



# **INNOVATION PROCUREMENT H2020 SUPPORT**

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# Why innovation procurement ?



# Why Innovation Procurement?

## WIN-WIN FOR THE PUBLIC SECTOR IN EUROPE

- Modernization of public services – improving the quality and efficiency of public services and tackling societal challenges with innovative / breakthrough solutions for the benefit of the citizens
- Smart use of the procurement budget to remove supplier lock-in and obtain more open, standardized and better value for money solutions in a cost effective manner
- In times of economic distress innovation procurement can boost innovation in a country/region without extra funds – only by shifting existing procurement budget towards R&D and Innovation
- Benefits to the local economy- support to the economic activity in sectors related to the innovative solutions purchased or developed
- It can create growth and jobs in Europe (in PCPs, suppliers can be required to do the majority of R&D in Europe)



## WIN-WIN FOR THE PRIVATE SECTOR IN EUROPE

- Can open up market/sales opportunities for innovative companies in Europe
- Demand driven Innovation (through Procurement) helps shortening time-to-market for innovative products/services

## SCALE – UP EUROPE MANIFESTO

Calls on the Member States :

- to open public procurement by supporting more Innovation
- to allocate % of their annual procurement budget (3%) to Pre-Commercial Procurements and (20%) to Public Procurements of Innovative Solutions

# What can countries/cities/regions do?



## Political encouragement

- Modernising public sector 'a priority'  
Quality-efficiency improvement targets  
e.g. Lombardia/IT, UK
- Target % proc budgets to R&D&I  
Monitoring framework  
e.g. UK, NL, ES, Nordics, FR

## Implementation

- Innov Proc Competence center  
Training / assisting procurers  
(e.g. SE, FI, ES, EE, DE)
- Innov Proc financial support program  
(e.g. SE, FI, ES, EE, HU, DE)

## Encourage demand side to meet supply side

- Early notification innov proc needs
- Open market consultations  
Meet the buyers events

