IMAILE
Europes first PCP - Education

Ellinor Wallin Project Manager

PCP from demand-side perspective

- IMAILE PCP in a nutshell
- Background, why PCP approach and Challenge
- IMAILE legacy , lessons learned and future plans
- IMAILE results YIPTREE and AMIGO

IMAILE in a nutshell

- First **PCP (Pre-commercial Procurement)** of Education at EU level
- February 2014 – January 2018
- 10 partners in 7 countries
- 4 partners Buyers Group (Se, Fi, De, Es)
- Support organisations PCP, ICT and Dissemination
- Total budget 5.5 million euro
- Funded by EC (75%) and procurers (25%) FP 7 program

Background – WHY

2010 – 2012 SMILE Interreg project ICT / STEM infrastructure
Result: Many systems, solutions and apps on the market but **no
development of Innovative ICT based upon real needs**

Prestudy - PCP as a tool ICT 2013 8.2.a submission 16 / 4 2013

*" We won and via PCP we have managed to shared risks & funding with
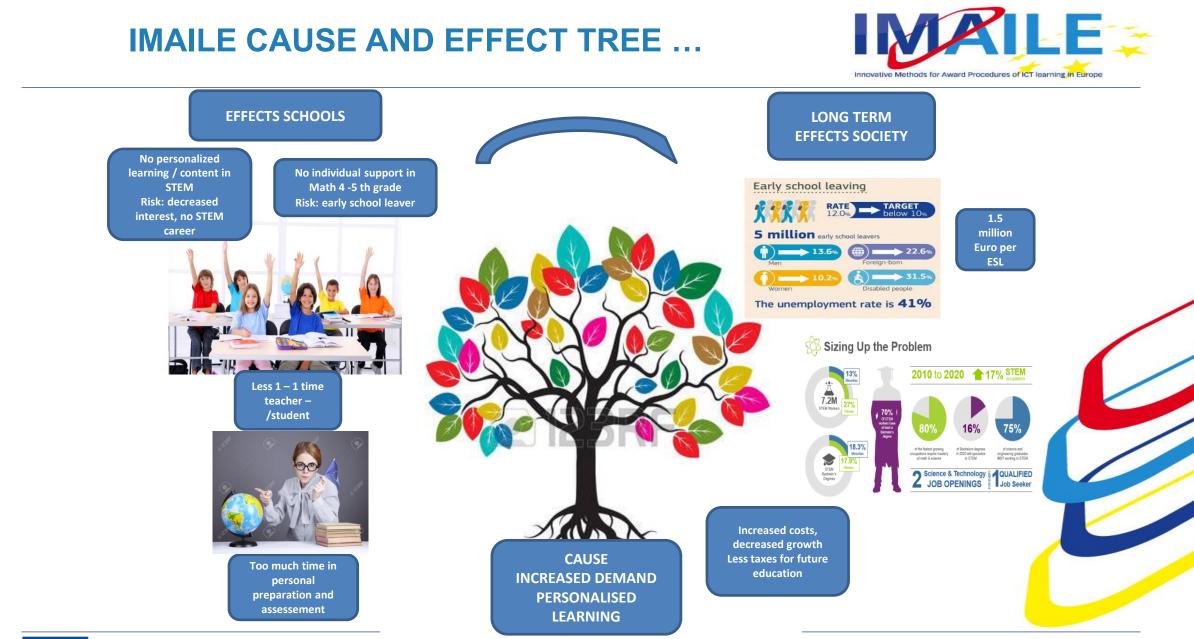other procurers to develop learning technology according to our needs "*

IMAILE PRE STUDY NEED & CHALLENGE

INCREASED DEMAND OF PERSONALIZED LEARNING

How can innovative technology support ONE teacher to adress each student (average 23) on personal level according to their needs , interests, motivation and skills in STEM subjects?
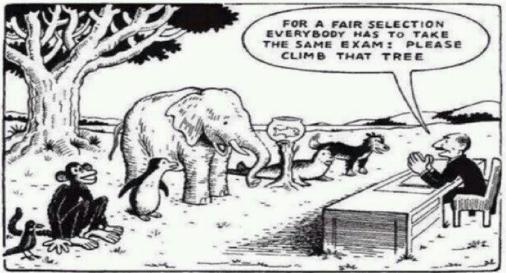

Can mulitiply like a 8 grader

Dreams of an astonaut career

Speaks only Romanian

Loves basket

Has Dyslexia

Never completes her Math tasks

IMAILE CAUSE AND EFFECT TREE …

EFFECTS SCHOOLS

No personalized learning / content in STEM
Risk: decreased interest, no STEM career

