



CERIS SSRI workshop on Innovation Procurement

6 July 2023

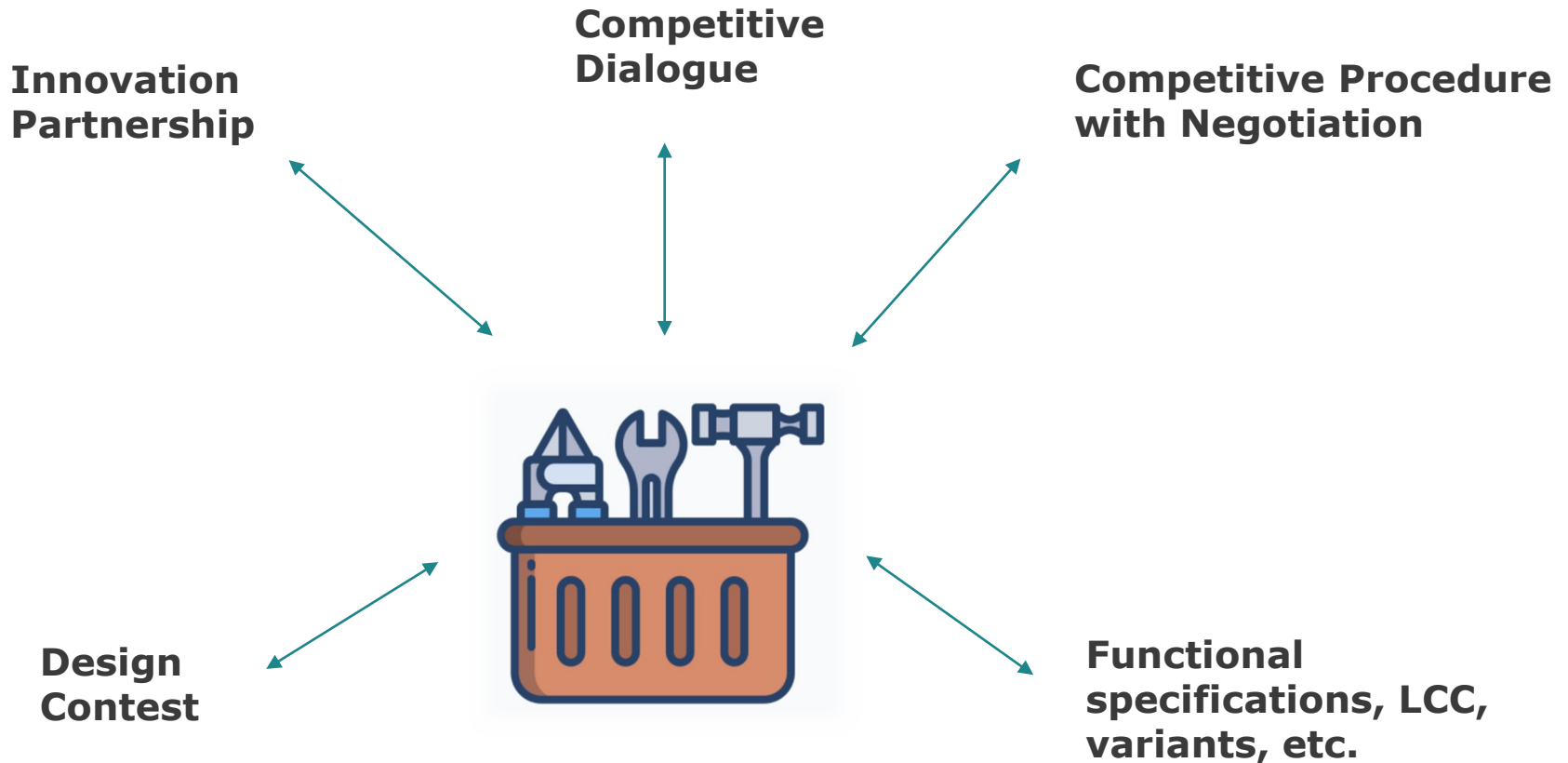
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Content

