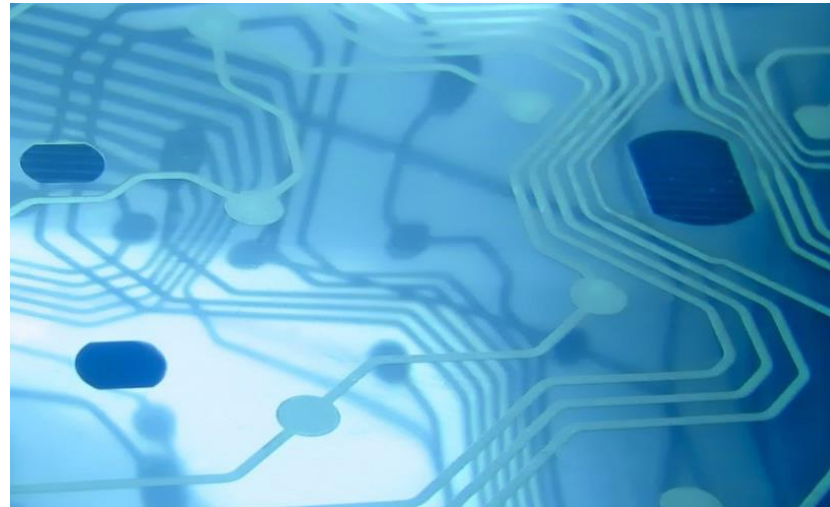# INNOVATION PROCUREMENT FOR EUROPEAN DIGITAL INNOVATION HUBS

WEBINAR 21st September 2023

WEBINAR - INNOVATION PROCUREMENT

**Innovation Procurement for European Digital Innovation Hubs**

21 September 2023
14.00 - 16.30 CEST

Watch the recording of the webinar:

https://webcast.ec.europa.eu/innovation-procurement-for-european-digital-innovation-hubs-20230921-140128-grabacin-de-la-reunin

# Welcome

**Stephan Corvers**
CEO & Founder

**Corvers Procurement Services BV**

# Introduction & Agenda

# House rules

It is possible to ask questions in the private chat

The recording of the webinar will be made available on the EAFIP website

The list of participants will not be disseminated

In case there are technical problems, the session will be recorded and published

# AGENDA

| TIME (CET) | TOPIC | SPEAKER/PARTICIPANTS |
|---|---|---|
| **13:50 – 14:00** | Registration to the platform | Participants can ensure that the platform's functionalities are working fine |
| 14:00 – 14:05 | **Welcome & Introduction**<br>Agenda | **Stephan Corvers**<br>European Assistance For Innovation Procure<br>CEO – Corvers Procurement Services |
| 14:05 – 14:15 | **Why Innovation Procurement is important for the Digital Transition. European initiatives and funding supporting innovation procurement.** | **Lieve Bos**<br>EC Policy Officer Innovation procurement<br>DG Connect – European Commission |
| 14:15 – 14:45 | **How the European Assistance For Innovation Procurement can help EDIHs harness innovation procurement -** *Introduction to innovation procurement, the EAFIP methodology and examples of success cases that received assistance from EAFIP* | **Beatriz Gómez Fariňas**<br>European Assistance For Innovation Procure<br>Corvers Procurement Services |
| 14:45-15:00 | Q&A | |
| 15:00 – 15:20 | **The GR-digiGOV-innoHUB**<br>*How this Greek EDIH will help public sector organisations tackle challenges that require innovative digital solutions: plans for innovation procurement tenders.* | **Thanassis Kountzeris**<br>Greek Digital Innovation Hubs |
| 15:20 – 15:40 | **Crowd in Motion EDIH**<br>*Insights in how this EDIH aims to match its initiatives with green public investments and innovation procurements* | **Viktoria Holler**<br>IÖB, partner of Crowd in Motion EDIH, Aust |
| 15:40—16:00 | **UDIH 4 EU**<br>*Planned activities of this Bulgarian EDIH to stimulate innovation procurement in the water and energy sector* | **Dimitar Ivanov**<br>UDIH 4 EU hub, Bulgaria |
| 16:00-16:25 | **Discussion with EDIHs**<br>*Which innovation procurement related activities are EDIHs interested to develop? How can EDIHs cooperate with other EDIHs on innovation procurement? Do EDIHs see links with other initiatives?* | **All webinar participants** |
| **16:25– 16:30** | **Conclusions & closure** | **Stephan Corvers** |

# Innovation procurement
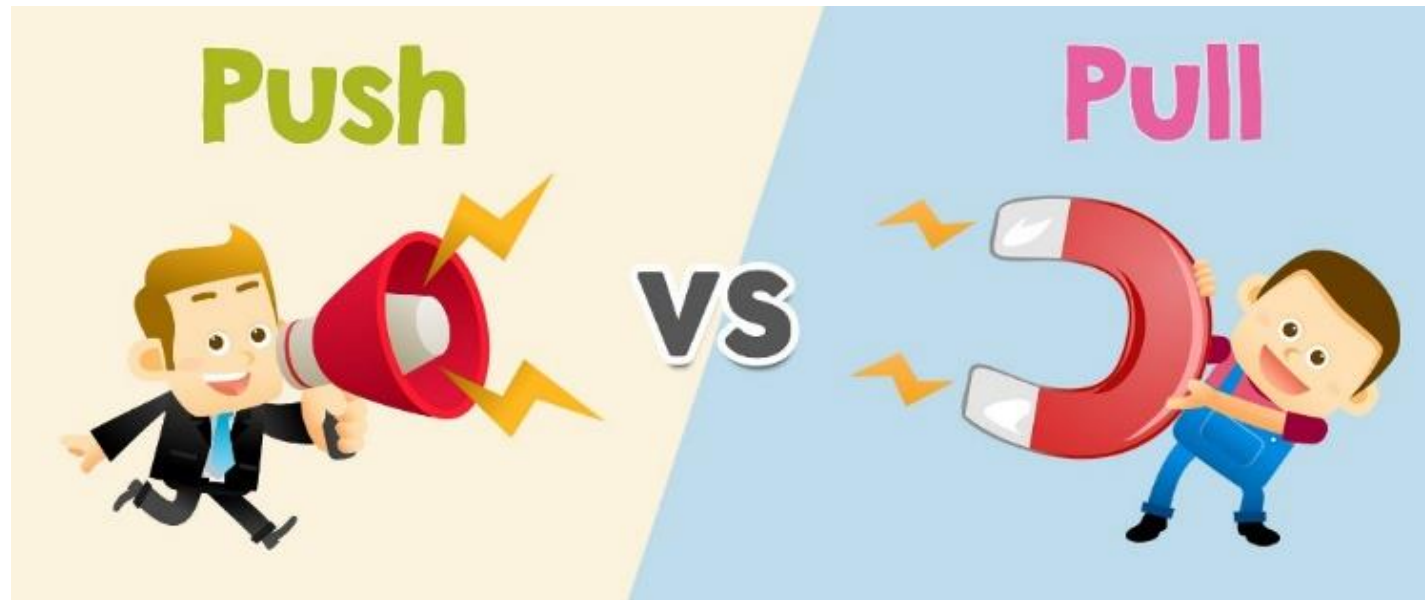# What's in it for EDIHs

Lieve Bos

DG CONNECT D1 unit ("R&I strategy and programme coordination")

European Commission

# Complementing push with pull R&I policies

Innovation procurement uses public procurement to drive innovation from the demand side.



**Innovation procurement**
**Key benefits for the supply side**

- Open up concrete business opportunities
- Speed up time to market for innovations
- Attract investors / scale up internationally
- Create jobs / technological leadership

**Innovation Procurement**
**Key benefits for the demand side**

Steer and speed up the development and/or adoption of innovative solutions to:
- Improve quality & efficiency of public services
- Address wider societal challenges

# Strategic importance of innovation procurement



Many societal challenges unsolvable
via public procurement of 'existing' solutions.
Public procurement of R&D / innovative solutions needed.
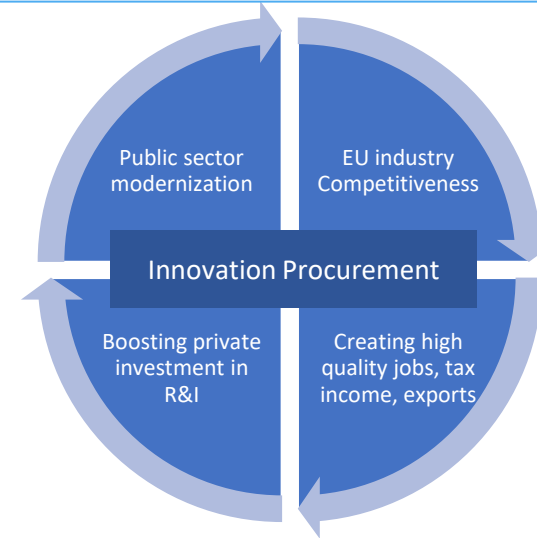


Studies: Innovation procurement essential for economic growth.
Direct relation between innovation procurement investments
and growth of GDP per capita.
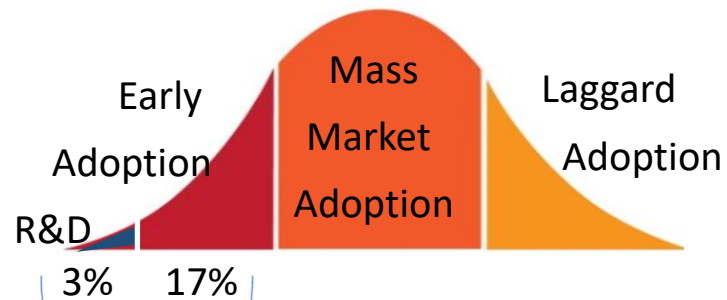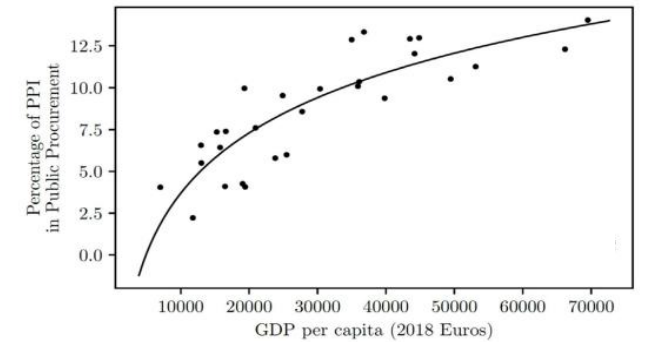


Healthy economies worldwide spend minimum:
20% of public procurement on innovation procurement.
EU average is ~10%. (EU wide Benchmarking)



ICT
is key catalyzer

Healthy economies worldwide spend minimum:
10% of public proc (or 60% of innov proc) on 'ICT-enabled' solutions.
EU average is ~3,5% of public proc (or ~40% of innov proc)

# EU initiatives



www.eafip.eu



EU funding



Showcase examples
& Testimonies



European Network of
national competence
centers for
innovation procurement

## Policy Frameworks



European Average 27%

Strong performers  Good performers  Moderate performers  Modest performers  Low performers
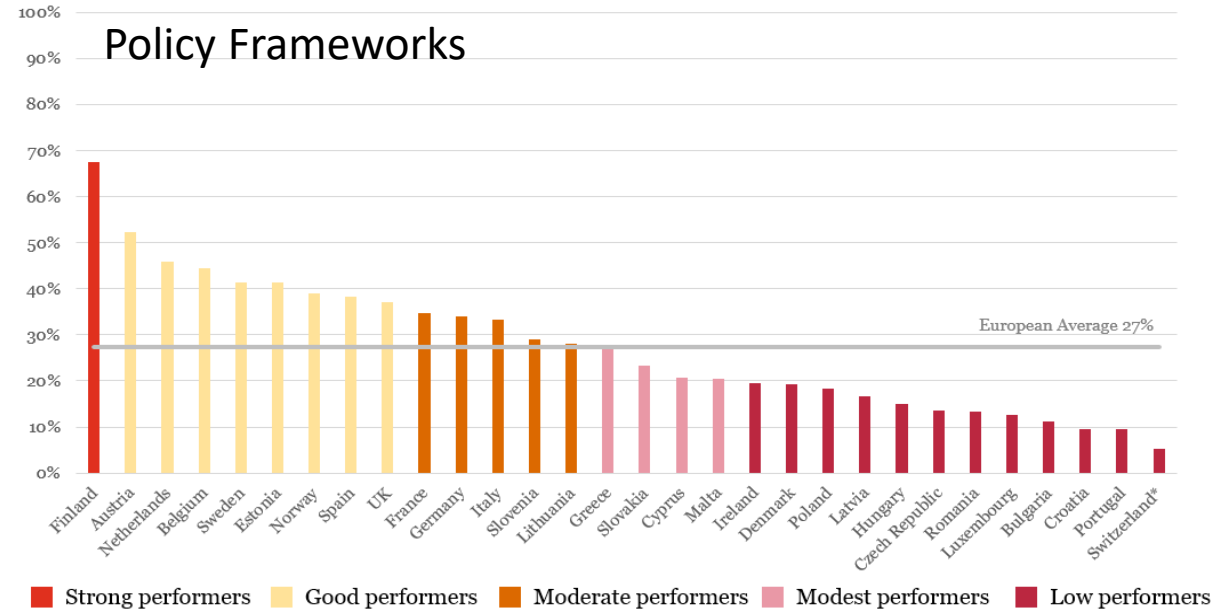
Benchmarking national policy FWs and
investments in innovation procurement

## Investments



Ambition: 20%

European average: 10,6%

Strong performers
Good performers
Moderate performers
Modest performers
Low performers
Bottom performers
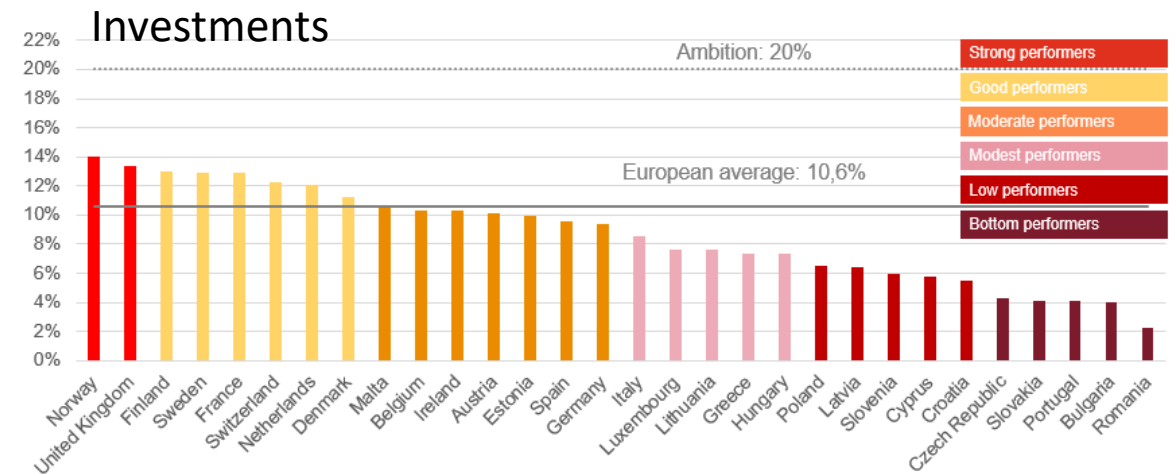
# Several EU programs (2021-2027) in which innovation procurement plays a growing role

**Horizon Europe**

Reinforcing PCP / PPI support and the link with startup / SME support EIC and startup Europe

**Connecting Europe Facility**

New Defense program
Support for PCPs

**RECOVERY AND RESILIENCE FACILITY**

**DIGITAL EUROPE**

Deployment of digital technologies to modernize the public sector
Training / education on digital
Testing / experimentation with public sector - DIHs

**INNOVATION FUND**
Driving clean innovative technologies towards the market

Support for green innovation procurement &
Demonstration / go to market

Regional Development programs
Support for innovation procurement

# Horizon Europe calls in support of PCP and PPI

Call deadlines in green

## 2023 (109 M€)

### CSA actions

- ESFRI - European research infrastructures: 3 M€ (DEV-01-08; 9/3/2023)
- Preparing the ground for PCPs in security: 2 M€ (2023-SSRI-01-01; 23/11/2023)
- Specialist advisory services to build capacity on innovation procurement: 4 M€ (CONNECT-02-02; 21/9/2023)

### RIA actions involving PCP

- Proposers can propose themselves to undertake PCPs under the subcontracting activities of every RIA action in the WP that does not require industry partners in the consortium (any call)

### Programme Cofund actions

- Personalised medicine: 100 M€ (CARE-08-01; 13/4/2023)

## 2024 (154 M€)

### PCP actions

- Demand led innovation in security: 6 M€ (2024-SSRI-01-01; 20/11/2024)
- Climate change adapation and mitigation: 19 M€ (GOVERNANCE-01-5; 28/2/2024)

### RIA actions involving PCP

- Scientific Instrumentation: 62 M€ (TECH-1, 12/3/2024) The use of PCP in the RIA is encouraged
- Proposers can also propose themselves to undertake PCPs under the subcontracting activities of every other RIA action in the WP that does not require industry partners in the consortium (any call)

### CSA actions

- Startup Europe: 12 M€ (CONNECT-01-03; 25/4/2024)

### Programme Cofund actions

- Regional Innovation Valleys: 55 M€ (CONNECT-01-01; 25/4/2024)

# Impacts achieved EU funded PCPs

- Boosting **business opportunities for SMEs and startups**
  - Awards 70% instead of usual 30% of contracts to SMEs and startups
  - Boosts their international growth (20 X more contracts awarded cross-border)
  - Doubles commercialisation success rate (>50% companies increased their revenues/grew their company)
  - Helps create strategic partnership with larger companies, acquire new companies or enter the stock market
  - Helps startups/SMEs obtain financial investments > 4 times the amount invested in the pre-commercial procurements

- **More efficient, higher quality solutions** solving real-life problems
  - 20%-30% of quality and efficiency improvements in public services.
  - Startups/SMEs really changed the life of citizens, public administrations and other businesses with their innovations
- Contributes to roll-out of **more interoperable solutions** / uptake of **standards**
  - 40% of innovation procurements are done to obtain more interoperable solutions

- **Reinforces strategic autonomy** through 'made in Europe' solutions
  - Procurements of R&D and deployment of first batch of tested solutions can be limited to EU (controlled) companies and require large part of R&D and later commercialisation to take place in EU -> new EU lead markets

More info on impacts achieved here

# Example: Robotics for healthcare / public buildings

Nationally funded PCP
Danish regions / hospitals
EU helped with PPI





- **2014-2016: PCP by Danish hospitals**
  Result: Blue Ocean Robotics (Danish startup) created innovative disinfection robots that kill 99% of all viruses & bacteria within 10 minutes.

