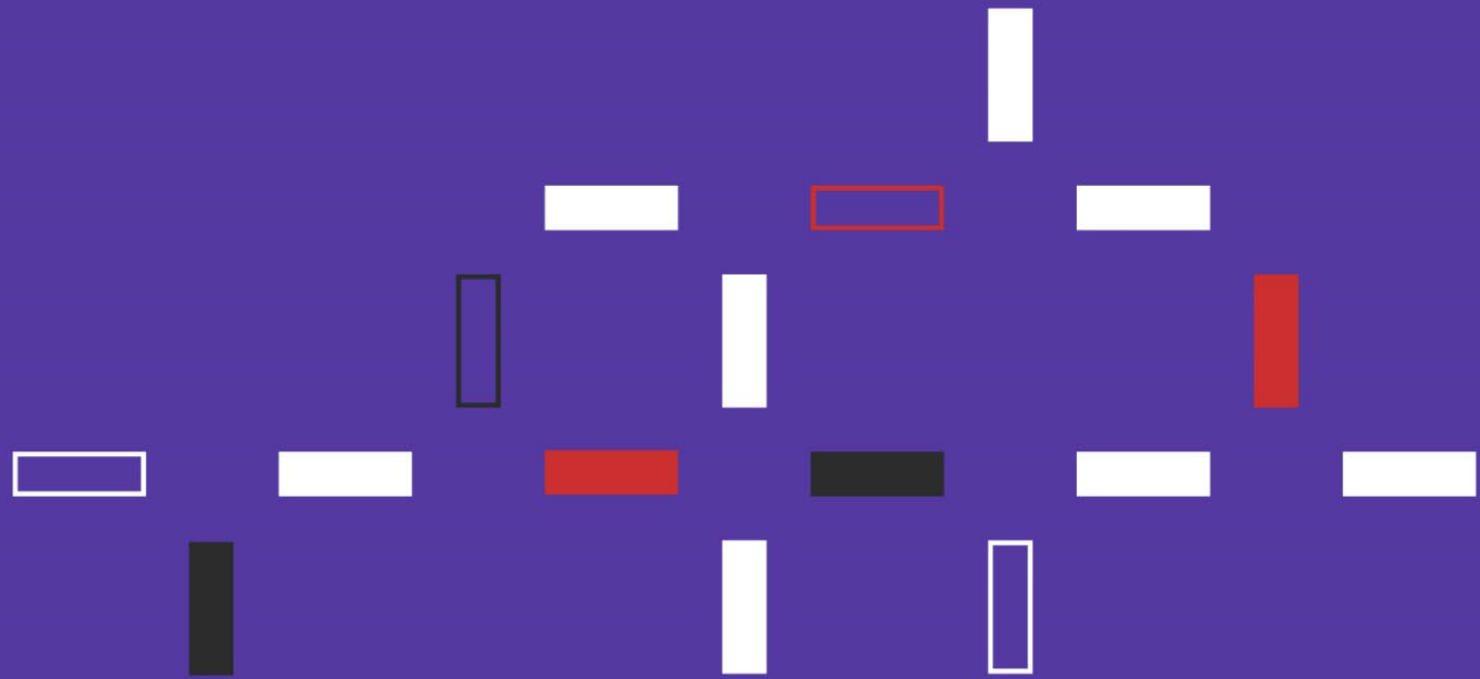
Regional Development programs
Support for innovation procurement

The European Innovation Council

European
Innovation
Council



Backing visionary entrepreneurs



Europe's most ambitious innovation initiative

Budget

€ 10 billion

European
Innovation
Council



Unique

combines research & accelerator for SMEs, startups, scaleups

Largest deep-tech innovator in Europe

Over €3 billion

Enhances the European Innovation Ecosystems

Partnerships with ERC, EIT, regions...

