The (theoretical) Benefits

Suppliers

- Access to new/small players
- Shorter Time to market
- Faster company growth
- Attract investors

- New cross-border markets
- Increased export
- Global competitiveness

Policy makers

- Implement political priorities
- Modernize public services
- Improve innovation ecosystem
- Attract (controlled) foreign investment
- Create growth and jobs

- Shared risks & benefits
- Economies of scale
- First customers

Win-win-Win!!

- Better Quality / Price
- Lower risk of modernization

- Shape product development to public needs
- Increase technology knowledge
- Reduce risk in commercial tendering
- Reduce supplier lock-in

- Usage / Licensing rights
- 'First time right' product
- 'EU interoperable'
- Reduce unforeseen expenditure

Procurers

Commission Guidance on Innovation Procurement (2021/C 267/01)

ATTRACTING INNOVATORS

- Engage with the market
- Reduce administrative burden
- Adjusting the selection criteria
- Using lots
- Use of standards, open data, open interfaces and open-source software
- Designing SME-friendly payment schemes
- Developing an ecosystem approach to innovation
- Mobilising innovation brokers

ATTRACTING INNOVATION

- Needs assessment
- Preliminary market consultation
- Technical specification
 - Descriptive requirements
 - Functional requirements
- Variants
- Award criteria
 - Price / Cost
 - BPQR
- IPR Management
- Contract performance clauses