No individual support in Math 4 -5 th grade
Risk: early school leaver

LONG TERM EFFECTS SOCIETY

1.5 million Euro per ESL

Less 1 – 1 time teacher – /student

Too much time in personal preparation and assessement

CAUSE INCREASED DEMAND PERSONALISED LEARNING

Increased costs, decreased growth Less taxes for future education

IMAILE 21st CENTURY STEM PLE

LEAVE "ONE SIZE FITS ALL IN SCHOOL" FOR REAL

IMAILE PCP METHODOLOGY
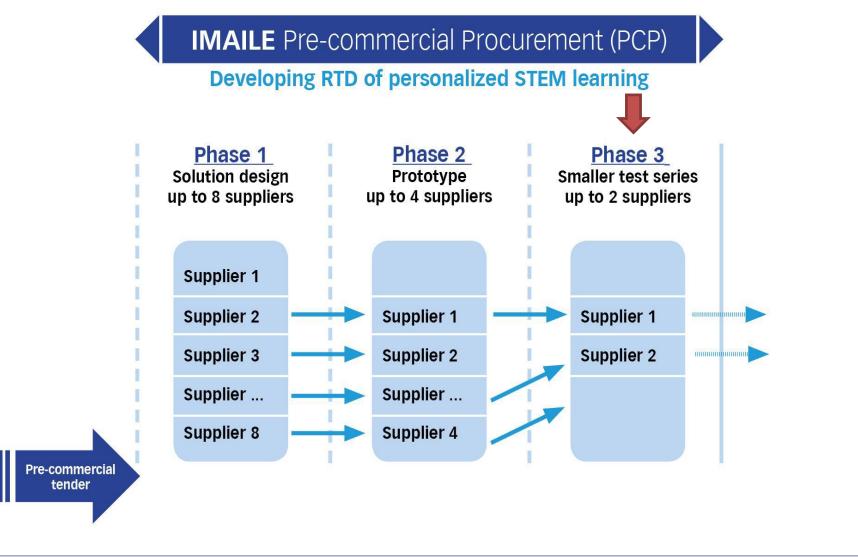
PHASES	CONTENT	FOCUS	TIME/ YEAR
1	Phase of needs-assement	Buyers group needs is always in priority	Proposal Year 1
2	Phase of market analysis	Market analysis desktop Events and workshops	Year 1-2
3	Phase of Innovation Gap	Confirm a PCP approach	Year 2
4	Phase of Launching the PCP call	Open call for tenders on TED	Year 2
5	PCP in 3 stages	Monitoring & dialogue in 3 stages	Year 3& 4
6	Standardization	Two final PLE/ STEM ready for PPI	Year 4

Status IMAILE October 2017

IMAILE Pre-commercial Procurement (PCP)

Developing RTD of personalized STEM learning

Phase 1
Solution design
up to 8 suppliers

Phase 2
Prototype
up to 4 suppliers

Phase 3
Smaller test series
up to 2 suppliers

Phase 1	Phase 2	Phase 3
Supplier 1		
Supplier 2	Supplier 1	Supplier 1
Supplier 3	Supplier 2	Supplier 2
Supplier ...	Supplier ...	
Supplier 8	Supplier 4	

Pre-commercial tender

Top recommendations & tips

Challenge	Solutions
Network / partners	Important with **technical & PCP skills within consortium** to support procurers
Identify PCP challenge and needs	Workshop, surveys during proposal stage. Make sure to have a **common understanding o**f the Challenge/ problems to solve in all countries.
Dialogue demand / supply side	Steer the process early & explain your needs over and over again based upon the **Challenge Brief**
Stand alone PCP projects	Use support from "PCP familiy **"** EC events, PCP meetings IMAILE provides **Guidelines and methods to share**

Demand side – WHY PCP?

TOOL TO CHANGE / INFLUENCE
Public organization in driver´s seat of innovation

DEMAND AND SUPPLY SIDE DIALOGUE

TESTING WITH REAL END USERS AND IN REAL ENVIRONMENTS (SCHOOLS)

IMAILE LEGACY

- PCP Lessons learned and Guidelines
- LEA project to initiate a PPI and proceed with Innovative procurement
- Two STEM PLE:s in TRL level 5 – 7 ready for PPI

SUMMING UP
Challenging but still ☺

Sign up to our Newsletters ,follow us at LinkedIn, Twitter & stay tuned for lessons learned !

Follow LEA-N project proposal and join as observer city 2018 – 2020

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