Annual Work Programmes (separate from Horizon Europe main WP)

- First WP (2021) adopted 18 March 2021, €1.5 billion
- Second WP (2022) adopted 7 February 2022, €1.7 billion
- Third Work Programme (2023) adopted 7 December 2022, € 1.7 billion



Pathfinder

- For **consortia**
- **TRL 1-4** (Early stage research on breakthrough technologies)
- Grants up to € 3 to 4 million

- For **consortia & single** researchers /companies
- **TRL 3-6** (Proof of concept to validation)
- Grants up to € **2.5 million**

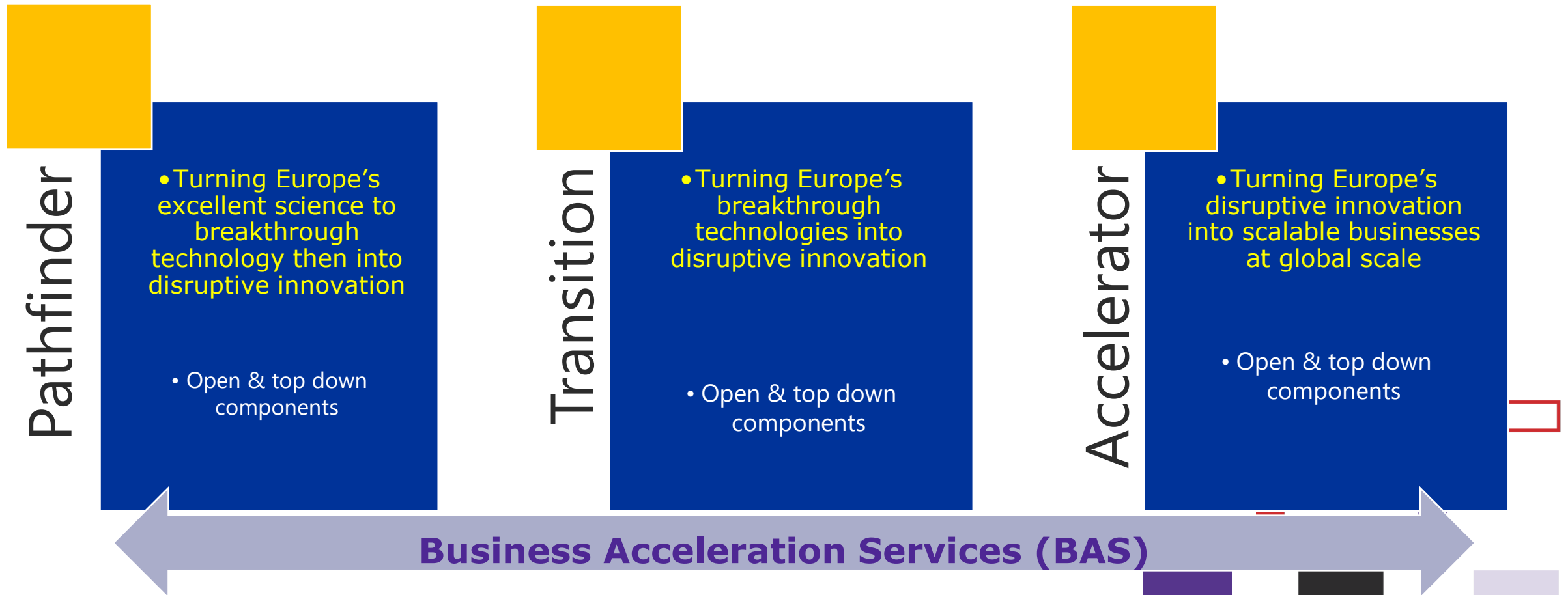
Transition

- For **individual companies**
- TRL 6-9 (Development & scale up)
- **Blended** finance
 - grants up to € 2.5 million
 - equity up to €15 million

Accelerator



EIC: Integrated, agile support across the full innovation spectrum from early stage research to start-up and scale-up.



EIC Business Acceleration Services (EIC BAS): EIC Support beyond funding



WHY?

