

WEBINAR

**Boosting economic recovery through
Innovation Procurement**

*What the European Assistance For Innovation
Procurement can do for you*



Watch the replay video of the webinar via: <https://youtu.be/uXPd3sC9cPQ>

Introduction

Welcome to the New EAFIP edition & opportunities to boost economic recovery

WEBINAR

Boosting economic recovery through Innovation Procurement

What the European Assistance For Innovation Procurement can do for you



Stephan Corvers, Corvers Procurement Services BV & Lieve Bos, European Commission – DG Connect

WORKSHOP-WEBINAR

Boosting economic recovery through Innovation Procurement:
What the European Assistance For Innovation Procurement can do for you

18 May 2021

Introduction & agenda



PART I

Time (CEST)	Topic	Key Speaker
9:15 – 9:30	Pre-connecting to Webinar Platform	
9:30 – 9:45	Introduction Welcome to the New EAFIP edition & opportunities to boost economic recovery	Stephan Corvers CEO – Corvers Procurement Services BV Lieve Bos EC Policy Officer - DG Connect
9:45 – 10:00	NEW EAFIP edition - How it works & Type of Assistance Support for Pre-Commercial Procurements (PCP) and Public Procurement of Innovative Solutions (PPI): a step-by-step overview	Anabel Peiró Baquedano Legal Procurement Consultant – Corvers Ana Lucia Jaramillo Legal Consultant & Researcher – Corvers
10:00 – 10:40	Blockchain enabled fintech services Benefits of the LBChain PCP for the <u>buyer</u>	Andrius Adamonis Project Manager, Digital Transformation and Advanced Analytics Division Bank of Lithuania
10:40 – 10:50	Blockchain enabled fintech services Benefits of the LBChain PCP for the <u>supplier</u>	Andrius Adamonis Project Manager TietoEVRY
10:50 – 11:00	Lesson learned - Q&A	

PART II

11:00 – 11:15	COFFEE BREAK	
11:15 – 11:55	Big data solution for the water chain Benefits of the WBL PCP-PPI for the <u>buyer</u>	L.J.W. (Leon) Verhaegen Senior Project Leader ICT & Innovation Water Board Limburg (WBL)
11:55 – 12:10	Big data solution for the water chain Benefits of the WBL PCP-PPI for the <u>supplier</u>	Melchior Schenk Business Development Director Aquasuite Royal HaskoningDHV
12:10 – 12:20	Lesson learned - Q&A	
12:20 – 13:00	Smart tech ring buoys save lives Benefits of the Smart Dublin PPI for the <u>buyer</u>	Nicola Graham Smart City Operations Manager Dublin City
13:00 – 13:15	Smart tech ring buoys save lives Benefits of the Smart Dublin PPI for the <u>supplier</u>	Ciarán Ó Bréartúin Director of MSemicon
13:15 – 13:25	Lessons learned - Q&A	
13:25 - 13:30	Closure Conclusions & future events	Stephan Corvers CEO – Corvers Procurement Services BV

House rules

It is possible to ask questions in the private chat

Ask your question

Questions about the webinar or looking for more information?
Send a message.

Your question goes here

Send

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



INTRODUCTION

Opportunities to boost economic recovery



Key trends and EU position in the world



How well are we leveraging innovation procurement as a driver for economic growth?

25% Innov proc

South Korea

- 5% of PP / 0,63% GDP -> R&D
- 20% of PP / 2,5% of GDP -> PPI

Dependence of economy on PP

- PP = 12,5% of GDP

20% Innov proc

United States

- 3% of PP / 0,26% GDP -> R&D
- 2X innov ICTs adopted as in EU

Dependence of economy on PP

- PP = 10,8% of GDP

10% Innov proc*

Europe

- 0,5% PP / 0,1% GDP -> R&D**
- MS targets: 2-10% of PP -> innov

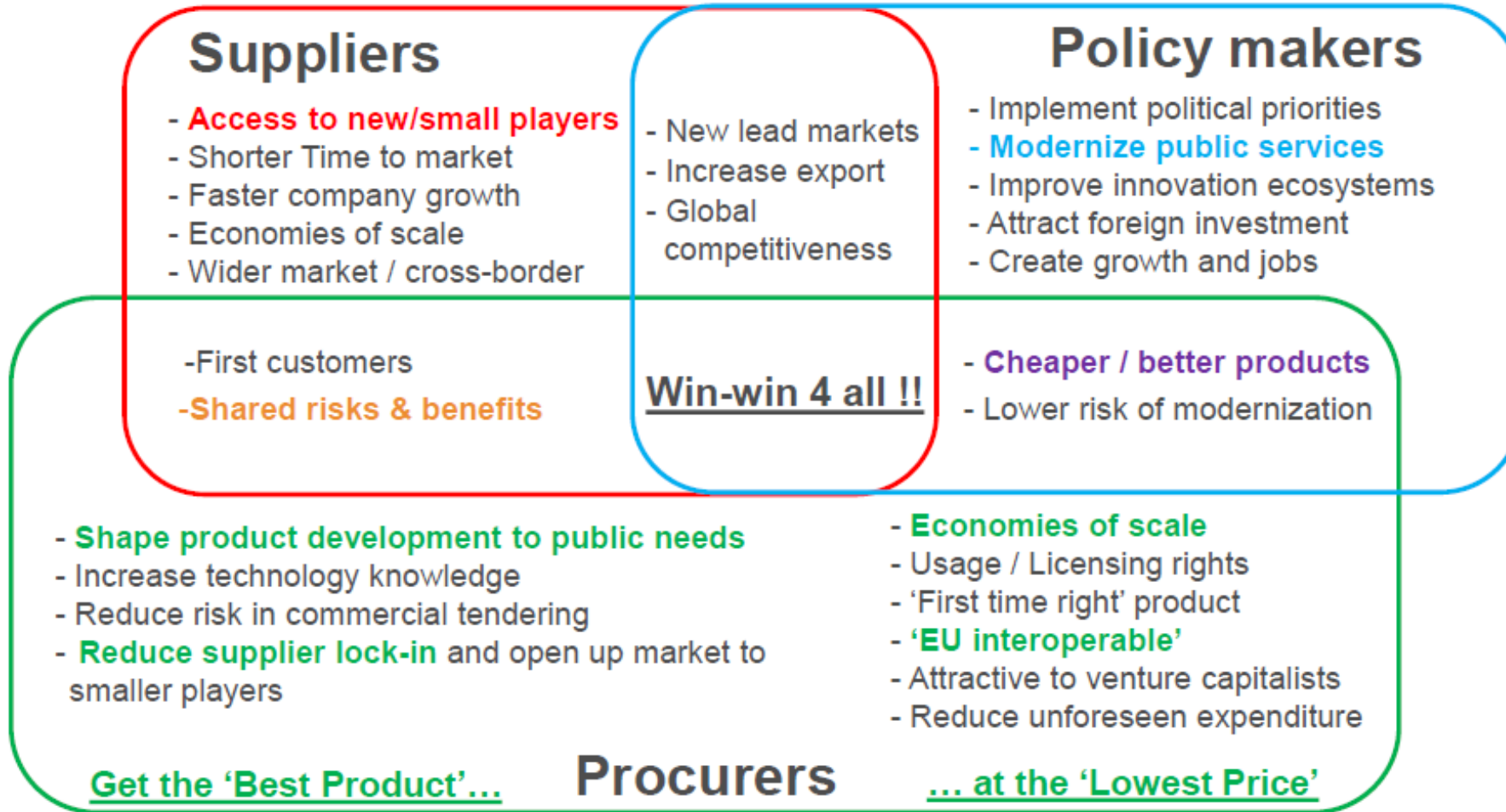
Dependence of economy on PP

- PP = 17% of GDP

* [EU wide Benchmarking of innovation procurement investments](#)

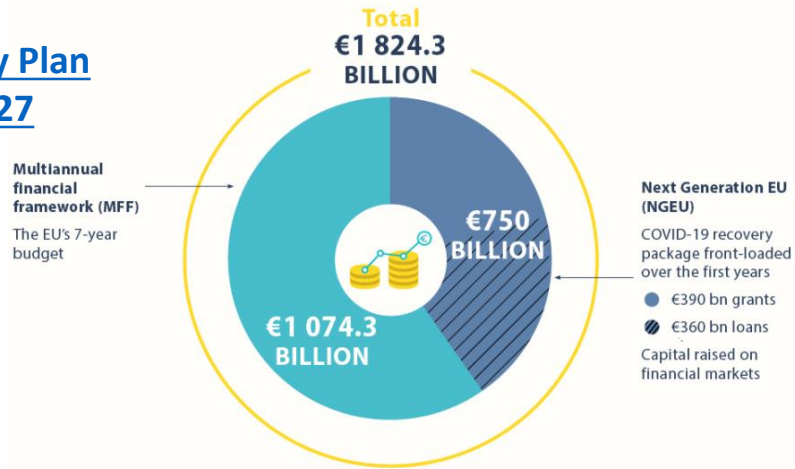
** [EU report on R&D procurement investments across Europe](#)

What's in it for the supply and demand side?



Key enabler for economic growth

EU Recovery Plan 2021-2027

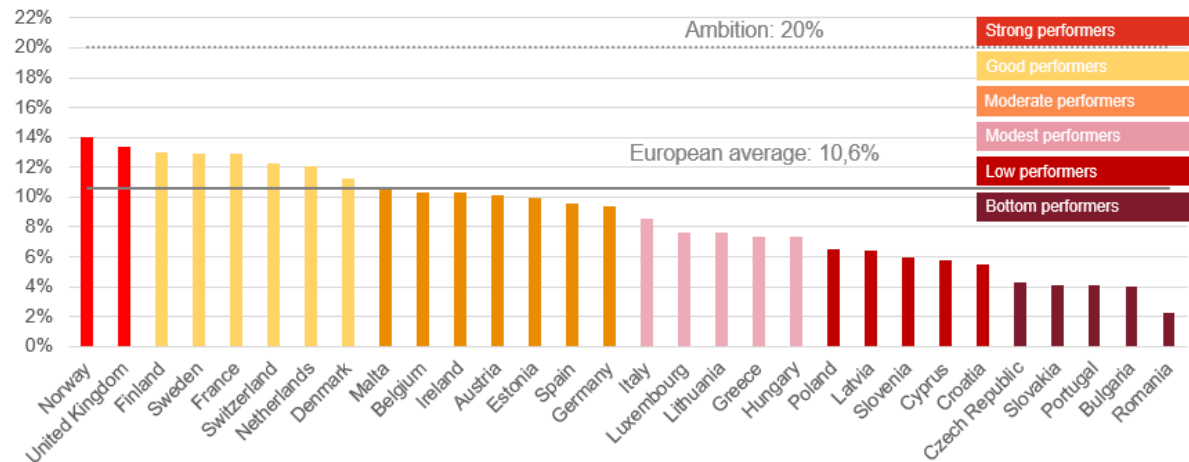
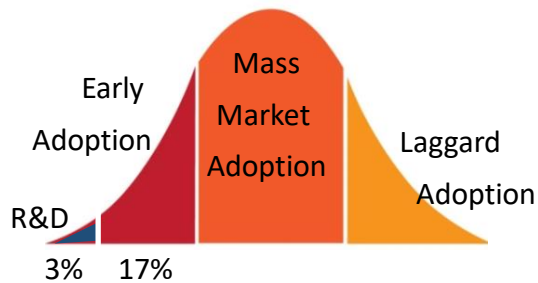


Innovation Procurement:

- Public sector modernization
- Addressing key challenges (e.g. green / digital transition)
- Competitiveness EU industry
- Encouraging private investment in R&I
- Creating high quality jobs, tax incomes, exports

A healthy market needs 20% innovation procurement [C\(2018\)3051](#)

- 3% of R&D procurement + 17% of Public Procurement of Innovative solutions (PPI)



But Europe is only halfway (10,6%)...