- **2020: EU bought 300 of these 'EU made' robots for hospitals around Europe to fight COVID**.
  Largest order so far for the company, triggered wider diffusion of the solutions, selling worldwide. Steep growth, VC funding, becoming a unicorn. Strengthens European position in robotics.

Full care story here

# Example: AI for healthcare



**Thalea**

EU funded PCP & PPI
University hospitals
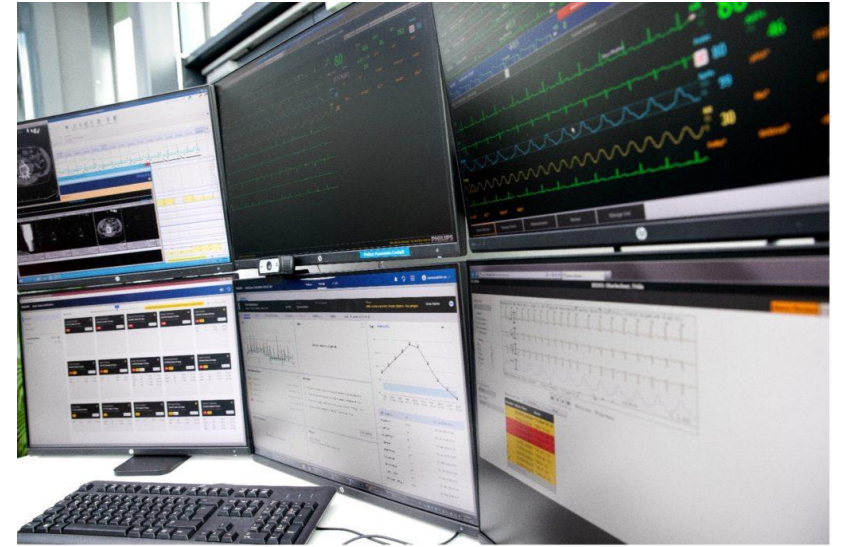
Highly interoperable telemedicine platform for tele-detection and tele-care of ICU-patients at increased risk.

**Procurers**: University Clinic Aachen (DE), University Hospital Maastricht (NL), Parc Tauli Sabadell University Hospital (ES), Hospital East Limburg (BE), Northern Ostrobothnia Hospital District (FI)

**Results**: In between PCP and PPI certification took place, buyers group was enlarged. Solutions now deployed.
- Tele-detection and tele-care Cockpit with big data analysis, self leaning and predictive capabilities
- Earlier diagnosis and improve efficiency in intensive care
- 25% lower sepsis mortality and 20-50% shorter hospital stay
- ERDF funding allowed to test / demonstrate solution in more EU countries -> new deployments
- Commercialised globally (sold/installed in +30 hospitals worldwide)

# Digital Europe Programme
# Many procurements could benefit from innovative digital solutions

## 2023 (124 M€) and 2024 (181 M€)

- Language data space: 5 M€ (EC)

- Open data portal: 6 M€ (EC)

- European Single: 3 M€ Access Point for EU capital markets (ESMA and EC)

- Platform for enhanced virtual human twin models: 20 M€ (EC)

- European Blockchain Service Infrastructure: 10 M€ (EC)

- European digital identity and trust ecosystem: 20 M€ (EC)

- Once only technical system: 7,5 M€ (EC)

- Interoperable Europe Policy support: 21,5 M€ EC)

- Trans-European services for Telematics between administrations: 8 M€ (EC)

- Core EU justice IT system, digitalisation of docs, digital judicial cooperation, online investigations and law enforcement: 6,6 M€ (EC)

- Information systems for DSA and DMA: 7,8 M€ (EC)

More info on these planned procurements in the [Digital Europe Work Programme 2023-2024](#)

More info when these calls for tenders are open can be found on TED

# Link with the EU digital strategy
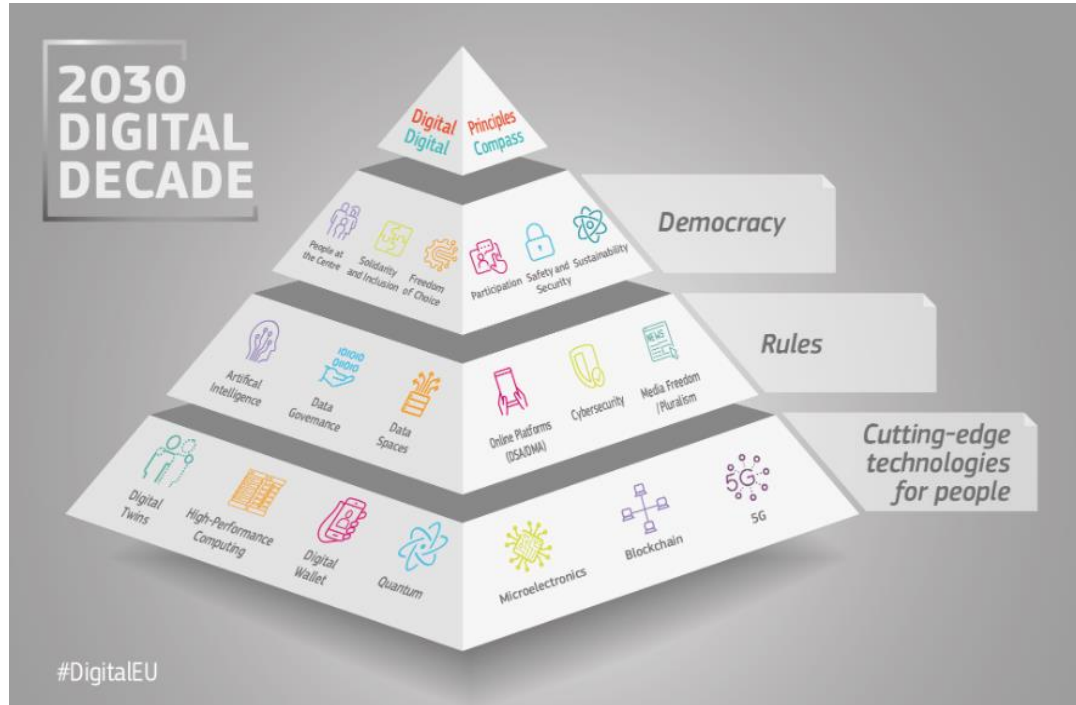


**The Digital Decade**

The EU's framework that guides all actions related to digital in this decade 2021-2030.

Aim is to ensure that all aspects of technology and digital innovation work for people.

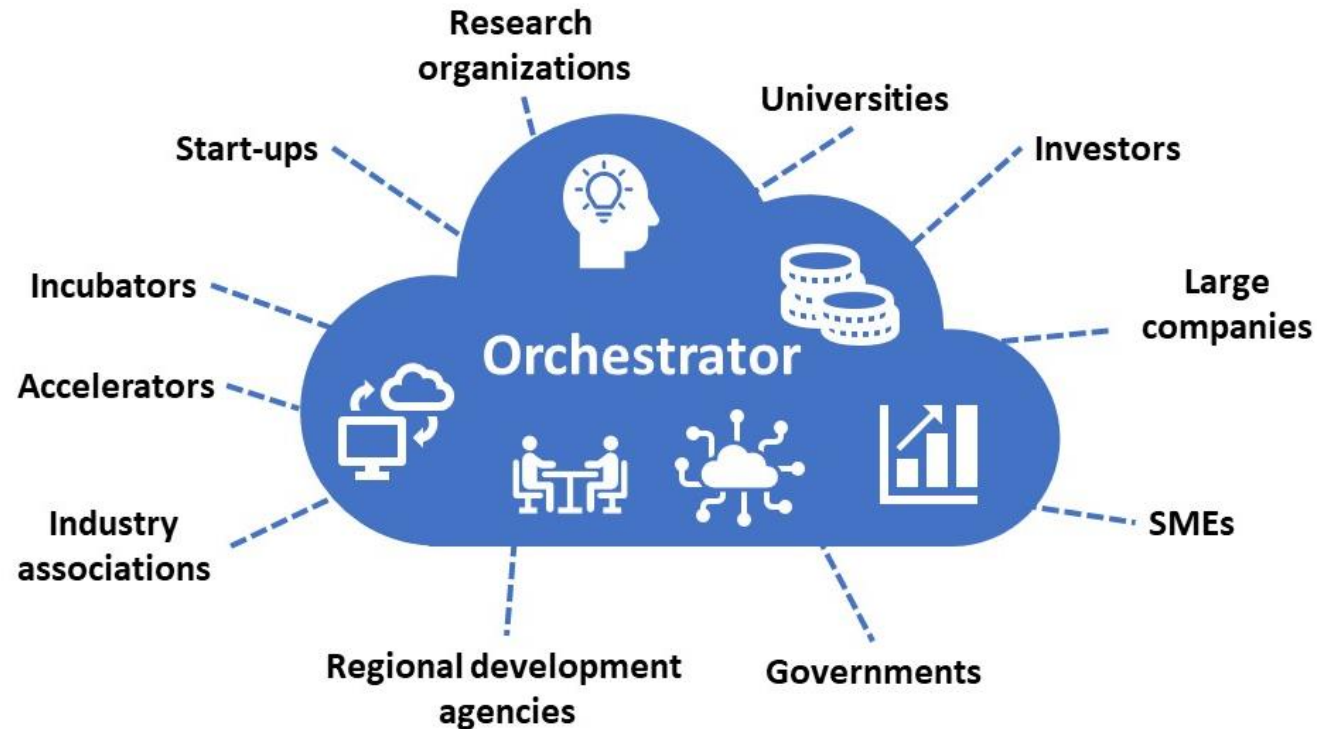Key role for innovation procurement

**Targets include**

-100% digitalization of public services

**Objectives include**

-Research and Innovation

-EDIHs contribute to digitalization of both companies and public admin

Member States' progress will be monitored through the DESI scoreboard

# European Digital Innovation Hubs



Digital transformation of private and public sector organisations

Possible activities linked to innovation procurement

Testing innovative digital solutions for public sector organisations
Promoting open market consultations and calls for tenders to companies / researchers
Informing private and public sector organisations about EU funding for innovation procurement
Assisting private / public sector organisations on preparing/implementing innovation procurements
Acting as central purchasing body that implements innovation procurements for public sector organisations

# Further Information

- Examples, info on EU funding etc: https://digital-strategy.ec.europa.eu/en/policies/innovation-procurement

- Subscribe to the EU Innovation Procurement news alerts to receive regular info on policy initiatives, calls etc.


- How to prepare a successful 'innovation procurement' proposal in Horizon Europe (video)

- How to prepare a successful proposal in Horizon Europe

  - More info about types of costs, MGA, evaluation procedure etc.

- A successful proposal for Horizon Europe: Scientific-technical excellence is key, but don't forget the other aspects

  - Info about Gender dimension, Open Science, Interdisciplinarity, DNSH principle etc.

- Dissemination & Communication in Horizon Europe

- The Funding & Tenders Portal for beginners

# Thank you!
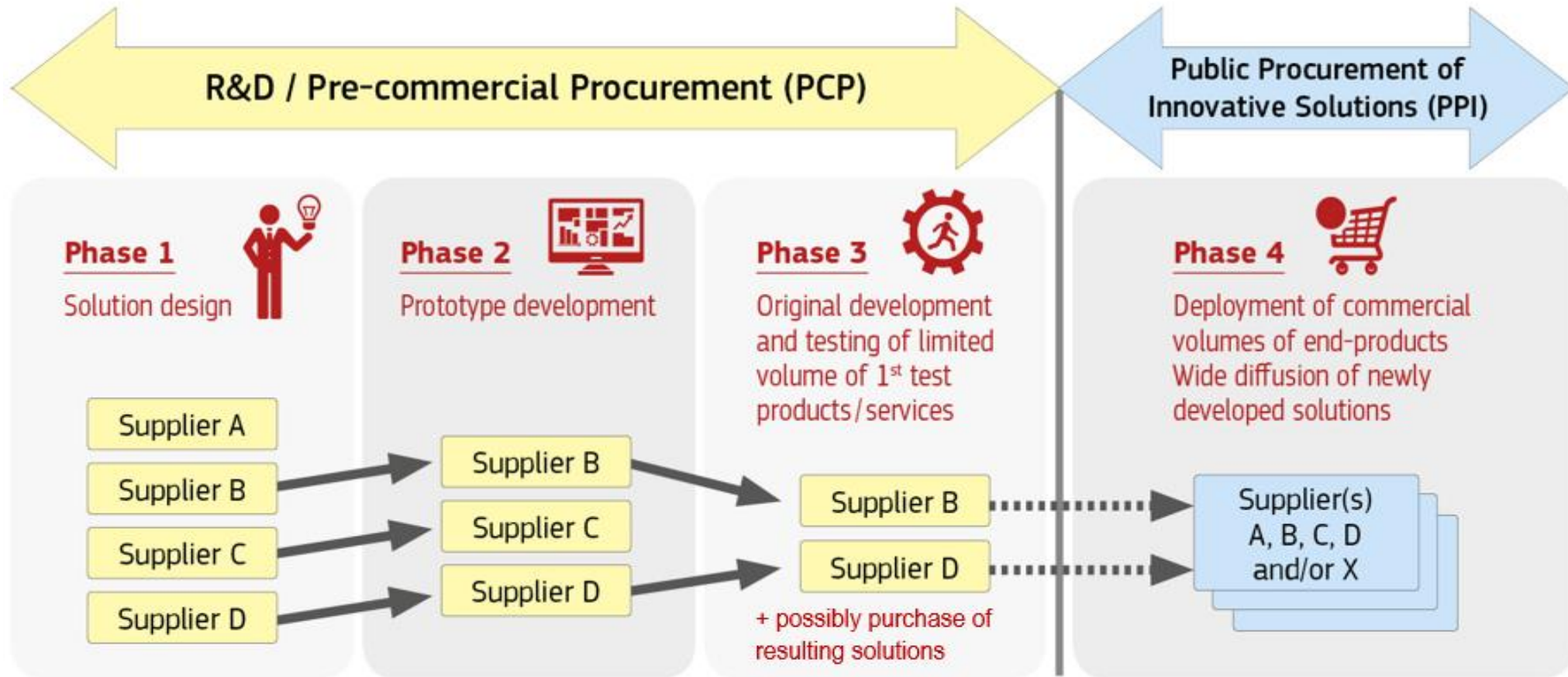
# Innovation Procurement



R&D / Pre-commercial Procurement (PCP)

Public Procurement of Innovative Solutions (PPI)

**Phase 1**
Solution design

**Phase 2**
Prototype development

**Phase 3**
Original development and testing of limited volume of 1st test products / services

**Phase 4**
Deployment of commercial volumes of end-products Wide diffusion of newly developed solutions

Supplier A
Supplier B
Supplier C
Supplier D

Supplier B
Supplier C
Supplier D

Supplier B
Supplier D
+ possibly purchase of resulting solutions

Supplier(s) A, B, C, D and/or X

PCP falls outside WTO GPA and EU public procurement directives (COM(2007)799 & SEC(2007)1668)
More than 600 public buyers around Europe have already successfully implemented PCPs
PPI uses procurement procedures defined in EU public procurement directives and national law

# Split between PCP and PPI enables to

Use PPI also if no R&D needed for procurement need

Get 20% better value for money products (US defense data)

Use a small budget PCP to de-risk a large budget PPI

- PPI spec can be 'completely rephrased', benefiting from PCP lessons learnt

Use conditions to create strategic autonomy & growth/jobs 'in Europe'

- Because PCP falls outside WTO rules

Prevent foreclosing competition & crowding out other R&D investments

- Companies that are not financing their R&D via the PCP (e.g. via grants, own internal company resources, other investors, other procurements) can still bid for deployment contracts/PPIs

Facilitates access to procurement market for SMEs

- Gradually increasing contract sizes, tasks, required manpower
- Stringent financial guarantee/qualification requirements:'no' in PCP,'ltd' in PPI

… All the above is not the case if R&D is procured as part of/inside large deployment contract

# How the EAFIP can help EDIHs harness innovation procurement

*Introduction, methodology and examples of success cases that received assistance from EAFIP*