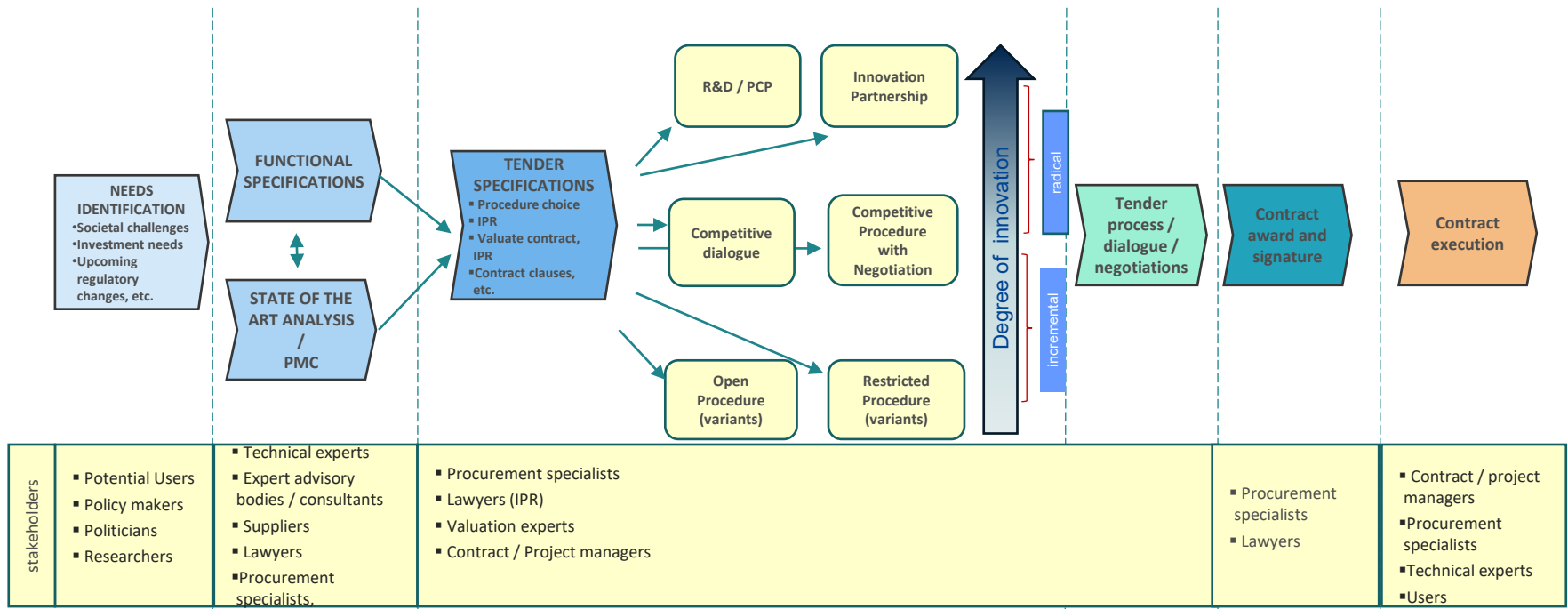
1. The Innovation Partnership
2. Building new knowledge
3. Building Communities (tools and actions)
4. PPI implementation on the ground

The Innovation Partnership (organisation, data & tips)

Toolkit to attract innovators, innovation and to buy it



Innovation procurement process / flowchart



Innovation Partnership : Alternative to PCP + PPI



When:

- "...need for an innovative product, service or works that cannot be met by purchasing products, services or works already available on the market."