ICTs: Crucial for economic recovery



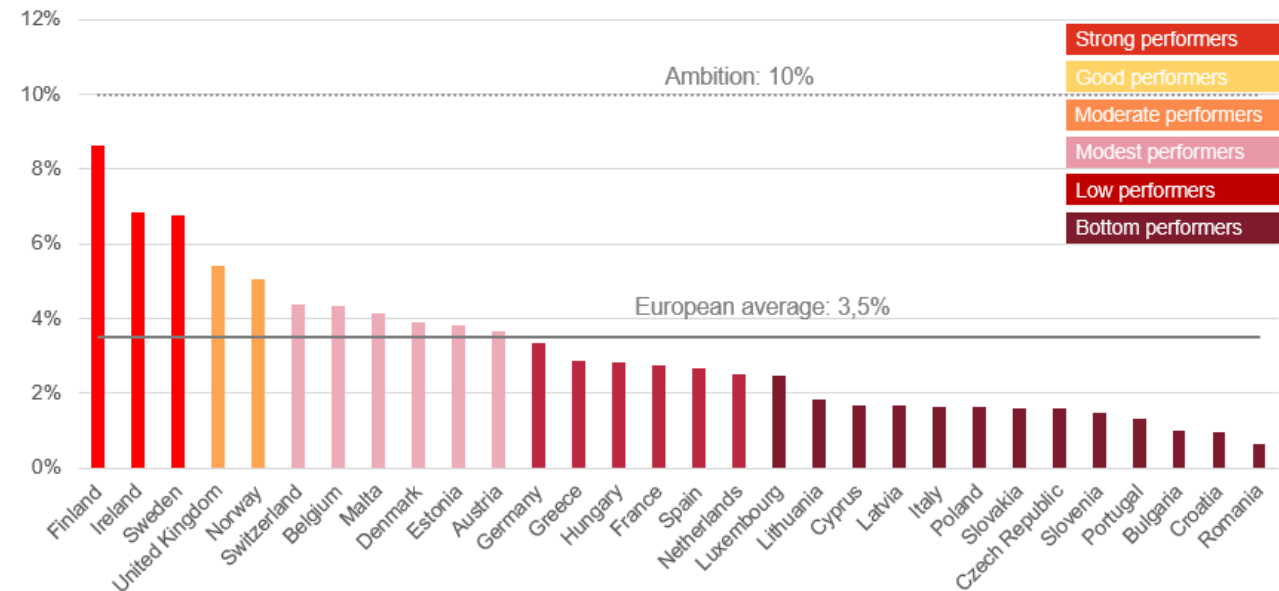
Europe is dedicating only 38% instead of 60% of innovation procurement to innovative ICTs

Gap in R&D procurement is bigger (X5) than gap in adoption (3X) of innovative solutions

European Recovery = Twin Green Digital recovery

Innovation procurement of ICTs, catalyzer for growth:

- Finding first customers: Biggest challenge for startups and SMEs (ECB)
- Public sector efficiency is higher in countries with higher ICT adoption (ECB)
- ICT generates > 60% of productivity growth, in leading economies. However, ICT adoption is lagging behind in Europe (ICT ~40% of productivity growth)



Several EU programs (2021-2027) in which innovation procurement plays a growing role



New Defense program
Support for PCPs



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



DIGITAL EUROPE

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

**RECOVERY AND
RESILIENCE FACILITY**



INNOVATION FUND

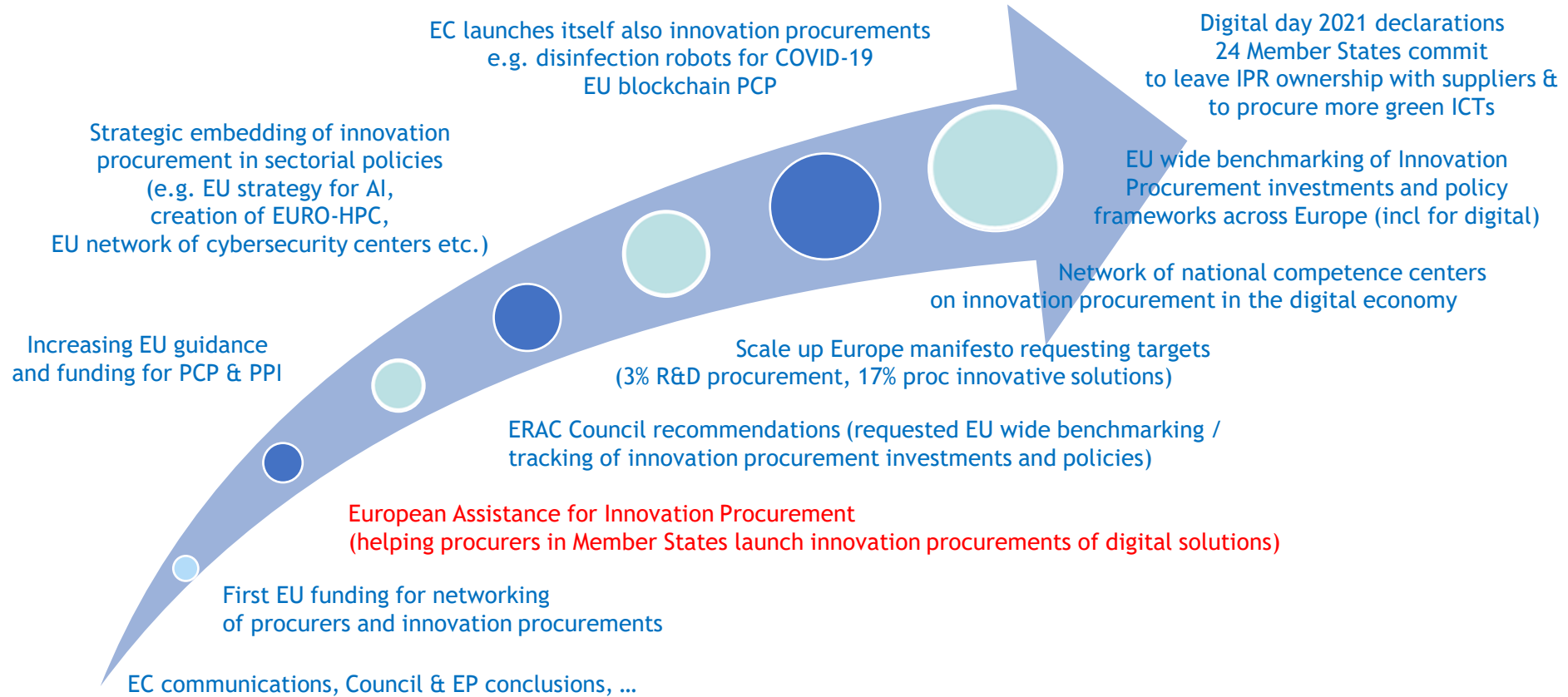
Driving clean innovative technologies towards the market

Support for green
innovation procurement &
Demonstration / go to market



Regional Development programs
Support for innovation procurement

EU initiatives on innovation procurement



More info on: <https://ec.europa.eu/digital-single-market/en/innovation-procurement>



New EAFIP edition

How it works & Type of Assistance



What the European Assistance for Innovation Procurement can do for you



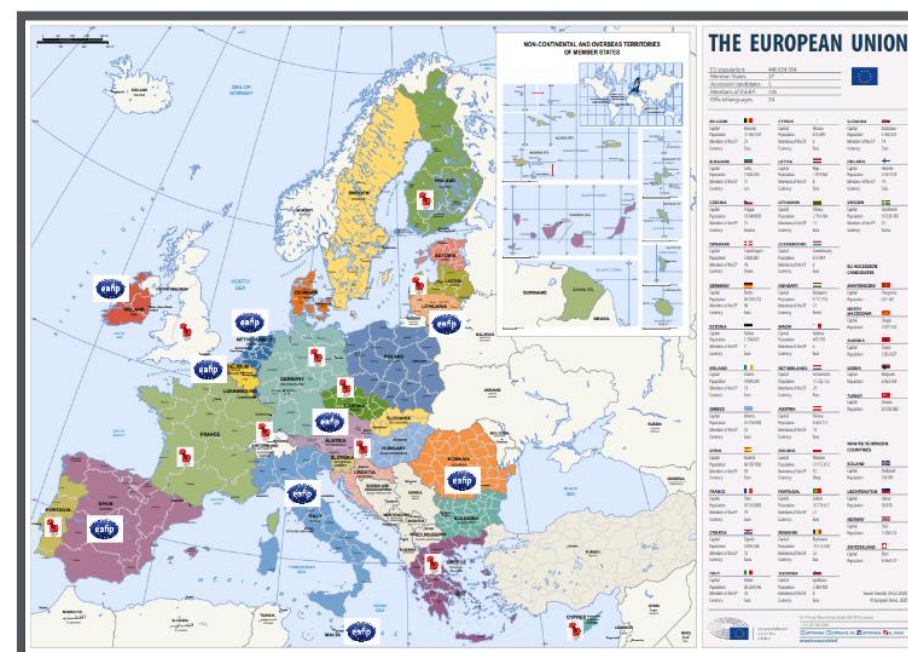


BEST PRACTICES on Innovation Procurement (PCP & PPI) of ICT solutions



Who can benefit from EAFIP?

All public procurers from EU member states are eligible to apply for assistance.



Selection criteria

Public procurers to receive this assistance are chosen through a selection procedure against the following four criteria:

1. Concrete interest / commitment in starting a PCP/PPI project and maturity of the business case (cost/benefit analysis)
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.
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.





Don't wait, innovate!
to boost economic recovery!



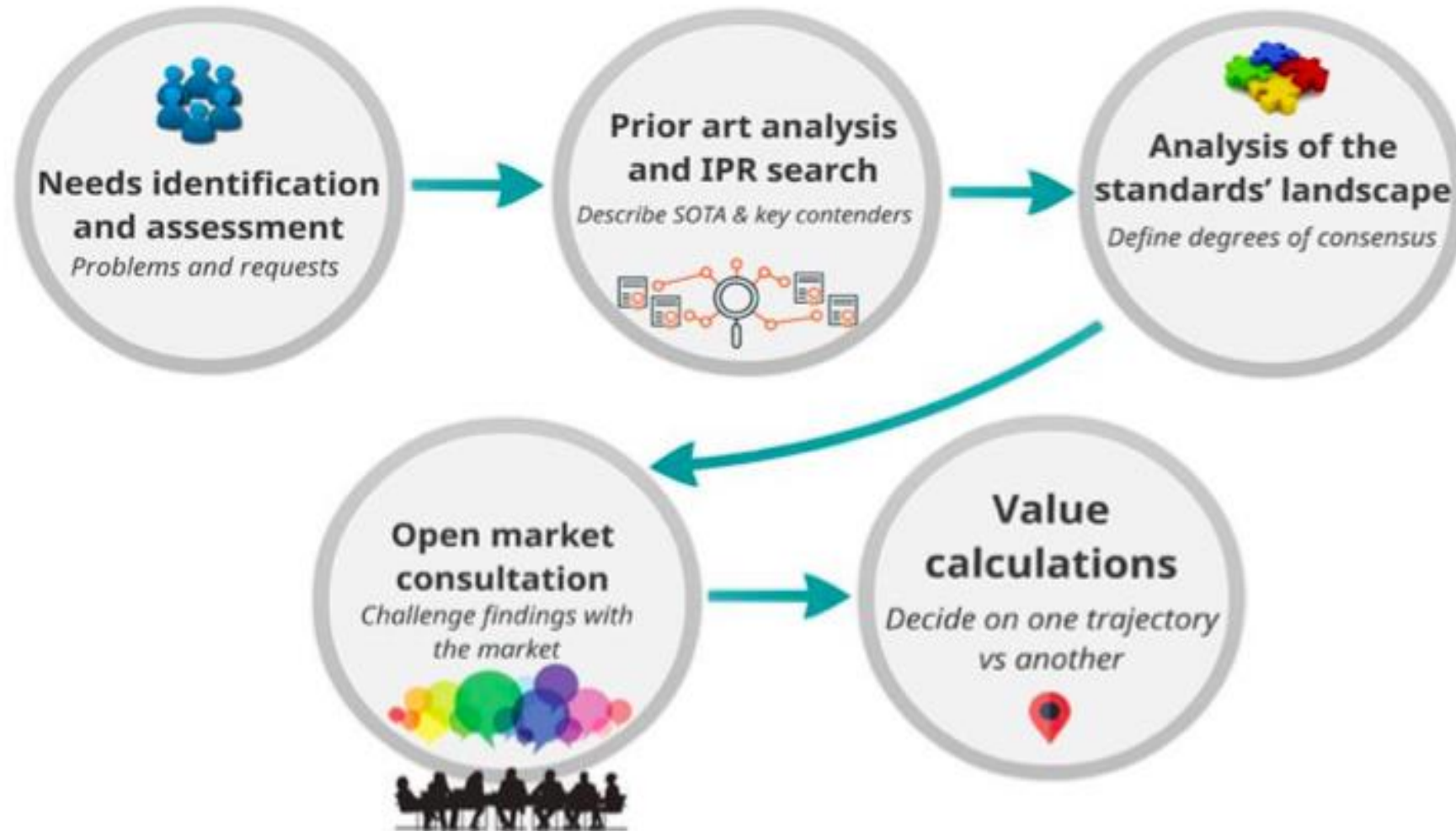
What does Assistance under the EAFIP-initiative comprise?