Accelerate EIC innovations and growth of EIC companies



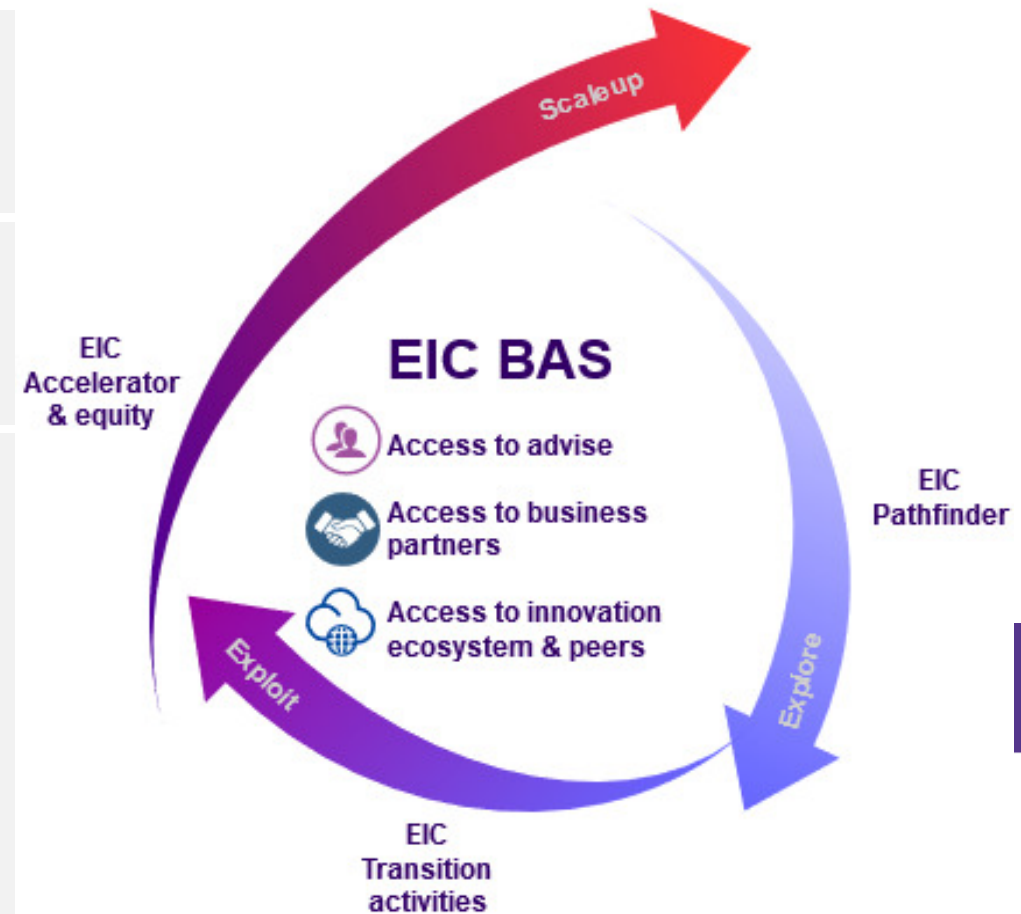
WHAT?

Access to tailor-made services worth up to **€50k+**



WHO?

- **EIC Awardees : Pathfinder, Transition, Accelerator** (H2020 legacy projects included)
- **Applicants** to EIC Accelerator 2nd stage (3 days coaching)
- **Horizon Europe Seal of excellence**
- **Women Tech EU**



EIC Business Acceleration Services (BAS)



Connection to Innovation Ecosystem Partners' services

Incubators

Accelerators

Innovation
Agencies

R&I
Infrastructure

Venture
builders



EIT KICs

Access to Business Partners



Corporates



Investors



Innovation
procurers



Trade Fairs

Access to Advice and skills



Coaching



Tech2Market



Women
Leadership



EIC
Scaleup

Reducing
GHG
emissions

EIC Community

Why to go for BAS?