**Dr. Beatriz Gómez Fariñas**
Legal procurement consultant
**Corvers Procurement Services B.V.**

# Agenda

1. Definition and modalities of Innovation Procurement

2. The EAFIP methodology and type of assistance

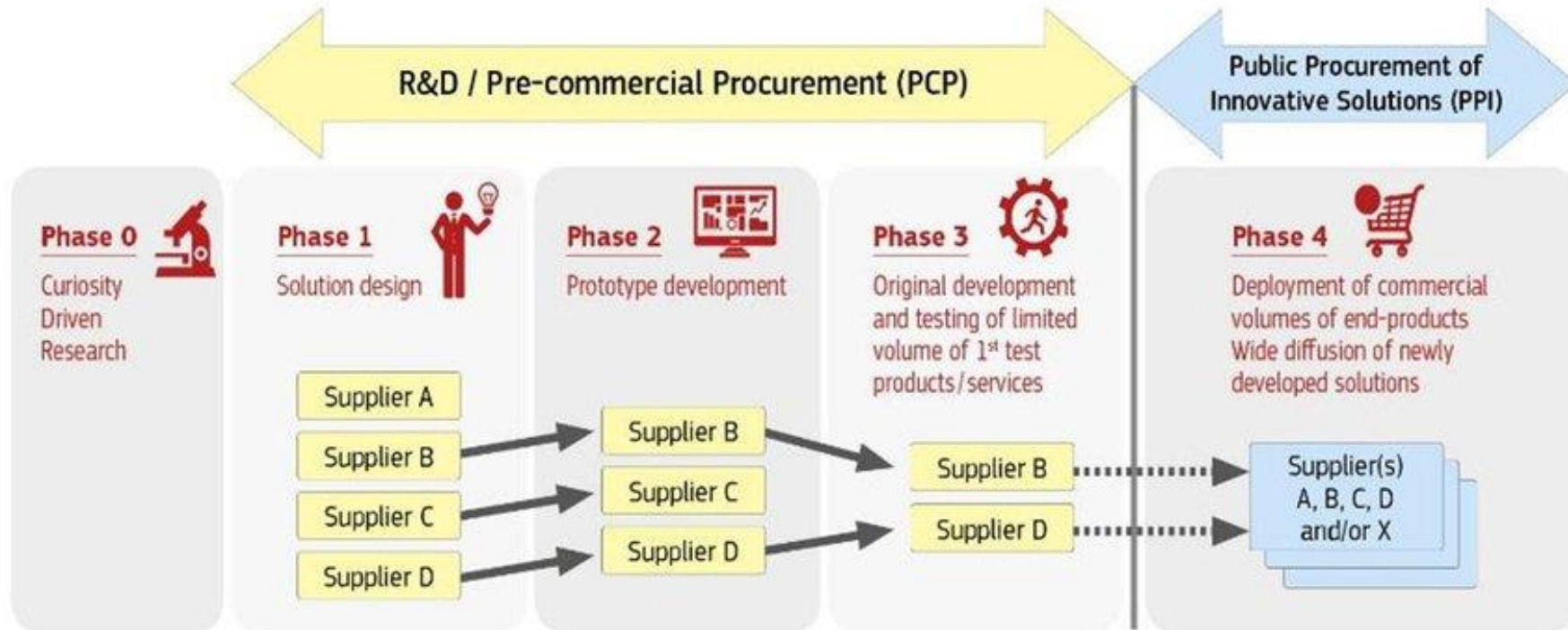3. Case examples on PCP & PPI

4. Conclusions

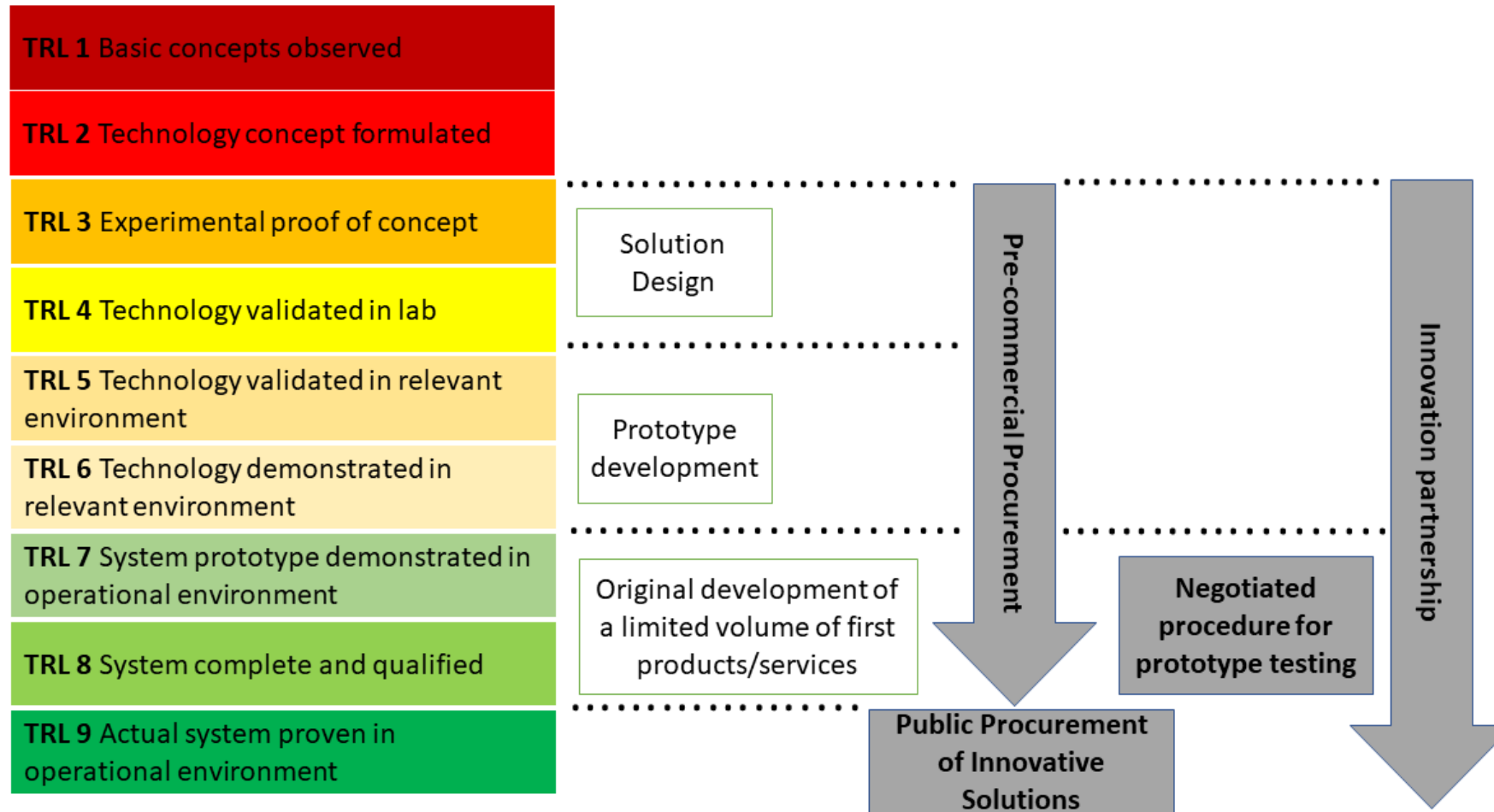# 1. Definition and Modalities of Innovation Procurement

# Innovation Procurement

*Innovation Procurement happens when **public buyers** acquire the **development or deployment of pioneering innovative solutions** to **address specific mid-to-long term public sector needs**.*



R&D / Pre-commercial Procurement (PCP)

Public Procurement of Innovative Solutions (PPI)

**Phase 0** — Curiosity Driven Research

**Phase 1** — Solution design
- Supplier A
- Supplier B
- Supplier C
- Supplier D

**Phase 2** — Prototype development
- Supplier B
- Supplier C
- Supplier D

**Phase 3** — Original development and testing of limited volume of 1st test products/services
- Supplier B
- Supplier D

**Phase 4** — Deployment of commercial volumes of end-products. Wide diffusion of newly developed solutions
- Supplier(s) A, B, C, D and/or X

**Source: European Commission, 2016**

# Technology Readiness Level (TRL)



TRL 1 Basic concepts observed

TRL 2 Technology concept formulated

TRL 3 Experimental proof of concept

TRL 4 Technology validated in lab

TRL 5 Technology validated in relevant environment

TRL 6 Technology demonstrated in relevant environment

TRL 7 System prototype demonstrated in operational environment

TRL 8 System complete and qualified

TRL 9 Actual system proven in operational environment

Solution Design

Prototype development

Original development of a limited volume of first products/services

Pre-commercial Procurement

Public Procurement of Innovative Solutions

Negotiated procedure for prototype testing
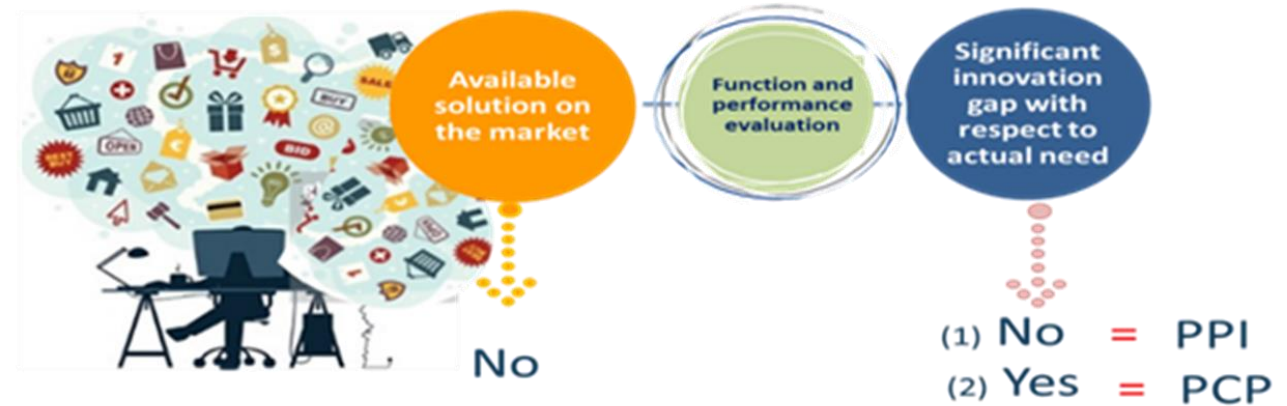
Innovation partnership
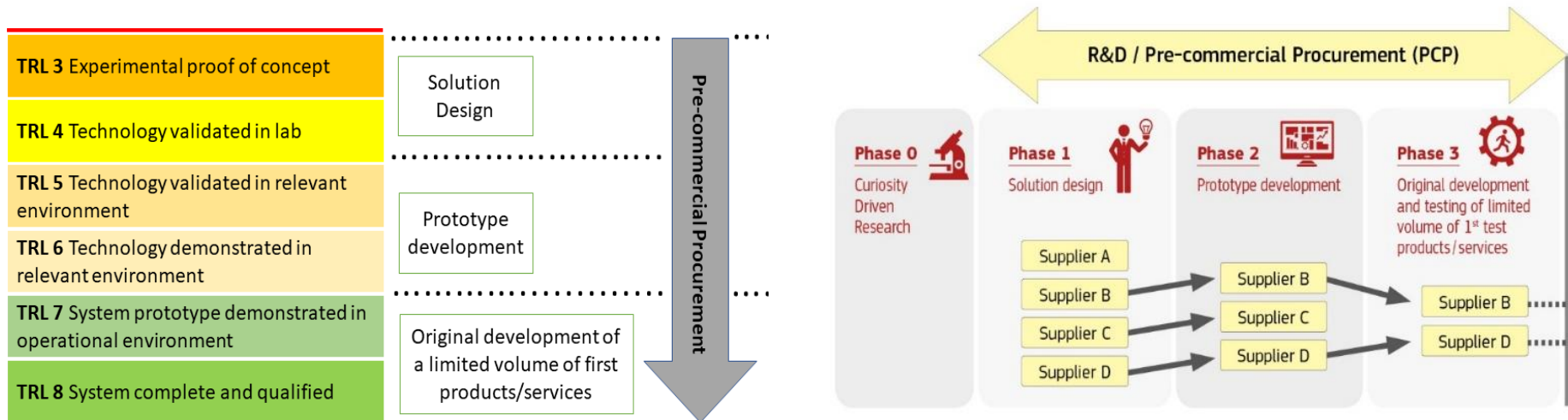
# Pre-Commercial Procurement (PCP)

# PCP approach

➢ **R&D is needed to identify an innovative solution** to satisfy public procurers' needs.

➢ **No solutions exist yet on the market** that meet public procurers' needs and based on a search conducted by the procurers, it does not seem that such a solution will be available on a short-term notice.



(1) Improvements are needed but don't require new and significant R&D (only integration, incremental adaptations and improvement, customization…), so authority can act as early adopter of innovative commercial end-solutions newly arriving on the market

(2) There isn't any solution or the problem is so technologically demanding that a radical and breakthrough new solution and significant R&D is needed.

# PCP approach



| TRL 3 Experimental proof of concept |
|---|
| TRL 4 Technology validated in lab |
| TRL 5 Technology validated in relevant environment |
| TRL 6 Technology demonstrated in relevant environment |
| TRL 7 System prototype demonstrated in operational environment |
| TRL 8 System complete and qualified |

Solution Design

Prototype development

Original development of a limited volume of first products/services

Pre-commercial Procurement

R&D / Pre-commercial Procurement (PCP)

Phase 0 — Curiosity Driven Research

Phase 1 — Solution design
Supplier A
Supplier B
Supplier C
Supplier D

Phase 2 — Prototype development
Supplier B
Supplier C
Supplier D

Phase 3 — Original development and testing of limited volume of 1st test products/services
Supplier B
Supplier D

**PCP** is a public procurement of Research and Development **(R&D) services** characterized by:

- ✔ **competitive** development in **phases**

- ✔ **risk-benefit sharing** under market conditions → Public procurer does not pay the full cost of the R&D performed under the contract

- ✔ a clear **separation** between the procurement of the R&D from the deployment of **commercial volumes of end-products**

# Legal Framework for PCP

➢ **PCP falls outside the scope of the European Public Procurement Directives**

      Article 14 D. 2014/24/EU, Article 32 D. 2014/25/EU and Article 25 D. 2014/23/EU

      "this Directive shall only apply to public service contracts for research and development services […] provided that both of the following conditions are fulfilled: (i) the benefits accrue exclusively to the contracting authority for its use in the conduct of its own affairs, and (ii) the service provided is wholly remunerated by the contracting authority".

➢ The **general principles of the TFEU** are applicable

➢ Communication from the Commission, "**Pre-commercial procurement: driving innovation to ensure sustainable high quality public services in Europe**", COM(2007) 799 final, 14.12.2007

➢ Commission Staff Working Document, Example of a possible approach for procuring R&D services SEC(2007) 1668

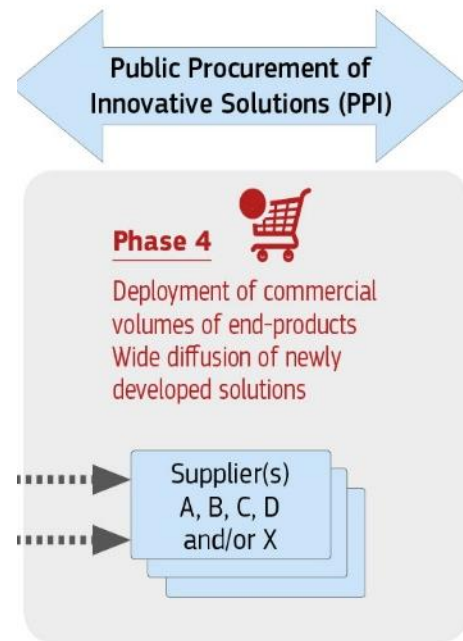➢ 2014 Framework for state aid for R&D&I

# Public Procurement of Innovative Solutions (PPI)
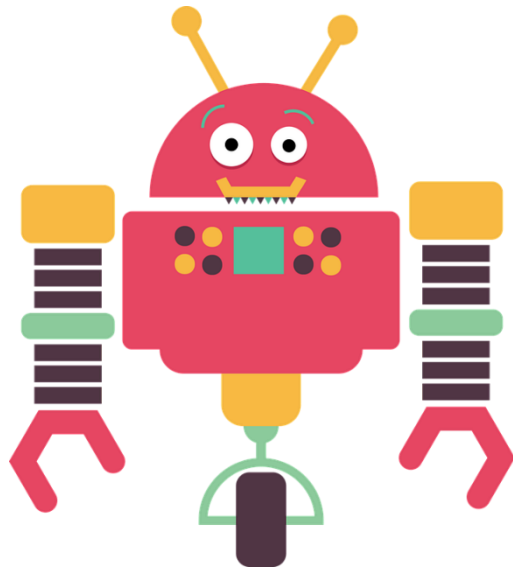
# PPI approach

➢ Purchase of **innovative solutions** which are **not yet available on a large-scale** commercial basis.



PPI is characterized by:

✅ It does not include R&D (it has already been conducted or it is not needed).

✅ The contracting authority act as a **launching customer** of innovative goods or services to trigger a market response.

✅ It may include conformance testing.

✅ It falls within the scope of the European Public Procurement Directives.

# Legal Framework for PPI

➢ **PPI falls within the scope of the European Public Procurement Directives**

Use the procurement procedures contemplated in the Directives (Article 26 of D.2014/24/EU and similarly Article 44 D.2014/25/EU)
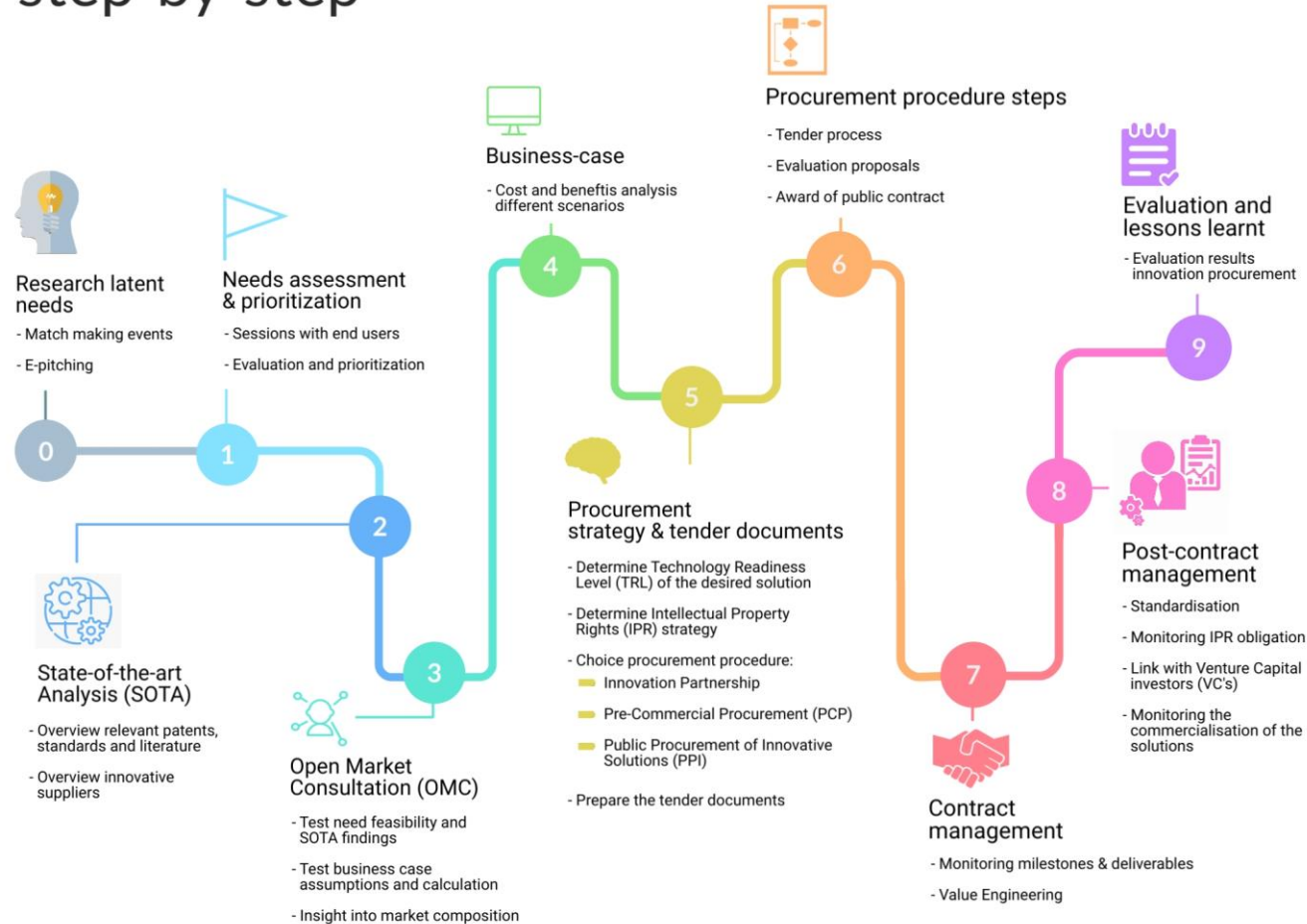
"When awarding public contracts, contracting authorities shall apply the national procedures adjusted to be in conformity with this Directive"