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

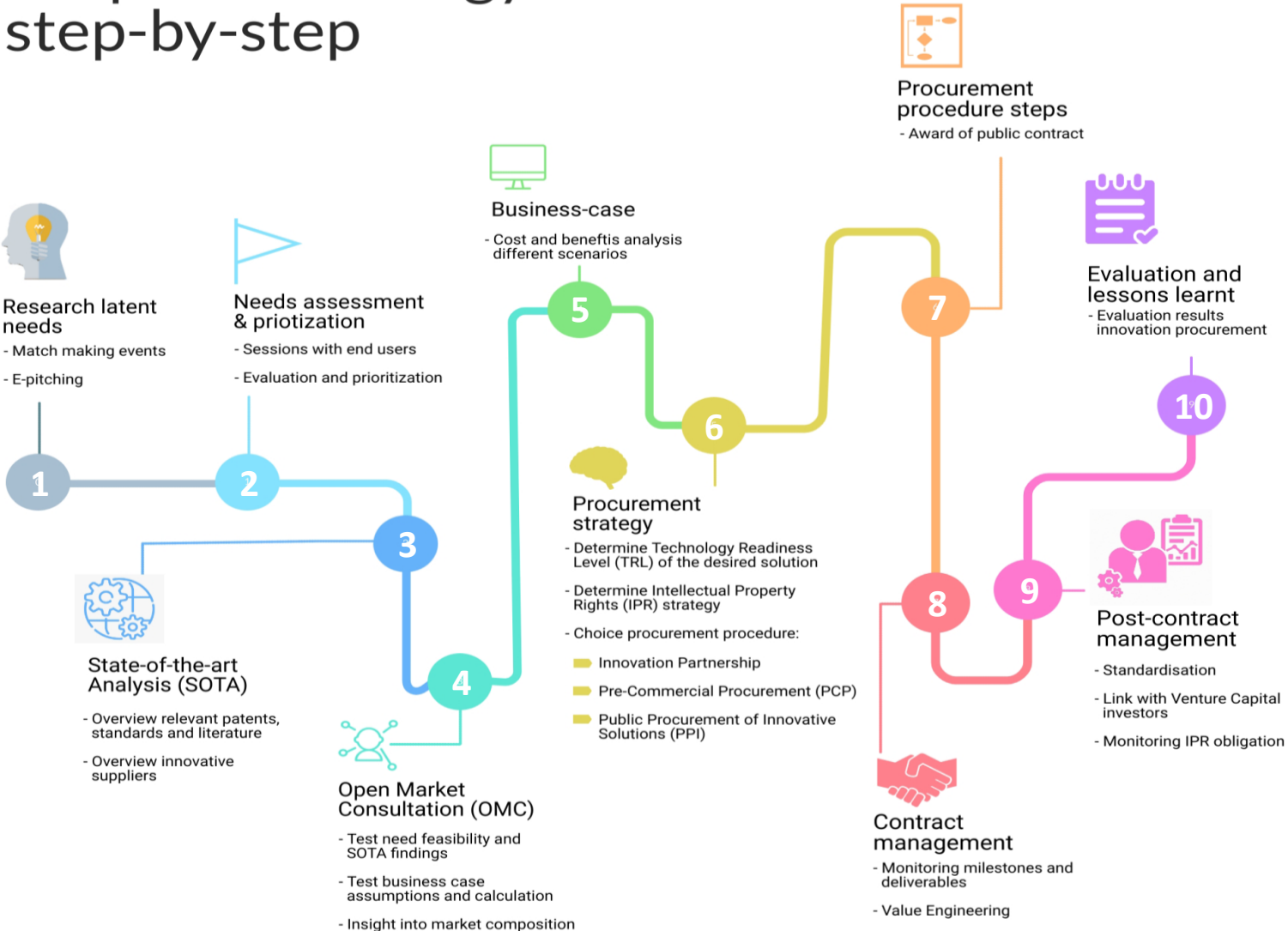
- **Scoping a procurement need that can be tackled with innovative solutions**
- **Preparing and conducting an EU wide published open market consultation**
- **Drafting tendering documents**
- **Launching an EU wide published call for tender**
- **Answering questions from potential tenderers at any time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



Preparation steps



eafip methodology step-by-step



CREATED BY CORVERS PROCUREMENT SERVICES BV



You will enjoy the process!



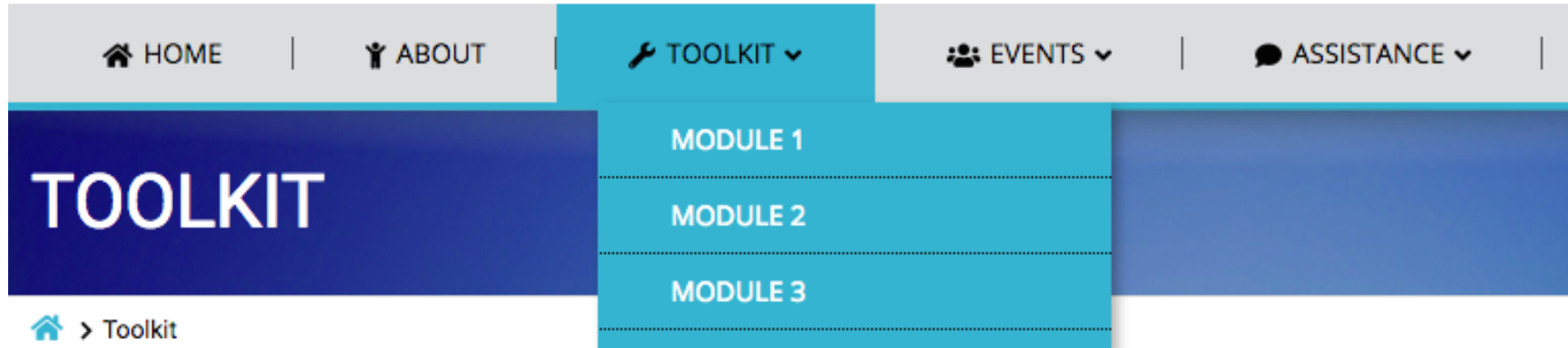
Scope of EAFIP-assistance

- The exact scope and content of the assistance to be provided to the selected procurers is determined on a case-by-case basis, in coordination with the European Commission services.
- 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.





www.eafip.eu



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.

[VIDEOS](#)[PUBLIC PROCURER SURVEY](#)[FAQ](#)[PRESS RELEASES](#)

12 *eafip* showcase videos

How public procurers and suppliers have implemented innovation procurement

Six public procurers and six suppliers are presented in this unique series of videos created by the **eafip** initiative!

The videos each feature a European public procurer or supplier who has **successfully developed and implemented innovation procurement**. The videos will inspire you in the development and implementation of your own public procurement by **deepening your knowledge** about innovation procurement and providing **invaluable information** from both the procurers' and the suppliers' side of the PCP/PPI process. They share with you their approaches, best practices, lessons learned and much more ...

Out of the scope of EAFIP

- Projects that receive EU funding for the costs related to the preparation and/or management of an innovation procurement (e.g. from Horizon 2020, Horizon Europe or ESIF programmes) are **not** eligible for *eafip* assistance for activities that are eligible costs under the EU funding they already receive.
- Defence procurements
- **The EAFIP-initiative does not provide assistance in the formulation/preparation of proposals/offers for Horizon Europe calls.**
- **The assistance provided within the EAFIP-initiative does not consist of financial support for activities carried out by the procurer.**



Number of person/hours

- Each project selected for assistance benefits from a total of 5 person-days expert assistance that are provided free of charge to the procurer by EAFIP and that are evaluated on a case-by-case basis.
- 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 on the eafip-website.](#)



EAFIP call to apply for free assistance

open every 3 months

Call	Launch date	Deadline
1 st Call	25 th March 2021	25 th June 2021
2 nd Call	25 th June 2021	25 th September 2021
3 rd Call	27 th September 2021	11 th January 2022
4 th Call	12 th January 2022	15 th April 2022

The 1st call to apply for assistance is open at present

[Apply now!](#)

<https://ec.europa.eu/eusurvey/runner/EAFIP2021>



Blockchain enabled fintech services

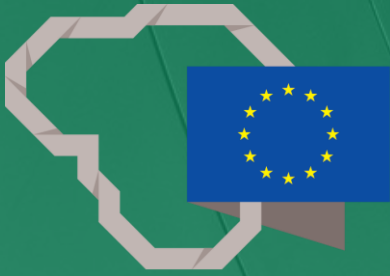
Benefits of the LBChain PCP for the buyer

PUBLIC BUYER:

Andrius Adamonis

Project Manager, Digital Transformation and Advanced Analytics Division

Bank of Lithuania



LIETUVOS BANKAS
EUROSISTEMA

LBChain platform-service

Andrius Adamonis
18 May 2021



What is LBChain ?

What is LBChain ?



Technological / regulatory sandbox

LB regulatory support

LB test users and data



Relevant to:
Fintechs, startups,
IT enthusiasts, small/medium
IT companies

Platform provider
IT support

Fintech & LB use cases

Goals



Accelerate the development and application of blockchain-based solutions in the financial sector

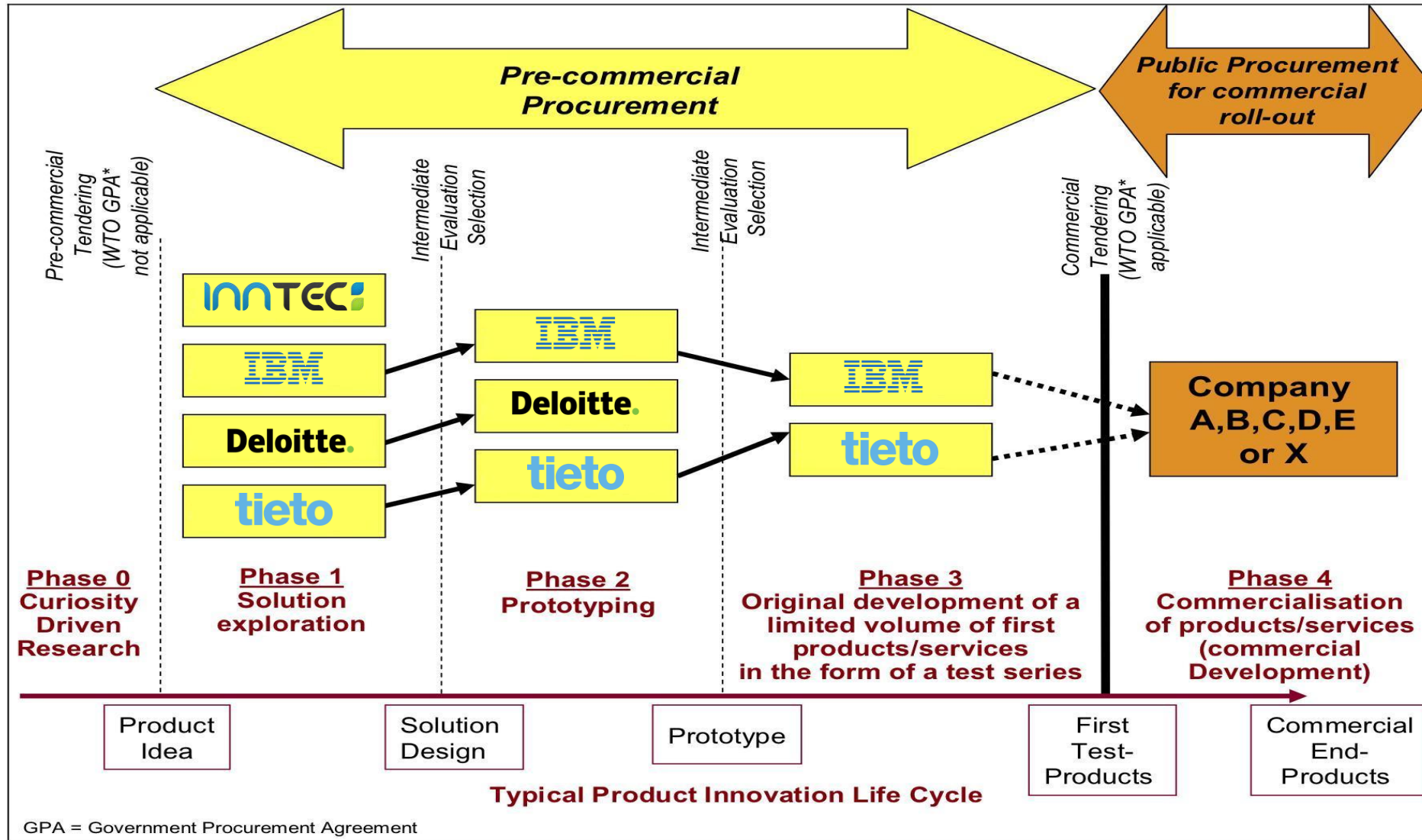
Improve the quality of regulation in the financial sector











Pre-commercial procurement

Pre-commercial procurement








Selected Fintechs for Phase II

Fintech Company	Product
 FA SOLUTIONS	Portfolio management
 ondato <small>WE KNOW YOUR CUSTOMER</small>	KYC solution for compliance management
 Fitek	Smart contract for factoring process management
 sofitto	Payment token, mobile POS and payment card solution
 Seven Seas Europe	Cross-border payments
 BUSINERO	Crowd funding platform