+40

matching
events per year

+1500

innovators
served

1K

coaching sessions
per year

+40

ecosystems
partners involved

+2000

corporate and
investors involved

20%

business
follow-ups & deals

3000

1:1 meetings with
business partners

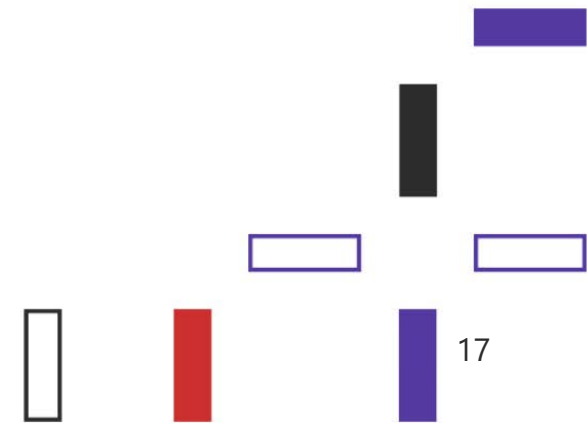
Up to
€ 50k

worth access
services



NEW EIC INNOVATION PROCUREMENT PROGRAM

- **EIC Innovation Procurement Partnership**
- **Innobuyers**
- **Strategic Use of Innovation Procurement**
- **Pilots on the services of public and private buyers**



Innovation Procurement Programme

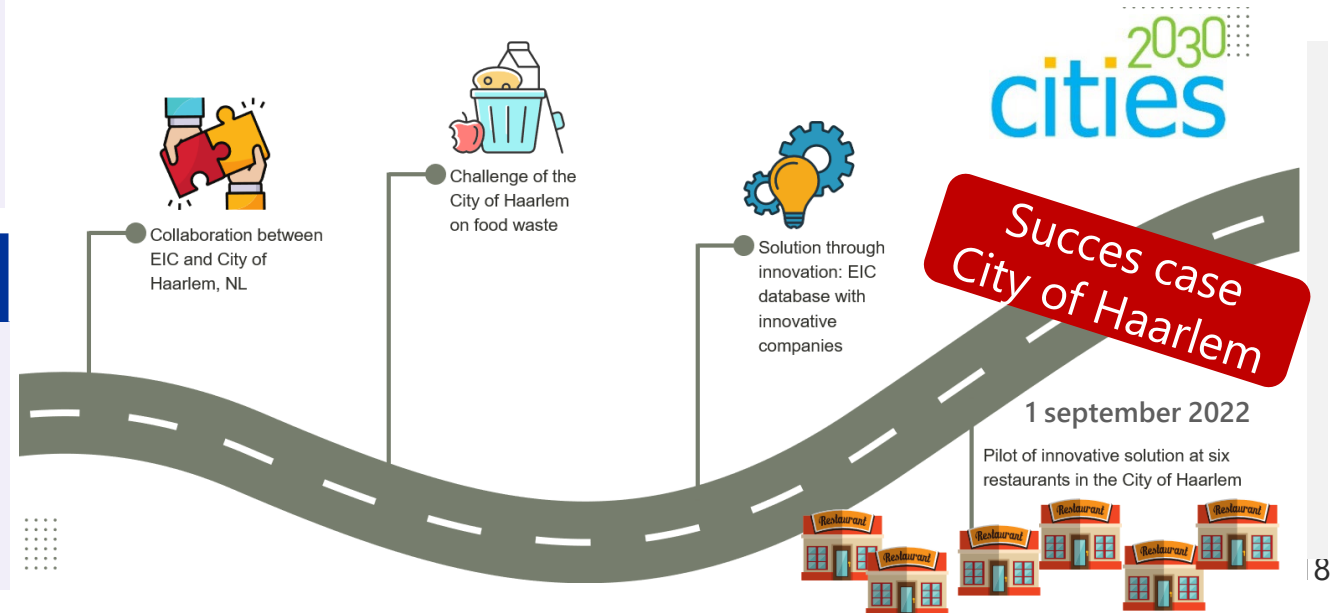
Beneficiaries

16 activities
 190 SMEs
 320 buyers
 76 1-to-1 meetings
 90% EIC Beneficiaries' satisfaction rate
 20% % of follow-up discussions** after 6m.
65 follow-ups & 13 deals