➢ The **general principles of the TFEU** are applicable

# 2. The EAFIP methodology and type of assistance

# EAFIP methodology step-by-step

**Research latent needs**
- Match making events
- E-pitching

**Needs assessment & prioritization**
- Sessions with end users
- Evaluation and prioritization

**Business-case**
- Cost and beneftis analysis different scenarios

**Procurement procedure steps**
- Tender process
- Evaluation proposals
- Award of public contract

**Evaluation and lessons learnt**
- Evaluation results innovation procurement

**State-of-the-art Analysis (SOTA)**
- Overview relevant patents, standards and literature
- Overview innovative suppliers

**Procurement strategy & tender documents**
- Determine Technology Readiness Level (TRL) of the desired solution
- Determine Intellectual Property Rights (IPR) strategy
- Choice procurement procedure:
  - Innovation Partnership
  - Pre-Commercial Procurement (PCP)
  - Public Procurement of Innovative Solutions (PPI)
- Prepare the tender documents

**Post-contract management**
- Standardisation
- Monitoring IPR obligation
- Link with Venture Capital investors (VC's)
- Monitoring the commercialisation of the solutions

**Open Market Consultation (OMC)**
- Test need feasibility and SOTA findings
- Test business case assumptions and calculation
- Insight into market composition

**Contract management**
- Monitoring milestones & deliverables
- Value Engineering

0 1 2 3 4 5 6 7 8 9

# EAFIP Toolkit

## TOOLKIT

⌂ > Toolkit

**Your one-stop destination for online help in preparing your innovation procurement**

The *eafip* Toolkit provides support to policy makers in designing PCP and PPI strategies, and to procurers and their legal departments in implementing such procurements. It consists of three modules:

- **Module 1:** A strategic module addressed to policy makers, providing economic and case evidence about the impacts and benefits of PCP and PPI, together with concrete guidance on how to embed PCP and PPI into innovation strategies;

- **Module 2:** An operational module addressed to public procurers aimed at clarifying the pre-requisites and key steps to design and implement an innovation procurement process (PCP and PPI); and

- **Module 3:** A legal / operational module addressed to legal services aimed at clarifying legal issues and provide practical 'how-to' guidelines, supported by templates.

| Module 1 | Module 2 | Module 3 | FAQ |

# EAFIP Webinars



Events - European Assistance for Innovation Procurement (eafip.eu)

# EAFIP scope of assistance

EAFIP provides local assistance to selected public procurers in the preparation and implementation of a PCP or PPI procurement, covering:

- Scoping an identified procurement need that can be tackled with innovative solutions
- Preparing and conducting an EU wide published open market consultation
- Drafting tendering documents
- Launching an EU wide published call for tender
- Answering questions from potential tenderers at any time during the process
- Signature of contracts with selected vendor(s), taking into account the relevant provisions under European and national legislation governing public procurement.

**SELECTION CRITERIA:**

1. Concrete interest / commitment in starting a PCP/PPI project and maturity of the business case
2. Potential impact of the PCP/PPI
3. Geographical balance of the cases to be assisted across the EU member states.
4. Lack of experience and existence of prior cases in the implementation of PCP/PPI under the legal system of the country in question

# EAFIP type of assistance

Assistance includes one-to-one meetings, support by email, hands-on guidance and individual support (including legal support) to prepare and implement a PCP or a PPI procurement.

The assistance provided within the EAFIP-initiative does not consist of financial support for activities carried out by the procurer.

Each selected project benefits from a total of 5 person-days expert assistance free of charge. Local assistance is provided in the local language of the procurer through the EAFIP Network of Experts established across all the EU Member States under the coordination of Corvers. **A complete list of these legal experts is available here**.

Eligibility and scope - European Assistance for Innovation Procurement (eafip.eu)

# 3. Case examples on PCP & PPI

# Innovation Procurement combining standard procurement, PCP and PPI



**Waterschapsbedrijf Limburg**

- Wastewater transport
- Purifying Wastewater
- Drying dewatered sludge

**Province of Limburg, The Netherlands**

- 500,000 Households
- 30,000 Companies
- 150 million m³ water treated annually
- 17 wastewater treatment plants
- 149 pumping stations



- Artificial Intelligence models, IoT, big data and machine learning for the sewage water system process automation, maintenance and security

# WBL's role and needs

## WBL stands for:

- flexible and sustainable sewage treatment' for today and a changing, unpredictable future

- future proof, modular constructions

- contribute to reduce water scarcity and untreated discharges

- managing plants and processes in the water cycle more effective, efficient and sustainable

## For that WBL needs:

- Future proof plug and play software in the cloud

- Big Data platform

- Artificial Intelligence software to:
  - Integrate weather forecasts
  - Support predictive maintenance
  - Build digital twins

# Implementing and maintaining a Big Data platform

- Data Lake

- Business Analytics

- Artificial Intelligence

- Standards
  - Waterschapshuis
  - Waterpartners
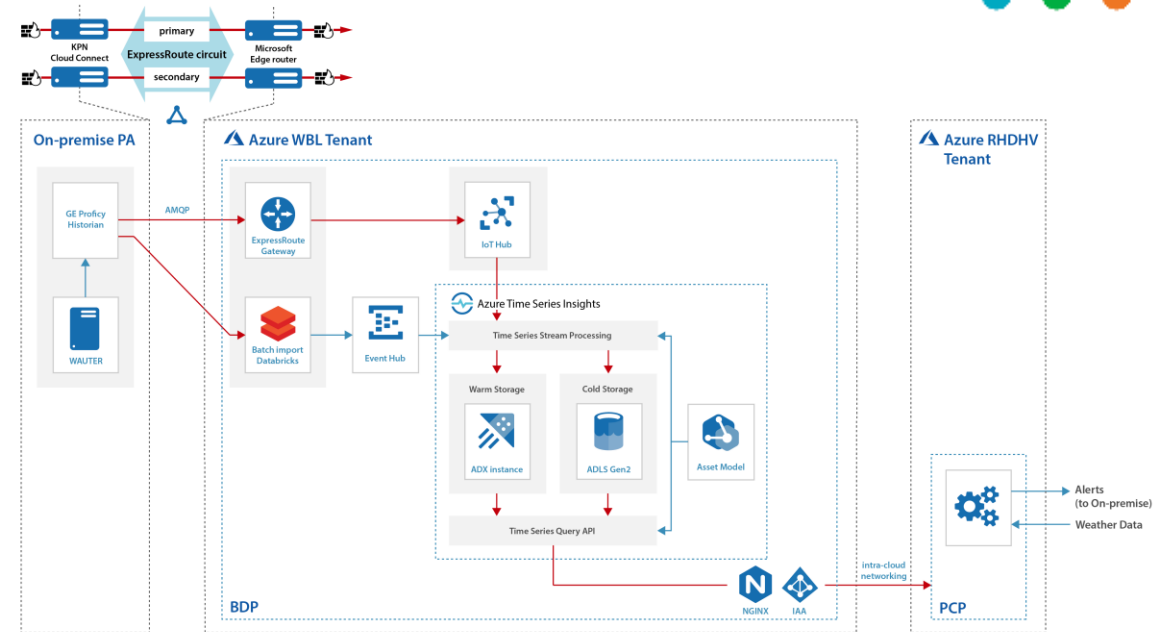
# Artificial Intelligence on the Transport system

- Asset management
- Purchase obligation
- Pipe leakage
- Integrating rainfall
- Predict the working of the system
- Detecting COVID
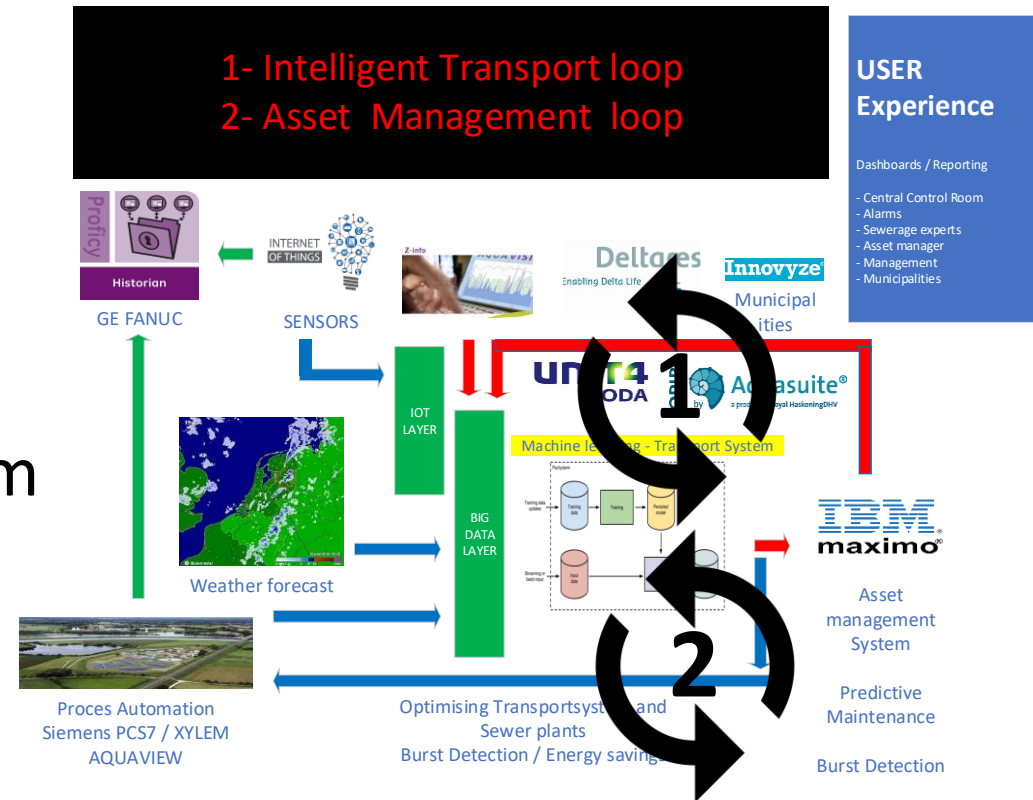
# Innovation Procurement Strategy

The project is innovative not only due to its subject matter

R&D services to develop innovative solutions/algorithms to continuously analyze measured values and to convert these into intelligent signals that tell whether and what has changed in the waste water management system

but also based on its **strategic approach**

Three different lots that provide and receive input from the PCP, which results in a PPI under the form of the third lot

# Open Market Consultation

**September 2018** → **1st OMC**

- **General Procurement Strategy: combining 3 Lots --> PCP+PPI**
- **Value Engineering approaches**
- **Critical infrastructure + D.2009/81/EC**

**September 2019** → **2nd OMC (PCP)**

- **AI models for the Water system + 3 Lots**
- **Feedback on Lot 3**
- **TRL 6-7**

Dynamic Value Case

REMINDER

EUSurvey

# Three Lots, PCP & PPI
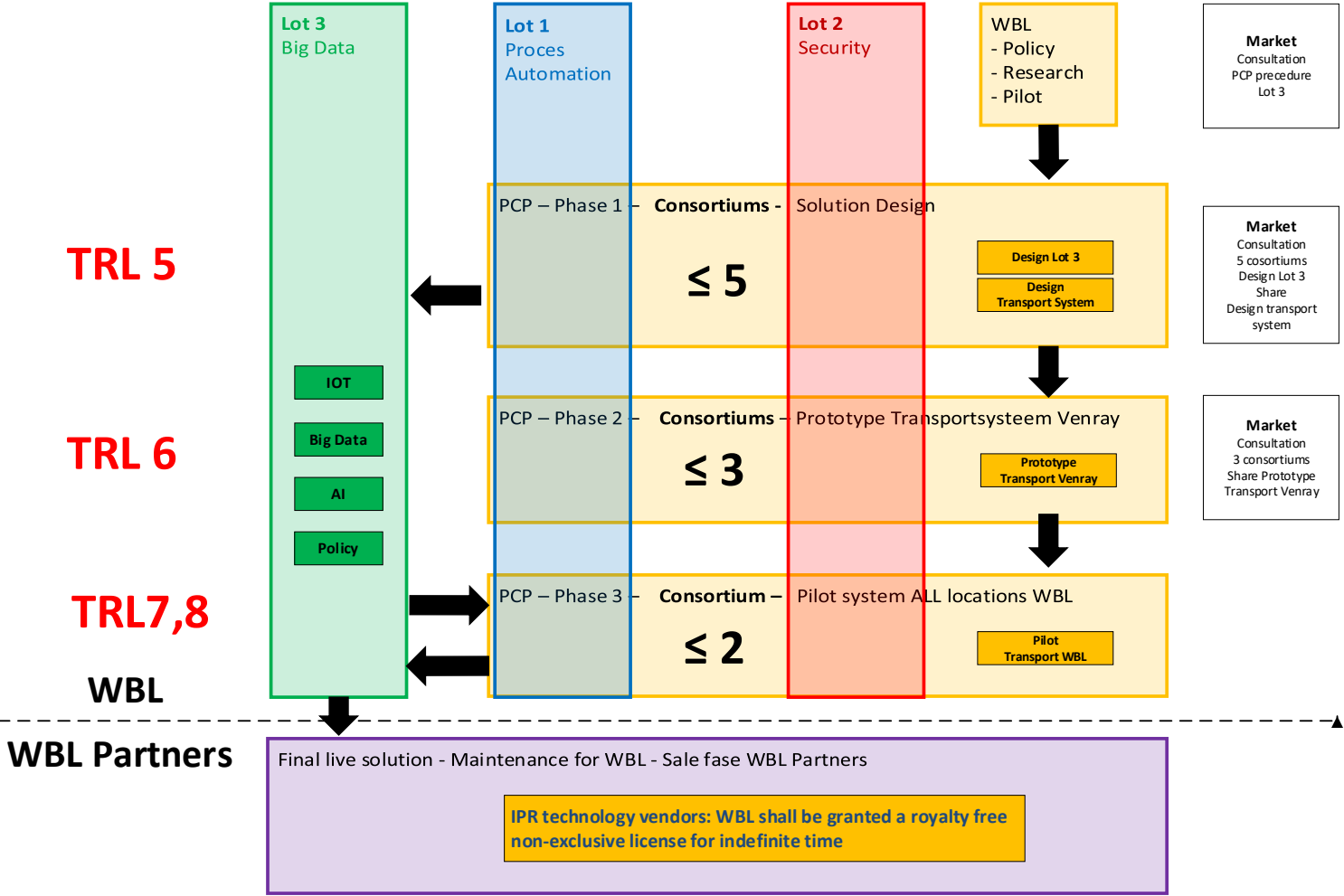
# PDCA to boost Innovation
# Value Engineering / Change Proposals
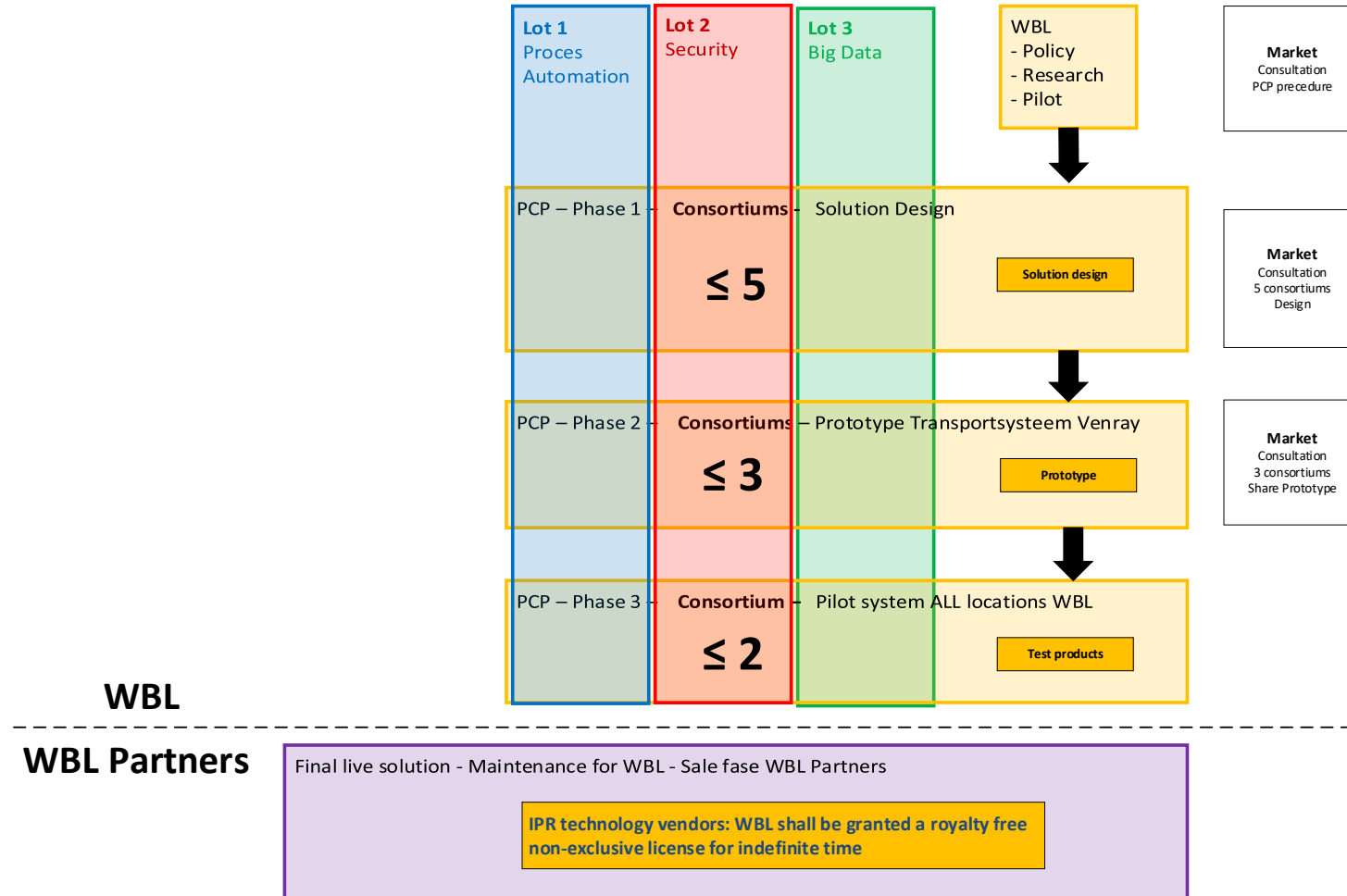
WBL WINS EUROPEAN INNOVATION PROCUREMENT AWARD 2021

eafip
European Assistance For Innovation Procurement

- On the 25th of November 2021 Waterschapsbedrijf Limburg (WBL) won the first prize at the European Innovation Procurement Awards (EUIPA) 2021 in the 'Facing societal challenges' category for its integrated PCP & PPI project.

