



# **Pre-commercial procurement in robotics**

## **HORIZON 2020 - ICT 27(d)**

# EU robotics funding – background

- *About 20 new projects launched every year*
- *€70m–€80m funding for new projects per year*
- *Almost 100 projects currently, with 700+ partners*
- *Impressive results, a vibrant multidisciplinary community and critical mass*
- *However, research results do not translate sufficiently into innovative solutions, start-ups and new businesses*

# EU activities in Robotics – H2020 context

- *EU framework programme for Research & Innovation – Horizon 2020 (2014-2020)*
- *Combines a number of previous funding programmes*
- *More emphasis on innovation*
- *Broad range of instruments: **pre-commercial procurement (PcP)**; industry-academia cross-fertilisation; benchmarking, shared resources and assessment; as well as classical collaborative projects*

# What are PCP co-fund actions in robotics?

*Funding instruments that aim to encourage*

- *public acquisition of research*
- *development and validation of new solutions that can bring significant improvements in areas of public interest*
- *opening market opportunities for industry and researchers active in Europe*

## • **How does it work in robotics?**

### *Public sector*

- *buys R&I from several suppliers in parallel (comparing alternative solution approaches)*
- *evaluates progress after critical milestones (design, prototyping, test phase)*
- *risks & benefits of R&I (e.g. IPRs) shared with suppliers to maximise incentives for wide commercialisation*

## ICT 27.d Pre-Commercial procurement in robotics

*Demand-driven PCP actions will be pursued in the area of smart cities. Actions will aim at but not be limited to one or several of the following topics: waste management, transport (with focus on smart mobility), the provision of city-wide utilities and services, the provision of healthcare, social care and education (including social innovation). Actions will be expected to show how the PCP instrument and procurers will be mobilised to develop new robotics related solutions in a smart cities context. The Commission considers that PCP proposals requesting a contribution from the EU of between EUR 5 and 7 million would allow this area to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts.*

- *Gathering public procurers with common needs.*
- *One large project (up to 7M€) including 2 major components.*
  - *Refining requirements; organizing the selection of suppliers and evaluation of progress.*
  - *RTD work to be procured.*
- *End-user integration absolutely essential.*



## ICT 27(d) – 2017: Robotics

- ***What should a PcP project do in practice, in Robotics?***
- *Bring together public procurement authorities with common needs, ideally in one large project, to develop and refine their requirements and objectives in respect to the robotic solutions they wish to acquire, organise the selection of RTD service suppliers , monitor the selection progress and procure the actual RTD work. Examples of PcP projects in other domains include SMART@FIRE <http://www.smartatfire.eu> and SILVER <http://www.silverpcp.eu/>.*

## **ICT 27(d) – 2017: Robotics**

***PCP will further enable prototype development and stimulate deployment of industrial and service robotics.***

*The expected impacts for the PCP are:*

- *Proof-of-concept and validation of robotics technology in the smart city context, to encourage procurement by smart city stakeholders of robotics technology for the benefit of citizens in everyday civic applications.*
- *New market opportunities for robotics technology suppliers to the smart city sector.*
- *Inroads into the defragmentation of the market and potential elaboration of standards for public procurement in this domain.*





*Do not miss the next events:*  
***BROKERAGE EVENT*** dedicated to the *ROBOTICS*  
*CALL BRUSSELS* ***5 December 2016***  
***<http://sparc-robotics.eu/>***

**Thank you!**