Next Procurers Event

CivTech Alliance	21 Jun. 2023
Multi-Procurer Day with Eaton and BioNTech	11 Jul. 2023



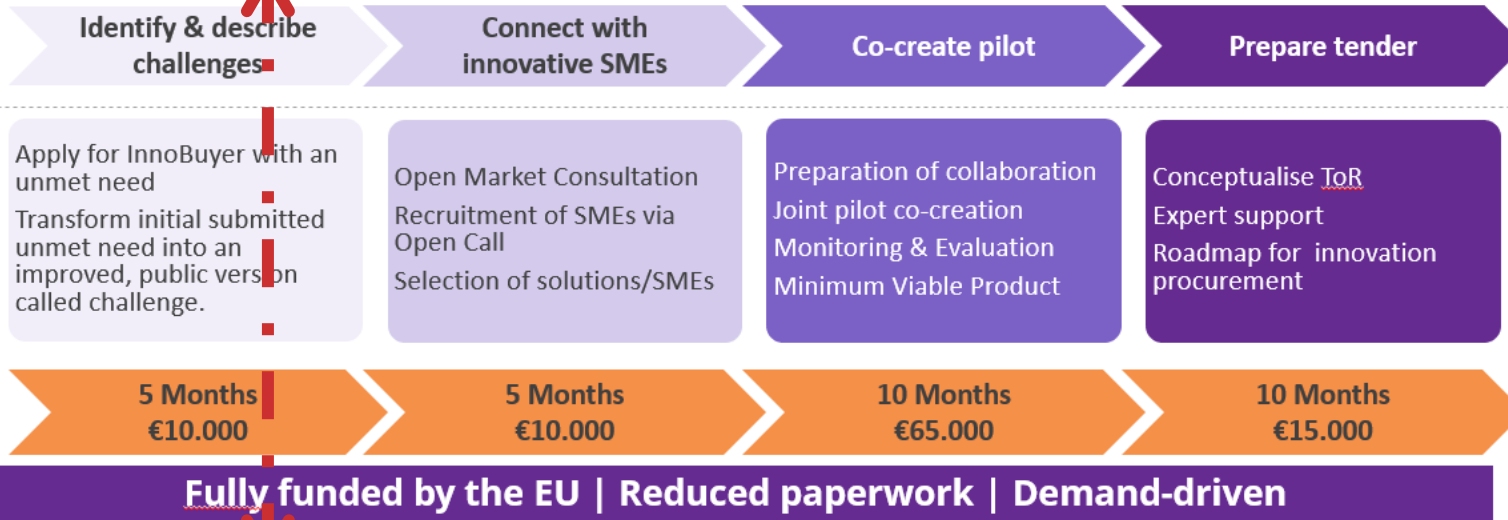
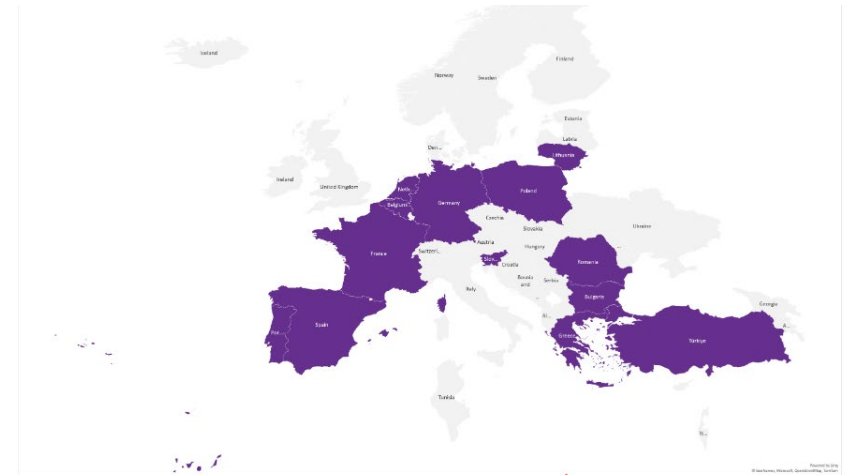
Innovation Procurement programme