- The Waterschapsbedrijf Limburg (WBL) – Dutch wastewater treatment company – launched a full-blown procurement project. The project, which tackles both innovation and circularity, combined three different lots (process automation, security and big data) with a PCP (that builds on and supports the three lots). The PCP results are integrated as part of the big data PPI to support process automation and security. The purchased solution will improve management of wastewater transportation pipelines by allowing WBL to continuously monitor their correct functioning and proactively tackle issues.

# RAV Brabant MWN Navigation and Information System for ambulances in the Netherlands
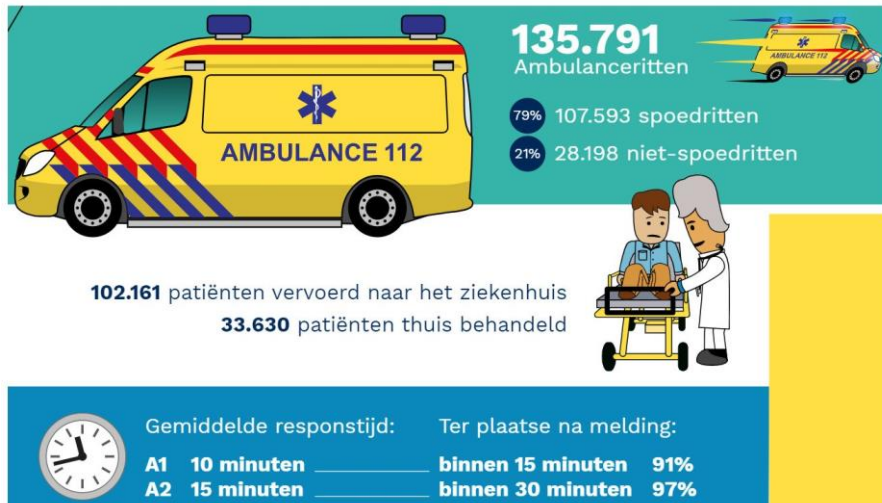


End-to-end solution, easy to replace in case of breakdown, with increased location precision, immediate response time and less margin of error.

**Public Procurement of Innovative Solutions (PPI)**

Based on a map/application that already includes considerable amounts of geolocation information and Points of Interest but should also allow RAV Brabant MWN to include new information.

**Use of Galileo Public Regulated Service (PRS) channels** .

The information that has to be shared to provide for a better health service has to be protected/encrypted because it is sensitive information.

**RAV Brabant MWN working with VZVZ** to ensure the deployed solution is **compliant with high personal data and security standards**.

# 4. Conclusions

The legal framework provides a variety of procedures, but it is essential to know how and when to use each of them.
CHECK OUT THE EAFIP TOOLKIT !!

# Q&A

**Stephan Corvers**
CEO & Founder

**Corvers Procurement Services BV**

# Public Sector Challenges & Services

How the Greek EDIH will help public PSOs tackle challenges
that require innovative digital solutions

**Dr Athanasios KOUNTZERIS**
Head of Unit, Information Society
a.kountzeris@ktpae.gr

"EAFIP Webinar" – 21/09/2023k

# Table of Contents

**01** GR digiGOV-innoHUB

**02** Initial Challenges

**03** Next Steps

# Information Society SA

Greek Ministry of Digital Governance entity - founded 2001

The principal Greek government <u>ICT systems and services Contracting Authority</u> and Project Management Agency

- Current project portfolio with an overall budget exceeding 1.8 billion Euros

- 160 staff (Project managers, Procurement & ICT professionals)

Founding member of the "The Greek digital Government and Public Services innovation HUB - GR digiGOV-innoHUB"

- Encourage Innovation in Public Sector – aim to introduce new tech in next generation of Public Services – Solicit needs – Enrich the GovTech ecosystem – Test before invest (pilots)

- PCP/PPI tenders in the period 2024-2025

digiGOV innoHUB

**digiGOV innoHUB**

# 01

# The Greek EDIH for Public Services

## GR digiGOV-innoHUB

# Our Mission

To advance Digital Transformation
in the Public Sector
fostering Synergistic Innovation
and Openness

# Our Objectives

GR digiGOV innoHUB aims to

- Support the development of a **new generation of Public services**, utilizing **Advanced Digital Technologies** (AI, Blockchain, mobile Internet, 5G, HPC, IoT, Cloud, etc) and based on open standards and open source solutions for citizens and businesses;

- Enrich the **ecosystem** of Digital Transformation actors, advance their **Skills** and **Synergies,** strengthen the **communities of practice**;

- Foster **innovation in Public Administration**, transforming it into a large innovation buyer and **investor**.

- Facilitating **Networking** Intra-Regional and International cooperation, and **Synergistic** activities and endorsement of **Open principles** in Governance and Digital Transformation.

# Our Ecosystem
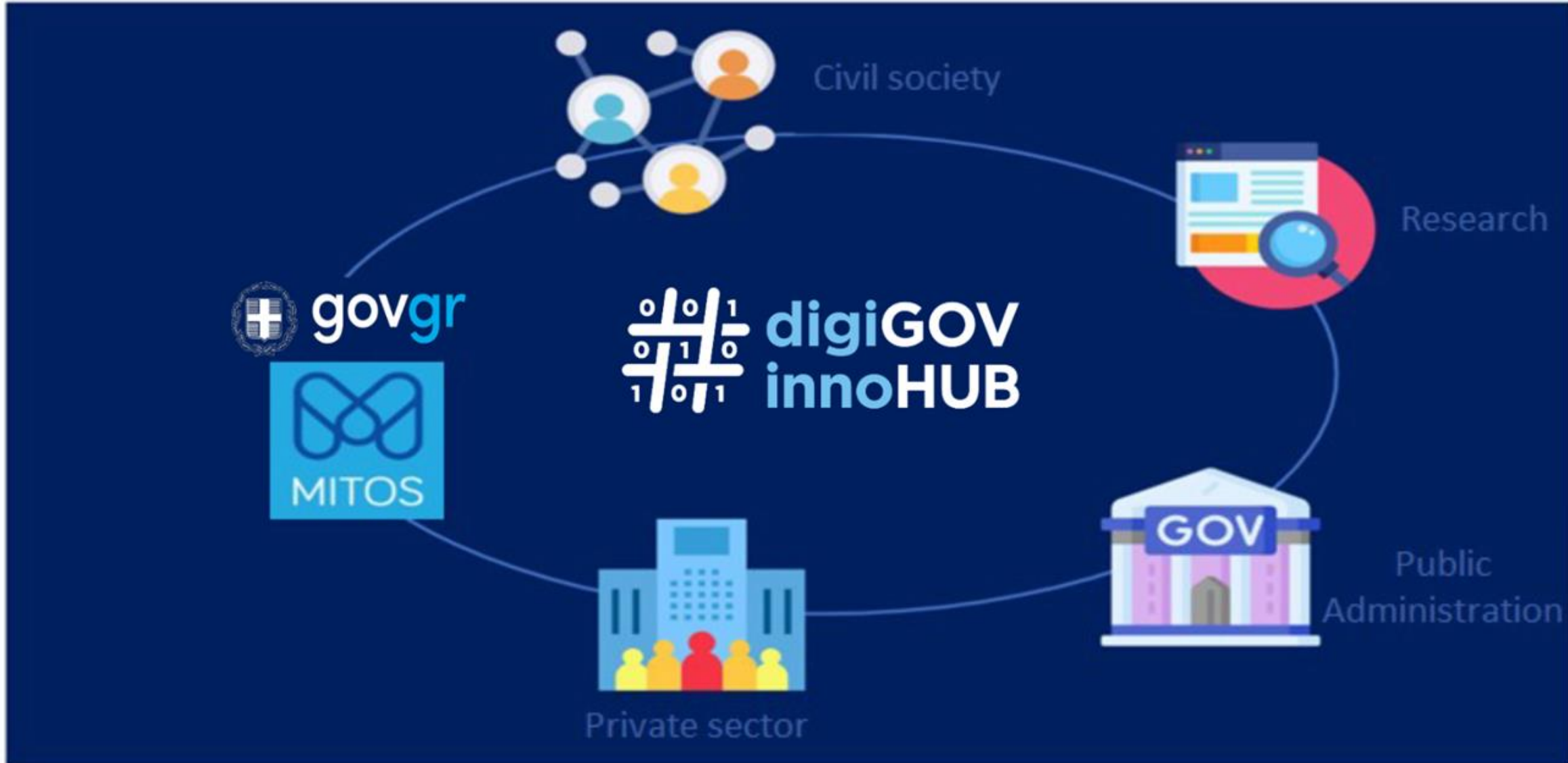
Strategic Partners

# Project Journey



The DigiGOV-innoHUB Project Journey
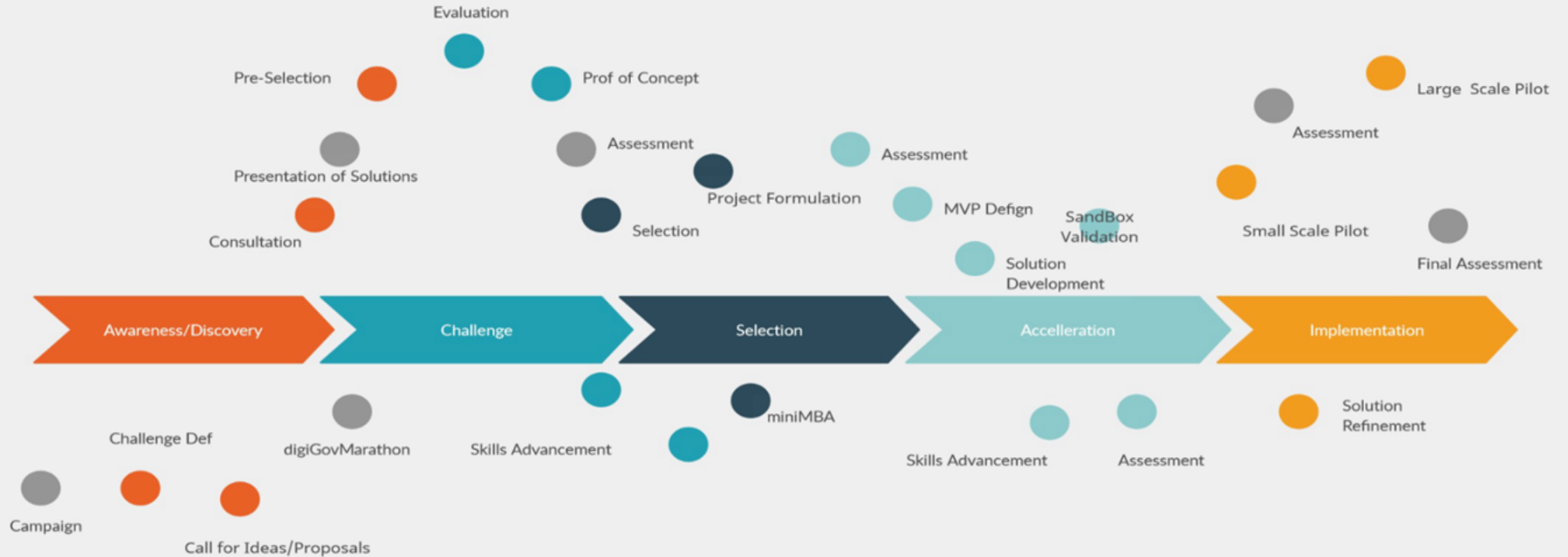
# Assortment of Services

**digiGOV innoHUB**

## DigiGOV CalVal

Digital Maturity Assessment, selection, and Project Journey design

## DigiGOV Lab

Test before Invest, Sandbox, Acceleration and pilot implementation

## DigiGov Agora

Funding and Investment Support, PCP. PIP, Marketplace

## DigiGov Academy

Providing the skills for Digital Transformation

## DigiGov Forum

Networking and Ecosystem Growth

# Digital Maturity Assessment

- Digital Maturity Assessment for SME/PSO
- Project Journey Design & Digital Service Blueprint
- Follow up assessment and Validation per project

# Test before invest (development)

- MVP Design
- TRL 5 validation
- TRL 7 development
- Design of small and mid-scale pilots
- MVP testing

# Access to infrastructures

- Access to Infrastructure (AI/ML Platform, HPC core units, Blockchain, Acceleration or Pilot Cloud/VMs/Storage)

**digiGOV innoHUB**

## Skills

- DigiGov Academy: Access to Open Massive Online Courses- MOOCs
- miniMBA in Digital Public Services
- Tailor made skills development programs

## Investment Support

- DigiGOV Agora, virtual marketplace
- Investment Cycle-Pitching and Networking Events with Equifund/VCs
- Support for submitting to ERDF, Horizon, InvestEU, EIB.

## Networking and Internationalisation

- Networking activities, workshops, knowledge exchange events
- Internationalisation, pitching activities

digiGOV
innoHUB

# Initial Challenges

# Challenges elicitation with PSOs

Awareness Campaign and Consultation meetings with PS organisations active in Digital Transformation (central and regional government).

- Introduce them to the opportunities/services that the hub provides
- Discuss problems, difficulties in service provision, or opportunities that are emerging
- Analyse and define digital challenges that could either be piloted within the hub or are suitable for PCP/PPI
- Discuss the provision of services according to specific needs (participation in the network, training opportunities, participation in experimental participatory design workshops, ...)

Meeting participants - Moderator, technical expert, PS representatives

# Challenges selection – matrix evaluation

A.  <u>Horizontal Criteria for prioritising challenges</u> (pre-selection)

1.  The challenge **is** in line with the Greek Digital Transformation Strategy;
2.  Solving the problem has the potential to **create significant impact**, e.g., the solution can be reused by other organisations, and/or will have a significant impact on the user/citizen experience
3.  There is a challenge owner to support the challenge from its definition, solution implementation and deployment.

B.  <u>Vertical Criteria for challenges selection</u>

1.  Necessity - the solution responds to important needs of public organisations
2.  Feasibility - the solution is technologically and organisationally feasible & expertise is available

C.  <u>Public Consultation for 2 weeks</u> / comments and voting by all Hub participants

D.  <u>Final selection</u> of 4 challenges by Special Committee

# Multi lingual access to GOV.gr services

**Objective**: Automated **translation mechanism for digital public services** on Gov.gr to ensure equal access for foreign language users.

**Context**: Greece's multicultural landscape with a substantial number of tourists, immigrants, refugees, and remote workers.

**Requirements**:

- Adaptability: Solution able to cater to dynamic and ever-changing service catalogues.

- Integration: Easy integration into the existing infrastructure

- Accessibility: Compliance with the EU's accessibility guidelines.

- Flexibility: Solution should function optimally on the Gov.gr portal and be usable by other digital service providers.

**Unique Challenge**: Addressing the specialized vocabulary used by the Greek public administration. The solution must have the capacity to be trained & refined to enhance its accuracy.

digiGOV innoHUB

# Streamlining Multifaceted Administrative Procedures with AI

**digiGOV innoHUB**

**Objective**: Deliver personalized **benefits** related **services**, making them as intuitive and frictionless as possible for citizens.

**Context**: The Greek Public Administration is facing a challenge in promptly and efficiently addressing increasing volumes of citizens' queries about various benefits and services.

**Issue**: Finding relevant information on public websites can be burdensome, particularly for citizens less familiar with digital world.

**Requirements**:

- User-friendly: Intuitive and easy to use for all citizens, regardless of their digital proficiency.
- Scalability: Capable of handling high volumes of queries and requests efficiently.
- Security & Privacy: Must adhere to data protection regulations and ensure the security and privacy of user data.
- Interoperability: Should be able to integrate smoothly with existing public administration systems and databases.

# AI Improves Efficiency in the Justice System

**Objective**: AI solutions to help **analyze large volumes of textual data**: such case files, legal documents, witness statements, and court decisions.

**Context**: The slow delivery of judicial services in Greece due to the overwhelming volume and complexity of case-related information.

**Issue**: The enormity of the information, its complexity, and the absence of effective ICT tools for analysis and comprehension leads to increased workloads, delays, human errors, & decline in service quality.

**Requirements**:

- **Efficiency**: significantly reduce time and effort required in processing large volumes of case-related data.

- **Accuracy**: minimize human error and enhance the precision of information processing and analysis.

- **Usability**: easy to use and integrate into the existing judicial workflows.

- **Security** & Privacy: Must adhere to data protection regulations and ensure the security and privacy of sensitive case-related information.

# AI Voice Command System for Accessible Public Administration Websites

**Objective**: Create a robust **voice command system** that enhances accessibility of public websites **for citizens with disabilities**, thereby achieving AAA compliance with W3C accessibility guidelines.

**Context**: Citizens with disabilities face difficulties in accessing digital public services independently, particularly in the areas of service search and online application submission.

**Requirements**:

- **Accessibility**: The solution must incorporate speech to text conversion capabilities and AI technology to enable voice commands for accessing and navigating public services.
- **User-friendliness**: must be intuitive and easy to use for all citizens, including those with disabilities.
- **Interoperability**: The solution should integrate seamlessly with existing public administration websites and online service platforms.
- **Security & Privacy**: must adhere to data protection regulations and ensure the security and privacy of user data.