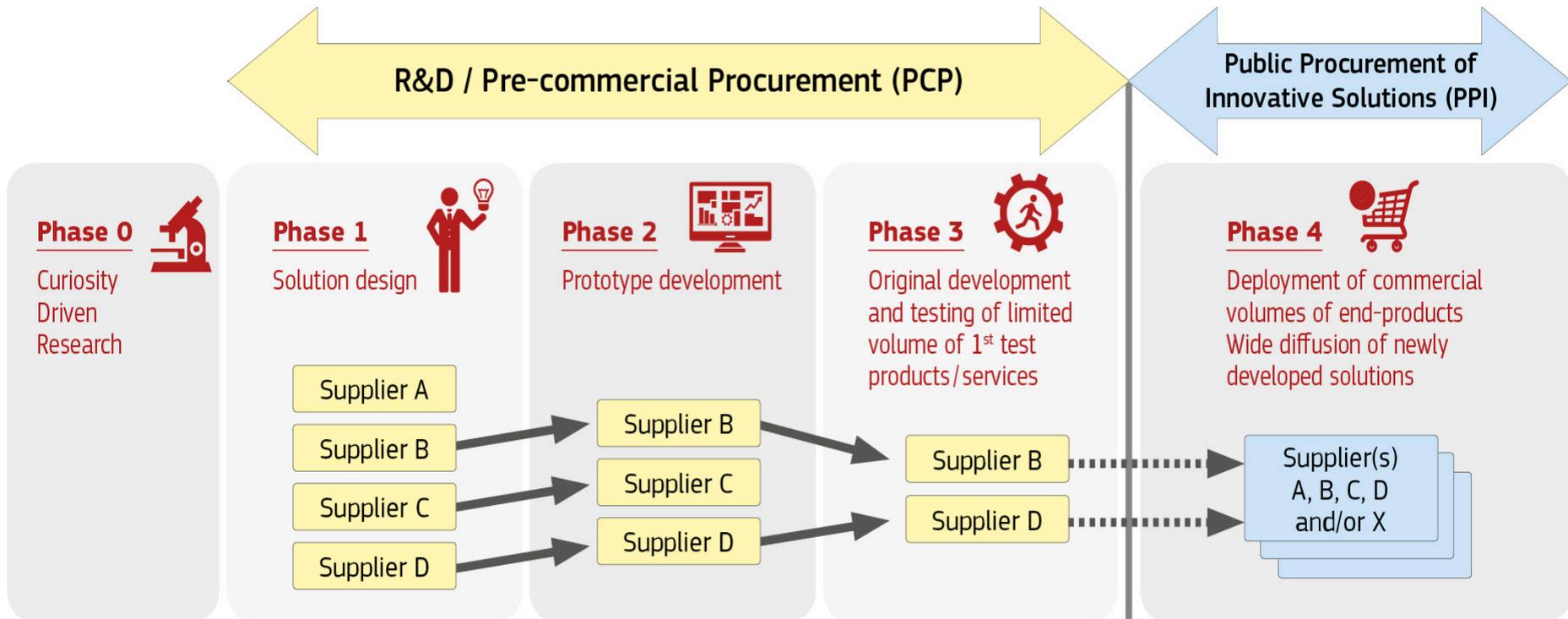
## Leverage EU funding

- Horizon 2020
  - ESIF
  - EIB loans
- } Increased support for innov proc



# **H2020 Support to PCP-PPI actions**

- **PCP** to steer the development of solutions towards concrete public sector needs, whilst comparing/validating alternative solution approaches from various vendors
- **PPI** to act as launching customer / early adopter / first buyer of innovative commercial end-solutions newly arriving on the market



# Forms of support



- ❖ **Coordination and Support Actions (100% funding rate):**
  - Support only coordination activities e.g. preparation of a PCP or PPI by a group of procurers (investigating feasibility to start PCP/PPI, open market consultation with industry before initiating a concrete PCP or PPI etc)
  - CSAs do not provide EU co-financing for an actual PCP or PPI procurement
  
- ❖ **PCP Actions (maximum 90% funding rate):**
  - Provide EU co-financing for an actual PCP procurement (one joint PCP procurement per PCP action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PCP procurement)
  
- ❖ **PPI Actions (35% funding rate):**
  - Provide EU co-financing for the actual PPI procurement(s) (one joint procurement **or several separate but coordinated PPI procurements** per PPI action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PPI procurement(s))



# 2019 calls in support of PCP and PPI

## PCP ACTIONS

- **ICT based solutions for any area of public interest: 6 M€** (ICT-34)
- **Next generation sequencing for routine diagnosis: 40 M€** (BHC-10)
- **Wave energy: 20 M€** (LC-SC3-JA-3-2019)

## PPI ACTIONS

- **Digital health & care solutions for an ageing society: 10 M€** (DTH-05)

PCP actions: co-finance (maximum 90%) actual procurement cost for joint PCPs + coordination costs  
PPI actions: co-finance (35%) actual procurement cost for joint and coordinated PPIs + coordination costs  
CSA actions: co-finance (100%) only coordination costs e.g. procurer networks preparing future PCPs/PPIs

# Examples of EU funded Innovation Procurement Projects

# Examples EU funded PCPS

## CITIES

## Water – Utilities



### SELECT4CITIES



[Select4cities.eu](http://Select4cities.eu)

Antwerpen, Copenhagen and Helsinki are gearing up for the following innovation challenge: how can the cities reinvent themselves as linked and large-scale Internet of Everything (IoE) labs, with easy access to developers and innovators to pilot, test and validate their solutions?

The SELECT for Cities PCP develops an open, service-oriented platform that enables large-scale co-creation, testing and validation of urban IoE applications and services.

### SMART.MET

smart,met 

[smart-met.eu/](http://smart-met.eu/)

In Smart.met seven water utilities undertake a joint PCP to challenge industry to develop more efficient drinking water management solutions, steered through smart meters to improve customer service, decrease operating costs, better prioritize infrastructure investments and contribute to water conservation. The ambition is to arrive to an open standardised framework for smart metering in the water sector to reduce vendor lock-in and enable a whole new wave of innovations to find their way into the water sector.