Innovation Partnership

- ✓ *When:*
 - "...need for an innovative product, service or works that **cannot be met by purchasing products, services or works already available on the market**"

- ✓ *Award phase:*
 - **Minimum requirements and award criteria not** subject to negotiations
 - Best price-quality ratio only

Innovation Partnership

Execution phase:

- Phases
 - duration and value reflect degree of innovation
 - sequence of steps in R& I

- Intermediate targets
- Payment in appropriate instalments
- Proportionality between value of resulting innovation and investment required for development

Innovation Partnership

Advantages compared to PCP+PPI:

- ✓ R&D and non-R&D-based Innovation
- ✓ Less procedural costs & time
- ✓ Market perspective for the developed innovation

Tips from buyers

- ✓ Take the time to conduct a market consultation
- ✓ Developing a project management culture
- ✓ Get the most out of the preparation phase
- ✓ Negotiate to establish a partnership

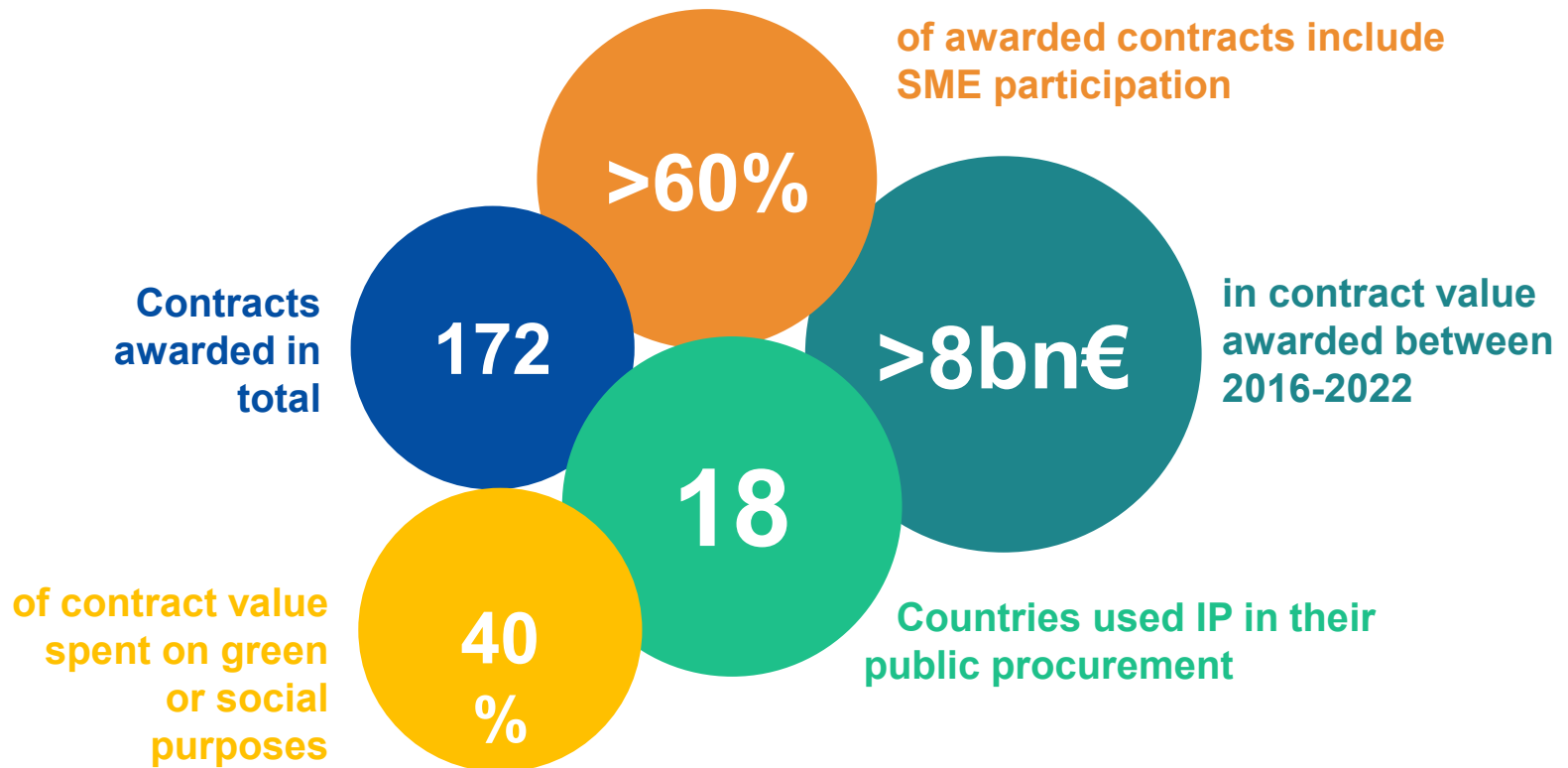


“Look beyond your borders !”

The voice of SME CEOs

- IP procedure as such does not present difficulties for companies (mostly SMEs with less than 10 employees)
- The negotiations were very useful, and not always very easy: agreeing on the objectives of the project, the means and resources made available by the public purchaser, the development phases of the innovation... **It is indeed a question of establishing a partnership!**
- Responding to such a project and developing a new solution brought new knowledge to the companies. There is real value in working with public players

Innovation Partnership (IP) at a glance



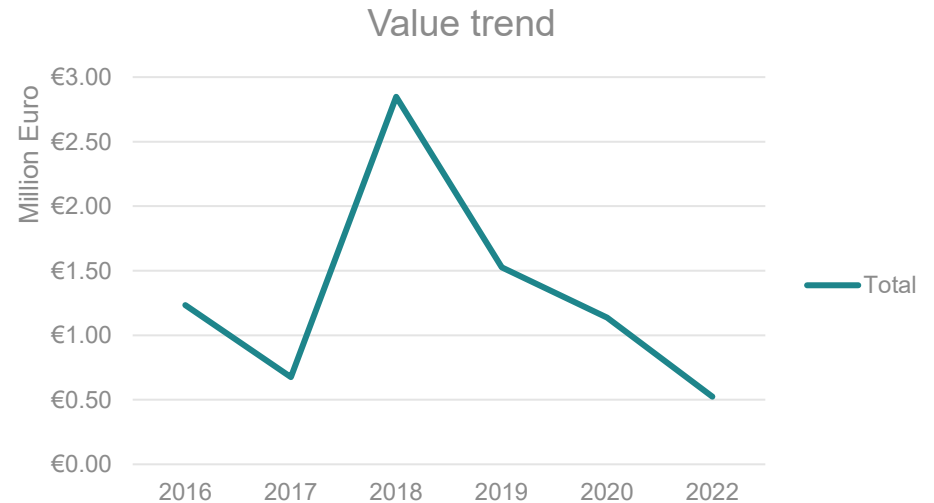
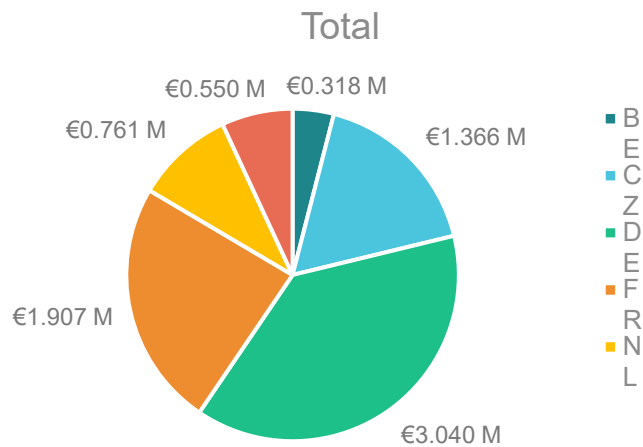
Overview IPs in Defence and Security