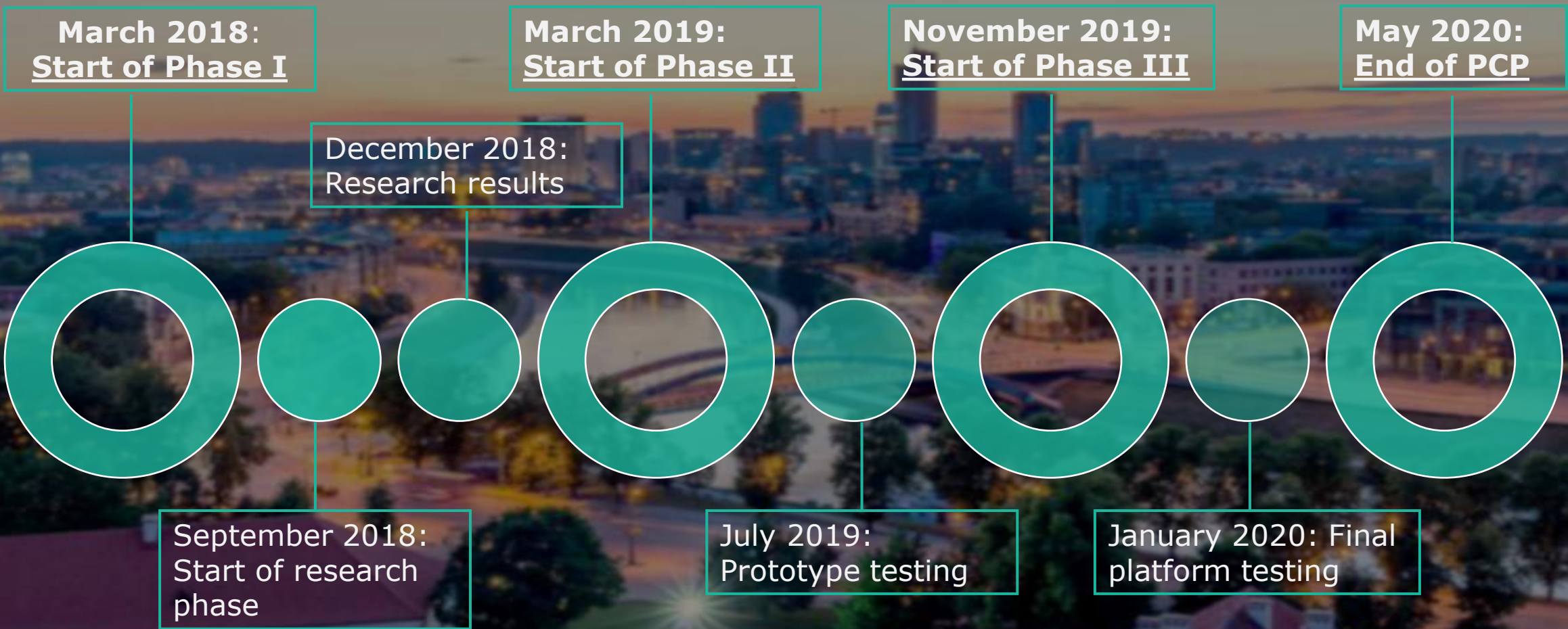


Selected Fintechs for Phase III

Fintech	Product
 DERIVEUM	DLT based Credit Default Swaps(CDS)
 Ledgity	Private digital bank
 BearingPoint®	DLT based regtech solution
 PROBE	STO issuance and exchange platform
 earthbanc	Green digital bank and investment platform



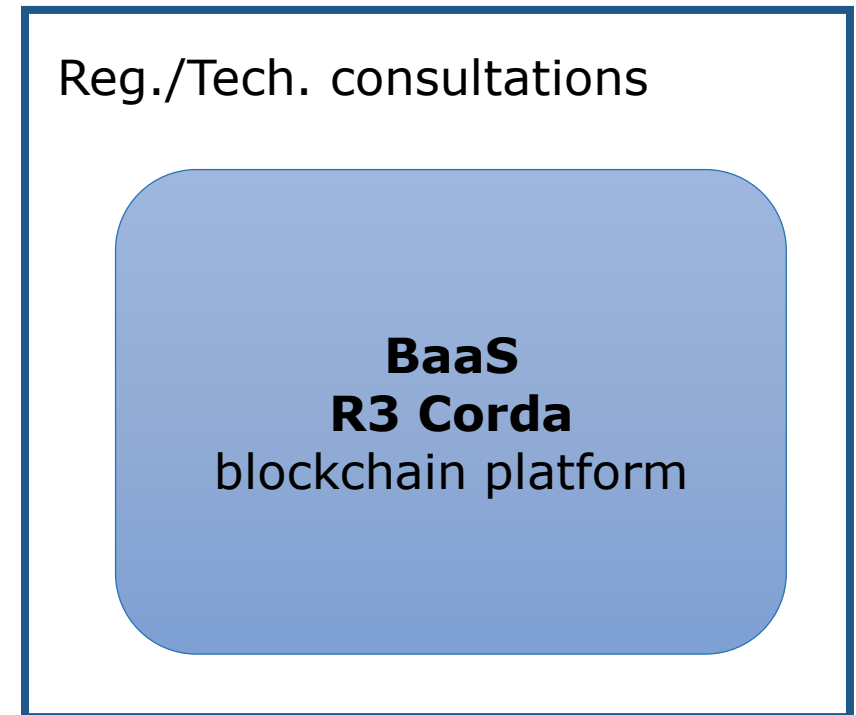
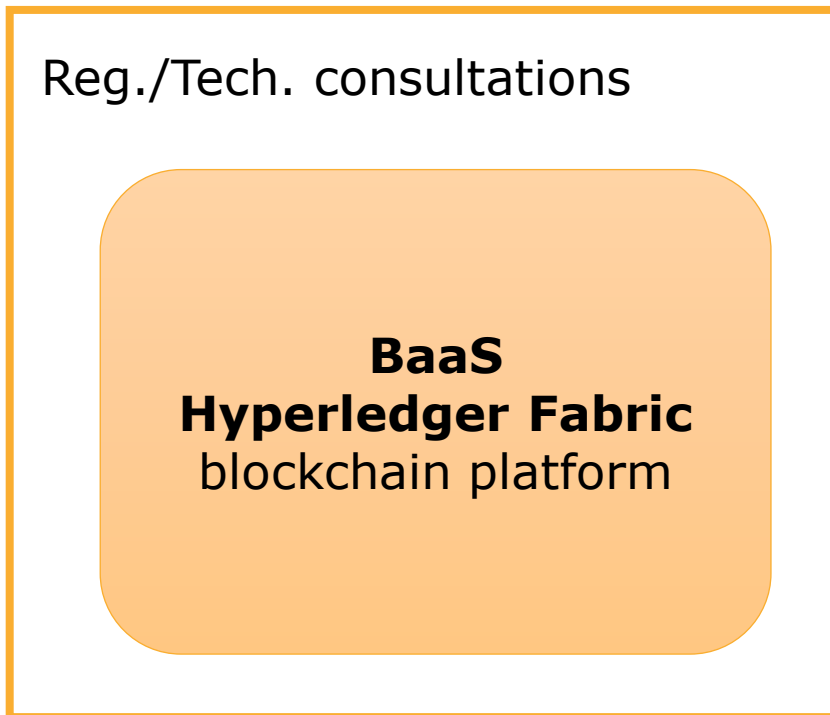
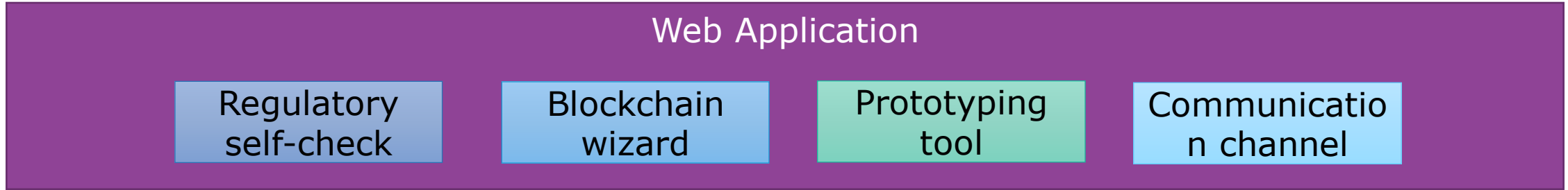
Project timeline





PCP findings

LBChain architecture



Vision



**LBCHAIN
PLATFORM-
SERVICE**

FINANCIAL
LICENCE*

**REGULATORY
SANDBOX**

Fintech with MVP

Test platform
Non-public
testing
Tech./reg.
support

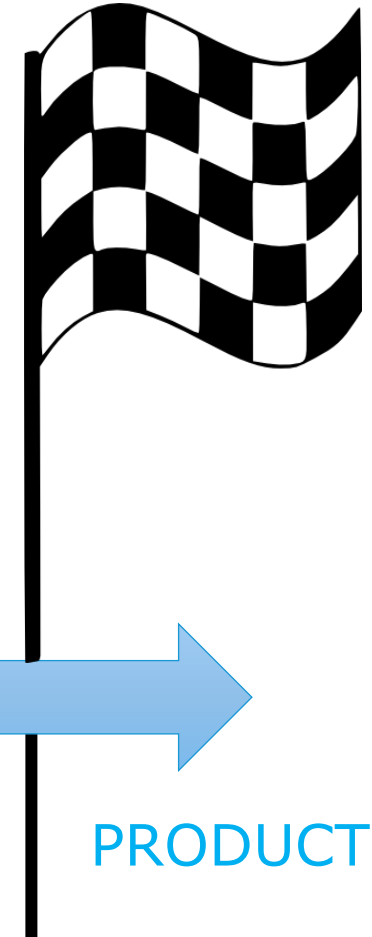
Public testing
Regulatory
support
Impunity

FINTECH STARTUP JOURNEY

IDEA

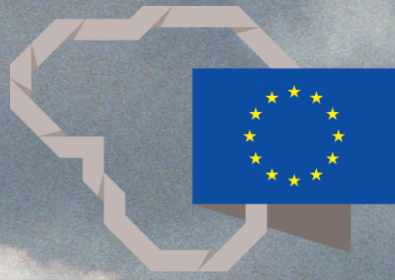
MVP

PRODUCTION



Lessons learned

- Using PCP is most suitable way to implement R&D project for a public institution:
 - Splitting the R&D in phases with evaluations after each PCP phase stops further investment in non-viable solutions;
 - Participation of few suppliers in each phase provides variety of different approaches to a solution of the problem.
- Biggest value for startup are regulatory consultations in the early phase of the product
 - Startups can shape product design according regulatory advices
- Additional services like regulatory self-check, blockchain wizard, prototyping tool helps:
 - for a regulator and the IT supplier have a better understanding of the startup product;
 - for a startup to achieve prototype of the product faster and with less expenses.
- Controlled and isolated test environment ensures that the product is available to a limited number of users



LIETUVOS BANKAS
EUROSISTEMA

Thank you!

Andrius Adamonis
aadamonis@lb.lt
18 May 2021

Blockchain enabled fintech services

Benefits of the LBChain PCP for the supplier

SUPPLIER:

Andrius Adamonis
Project Manager

TietoEVRY

Benefits of the LBCChain PCP for the supplier

Andrius Adamonis
TietoEVRY

2021-05-18

LBChain project goal

- Objective – to establish a platform and a service for a fintech startups to receive regulatory and technical consultations on their solutions on blockchain

LBChain target client

Fintech companies
in the early stage
of their blockchain product
development

Value for the
participants

Flexibility and
adaptability

Cost-effectiveness

LBChain goals and achievements

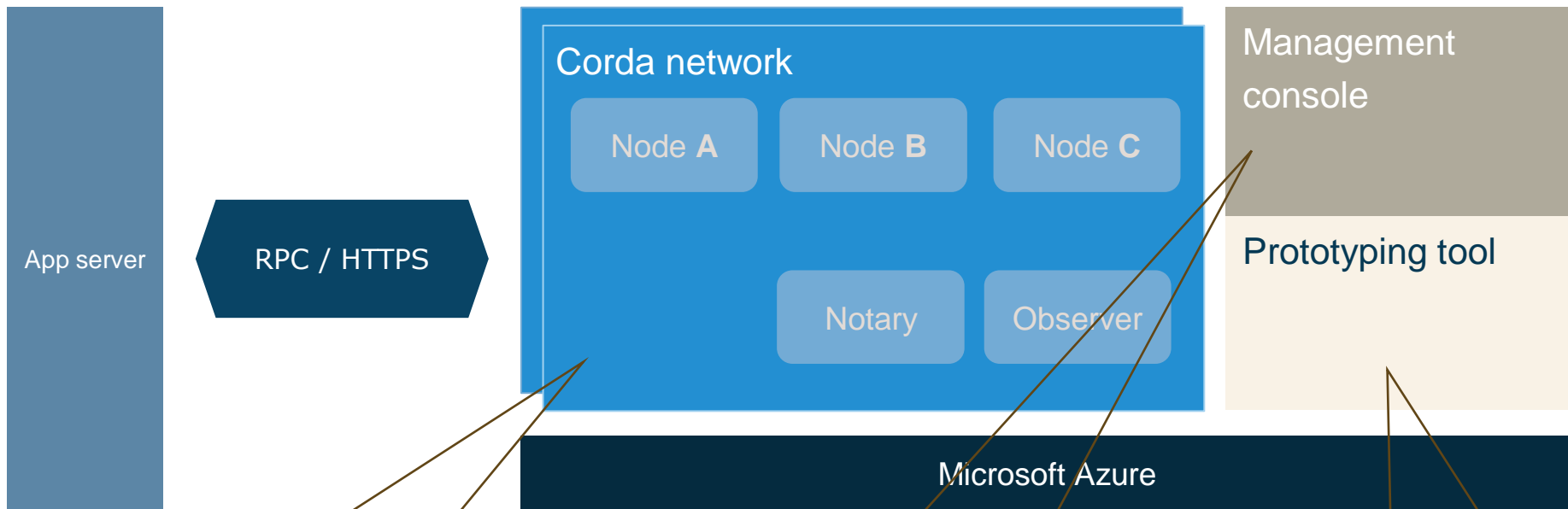
1. Define LBChain platform-service

2. Test customer journey

3. Develop and build LBChain platform

4. Deploy real-life fintech blockchain use-cases

LBChain platform and additional services



Corda DLT

private networks provisioned for participants with Corda and Cordite preinstalled

Management console

Environment for participants onboarding, communication with the Bank of Lithuania, and project tracking

Prototyping tool

to prototype and test fintech use-case on blockchain without Corda programming

Fintech use-cases implemented on TietoEvry LBChain platform



Finnish company, developing automated solution for trading non-listed securities on blockchain



Belgian start-up, working on payments decentralization & cash digitization using blockchain technology



Deriveum is a project aimed at restoring trust in credit default swap risk-sharing through adding crypto smart contract as an additional layer of security for contract execution

The logo for BearingPoint is the text "BearingPoint" in white, set against a solid black rectangular background.