❑ More info on Innovation Procurement (news, upcoming events and info days, case examples): <http://ec.europa.eu/digital-agenda/en/innovation-procurement>

❑ Ongoing PCP/PPI projects in ICT (and other) domains:  
<https://ec.europa.eu/digital-single-market/en/eu-funded-projects>

❑ Overview ppts and FAQs on H2020 funding for innovation procurement:  
<https://ec.europa.eu/digital-single-market/en/news/calls-eu-funding-opportunities-pre-commercial-procurement-and-public-procurement-innovative>

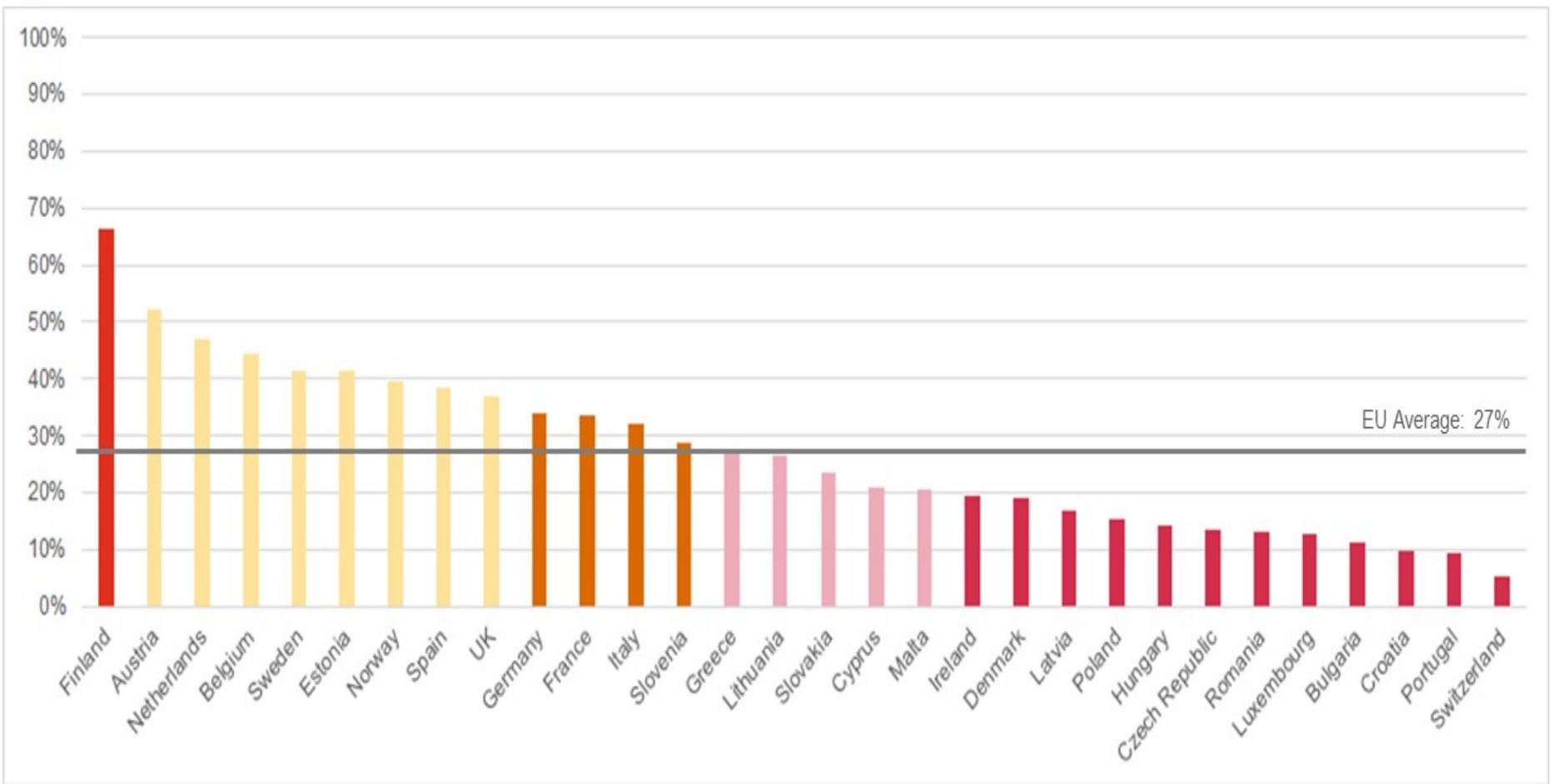
❑ Horizon 2020 online manual about innovation procurement:  
[http://ec.europa.eu/research/participants/docs/h2020-funding-guide/cross-cutting-issues/innovation-procurement\\_en.htm](http://ec.europa.eu/research/participants/docs/h2020-funding-guide/cross-cutting-issues/innovation-procurement_en.htm)