Period: **2016-2022**

Number of Contracts awarded: **12**

Total value: 8 M €

Average value: 0.6 M €



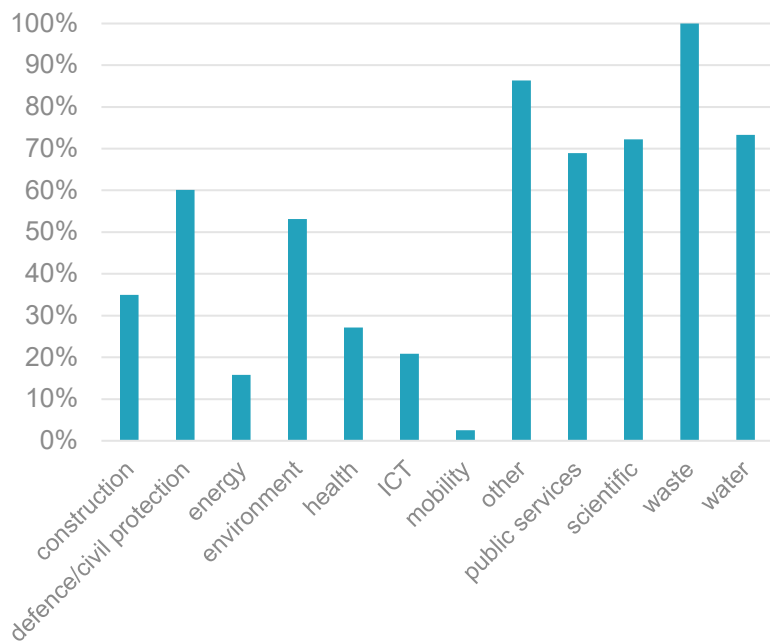
Examples

Buyer	Amount	Description	Year
City of Prague (CZ)	444,617.78 €	Develop and deliver a software tool for crisis management, utilizing modern tools and methodologies.	2022
Ministry of Defence (FR)	674,200.00 €	Develop and acquire driving simulators train tank drivers in various military operational situations, considering different terrains, tactical movements.	2017
Ministry of Defence (FR)	1,232,780.00 €	Study, development and realization of oxygen-regulated breathing apparatus, to carry out rescue interventions in an overpressure submarine.	2016

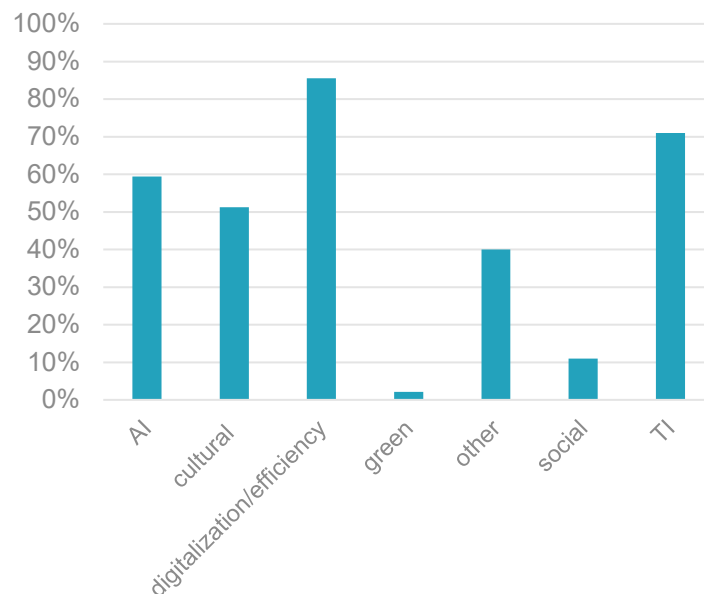
SME participation in IPs

(based on the value of contracts awarded, incl. outliers)