**digiGOV innoHUB**

**03**

**Next steps**
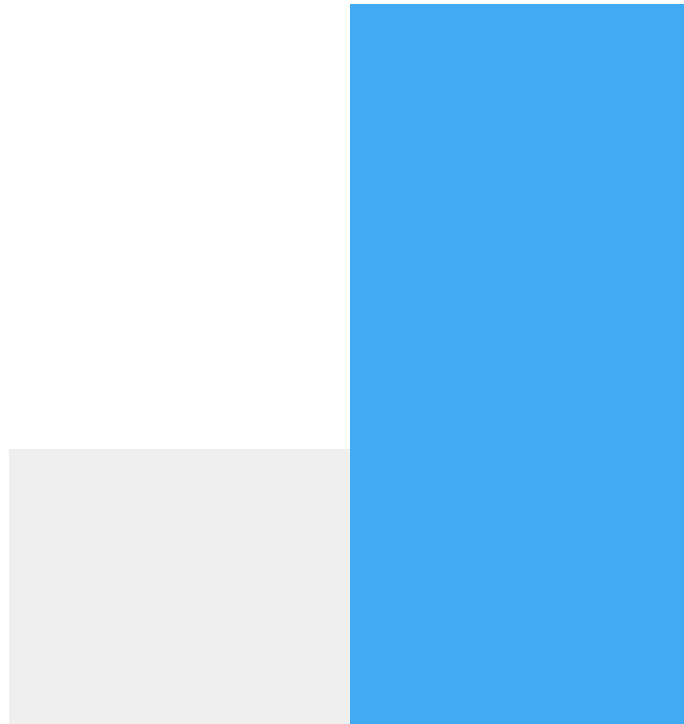
In GR-digiGOV-innoHUB, we consider public procurement as a major instrument by which government can encourage innovation in public administrations and the overall economy.

- ✓ We are planning to conduct at least one full PCP/PPI cycle, starting from public sector requirements validation (including prior-art analysis and IPR search)

- ✓ For each challenge identified, it is important to describe the problem to be solved by defining clear outcomes that are required (functionality / performance / efficiency improvements)

- ✓ Functional and performance evaluation between state-of-art and challenge technology requirements will determine type of Innovation Procurement (PCP or PPI), and its necessity.

# Preparatory Steps
## Requirements validation for each challenge is recommended

A prior art analysis will be conducted to confirm whether the identified challenge (s) are indeed "unmet".
- ✓ If the prior art analysis reveals that there are already solutions available on the market that can meet the need, then there is no more need for an innovation procurement.

A preliminary IPR search is equally important
- ✓ verify how innovative is the R&D (for PCP) or the innovative solutions (for PPI) to be purchased
- ✓ reveal whether there are already market entities who own "key IPRs" that cannot be avoided to address the identified need(s), and if so, examine the licensing policy

Build the business case - Analysis of costs versus benefits of starting an innovation procurement

# Open Market Consultation

Widen awareness of the GovTech industry regarding the tender to be launched

Publish RFI requesting ideas and proposals for technical and R&D solutions/results (use of Marketplace solutions repository and matchmaking tool).

Collect comments and insights from the market which can be used to fine tune the tender specifications.

Organise events/meetings to cross check, elaborate and deliberate information on what is the state of art (e.g., for PCP : technologies available at TRL 4 or 5 that can be brought at TRL 8).

Involve experts (technical-legal) who can lead the discussions and interpret the results of the market consultation

# Execution of the procurement procedure for a PCP (or a PPI)

Develop the tender documentation (RFP, Technical annex, draft framework, and specific phase contracts) and an overall and appropriate strategy and structure to conduct the procurement activities during the execution of the project, and define the evaluation, validation strategy and assessment of the results achieved.

Call for Proposals (publication of the contract notice), proposals evaluation and selection of contractors, signature of framework agreements

PCP Phases
1. Solution design,
2. Prototype development & evaluation,
3. Operational validation - original development & testing of a limited set of 'first' products or services

# Thanks

Twitter: digiGOV-innoHUB • Facebook: GR digiGOV-innoHUB

LinkedIn: GRdigiGOV innoHUB • Mastodon: GRdigiGOVinnoHUB@techhub.social

YouTube: GR digiGOV-innoHUB • Instagram: gr.digigov.innohub

Email: marcomms@digigov.innohub.gr

digigovinnohub.gr

Co-funded by the European Union

ΕΣΠΑ 2021-2027
Βιώσιμη Ανάπτυξη για Όλους
Partnership Agreement 2021-2027

# crowd inmotion.

# Crowd Technology.
# Motion Data Science.
# Digital Fabrication.

# www.crowd-in-motion.eu

EDIH — European Digital Innovation Hubs Network

Co-funded by the European Union

Bundesministerium Arbeit und Wirtschaft

FFG — Forschung wirkt.

© Salzburg Research_Shutterstock_PopTika

# Crowd in Motion - EDIH
## Innovation support for digital transformation

**PARTNER**

**32 associated partner** from research and technology organizations, innovation institutes, regional development agencies, public sector actors, funding partners, and digital assets service and training partners.

**TARGET GROUP**

Public sector, tourism, sports and leisure industry incl. suppliers for these sectors in the alpine region
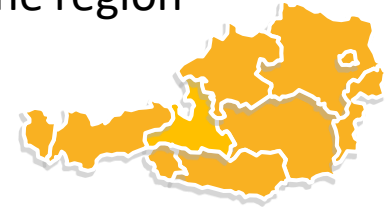
**SERVICES**

**68 innovation services for SMEs, start-ups, mid caps and the public sector**
We rely on a unique combination of AI technology with human swarm intelligence to increase collective innovation power and willingness to change, as well as pre-prototyping and testing in FabLabs/Makerspaces. Also, a follow-up funding network & digital asset services.
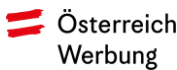
**Role of procurement in the innovation process**
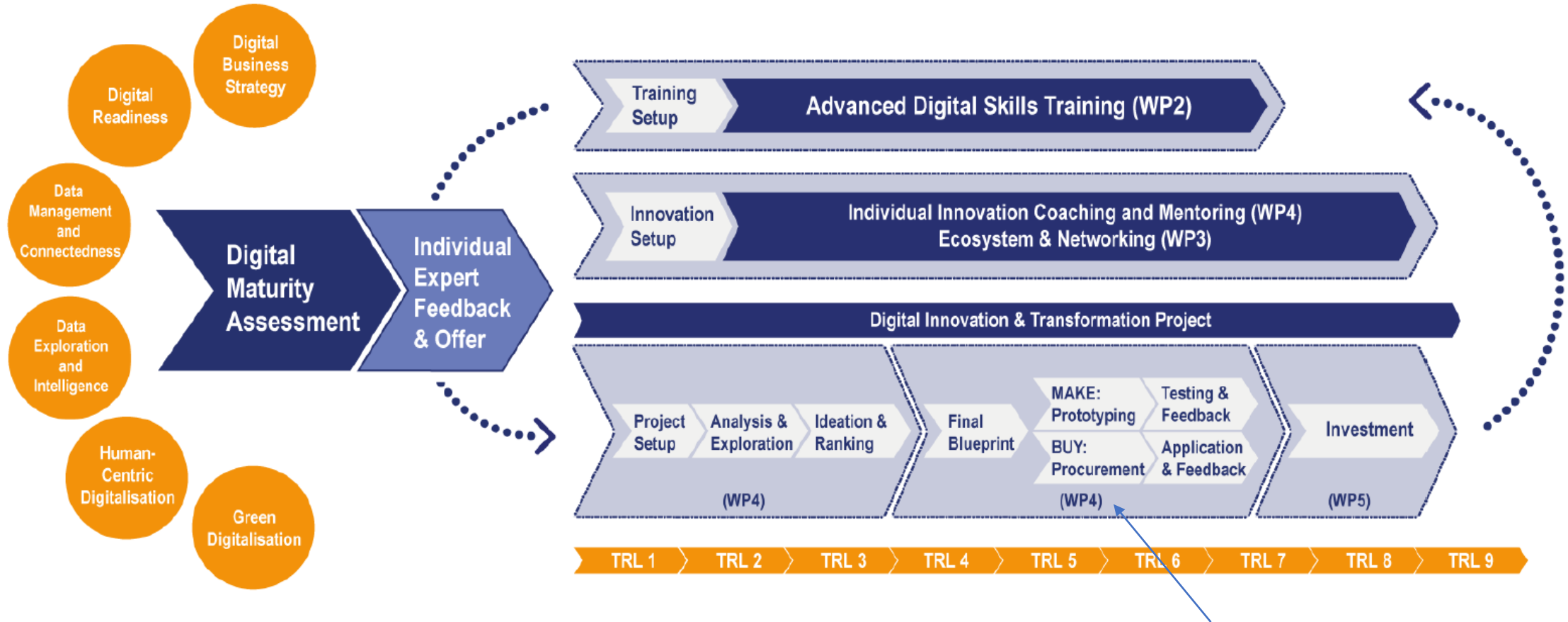
Process model for the twin ( = green and digital) transition of the alpine tourism, sports and leisure industry and public sector

# Contact

Coordinator EDIH „Crowd in Motion": Eva Hollauf, BA MA

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Mail: eva.hollauf@salzburgresearch.at
www.crowd.in.motion.eu
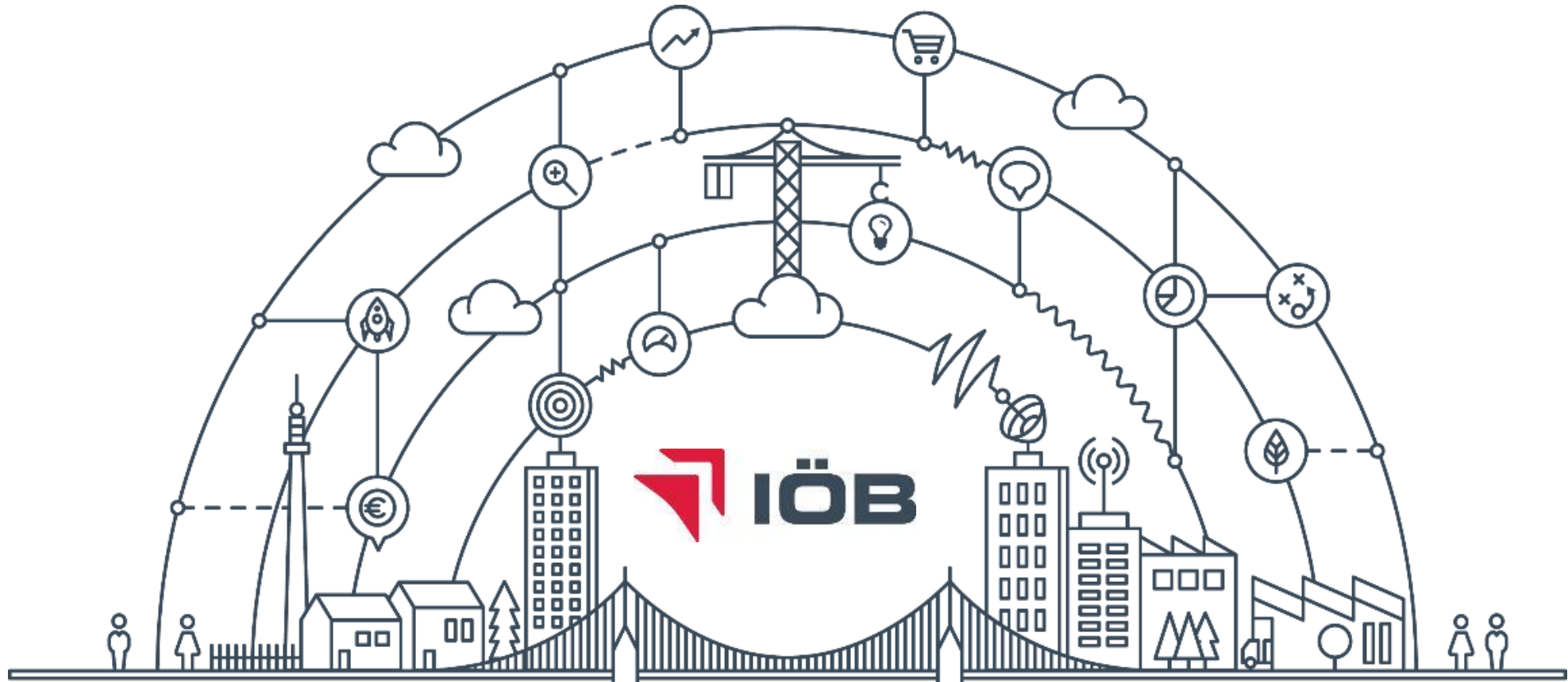
An initiative of

 Federal Ministry
Republic of Austria
Labour and Economy

 Federal Ministry
Republic of Austria
Climate Action, Environment,
Energy, Mobility,
Innovation and Technology

In cooperation with

BBG BUNDES
BESCHAFFUNG

## PPPI Service Center

## Factsheet 1/2

**Legal Basis:** IÖB Leitkonzept 2011 (Strategic Concept for Public Procurement Promoting Innovation)

**Idea:** To foster the development of innovation within Austria and Europe by increasing public demand for innovative solutions.

**Primary Goal:** To increase the amount of public innovation procurement

**Activities:**

– Foundation of a competence center for Public Procurement Promoting Innovation (PPPI or IÖB) within the Federal Procurement Agency (2013)

– Establishment of a PPPI community encompassing key stakeholders from economic, scientific and research institutions as well as public procurers.

– Including innovation as a valid criteria within procurement laws and regulation

# Focus On the EARLY Phase
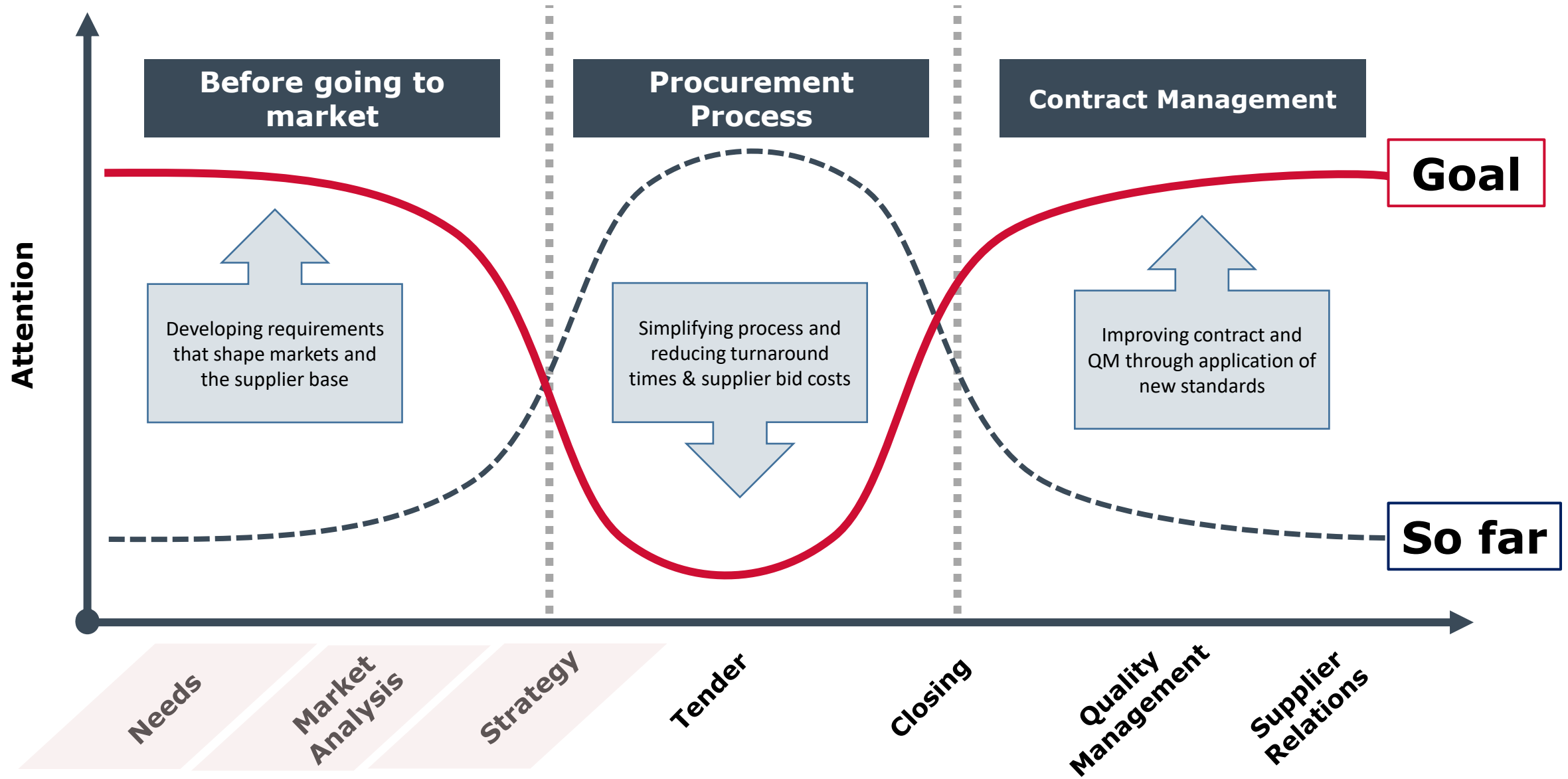
# PPPI Service Center

## We build bridges.

Connecting public procurers and innovative companies.

**Our Goal:**
Modern, efficient and service oriented administration.

| | | |
|---|---|---|
| Innovation Platform | Networking & Events | Strategic PPPI Consultancy |
| Trainings | Pilot Projects | Financial Support |

IÖB

# PPPI-Consulting

## Start your innovative procurement!

# Would you like to, ...



| Better services for customers and citizens | Sustainability | Increase efficiency | Modernising Organisations | cutting expenses | [space for your goal] |

**Use innovative procurement projects to achieve your strategic goals!**

Our **strategic PPPI consulting** supports public organisations.

