

Learntech Accelerator

**Workshop on innovation procurement
May 2nd 2019**

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Startup Europe Regions Network (SERN)



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 779803

— Agenda

- 1 What is LEA? Find out what LEA has to offer to you!
- 2 Innovation Procurement
- 3 Webinars & Dissemination





- Offers innovation procurement support & help to apply for funding
- Prepares new innovation procurement projects
- Join the network



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What LEA Offers to Learntech suppliers:

1. **Testing Access** to LEA School Labs in 6 European countries
2. **Webinar engagement** with buyers - come to present your service to our network!
3. **Funding opportunities** through innovation procurement projects



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www.learntechaccelerator.eu/followlea/

— Find out what LEA has to offer to you!



PROCURERS

Representing the demand side of learning technology procurement, procurers monitor and steer the invested R&D (research and development) progress in a dialogue with the suppliers. Procurers have a demand perspective with financial and technical benefits on local and regional levels. LEA will bring learn-tech procurers together into a Europe-wide network.

BENEFITS FOR PROCURERS IN THE LEA PROJECT

- Pedagogical, financial, and technical benefits.
- Solutions based on real needs and end-users' feedback.
- PCP can change, influence, and improve learning technology.
- PCP places procurers (with their schools) in the "driver's seat of innovation".
- Increased competence and understanding of the learntech market.
- Direct dialogue with the suppliers.



— Find out what LEA has to offer to you!



SUPPLIERS

Suppliers enable end-user interaction early in the process in order to achieve an increased opportunity for a more customised system development. The supplier stakeholder group for learning technology includes small and medium-sized businesses (SMEs), start-ups as well as market leaders.

BENEFITS FOR SUPPLIERS IN THE LEA PROJECT

- Access to needs, test environments and the market.
- Early engagement of end-users.
- User-driven methodology and a go-to-market approach.
- Dialogue with customers during the development process.

— Find out what LEA has to offer to you!



LEARNTECH EXPERTS

Learning technology experts act as an intermediary between suppliers and schools, assisting the dialogue between supply and demand in the learning technology procurement process. They provide a beyond-user experience perspective on innovations and take this perspective to quality assure the EU policy alignment. While doing so, they add benefits for many member states of the PCP investment. One of the main purposes of the LEA project is to assist consortiums to apply for funding in the learn tech procurement area. For this purpose, a variety of technological expertise is needed to assist the dialogue between supply and demand sides.

WHAT LEA CAN OFFER TO LEARNING TECHNOLOGY EXPERTS?

- Help envision the future of Learn tech 2030: participate in our open market consultation workshops and global think tanks.
- Find out about future market needs.
- Connect with a network of procurers supported by other stakeholders.
- Contacts for collaboration, data collection, joined research.
- LEA forms scientific evaluation panels for learning analytics, the use of AI in PLEs, and future technologies (VR, AR, MR, IoT, robotics etc.)
- Short term (one- or two-day) consulting jobs are available.

DO YOU SPEAK BOTH TECHNOLOGY AND TEACHER/STUDENT LANGUAGE?

LEA could use your expertise! For consulting jobs, please contact the LEA coordinator Kati Clements: +358505631805



— Find out what LEA has to offer to you!