SME participation by sector

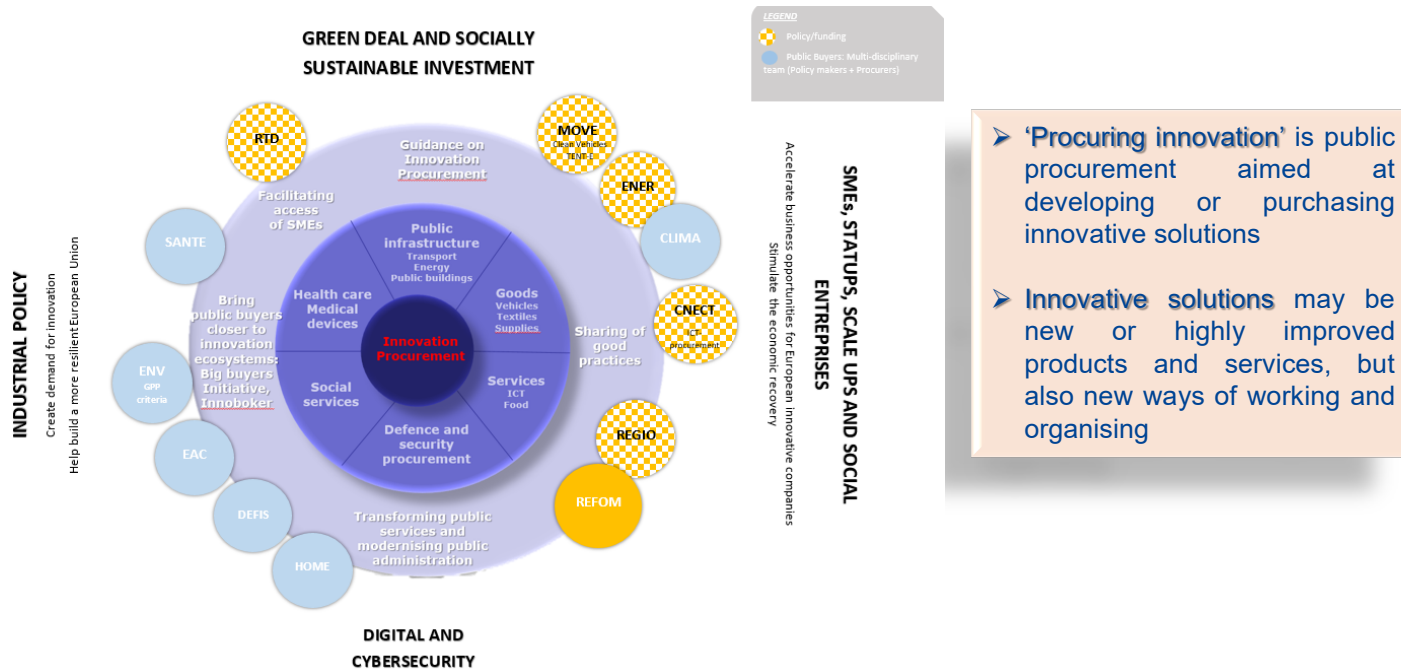


SME participation by policy objective



Building new knowledge

Innovation Procurement in the EU Framework



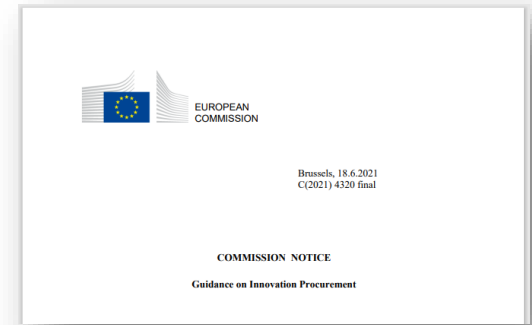
- 'Procuring innovation' is public procurement aimed at developing or purchasing innovative solutions
- Innovative solutions may be new or highly improved products and services, but also new ways of working and organising

Building new knowledge

- “Guidance on Innovation Procurement”
- Innovation Partnership: Quick Guide from Practitioners
- Public Procurement Procedures and Instruments in Support of Innovation
- **2 brochures on start-ups**

Objectives:

- Understand what procedure to use
- The steps to be followed
- Tips from practitioners on the Innovation Partnership



Building new knowledge



↪ Trainings

- ✓ Training programme for CPBs
- ✓ Big Buyers 3 (2 levels)

