



Bundesministerium  
für Wirtschaft  
und Energie

**KOINNO**  
EU-KONTAKTSTELLE  
INNOVATIVE BESCHAFFUNG

# German competence centre and support for innovation procurement

Doris Scheffler

Competence Centre for Innovation Procurement, Germany

c/o ZENIT GmbH

[www.koinno-bmwi.de](http://www.koinno-bmwi.de)



## Key Facts

### Zentrum für Innovation und Technik in Nordrhein-Westfalen GmbH

#### Mission

Support of innovation and technology, above all in SMEs, in North Rhine-Westphalia

#### Management

Dr. Herbert Rath  
(Managing Director)

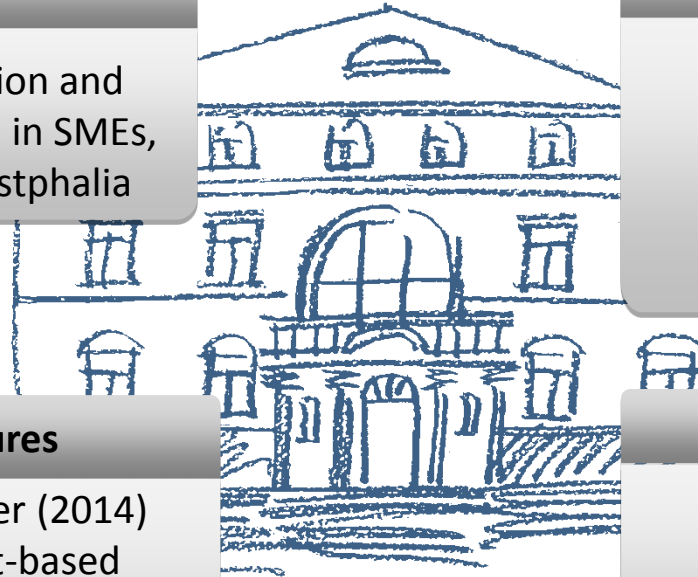
Dr. Karsten Lemke  
(Authorized Signatory)

#### Facts and figures

€ 3,9 million turnover (2014)  
Non-profit, project-based business, regional (NRW), nationwide and EU clients, established in 1984

#### Personnel

Approx. 50 employees  
Interdisciplinary team





# Consulting Fields

## Priorities and areas of expertise



### Europe

EU information  
Internationalisation strategies  
Cooperation partner search

### Funding

Information on funding  
Evaluation of project ideas  
Choice of programme  
Application support