With Public & Private procurers



Co-creation between Public & Private Buyers & innovative SMEs/start-ups:
INNOBUYER 09/2022 to 09/2025

Expertise and funding support to solve your challenge with innovative companies



Call for Challengers

39 Applications	22 Public organisations	17 Private organisations
55 Unmet Innovation Needs	17 Countries	11 Sectors

Funded by the European Union

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FGS CIVITTA ticbiomed

Here we are = 15 first Innovation procurement challenges

COMMUNITIES OF BUYERS



1. Community of Public Buyers

- Virtual Showrooms
- Pitching Events
- Assistance to buy Innovation



2. Community of Private Buyers

- Virtual Showrooms
- Pitching Events
- Prizes to private buyers that are working with the EIC



INNOVATION PROCUREMENT ASSISTANCE IN EUROPE

1. Assistance to submit tenders in R&D Procurements, Innovation Public Procurements, Innovation Private Procurements
2. Innovation Procurement Academies
3. Innovation Procurement toolkit (supplier side)
4. Innovation Procurement helpdesk



INNOVATION PROCUREMENT ASSISTANCE AT GLOBAL LEVEL

1. Assistance to submit tenders in Innovation Public and Private Procurements
2. Innovation Procurement Academies
3. Innovation Procurement toolkit (supplier side)
4. Innovation Procurement helpdesk

New in 2023: CSA call- Support to test EIC innovations with public and private procurers



Grants up to EUR 60000 to EIC Awardees to carry out PoCs or pilot tests on the services of public or private committed buyers

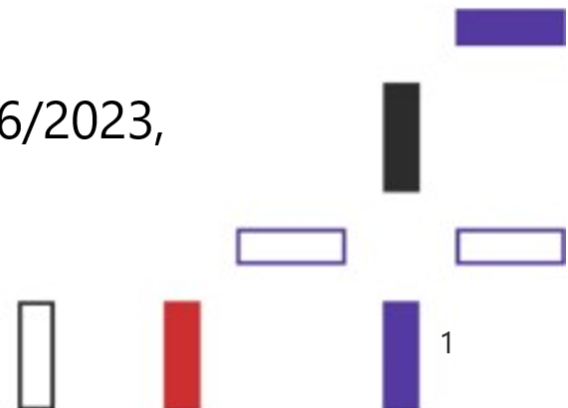
2 Two types of calls:



- No predefined thematic area, EIC Awardee apply with commitment from a pre-identified buyer.
- Predefined challenges from identified buyers, EIC Awardee apply with a solution to this challenge



CSA, up to EUR 3M, at least 75% for EIC Awardees, call opening 1/06/2023, deadline: 7/11/2023



EIC Community Platform

<https://eic.eisma.eu/community>

How do I get there?