SCHOOLS

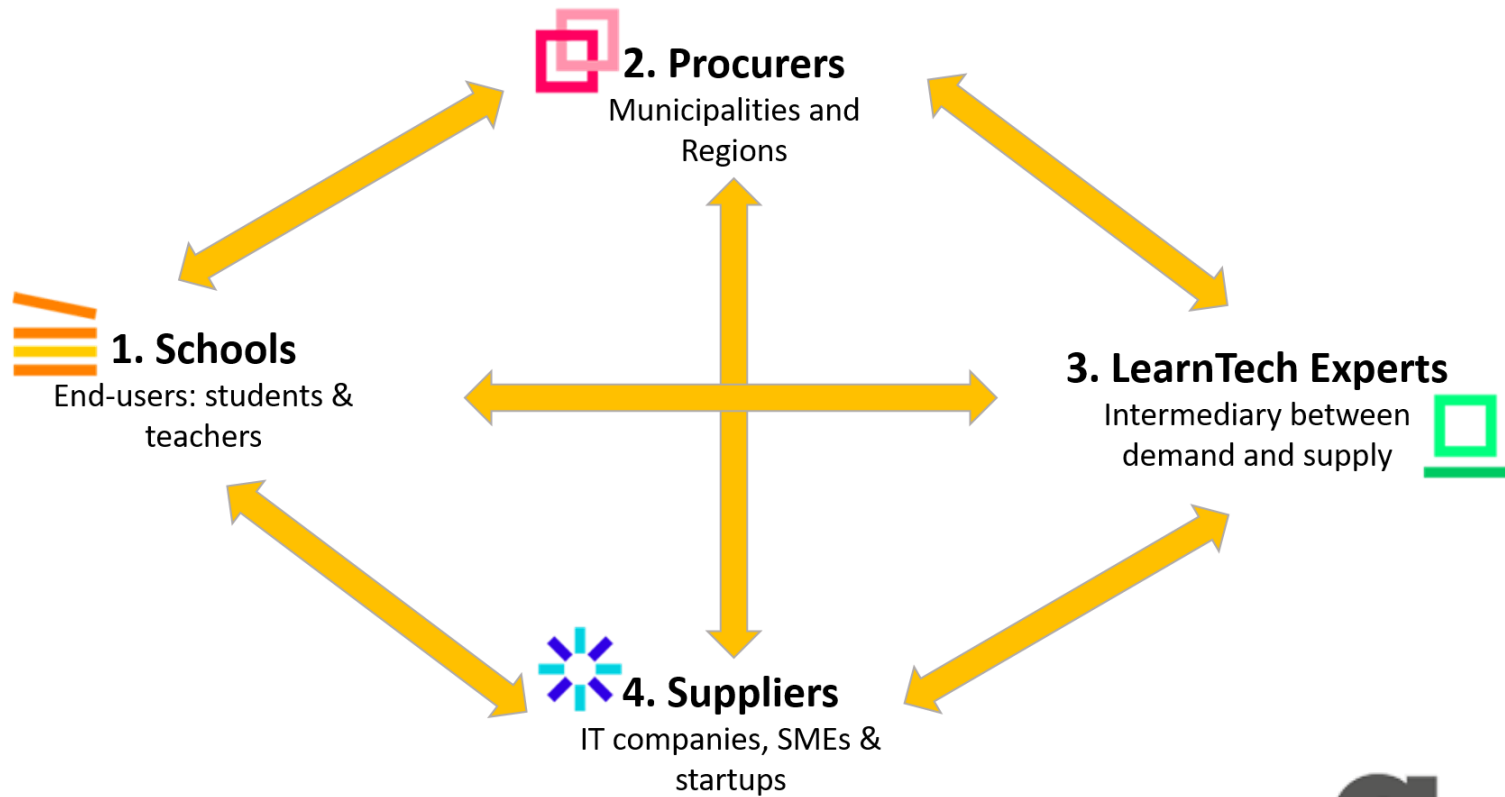
Schools are the end-users of learning technologies and thus participate in the co-development of future innovations, gain competences in learning technology and provide feedback to procurers on the developed innovations. **LEA School Labs** co-design future learn tech innovations with students and teachers.

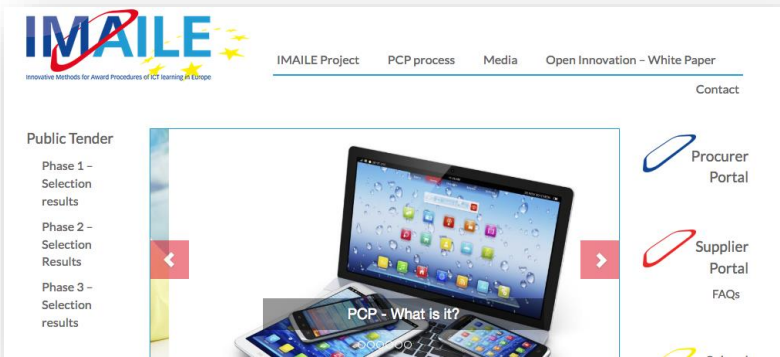
BENEFITS FOR SCHOOLS IN THE LEA PROJECT

- Increased digital competence and a strengthened EU STEM / PLE profile.
- Democratic processes include schools as co-developers of future technologies which cater to their needs.
- Direct meetings in the classrooms between young EU citizens and the innovative industry.
- Direct dialogue with the market which develops digital tools for education.

 [More about LEA school labs!](#) 