❑ Info about scope of each call topic, online drafting and submission of proposals on H2020 participants portal:  
[http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/search/search\\_topics.html](http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/search/search_topics.html)

# **Benchmarking of national innovation procurement policy frameworks findings of the Study : Smart 0040/2016**



Country	TOTAL	S-score	Cluster
Finland	66,5%	2,7	Strong performer
Austria	52,3%	1,7	Good performer
Netherlands	46,9%	1,4	Good performer
Belgium	44,4%	1,2	Good performer
Sweden	41,5%	0,1	Good performer
Estonia	41,4%	1,0	Good performer
Norway	39,5%	0,8	Good performer
Spain	38,3%	0,8	Good performer
UK	37,0%	0,7	Good performer
Germany	34,1%	0,5	Moderate performer
France	33,6%	0,4	Moderate performer
Italy	32,3%	0,4	Moderate performer
Slovenia	28,7%	0,1	Moderate performer
Greece	26,9%	-0,02	Modest performer
Lithuania	26,4%	-0,1	Modest performer
Slovakia	23,5%	-0,3	Modest performer
Cyprus	20,8%	-0,4	Modest performer
Malta	20,6%	-0,5	Modest performer
Ireland	19,6%	-0,52	Low performer
Denmark	19,2%	-0,54	Low performer
Latvia	16,7%	-0,7	Low performer
Poland	15,3%	-0,8	Low performer
Hungary	14,4%	-0,9	Low performer
Czech Republic	13,6%	-0,9	Low performer
Romania	13,3%	-1,0	Low performer
Luxembourg	12,6%	-1,0	Low performer
Bulgaria	11,1%	-1,1	Low performer
Croatia	9,6%	-1,2	Low performer
Portugal	9,5%	-1,2	Low performer
Switzerland*	5,3%	-1,5	Low performer



■ Strong performers  
 ■ Good performers  
 ■ Moderate performers  
 ■ Modest performers  
 ■ Low performers

## INDICATOR 2 – HORIZONTAL POLICIES

### SUBINDICATOR REGIONAL/URBAN POLICY

	Country wide	Not country wide	No recognition
Regional/Urban policy	BG, CZ, EE, EL, ES, FI, HU, LT, PL, PT, RO, SI, SK, UK (14)	AT, BE, DE, DK, FR, IT, (6)	CY, CH, HR, IE, LV, LU, MT, NL, NO, SE (10)

***In 14 countries (BG, CZ, EE, EL, ES, FI, HU, LT, PL, PT, RO, SI, SK, UK) the strategic importance of innovation procurement for regional/urban development is recognised in the national regional and urban policy framework for the whole country. In these national strategies, in most cases the regional actions in the innovation procurement field are foreseen in the context of the ESIF smart specialization strategies that are implemented by regional authorities.***

***6 countries (AT, BE, DE, DK, FR, DE, IT) do not recognise the strategic importance of innovation procurement for regional/urban development for the whole country, but only in certain regions:***

***In 10 countries (CY, CH, HR, IE, LV, LU, MT, NL, NO, SE) there is no recognition yet of the strategic importance of innovation procurement in regional/urban policies at national or regional level.***

Draft results of the benchmarking of national policy frameworks for innovation procurement across the 28 European Member States, Norway and Switzerland.

Any comments on the country profiles? Good practice examples you want to share?

**Let us know via the online consultation**

<https://ec.europa.eu/digital-single-market/en/news/online-consultation-benchmarking-national-innovation-procurement-policy-frameworks>

# **NETWORK OF INNOVATION PROCUREMENT COMPETENCE CENTERS**

# NETWORK OF COMPETENCE CENTERS ON INNOVATION PROCUREMENT ACROSS EUROPE

□ <http://procure2innovate.eu/>

**The Procure2Innovate project establishes or expands competence centres for innovation procurement in 10 EU Member States.**



**The project foresees the expansion of, and improvement of services at, five existing competence centres in: Austria, Germany, the Netherlands, Spain and Sweden. During the course of the project, new competence centres will also be created in five additional countries: Estonia, Greece, Ireland, Italy and Portugal.**



**Thank you very much  
for your attention**

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