BearingPoint®

Global management and consulting company, working on RegTech solution on blockchain



Digital finance platform for climate finance and investment, working on digital bond buying use-case on blockchain

Our take-aways

- **Corda DLT competence** – general understanding, infrastructure and smart contract development
- **TietoEvry Co-creation method** to co-create a service together with our customer in a new area
- **Management console** – yet another project collaboration tool
- **Reusable technical stack:**
 - Azure
 - Keycloak, Discourse
 - Modern webapp stack

tieto *EVRY*

Blockchain enabled fintech services

LESSONS LEARNED - Q&A



COFFEE BREAK

WEBINAR

**Boosting economic recovery through
Innovation Procurement**

*What the European Assistance For Innovation
Procurement can do for you*



18 May 2021 - 9.30 CEST

PART II

Big data solution for the water chain

Benefits of the WBL PCP-PPI for the buyer

PUBLIC BUYER:

L.J.W. (Leon) Verhaegen

Senior Project Leader ICT & Innovation

Water Board Limburg (WBL)



**waterschapsbedrijf
 limburg**
water. samen halen we er meer uit



Artificial Intelligence

IOT / Big Data / Machine Learning

Waterschapsbedrijf Limburg

drs. ing. Léon Verhaegen
AEFIP - 18th May 2021

Introduction video WBL

Cloud Computing

- No on-premise computers anymore
 - Flexible
 - Upscale / scale down
- Maintenance
 - From carry out to take control
 - Less IT knowledge necessary

On-Premises

9%
software licenses

Customization & implementation
Hardware
IT personnel
Maintenance
Training



Ongoing costs

- Apply filters, patches, upgrade
- Downtime
- Performance tuning
- Rewrite integrations
- Upgrade dependent applications
- Ongoing burden on IT
- Maintain/upgrade hardware
- Maintain/upgrade network
- Maintain/upgrade security
- Maintain/upgrade database

Cloud Computing

68%
subscription fee

Implementation,
Customization &
training

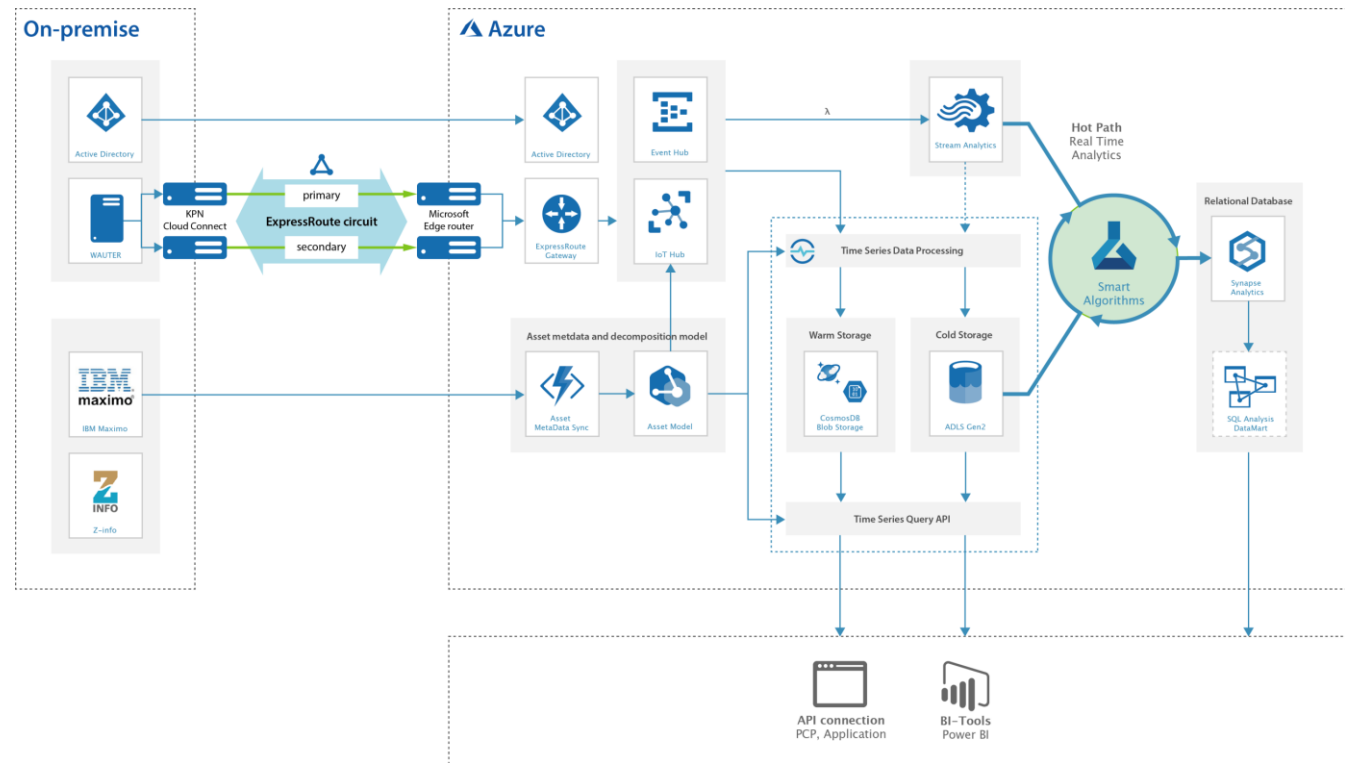


Ongoing costs

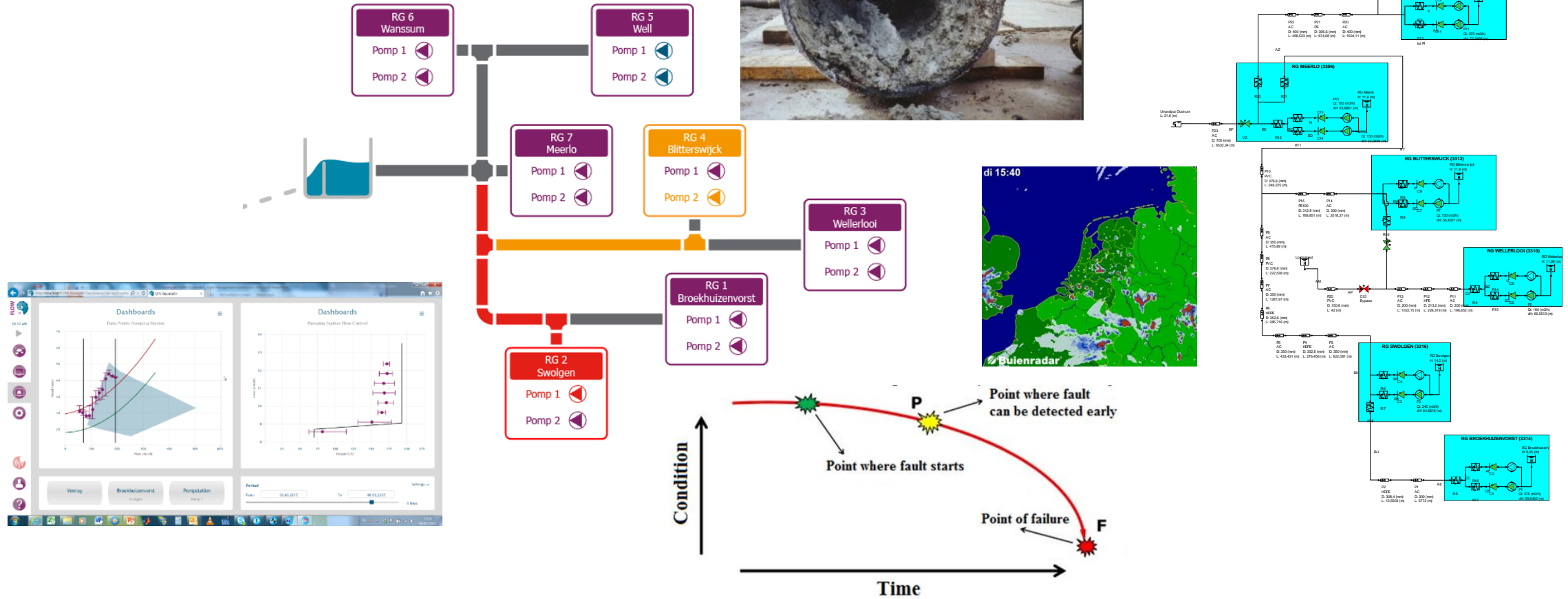
- Subscription fee

Implementing and maintaining a Big Data platform

- Data Lake
- Business Analytics
- Artificial Intelligence
- Standards
 - Waterschapshuis
 - Waterpartners