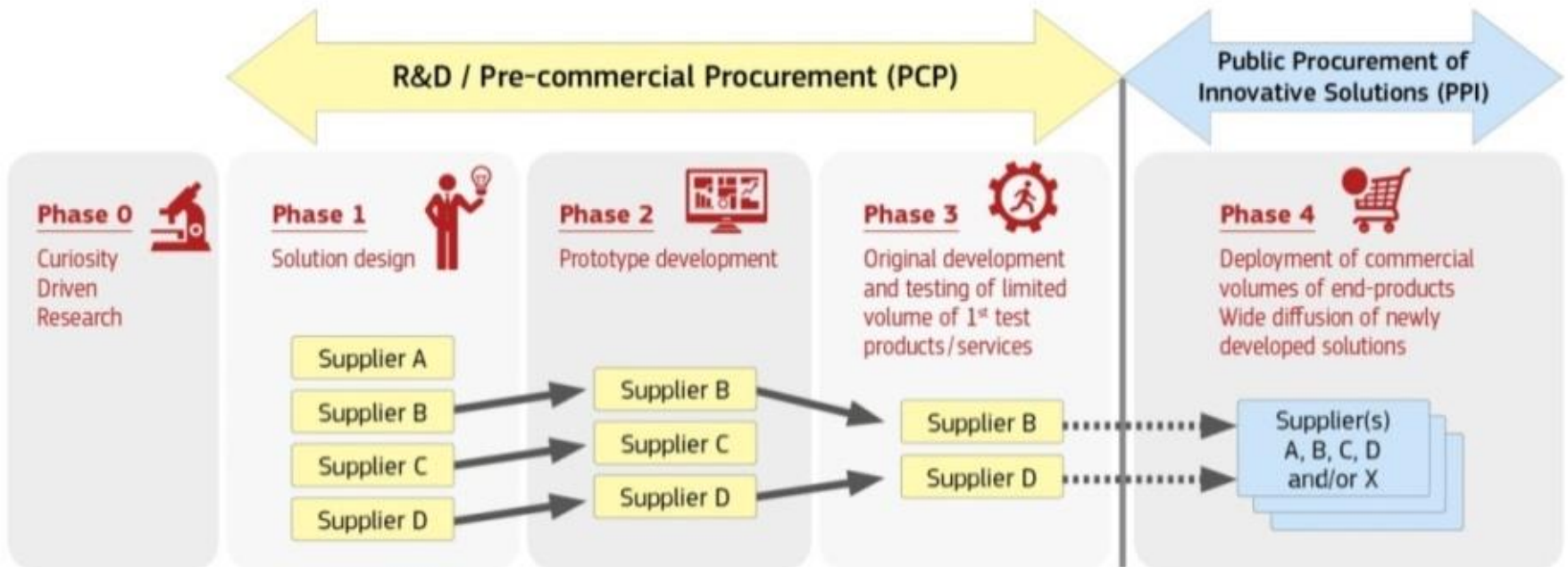
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PLEASE PPI



PPI PLEASE RATIONALE & NEEDS



PLEASE PPI overall objective is to make the innovation procurement process attractive for all suppliers providing a simplified and easier access for European SMEs and startups to ensure the purchase of the **most innovative** personal learning technology available on the market.

The buyers group has the intention to buy the most innovative PLE K12 systems on the market with the following functionalities:

- PLE must be easy to use and it must motivate and support students with their learning goals (save resources on teacher training and create a real impact on personal learning for municipalities)
- PLE must save teachers time. (save resources and time for municipalities)
- PLE must be used everywhere and with every operating systems and devices. (enable learning to take place everywhere, and ensure interoperability with existing systems used by municipalities)
- PLE should early recognize school dropouts. (one early dropout can cost up to 1.5 million euro in tax money for a municipality in a lifetime)
- PLE should support to work with transversal / future skills. (municipalities need citizens prepared for the future)

LEA Webinars: every other Wednesday 11:30



LATEST WEBINAR

WEBINAR 12: WEDNESDAY, 03 APRIL 2019

Topic: **Virtual Reality Innovation** by VRLab
Expert: *Jens Richling (VRLab Academy)*



LEA Webinars talk about innovation procurement in the learning technology field. In these webinars you will learn about innovation procurement instruments such as PCP, PPI, innovation partnerships, what is currently available in the learning technology market 2018 and how to apply for additional funding. In each webinar, Innovation procurement and learning technology experts will discuss these topics for about 15-20 minutes, after which participants can join the discussion.

Webinars take place every second Wednesday at 10:30am CET
Join for free at Adobe Connect: <https://connect.jyu.fi/lea>

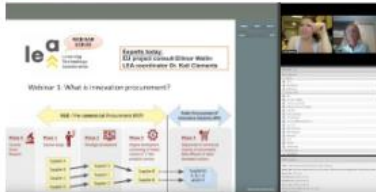
<https://www.learntechaccelerator.eu/webinars/>



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UPCOMING WEBINAR SESSIONS



WEBINAR 13: DATE TO BE ANNOUNCED

Topic: **Open Market Consultation Methodology**
Expert: To be announced

WEBINAR 14: 22 MAY 2019

Topic: **Artificial Intelligence in Education**
Expert: *Fabrizio Cardinali*

WEBINAR 15: 05 JUNE 2019

Topic: **Changing the assessment culture in schools through analytics**
Expert: *Markus Packalen, Qrid*

JOIN US FOR ALL WEBINARS AT 10:30AM CET:
ADOBE CONNECT - [HTTPS://CONNECT.JYU.FI/LEA](https://connect.jyu.fi/lea)

More dates and topics to come!

To rewatch previous episodes, please scroll down or go to our [YouTube channel](#).

<https://www.learntechaccelerator.eu/webinars/>





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