↪ Study on the Innovation Partnership (in-house study)

↪ Studies on how to price the value in Innovation Partnerships

- ✓ « The theory of strategic options » – Prof. G. Azzone
- ✓ « Coopetitive pricing for innovation value » - Prof. P. Portier
- ✓ « Estimating and negotiating approaches » - Prof. R. Servajean-Hilst

Building communities

Big Buyers Projects

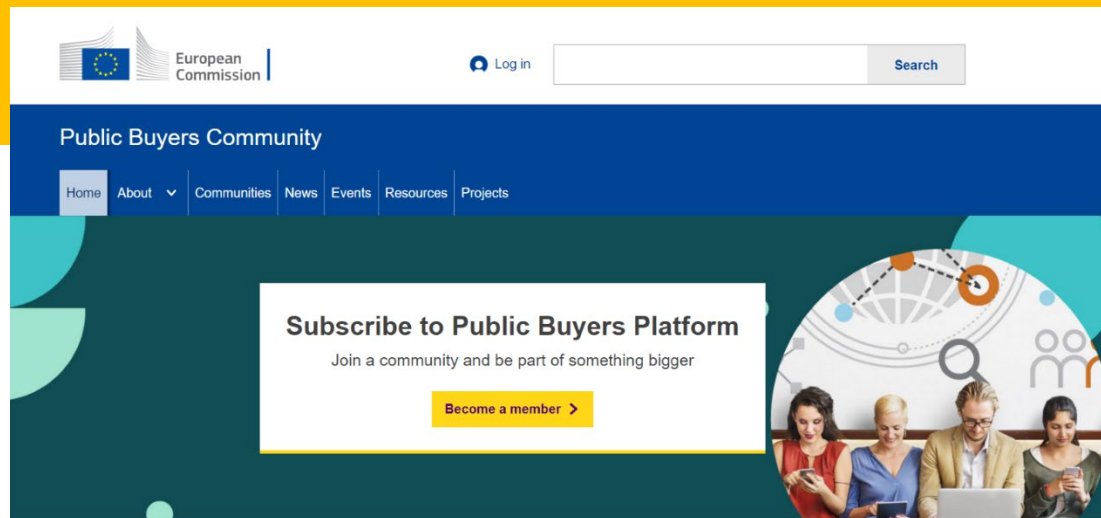
Big Buyers Working Together for bigger impact

- Collaboration of public buyers around unmet needs
- Engage collectively a dialogue with the market
- Shaping the EU market through public demand

10 Working Groups

- Focus: ICT, Green, Health & Social Procurement
- Facilitated collaborations between buyers and suppliers
- Webinars, Hackathons, etc.

Public Buyers Community Platform

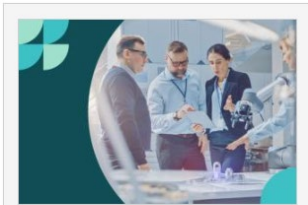


<https://public-buyers-community.ec.europa.eu/>

Mission

- Connect** Empower public buyers and those working in public procurement to join together and connect with the European Commission.
- Inform** Foster the exchange of cutting-edge market intelligence and know-how on public procurement.
- Collaborate** Encourage joint action and systematic collaboration in public procurement.
- Focus** Support the use of public procurement as a gateway to digital, green and social transition pathways.

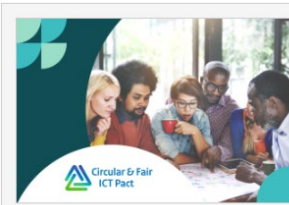
Communities of Practice



72 members

Procurement of AI

Support public buyers in procuring AI-enabled solutions that are trustworthy, fair and secure.



28 members

Circular and Fair ICT Pact

CFIT brings together public and private ICT procurers and governments in a collective movement.