 **Funding Hotline (0208 30004-39)**

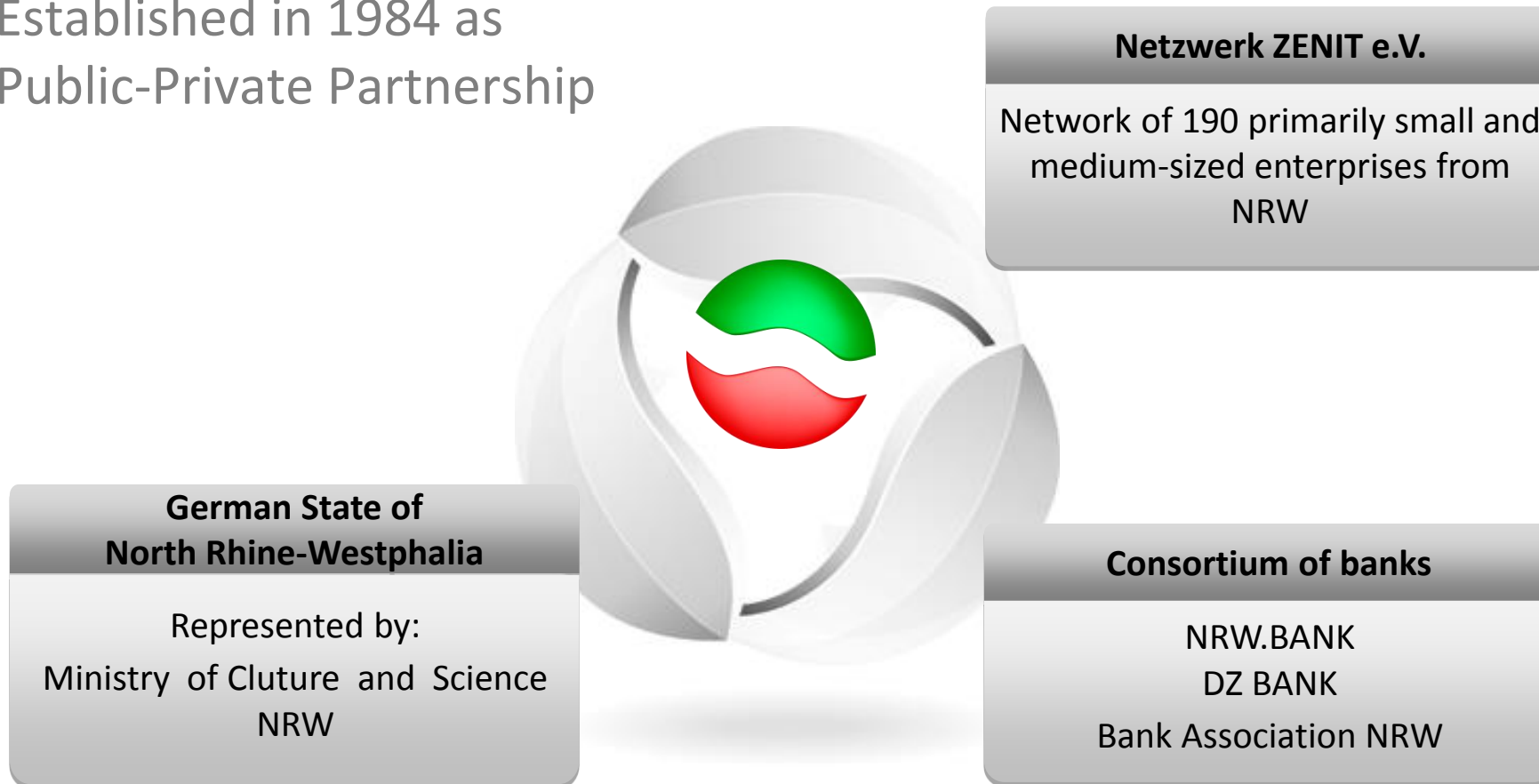
### Innovation

International  
technology transfer,  
innovation management,  
technology searches and  
appraisals



# Shareholder

Established in 1984 as  
Public-Private Partnership





## EU Contact Point for Public Procurement of Innovation

- Since 01.01.2017 ZENIT is part of KOINNO – the competence centre for innovation procurement in Germany as EU Contact Point for PPI
- Our aim:  
enhance the number of German participants in EU projects for PCP and PPI
- We are supporting public procurers successfully in EU projects since 2012 in NRW



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## Barriers to Innovative Procurement

- Disregard of life cycle costs
- Mentality of security
- Lack of support by strategic decision-makers
- Lack of market know-how
- Lack of communication with users and other procurement offices



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## Incentives to tackle bottle necks

- None!
- For successful proposers in EU projects NRW offers an incentive up to 200.000 €



## Support / assistance to procurers

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### Objective:

Information pool of knowledge and experience in public procurement



- Information
- Awareness rising
- Prize for good practices
- Individual consultancy
- International networking





## Support / assistance to procurers

### Awareness Rising



- **Regional workshops**
- **Strategic dialogues**
- **Technology-oriented events**
- **Day of public procurers in the Ministry**
- **Learning seminars**



## Support / assistance to procurers

### Prize for innovative procurement:

**One prize for a purchase of  
an innovative product or  
service**

**One prize for an innovative  
procedure of procurement**

- Jury session (fall) – decision of the awards
- Day of public procurers (spring) – presentation of the awards by our state secretary

#### Double effect:

- stimulus for public procurers
- collection of good practices





## Support / assistance to procurers

### Best Practices Examples



#### Innovative Solutions

- Pavement of the central bus station in Detmold
- Paper recycling in Leer
- Electromobility of the police in Saxony
- Flexible payment platform of all public institutions in Duisburg



## Support / assistance to procurers

### Individual Consultancy

**10 individual projects per year**  
(15 personal days free of charge)

#### Examples

- Central procurement of the Universities in Lower Saxony
- Procurement management of the „water association“ Eifel-Rur (NRW)
- Management of the car pool of the police in Saxony





## Support / assistance to procurers

### International Networking



- **Consultancy for Horizon 2020 (PPI and PCP)**
- **Policy learning (OECD, EU, bilateral)**
- **Common conferences (with Austria)**
- **Coordination of an European network – Procure2Innovate to exchange best practice and preparing current calls**





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## Contact



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