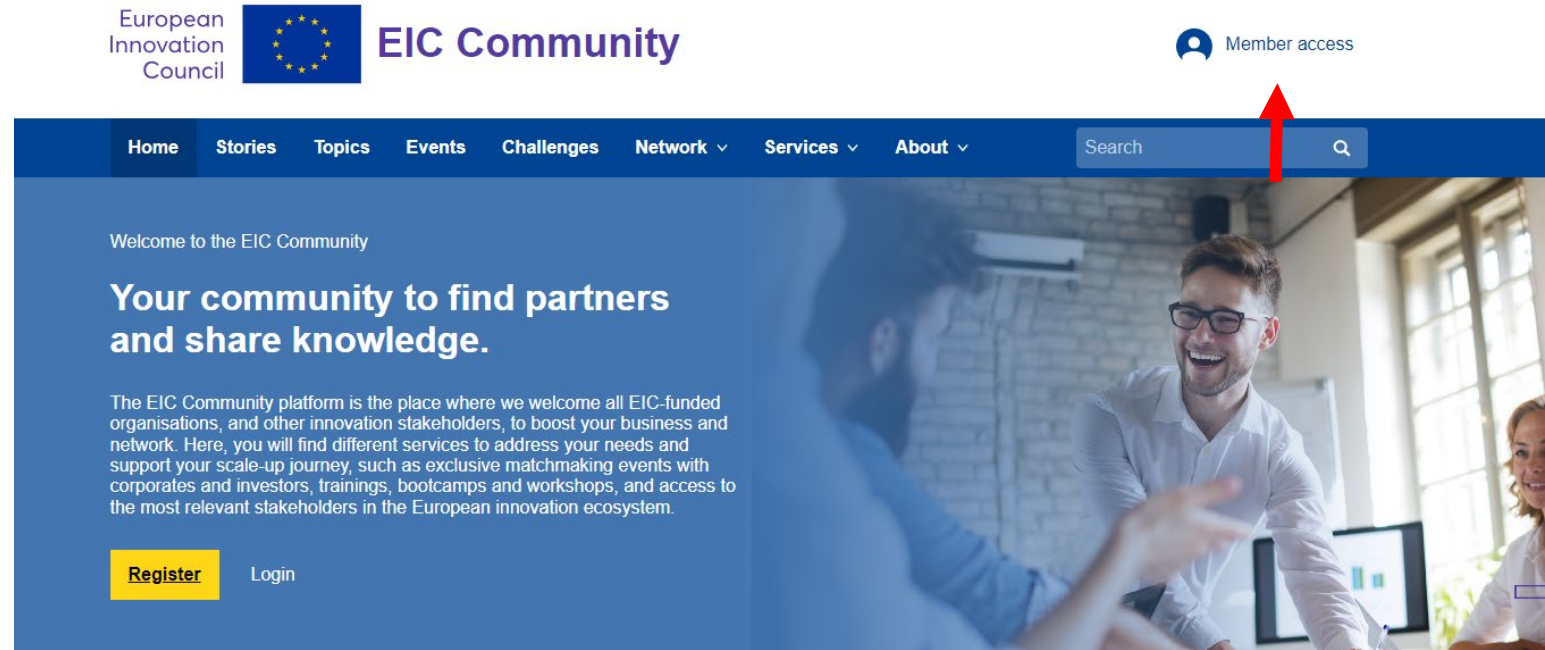
- ✓ Via the European Innovation Council website - BAS
- ✓ Or via **direct link!** 😊


Why should I be there?

- ✓ Open Call
- ✓ Stories
- ✓ Events
- ✓ Challenges, Service Catalogue
- ✓ Partner Calls
- ✓ Network: Org, Members, Groups

How do I register?

- ✓ Choose *Already a member*
- ✓ Use or ECAS log in credentials!



European Innovation Council  **EIC Community**

Member access

Home Stories Topics Events Challenges Network Services About Search

Welcome to the EIC Community

Your community to find partners and share knowledge.

The EIC Community platform is the place where we welcome all EIC-funded organisations, and other innovation stakeholders, to boost your business and network. Here, you will find different services to address your needs and support your scale-up journey, such as exclusive matchmaking events with corporates and investors, trainings, bootcamps and workshops, and access to the most relevant stakeholders in the European innovation ecosystem.

[Register](#) [Login](#)

As an EIC beneficiary, access a one-stop-shop of Business Acceleration Services

The EIC Community platform helps EIC innovators to get established on the European and global markets, by finding peers and business partnerships.

**THANK YOU
VERY MUCH FOR
YOUR ATTENTION**



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