10 members

Central Purchasing Bodies (CPB) Network

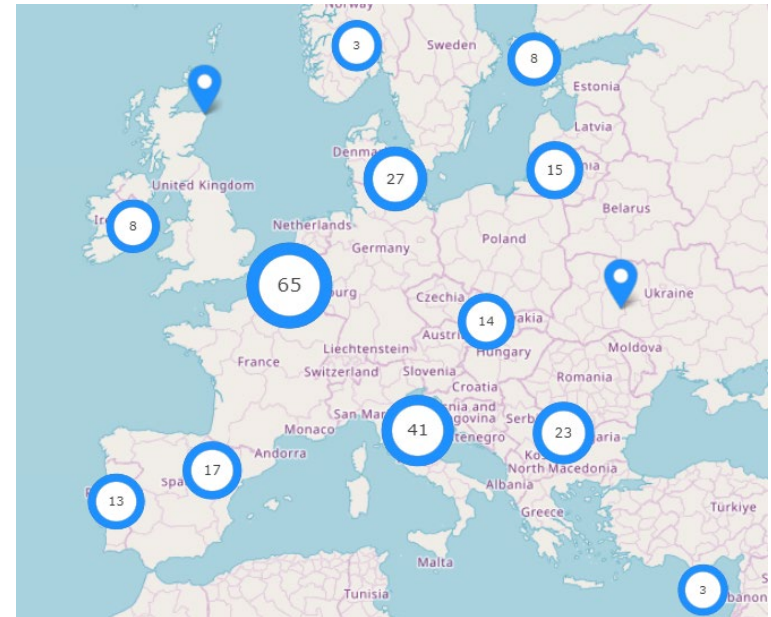
The CPB Network is a European network of national CPBs operating within and outside of the EU.



10 members

Community of Public Buyers for Sustainable Solar PV

Improving quality, sustainability and financial returns on photovoltaic (PV) projects.



PUBLIC BUYERS COMMUNITY
public-buyers-community.ec.europa

Consolidated communities of practice

1. Big Buyer Groups
2. AI community on buying AI
3. CPB Network
4. CPB Alumni Network
5. Sustainable Solar Panels
6. Roll out of BIM in public procurement
7. Legal Review Bodies Network Eastern Europe
8. Network of Competence Centres
9. Circular and fair ICT Pact

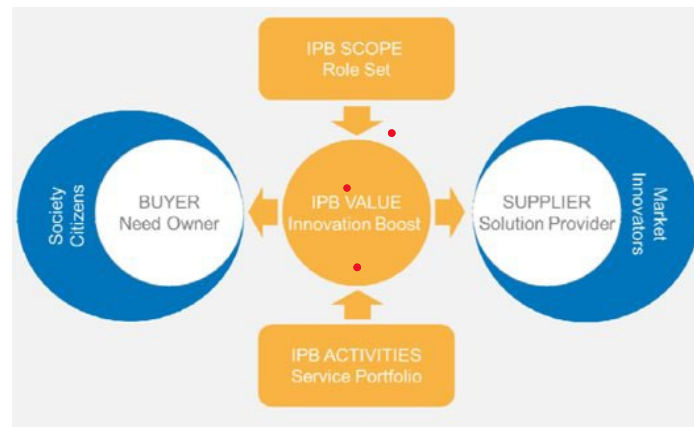
Funded projects: Implementation on the ground

Connecting public buyers with innovation ecosystems



Bringing public buyers and suppliers of innovation together

- ✓ Bridging role between need and solution
- ✓ Facilitating role within procurement cycle
- ✓ Monitoring role for innovation achievement



Co-financing of procurement of innovative solutions

- Call for projects to subsidize:
- ✓ All project-related activities: 90%
 - ✓ The purchase of the innovative solution resulting from the call for tender: 30%



Budget: € 1,5 Million



Budget: € 2,5 Million



Budget: € 2,5 Million

Our monthly newsletter

The Public Procurement Gazette

Smarter, faster and more affordable for better outcomes



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https://single-market-economy.ec.europa.eu/single-market/public-procurement/strategic-procurement/innovation-procurement_en



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Thank you for your attention!



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