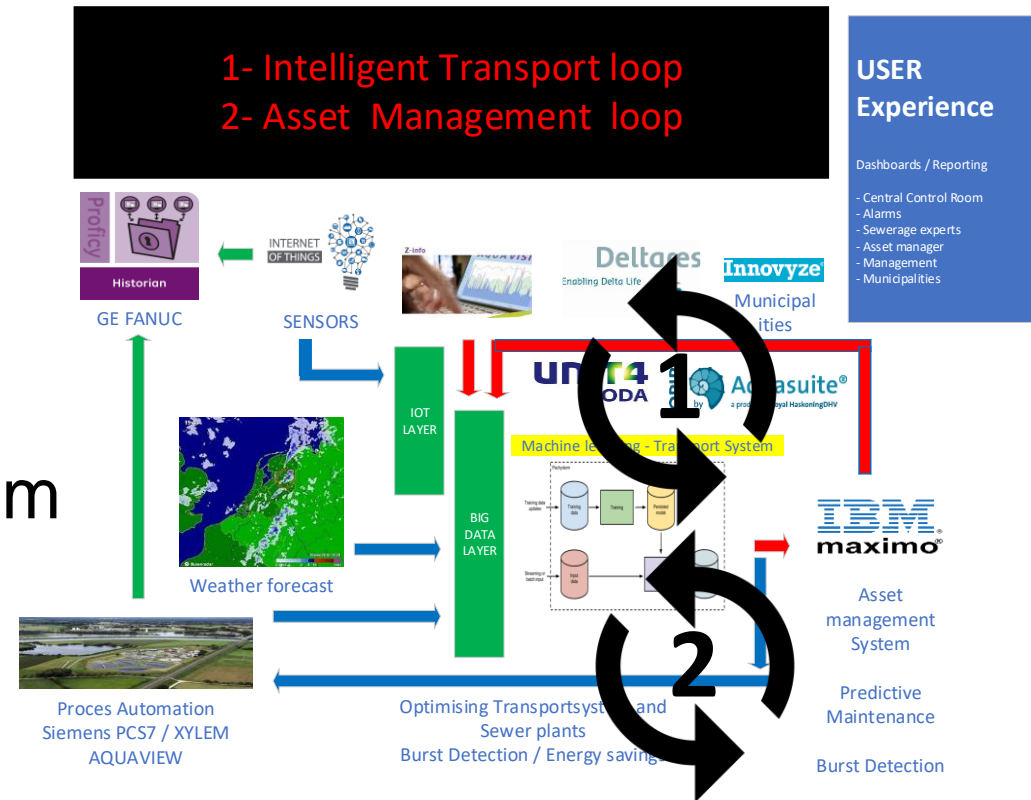


Digital Twin

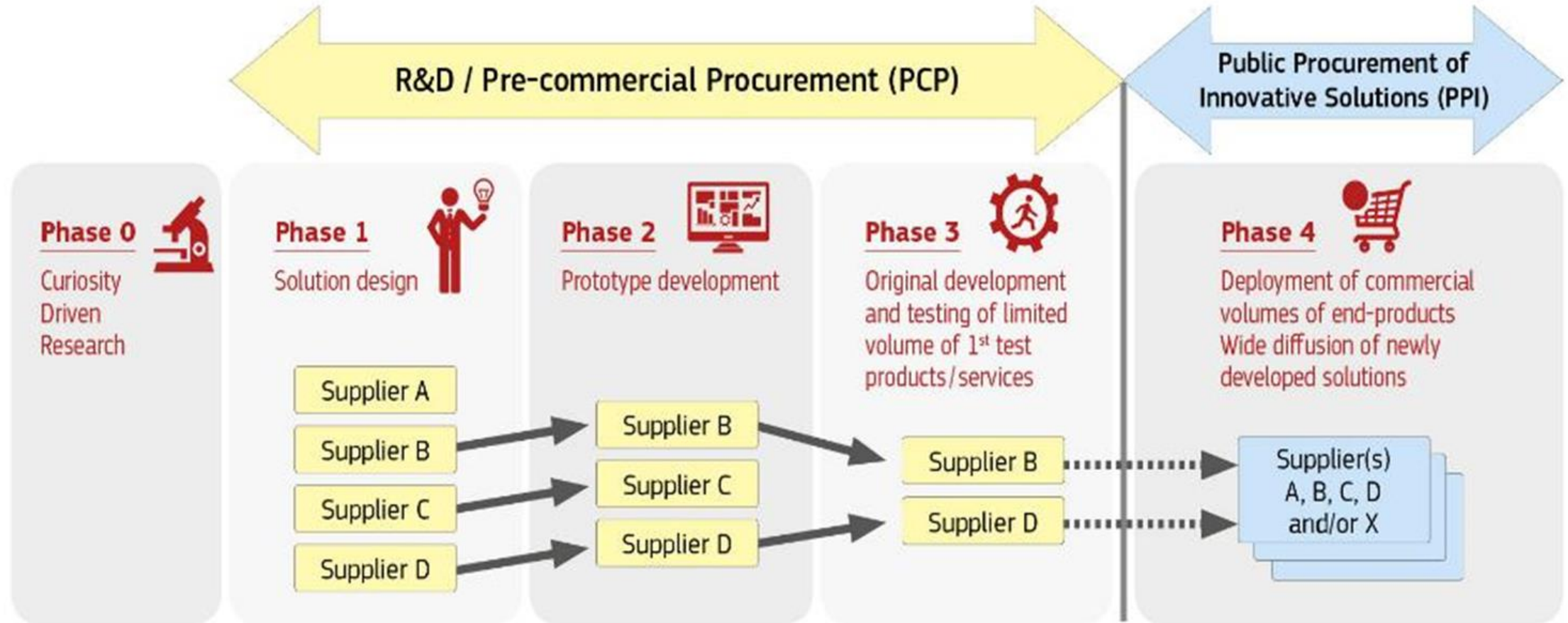


Artificial Intelligence on our Transportsystem

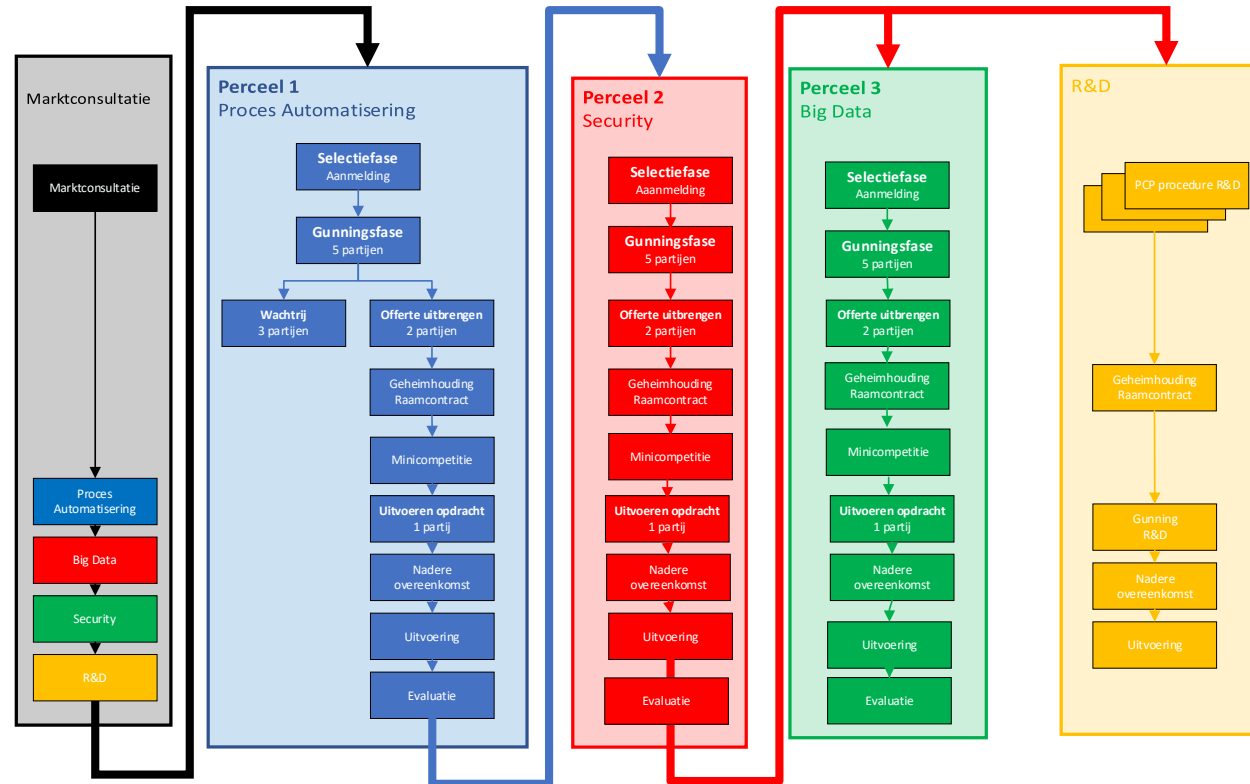
- Asset management
- Purchase obligation
- Pipe leakage
- Integrating rainfall
- Predict the working of the system