IÖB

# PPPI-Challenges

## Market scouting by open innovation

# PHASES OF A PPPI-CHALLENGE

**PREPARATION**

Defining Challenges & Visions; nominating a jury & defining criteria

**CALL FOR IDEAS**

Companies post ideas and solutions to the Innovation platform

Time frame: 6-12 weeks

**COMMUNITY-PHASE**

Jury engages companies, asking for clarification when needed

Time frame : approx. 2 weeks

**JURY ASSESSMENT**

Jury assesses all contribuations and decides on the winning solution(s)

Time frame : approx. 1 week

**INNOVATION DIALOGUE**

Winners are invited to debate their solutions and details of their concept. Availability of the product, approx. Cost. etc.

Time frame : approx. 60 minutes per solution

IÖB

# Digital solution to control and certify fields for seed production

AGES

The Austrian Agency for Health and Food Safety looked for a digital solution to support their certification **process for fields that were used for seed production**.

⇩

Challenge was started in summer 2020
www.ioeb-innovationsplattform.at

⇩

**17 companies** submitted their solutions

⇩

**5 companies** were invited to present their solutions

⇩

**Two companies were awarded a tender to develop a solution Since 2022 the old paper based process has since been superseded by the new digital process**
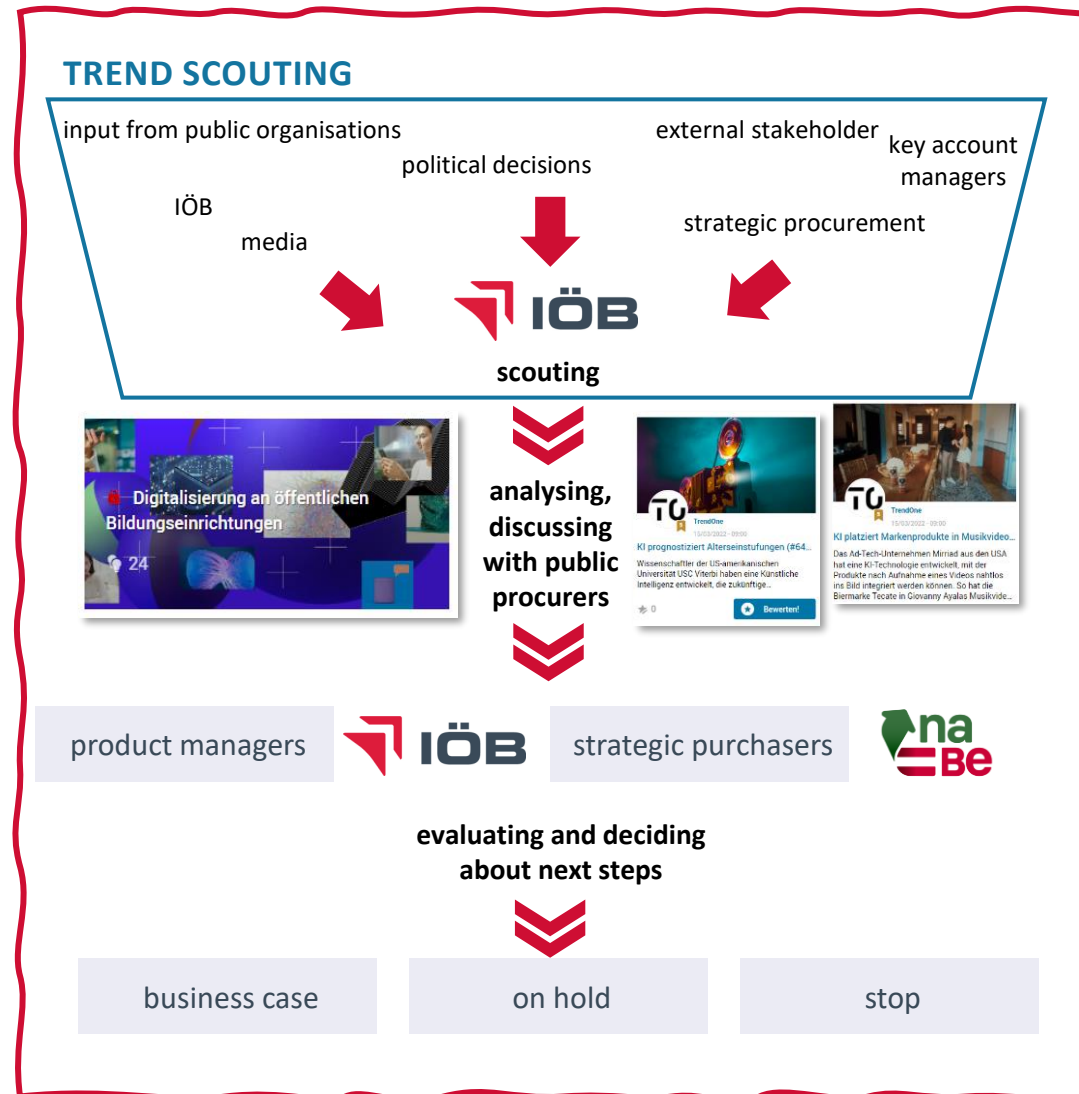
# Integration in the Federal Public Procurement Agency (BBG)

# New areas of public procurement

## From trend Scouting to procurement

# Federal Public Procurement Agency

## e-Shop of BBG: electronic purchasing



- The e-Shop is the fully electronic purchasing tool of the BBG
- Information and ordering tool for more than 2300 public procurers
- More than 900 suppliers offer their products and services in digital catalogues

# Direct Awarding Platform

From the product showcase to the e-shop purchasing portal

Purchase an innovation from the Innovation Marketplace - now easier than ever:

- There is a bridge from the Innovation Marketplace to the BBG shopping portal, the "e-Shop".
- In the e-Shop's *Direct Awarding Platform Innovation*, suppliers can offer their PPPI - awarded products for purchase. Many are already listed.
- The advantages for clients:
  - Deep links from the marketplace to the e-Shop
  - Fully electronic purchase
  - Can be used if no formal award procedure is required

# IÖB-Toolbox

Funding for your public project

# Funding

## IÖB-Toolbox



Funding of the aws in cooperation with the PPPI-Service Center from funds of the Federal Ministry of Climate Action, Environment, Energy, Mobility, Innovation and Technology

www.ioeb.at/toolbox

**Two modules:**

**1. IÖB-Transfer**

– Subsidies for innovative procurement projects

– Max. 100.000 EUR or up to 90 % of product/service costs

**2. IÖB-Prepare**

– Subsidy of up to 15.000 EUR for public procurers employing third party consultants that utilize the PPPI Innovation Plattform.

**Who will be funded?**

– Public procurers seated in Austria (Regional level, Municipal level as well as publicly held companies).

# Contact persons

## We build bridges

between public organisations and innovative companies.

## The goal:

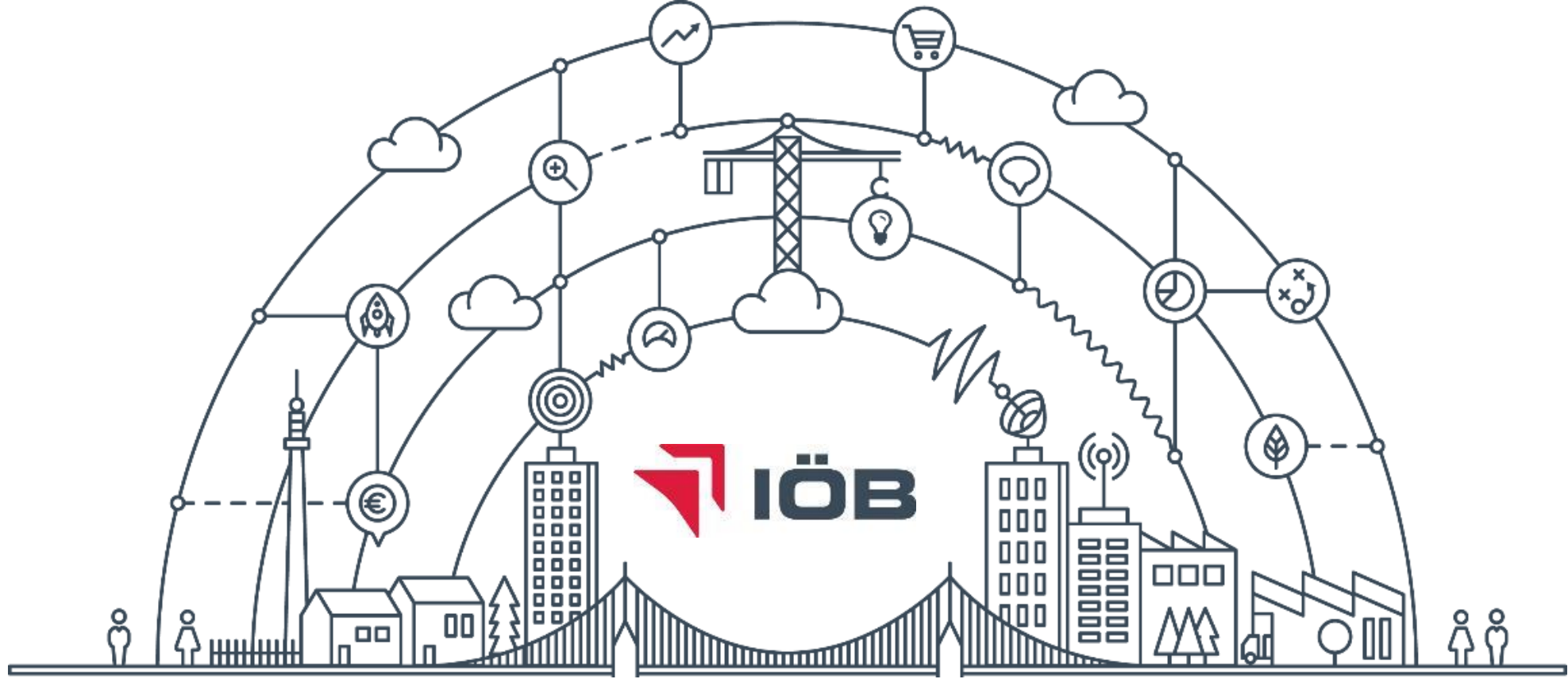A modern, efficient and sustainable public administration.

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IÖB

An initiative of

Federal Ministry
Republic of Austria
Labour and Economy

Federal Ministry
Republic of Austria
Climate Action, Environment,
Energy, Mobility,
Innovation and Technology

In cooperation with

BBG BUNDES
BESCHAFFUNG

# UDIH 4 EU

*Planned activities of this Bulgarian EDIH to stimulate innovation procurement in the water and energy sector*

**Dimitar Ivanov**

**UDIH 4 EU hub, Bulgaria**

Introducing

# About Us

**Utility Digital Innovation Hub** (UDIH) was born out of the

necessity to help and support the development  and

implementation of digital innovations in the utilities sector

which faces unprecedented  pressure to transform and

improve.

UDIH is an official European Digital Innovation Hub under

the Digital Europe program.

# Who are we?

UDIH is the **ONLY** European hub for digital innovation with a main focus on UTILITIES as part of the Digital Europe Programme network

We are registered as a member of the DihNET.EU community

We collaborate with other EDIHs across Europe to share knowledge and experience

We are part of the EU Community and Research Centers (JRC)

We are supported by national authorities, as well as strategic bodies and initiatives

# Who are we?

We, as one of the EDIHs, support industry, SMEs and the public sector in the process of digital transformation by offering a one-stop service through:

### Providing access to finance
We provide financial advices and guidance on securing financing through non-debt capital

### "Test before invest"
We are already designing a simulation model of a plumbing facility that we will build on the territory of the Plovdiv WWTP, with the possibility of experimental developments, applied research and demonstrations

### Training and skill development
We will conduct a series of trainings to increase the technological skills and competencies of the personnel involved in the Utilities sector

### Cooperation and exchange of experience
between key stakeholders and developers

# Mission and Vision

## Our Purpose

is to ensure access to the latest digital technologies and training through expertise and knowledge in digital innovation and Utilities.

## Our Mission

is to encourage and support the development of Utility services through the use of new technologies and concepts and to improve people's lives.

## Our Aspiration

is to transform Utilities as we know them today and prepare them for future generations.

## We promote

sustainability and environmental responsibility in public services.

Data driven industries

# Water Utilities

Information System always existed even before the era of technology in the form of written data and information. On the other hand, Information Technology came into existence after computers.

While Information System works as a device turning raw ideas into processed data, Information technology aids businesses and organizations to utilize the available data in a more efficient manner so as to extract the best of its use

Data Analytics

# Water Utility Trends
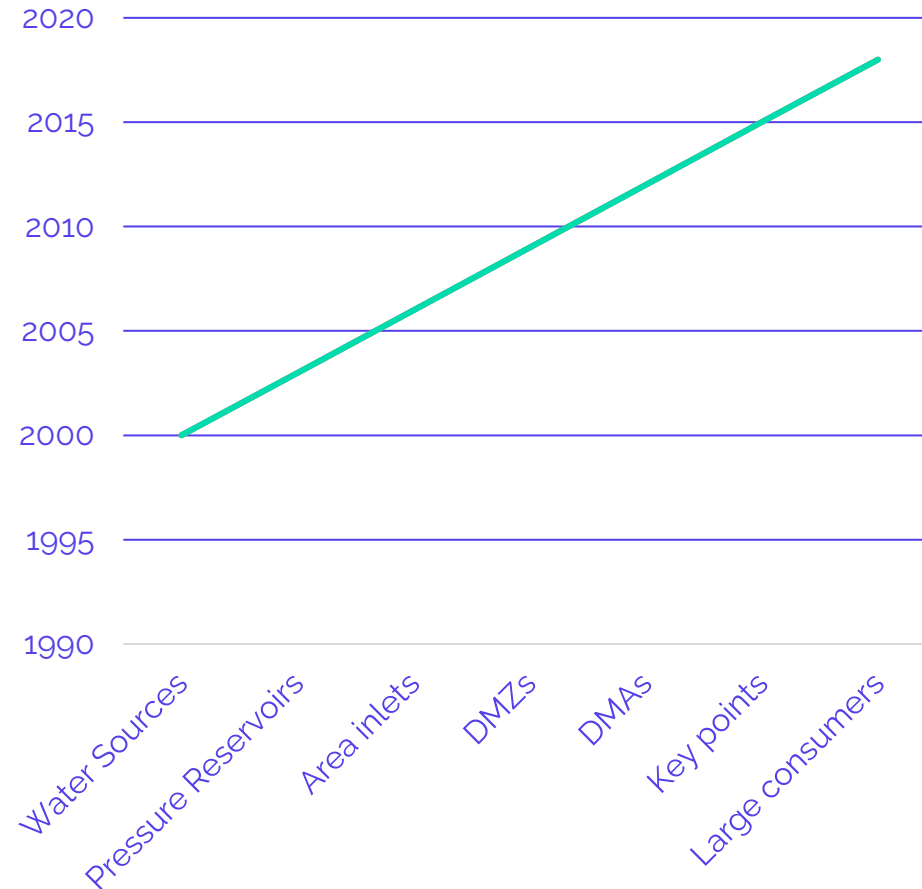
**Drastic Increase of the monitoring points**

From water source to the end consumer

**Water cost sensitivity increases**

With the increase of the price of the water the end customers become more sensitive to water usage

**Information technologies become more important to the sector**

The industry becomes more data driven

Chart axis labels — Y-axis: 1990, 1995, 2000, 2005, 2010, 2015, 2020. X-axis: Water Sources, Pressure Reservoirs, Area inlets, DMZs, DMAs, Key points, Large consumers

# Water technology trends in 2022

## The roadmap for 2022 is digital

In a world where water scarcity affects 40% of the population, these cutting-edge technologies are the best tools to build smarter utilities. Process automation, real-time remote control, and event anticipation are some of the major benefits the new trends are set to bring. In this future, citizens will have a critical role in decision-making

### AMI
From meters to business intelligence

### Artificial Intelligence
Building learning into processes

### Digital twins
Transforming the real world through the virtual

### Intelligent asset management
The key to sustainability.

### Geographic Information Systems
Data at the service of efficiency.

### 5G technology
Turning the future into reality.

# Digitization vs Digitalization
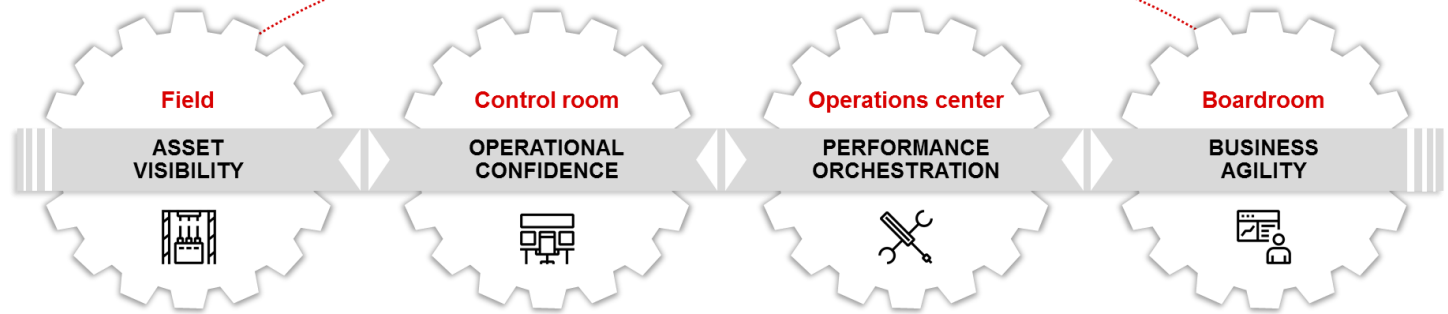
## Digitization



**Analogue** → **Digital**

Converting data from analogue to digital format

## Digitalization

*Digital transformation solutions from the field to the boardroom…*
*Faster decisions with insight from milliseconds to years.*



| Field | Control room | Operations center | Boardroom |
|---|---|---|---|
| **ASSET VISIBILITY** | **OPERATIONAL CONFIDENCE** | **PERFORMANCE ORCHESTRATION** | **BUSINESS AGILITY** |

Milliseconds ···· Seconds ···· Minutes ···· Hours ···· Days ···· Weeks ···· Months ···· Years ···· Future →

- Creating value through digitalization of complete business processes in the Utility Companies
- All based on digitalization of the assets and basic digital tehcnologies (IIoT), as well as intensive digital data transfer.