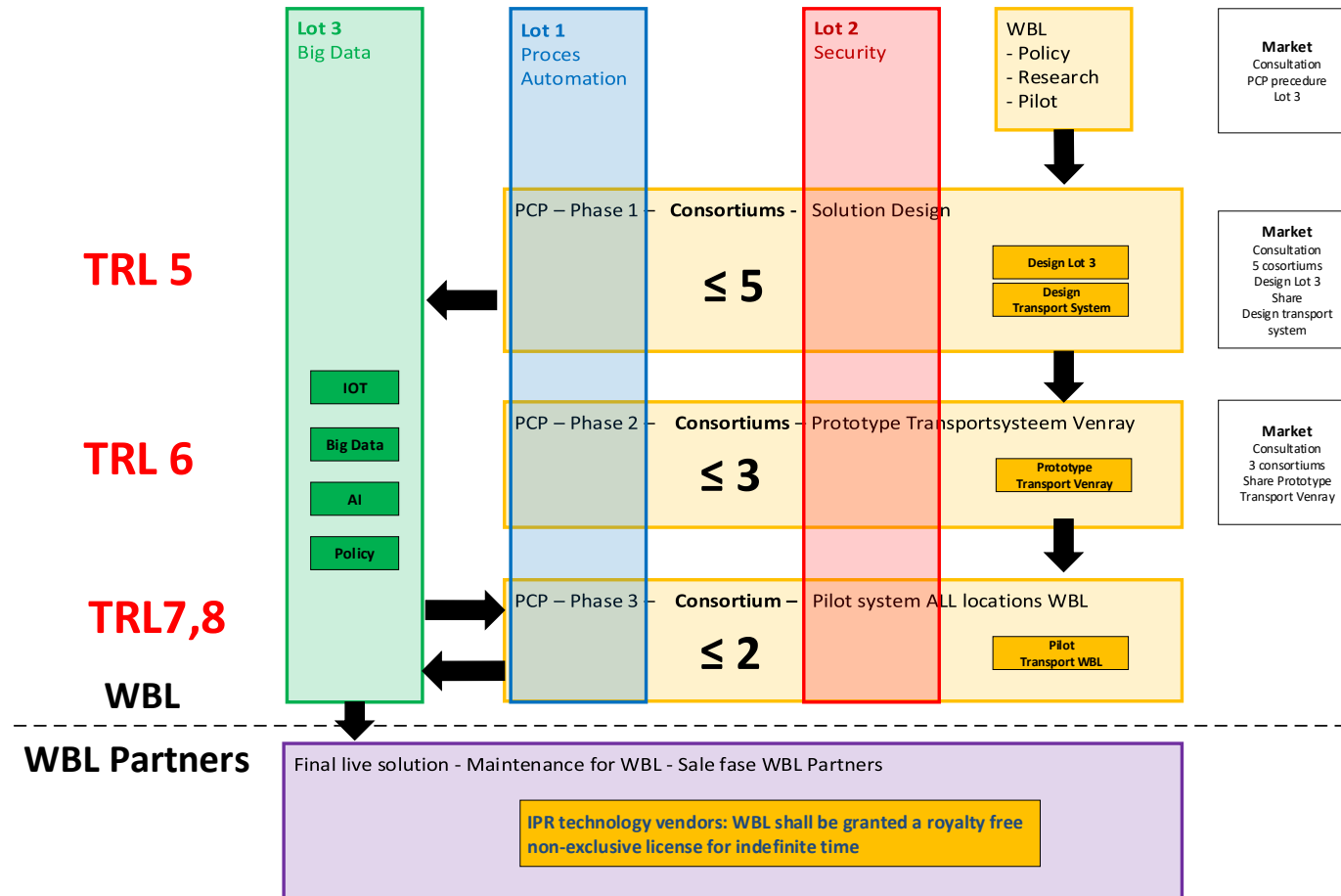
PCP Procedure



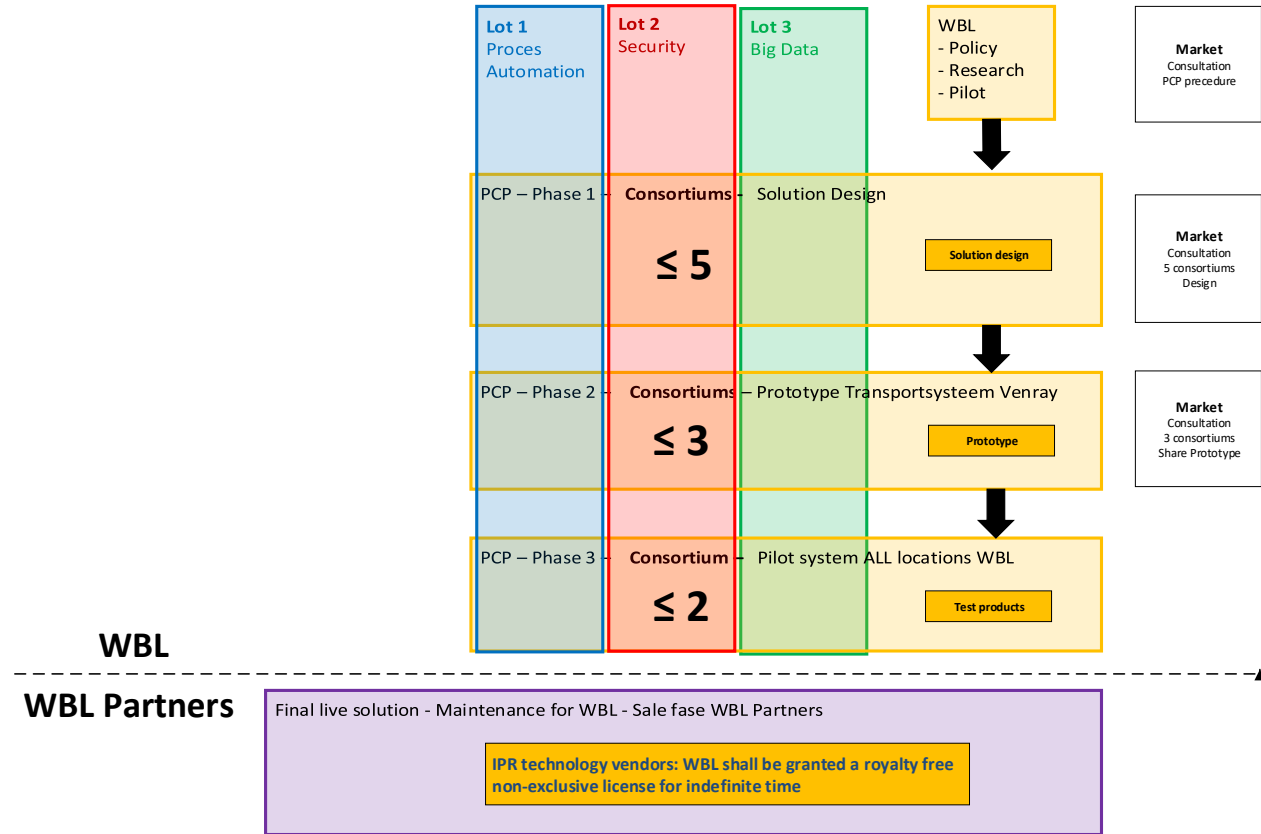
EU Tender PA – Security – Big Data



PCP – Artificial Intelligence Transportsystem



PDCA to boost Innovation



Big data solution for the water chain

Benefits of the WBL PCP-PPI for the supplier

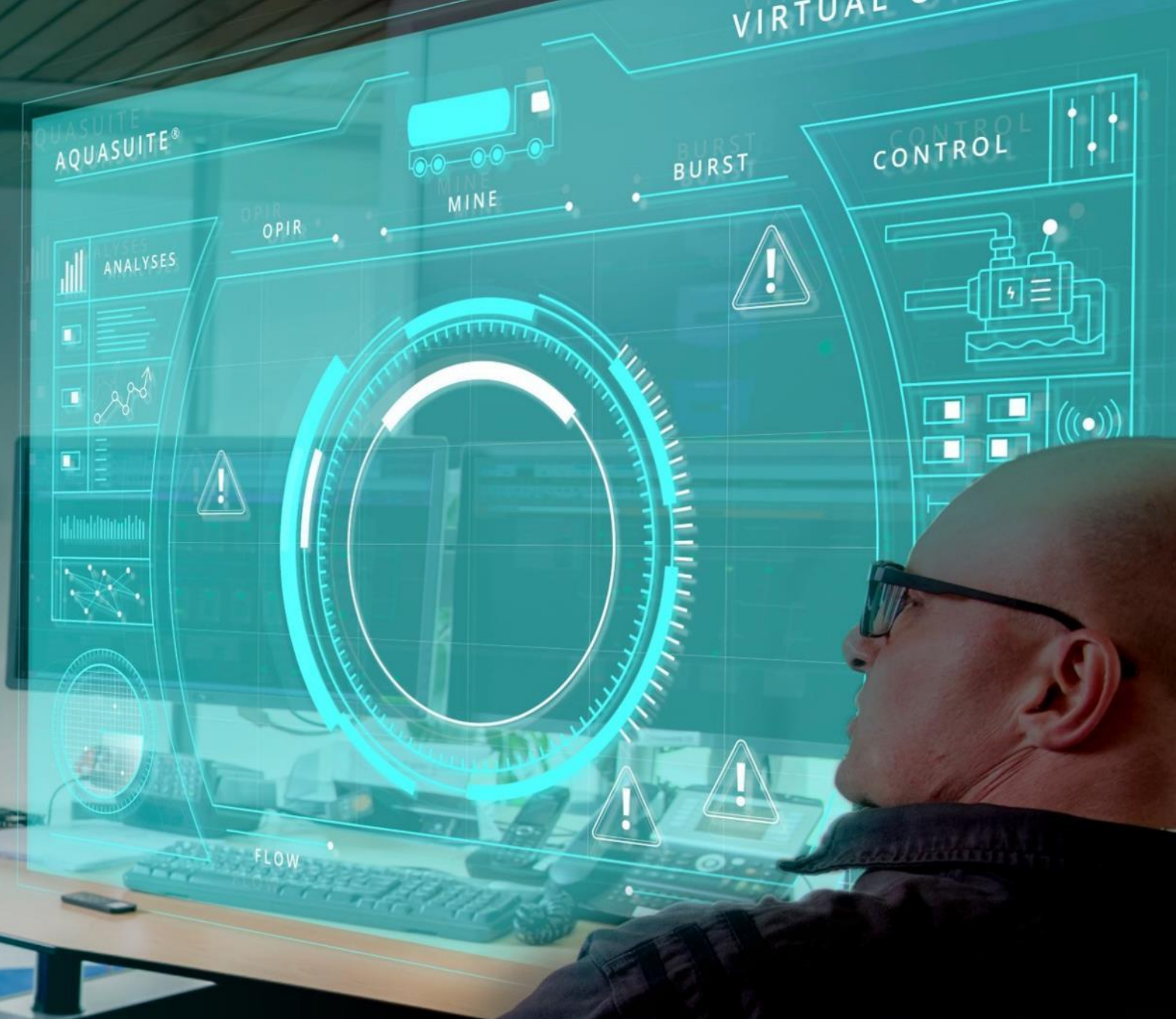
SUPPLIER:

Melchior Schenk

Business Development Director Aquasuite

Royal HaskoningDHV

Aquasuite



Who is RHDHV?

Enhancing society together

140 years
creating impact through
co-creation and innovation

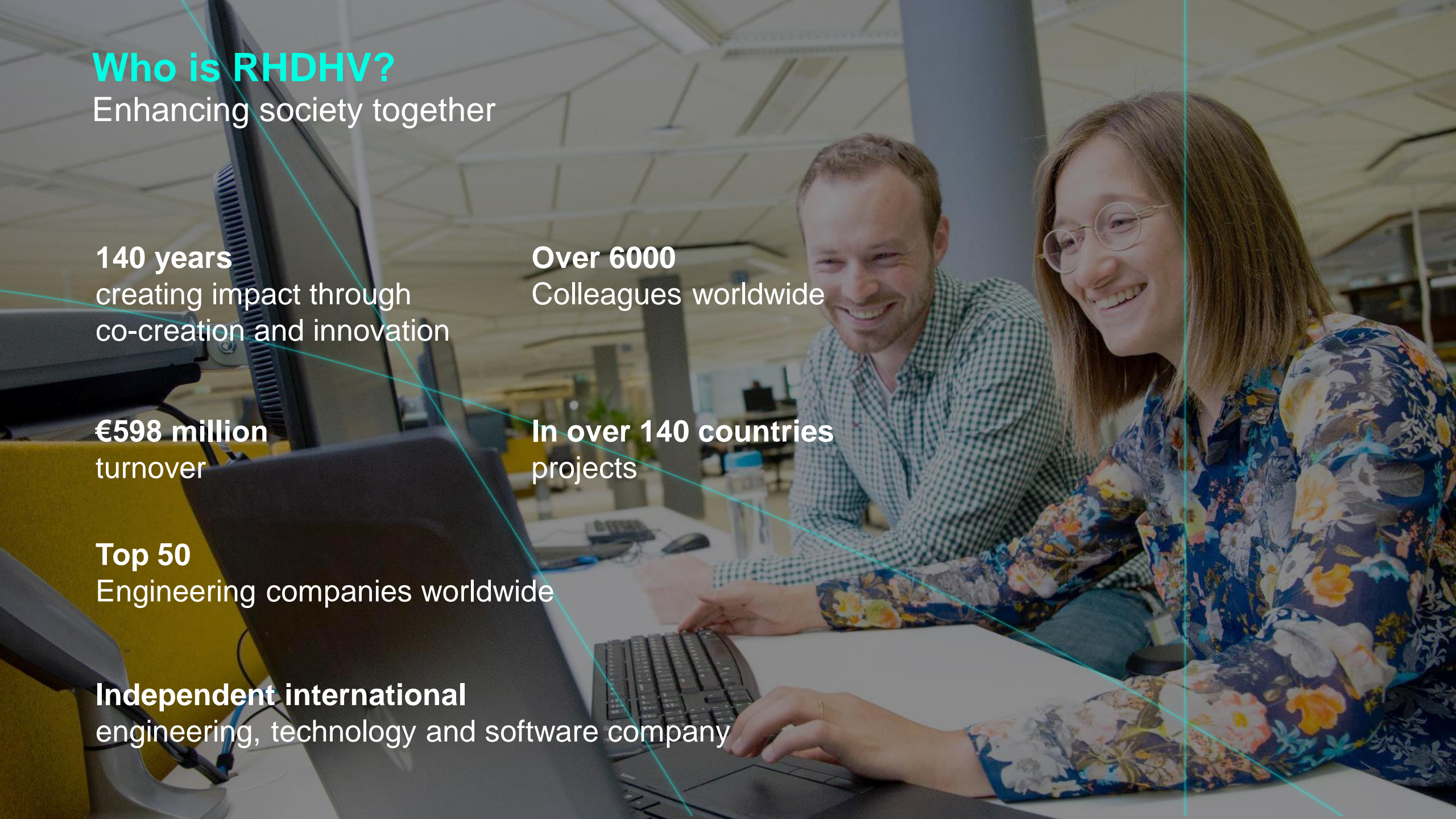
€598 million
turnover

Top 50
Engineering companies worldwide

Independent international
engineering, technology and software company

Over 6000
Colleagues worldwide

In over 140 countries
projects



Drinking water
supply: OPIR

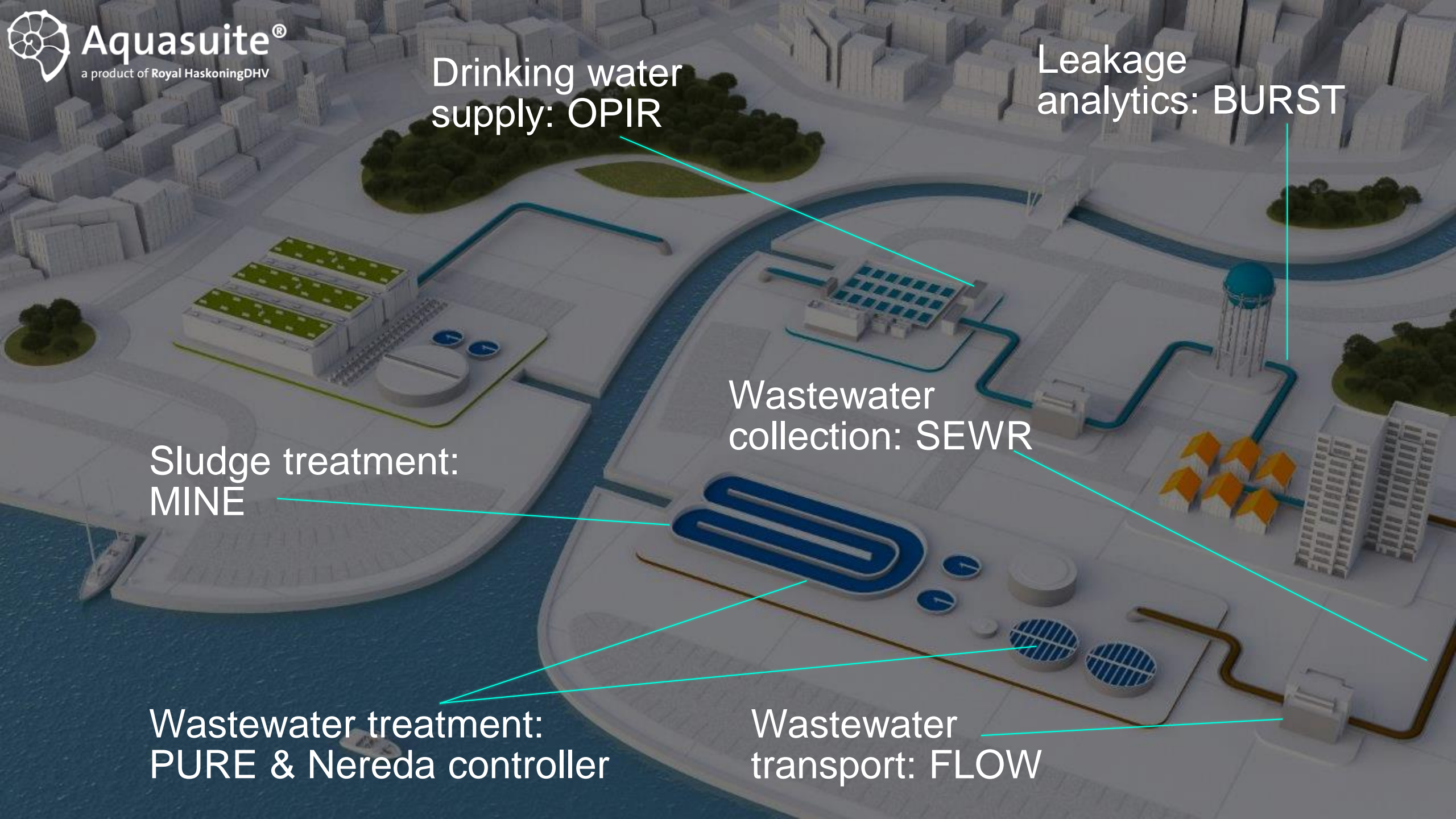
Leakage
analytics: BURST

Wastewater
collection: SEWR

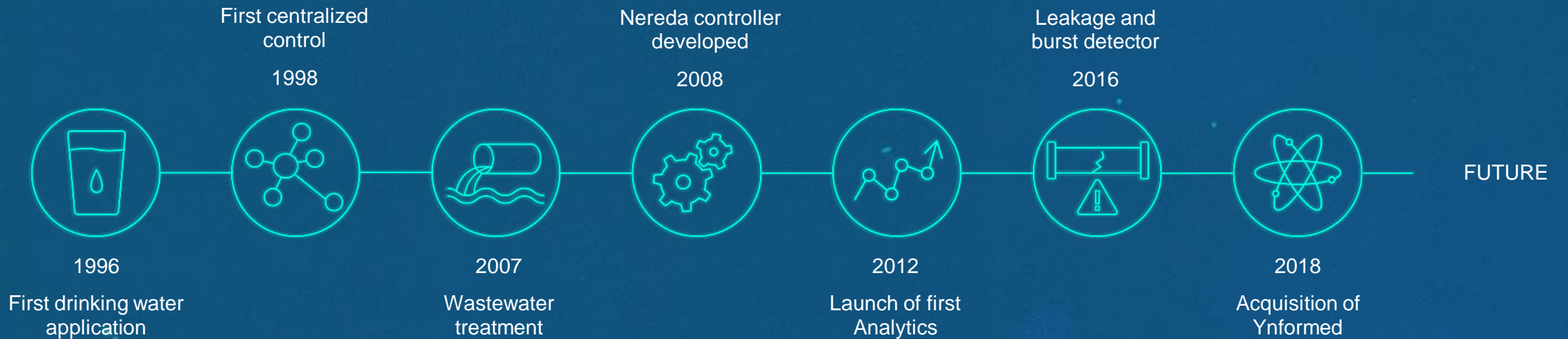
Sludge treatment:
MINE

Wastewater treatment:
PURE & Nereda controller

Wastewater
transport: FLOW



Since 1996, we have developed data-driven technologies to manage water infrastructure



Over time built-up of a full product suite driven by client needs and challenges



Experiences with the PCP

Exciting, challenging and in the end... rewarding



Utilizing AI to provide actionable insights

Cloud-based digital twin

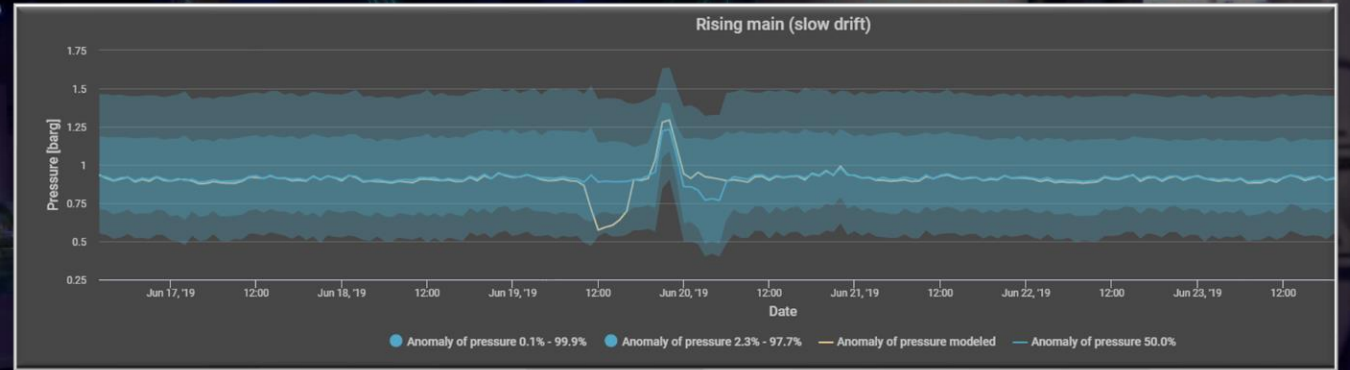


Aquasuite[®] Analytics

Using ML & AI in a scaleable cloud platform
to drive efficiencies and insights

PCP - benefits as supplier

- Progress through toll gates
- Open communication
- Reflecting concepts & ideas
- Free to offer within capabilities
- Opportunity to showcase yourself



Challenges

- Keep close eye on investment vs. reward
- Relatively long process (pre-qualification → reward)
- Trying not to be impatient....