Extracting value from data

# Digital Transformation

The digital transformation of processes is no longer an option; it is simply the road to follow in order to offer a quality service as demanded by 21st century citizens

Global water utilities are transforming their processes as a means to achieve greater water and energy efficiency. This journey includes leveraging the value of the data obtained from sensors, and doing so securely, in order to make better decisions.
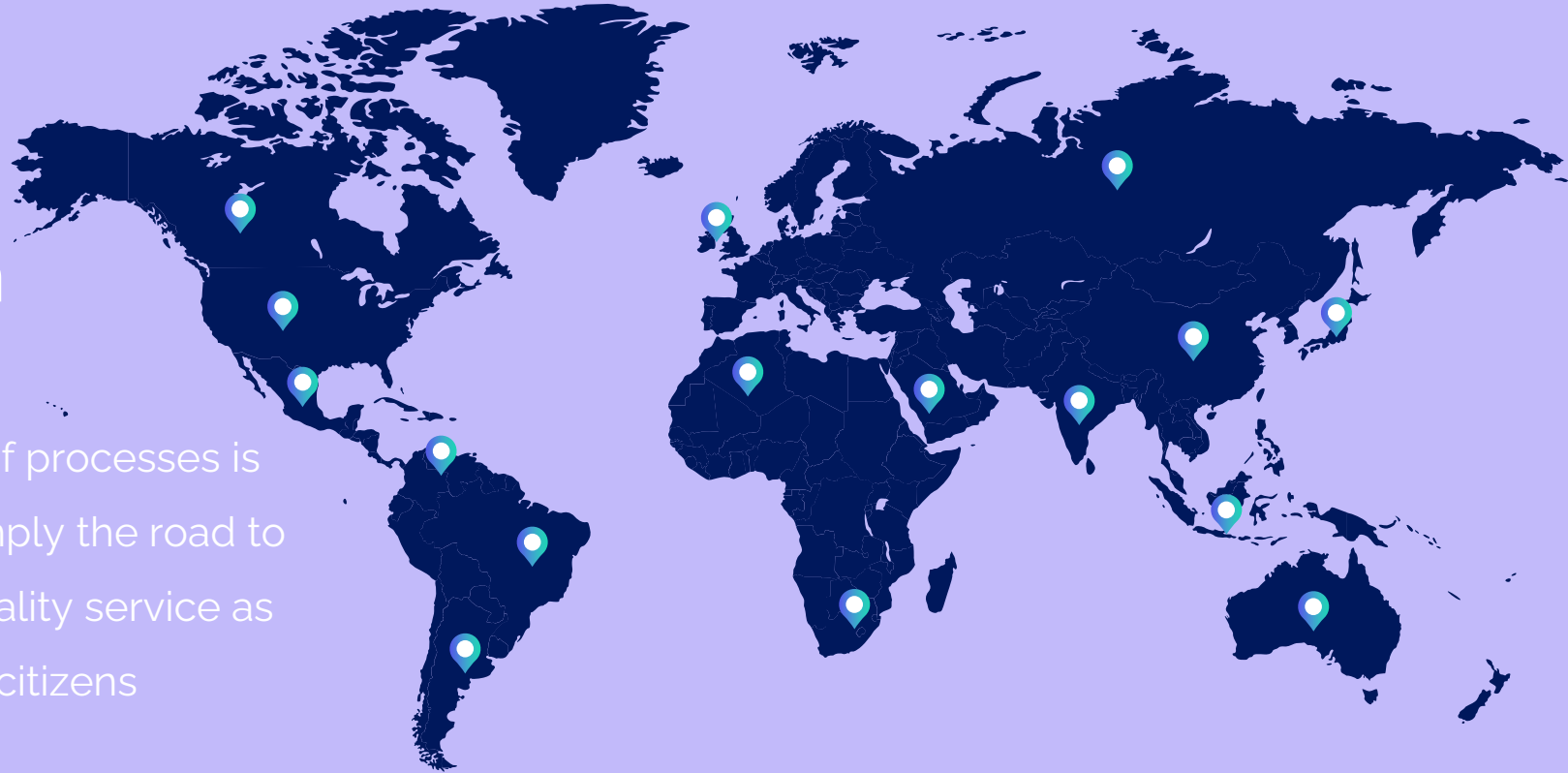
# Investment Today Is A Source Of Income Tomorrow

The future depends on digital transformation. However, this should not be conceived as an end in itself, but as a way of **extracting value from data** and **converting information into business intelligence**. This is the only way we will be able to tackle the challenges of the coming decades.

Digital transformation

# The Challenges

1. To bring the sector in line with the new technologies e.g. invest in **change management and education.** The future of water is not only about technology but also about people.
2. To realize that the security of the systems will move away from physical to virtual e.g. allocate the appropriate resources in **cyber security**
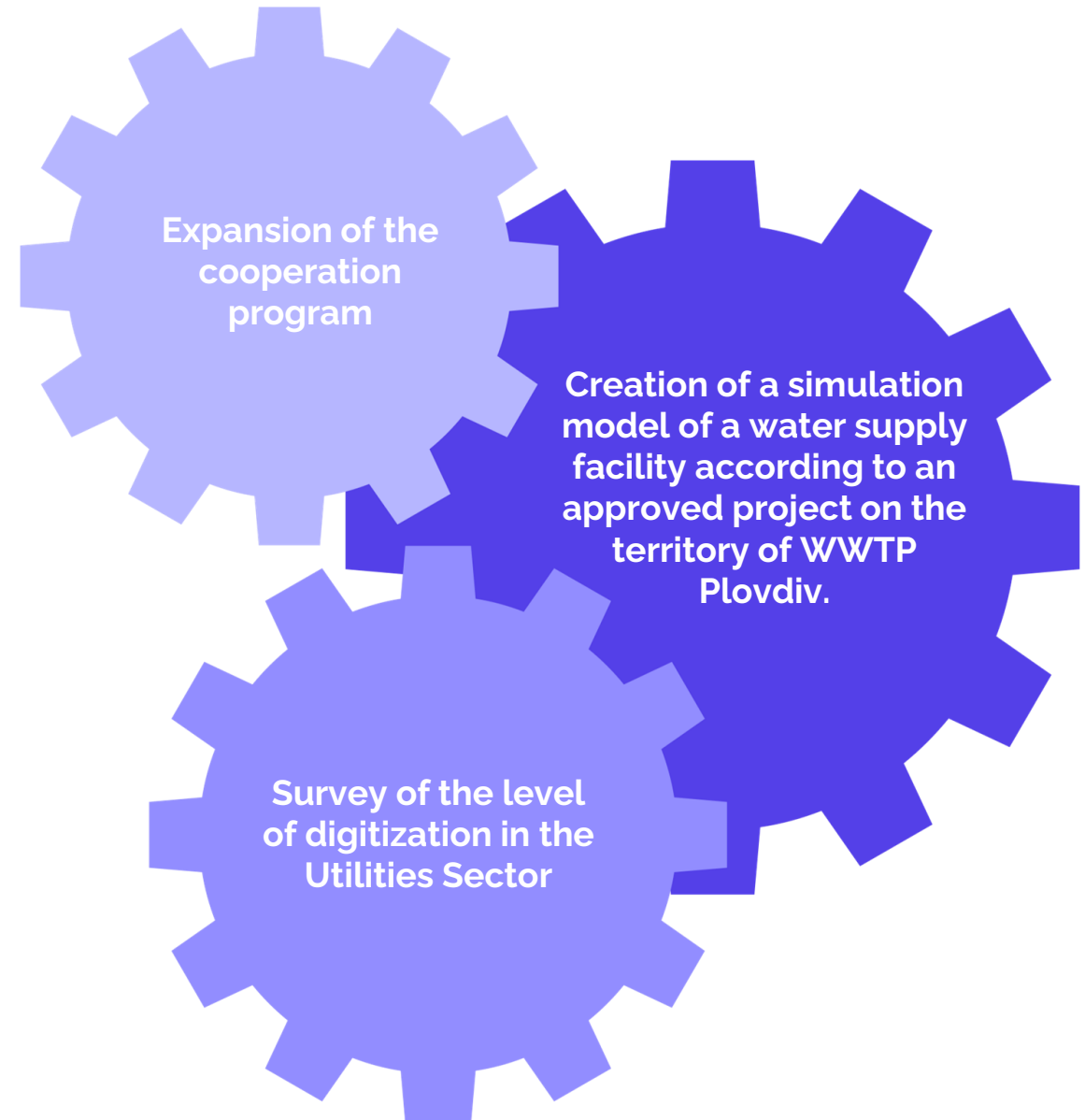3. **Many more** ☺

# What next?

The collected information on the current state and the planned investments in digitization by all utility operators will give us the basis for forming a comprehensive program for digitization of the sector, for which funding from the EC will be secured with the planned over €10 BILLION under the "Digital Europe" program. This will enable faster digitization and at the same time increase the level of services provided.

This model will provide an opportunity to demonstrate innovative solutions for the digitalization of the Utility sector - on site and in real time. The implementation of the project will allow access to equipment, facilities and software, with the possibility of experimental developments, applied research, demonstrations and training.

**Expansion of the cooperation program**

**Creation of a simulation model of a water supply facility according to an approved project on the territory of WWTP Plovdiv.**

**Survey of the level of digitization in the Utilities Sector**

# Thank You

# Discussions with EDIHs

*Which innovation procurement related activities are EDIHs interested to develop? How can EDIHs cooperate with other EDIHs on innovation procurement? Do EDIHs see links with other initiatives?*

# Conclusions

**Stephan Corvers**
CEO & Founder

**Corvers Procurement Services BV**

# Conclusions

- The EU legal framework provides flexibility and different tools for Innovation Procurement.

- Innovation Procurement has a multi-fold strategic role.

- EDIHs can embed in their planning PCP and PPI approaches.

It is important to understand when and how to use them.

To improve public services, contribute to the economy, strengthen autonomy and resilience.

The EAFIP step-by-step methodology can guide PCP and PPI projects achieve results.

# Apply for free assistance

For more information – see: www.eafip.eu

Or apply directly via:

https://ec.europa.eu/eusurvey/runner/EAFIP2023

# Thank you for your attention

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**EAFIP WORKSHOP-WEBINAR #5**

**HOW INNOVATION PROCUREMENT CAN HELP**

**EUROPEAN DIGITAL INNOVATION HUBS SPEED UP THE DIGITAL TRANSFORMATION**

21st September 2023

**Q&A**

**PART I.**

**Why Innovation Procurement is important for the Digital Transition.** *European initiatives and funding supporting innovation procurement.*

**Speaker:** Lieve Bos**,** *EC Policy Officer Innovation procurement*

|  | **Question** | **Answer** |
|---|---|---|
| **1.** | Would you please share the links to find easily the tender specifications of PCPs or PPIs that address SMEs operating in the domain of in Digital Health?<br><br>This request concerns EC funded PCP/PPIs and national ones. We would like to share this information with the SMEs as customers of the EDIHs in that domain.<br>The EDIH Network - Working Group on Digital Health is interested in this information and can disseminate this information further to the relevant SMEs | Here is the link to all PCP/PPI projects in the digital sector funded by DG CNECT: https://digital-strategy.ec.europa.eu/en/policies/pcp-and-pi-projects<br><br>Here is also an overview of PCP/PPI projects in other sectors funded by other Commission DGs: https://digital-strategy.ec.europa.eu/en/library/non-ict-eu-funded-innovation-procurement-projects<br><br>There is no webpage that lists all national calls of all EU countries for innovation procurements. Several of them are published on TED, but our benchmarking also identified that many innovation procurements that are not subject to EU publication requirements, are published only nationally (e.g. on national websites, portals).<br><br>Still, we regularly scan TED for PCPs, and also through our network or contacts in Member States get alerts of calls for tenders and open market consultations. If you want to be alerted on that, you can subscribe to our news alerts on innovation procurement here: https://ec.europa.eu/newsroom/dae/user-subscriptions/2544/create<br><br>This is the page of the EDIH network - Digital Health Working Group https://european-digital-innovation-hubs.ec.europa.eu/knowledge-hub/thematic-groups/digital-health |

**How the European Assistance For Innovation Procurement can help EDIHs harness innovation procurement** - *Introduction to innovation procurement, the EAFIP methodology and examples of success cases that received assistance from EAFIP*

**Speaker:** Beatriz Gómez Fariñas, *EAFIP, Corvers Procurement Services*

|  | **Question** | **Answer** |
|---|---|---|
| **1.** | Does the EAFIP Toolkit contain case examples on Innovation Procurement? | Yes, the EAFIP Toolkit contains 3 Modules: a strategic module addressed to policy officers, an operational module for public procurers, and a legal-oriented module for legal advisors. All the modules include case examples. The EAFIP Toolkit can be downloaded for free here: www.eafip.eu/toolkit |
| 2. | What are the eligibility criteria to apply for the free assistance of EAFIP? | There are 4 selection criteria:<br><br>(1) Concrete interest / commitment in starting a PCP/PPI project and maturity of the business case (business case means the business case for the public procurer, i.e. the cost/benefit analysis that justifies the procurer's investment in the innovation procurement).<br>(2) Potential impact of the PCP/PPI procurement, with priority to high impact ICT solutions (e.g. Blockchain, Artificial Intelligence, Cybersecurity, Big Data and virtual/augmented reality), innovative ICT solutions contributing to economic recovery, the European Green Deal and national digital/ICT strategies.<br>(3) Geographical balance of the cases to be assisted across the EU member states.<br>(4) Lack of experience and existence of prior cases in the implementation of PCP/PPI under the legal system of the country in question.<br><br>More information about the eligibility and scope of assistance can be found here:<br><br>http://eafip.eu/assistance/eligibility-and/<br><br>To apply for assistance fill in the EU Survey questionnaire here:<br><br>https://ec.europa.eu/eusurvey/runner/EAFIP2023- |

| 3. | How can EDIHs directly use PCPs and PPIs other than informing about this framework towards their clients? | EDIH can have a catalytic role based on the needs assessment of users within the organisations part of the hub. |
|---|---|---|

**PART II.**

**The GR-digiGOV-innoHUB:** *How this Greek EDIH will help public sector organisations tackle challenges that require innovative digital solutions: plans for innovation procurement tenders.*

**Speaker:** Thanassis Kountzeris, *Greek Digital Innovation Hubs*

| | **Question** | **Answer** |
|---|---|---|
| **1.** | You are planning to conduct market consultations in relation to your identified challenges. Will the Open Market Consultation be carried in Greek or English? | We will consider a preliminary market consultation in Greece to determine the 'deph' of the market there, followed by pan-European Open Market Consultation in English. |
| **2.** | How do you foresee the cooperation with other EDIHs? | Although we are at different levels of development and ambition, we can exchange experiences and good practices regularly. It is important to be part of an EU network and learn from each other.

It may also be possible to share resources, such as a "marketplace" platform for matchmaking demand with what's available in the market. There are developments already existing in the organisations and EU associations which can be leveraged for the participation of SMEs and cross-border cooperation net. |

**Crowd in Motion EDIH:** *Insights in how this EDIH aims to match its initiatives with green public investments and innovation procurements*

**Speaker:** Viktoria Holler, *IÖB, partner of Crowd in Motion EDIH, Austria*

| | **Question** | **Answer** |
|---|---|---|
| 1. | Are your challenges targeting solutions at higher TRL (products almost ready)? | We are open to various challenges or problems public organisations are facing. With the format of an IÖB-challenge we screen the market and help public organisations finding suitable |

| | | solutions for their problems. The TRL varies. In most of the cases we receive solutions with higher TRL but we also had challenges where the best solution still needed to be developed. In this case an innovation partnership could be the right procurement procedure. |
|---|---|---|
| 2. | How does the instrument of e-catalogue work for innovative solutions? | Companies who have been approved with their innovative solutions on our innovation platform (IÖB-Innovationsplattform) have the possibility to be integrated directly in the BBG e-catalogue for direct awarding. . |
| 3. | How to cooperate with other EDIHs? | Sharing experiences and learning from each other is key to success. If a partner is stuck, it's important to use the network and reach out to others. Asking them if they have been in such a situation and then work together to solve it. Different organisations can have similar challenges and problems. |
| 4. | Are the services offered also to non-Austrian parties? | The seminars and trainings are for public organisations and also for young companies so they can learn about tenders and procurement procedures.<br>The target group and conditions to participate vary from event to event. |

**UDIH 4 EU:** *Planned activities of this Bulgarian EDIH to stimulate innovation procurement in the*

**Speaker:** Dimitar Ivanov, *UDIH 4 EU hub, Bulgaria*

| | Question | Answer |
|---|---|---|
| **1.** | What kind of support would you like from your colleagues? | Learning from other experiences, in particular from the lessons learned from the EAFIP initiative. |
| **2.** | How can the EDIHs participate in defining the tender specifications? | EDIHs provide coaching services including their services related KPIs only, basically moderating between the stakeholders and their positions in digitalisation (and evidently attached to the business cases of the SMEs as a biproduct). EDIHs are not addressing the key business cases nor tender specifications of the service providers nor the SMEs. |

**Discussion with EDIHs**

Which innovation procurement related activities are EDIHs interested to develop? How can EDIHs cooperate with other EDIHs on innovation procurement? Do EDIHs see links with other initiatives?

**Some key comments:**

- One of the roles of EDIHs is to connect the dots in digitalization. The SMEs should be informed about the possibilities of the tender specifications thematically. The thematic EDIH working groups can easily disseminate the like-minded tender specifications to the like-minded SMEs operating in the same sector.

- There is a request of information on new regulations toward Environmental Product Declaration (EPD) that SMEs can apply to.

- The state of play is different in each Member State, therefore cooperation is essential in aspects such as cybersecurity, standards, interoperability, etc. and explore the role of EIDH regarding the needs analysis from the demand side.

- SMES already working in a specific sector can bring solutions to from different sectors. For example, in Austria the challenges are published aiming that companies from different sectors can contribute. In one challenge for where a university hospital wanted a robotic solution for the kitchen, a company working in the waste sector provided an almost perfect solution to the hospital. It is important to open up the capacity of SMES for the benefit of public authorities,

- Leaving the Intellectual Property Rights vested in the contractors creates the opportunity to exploit the R&D results and commercialize solutions.

- Some Member States or regions are not used to innovation procurement, not only from the demand side but also on the supply side. One first step is to create trust in a Government to Business environment. Cultural aspects should be taken into account in this regard.

- In first-hand the service providers should make up their mind what they want to do. The companies and consultation help, but it is really the interest of the service providers to define the need themselves and not to be lobbied too much by the private sector companies.

- How to land to relevant tender specification is a complex process where EDIH might find their role. An obvious immediate role could be to share the available tender specifications.