Aquasuite PCP WBL – The Netherlands



Client
WBL Limburg

Type of project
Development and roll out of an innovative Digital Twin which uses ML models to analyse the entire wastewater transportation network

Characteristics

- Concerns all WBL's 149 pumping stations, representing 1.8 mln. people equivalent

Key features

- Self-learning detection of leaks and bursts
- Real-time feedback from pressure and flow sensors
- Uses weather forecast for discrepancy calculation

Benefits

- Insight in water discrepancies
- Reduced leakage volume & time to repair
- Smarter maintenance and investment planning of assets



Thank you

How to contact us



General contact info

aquasuite@rhdhv.com

www.aquasuite.ai

Big data solution for the water chain

LESSONS LEARNED - Q&A

Smart tech ring buoys save lives

Benefits of the Smart Dublin PPI for the buyer

PUBLIC BUYER:

Nicola Graham

Smart City Operations Manager

Dublin City



Nicola Graham
Smart Cities, Dublin City Council
Smart City Operations Manager

Dublin City
“The Journey towards a Smarter City”
March 2021



OPEN, CONNECTED & ENGAGED

www.SmartDublin.ie



Local Government in Ireland

- 31 Local Authorities in the Republic of Ireland
- Lord Mayor of Dublin is not directly elected and has a ceremonial function
- Our Remit: Planning, Housing, Roads and Traffic, Environment, Waste Management, Culture, Recreation and Amenities including Libraries, Community and Economic Development.
- No Remit: Health, Education or Policing

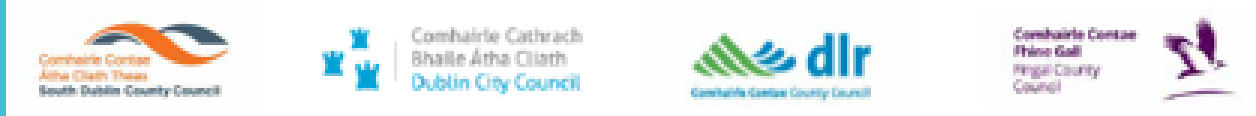




What is Smart Dublin?

It is an initiative of the four Dublin local authorities:

- To find innovative solutions for challenges facing the Dublin region by engaging with technology providers, researchers, SMEs and citizens.
- Aims to improve services and making Dublin a better place to live, to be, to visit and to do business.



Dublin's Smart City & Smart Docklands





OUR PROGRAMME

OUR VISION IS FOR DUBLIN TO BE A WORLD LEADING OPEN, CONNECTED AND ENGAGED SMART CITY REGION TO LIVE IN, WORK IN AND VISIT





**SMART
DUBLIN**

Collaboration Model



Research Centres:



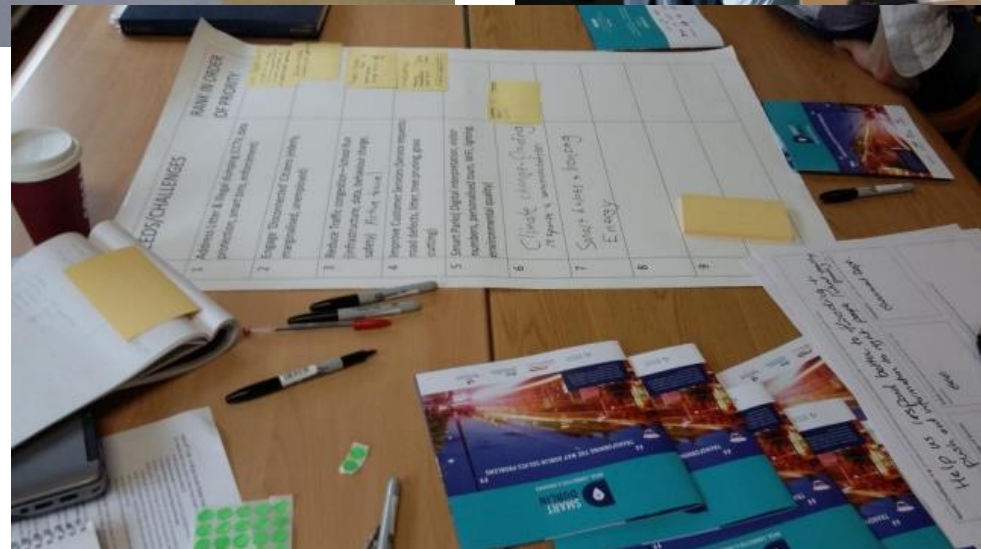
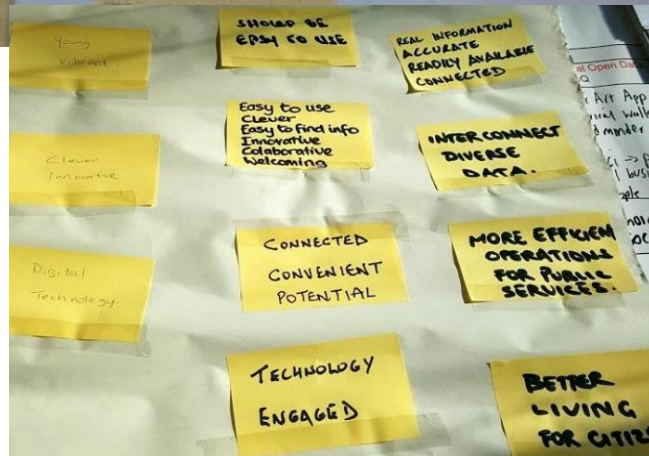
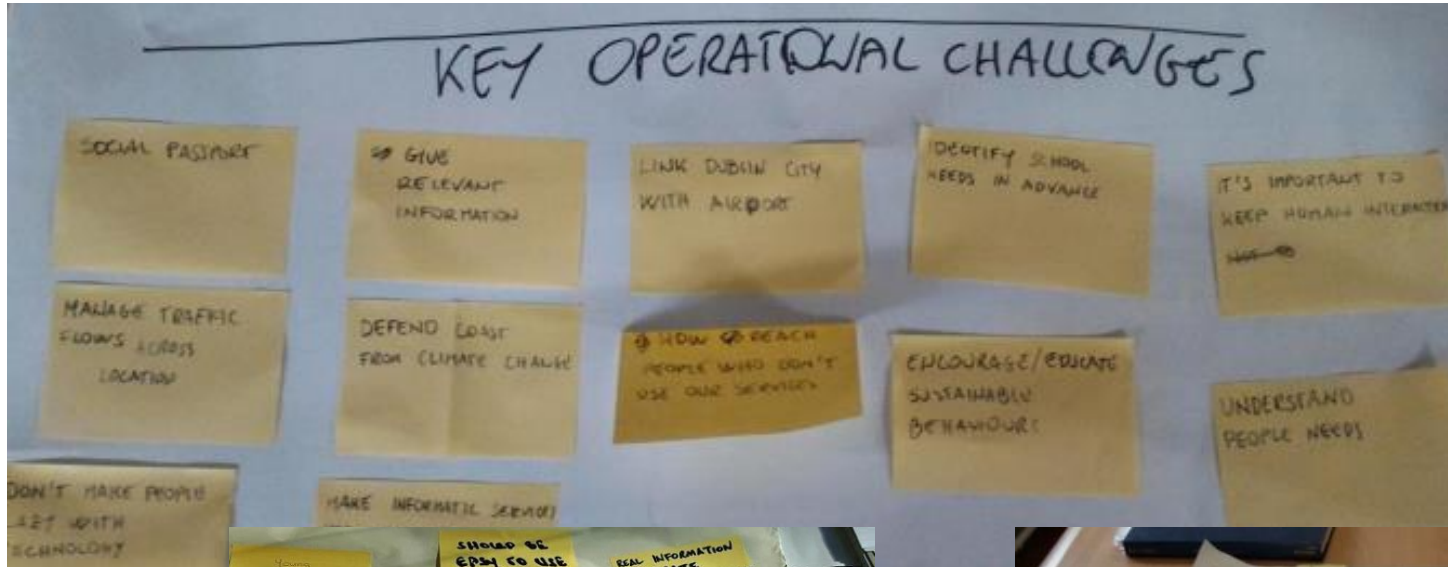
Higher Education:



State Agencies:



Challenge Based Approach



▶ DUBLIN AS A TESTBED

“ WE ARE BIG ENOUGH YET SMALL ENOUGH TO BE THE IDEAL LOCATION TO PILOT NEW CITY SERVICES & SOLUTIONS



Smart Dublin Districts



Telecoms
IoT



Mobility
Research



Mobility
3D / Digital Twins



Community
Public Realm



Health
Wellbeing

Public Procurement

Spend Matters™

Share a Tale of Procurement
HORROR
and WIN!

Share your **Procurement Tale of Terror** and Win a Free Subscription!

(Image Source:
Spend Matters: 'My
Procurement Horror
Story is a Recurring
Nightmare' –
James Busch -
<http://spendmatters.com/2013/10/25/procurement-horror-story-recurring-nightmare/>
Accessed: 30/07/19

➤ In the EU, approx. **€2 trillion** is spent on **procurement** by the public sector each year.

➤ **14% of EU's GDP** is spent on the purchase of services, works and supplies

➤ **Improved efficiency** by even 1%, could save **€20 billion** annually.



Why is Procurement Important?

➤ Maintaining **high quality public services** requires **innovative** and more efficient **procurement processes** to support the **increasing pace of advancing technologies**.

Traditional vs Innovative Procurement

Traditional

- ✓ Narrow specification
- ✓ Limited Engagement from the market
- ✓ Increased chance of failure or adoption of an incorrect solution
- ✓ Lack of flexibility
- ✓ Higher risk of failure at scale

Innovative

- ✓ Broad Scope which encourages innovation
- ✓ Results in increased expressions of interest
- ✓ Understand what works / what doesn't work
- ✓ Accelerating the latest thinking
- ✓ Test / Evaluate / Reduces Risk

PCP - Pre-Commercial Procurement

- ✓ Open call for solutions to address a specific challenge. (Open to suggestions)
- ✓ No existing solutions on the market.
- ✓ Early stage concept – ideation, feasibility, initial prototyping.
- ✓ Encourages SME participation.
- ✓ Co-design process with public sector.
- ✓ Encourages supplier collaboration.
- ✓ Shared risk/shared benefit.
- ✓ Purchase of Research and Development (R&D) Services.

PPI – Public Procurement of Innovative Solutions

- ✓ Open call for a more clearly defined solution to address a specific challenge.
- ✓ Solution exists but is not currently available commercially.
- ✓ Solution more developed – pilot and test.
- ✓ Encourages SME participation.
- ✓ Pilot, test and feedback with public sector.
- ✓ Reduced supplier collaboration.
- ✓ Shared risk/shared benefit.
- ✓ Opportunity to trial and test before committing to purchase.

SMALL BUSINESS INNOVATION RESEARCH (SBIRs)



EXECUTING OPEN INNOVATION



SMART MOBILITY

- ✓ CYCLING
- ✓ WAY FINDING
- ✓ MOBILITY HUB
- ✓ LAST MILE DELIVERY

SMART ENVIRONMENT



- ✓ ILLEGAL DUMPING
- ✓ GULLY MONITORING
- ✓ BATHING WATER
- ✓ IOT

SMART PEOPLE

- ✓ UNHEARD VOICES



SMART LIVING

- ✓ FIRE SAFETY & UNIVERSAL ACCESS IN HISTORIC BUILDINGS
- ✓ AMAZING SPACES, SMART SPACES



42 INNOVATION CONTRACTS AWARDED



€1.5M+ INNOVATION FUNDING

11



CHALLENGES

IN PARTNERSHIP WITH:



Comhairle Cathrach Bhaile Átha Cliath
Dublin City Council



Comhairle Contae County Council

Comhairle Contae Fhine Gall
Fingal County Council



Cork City Council
Comhairle Cathrach Chorcaí



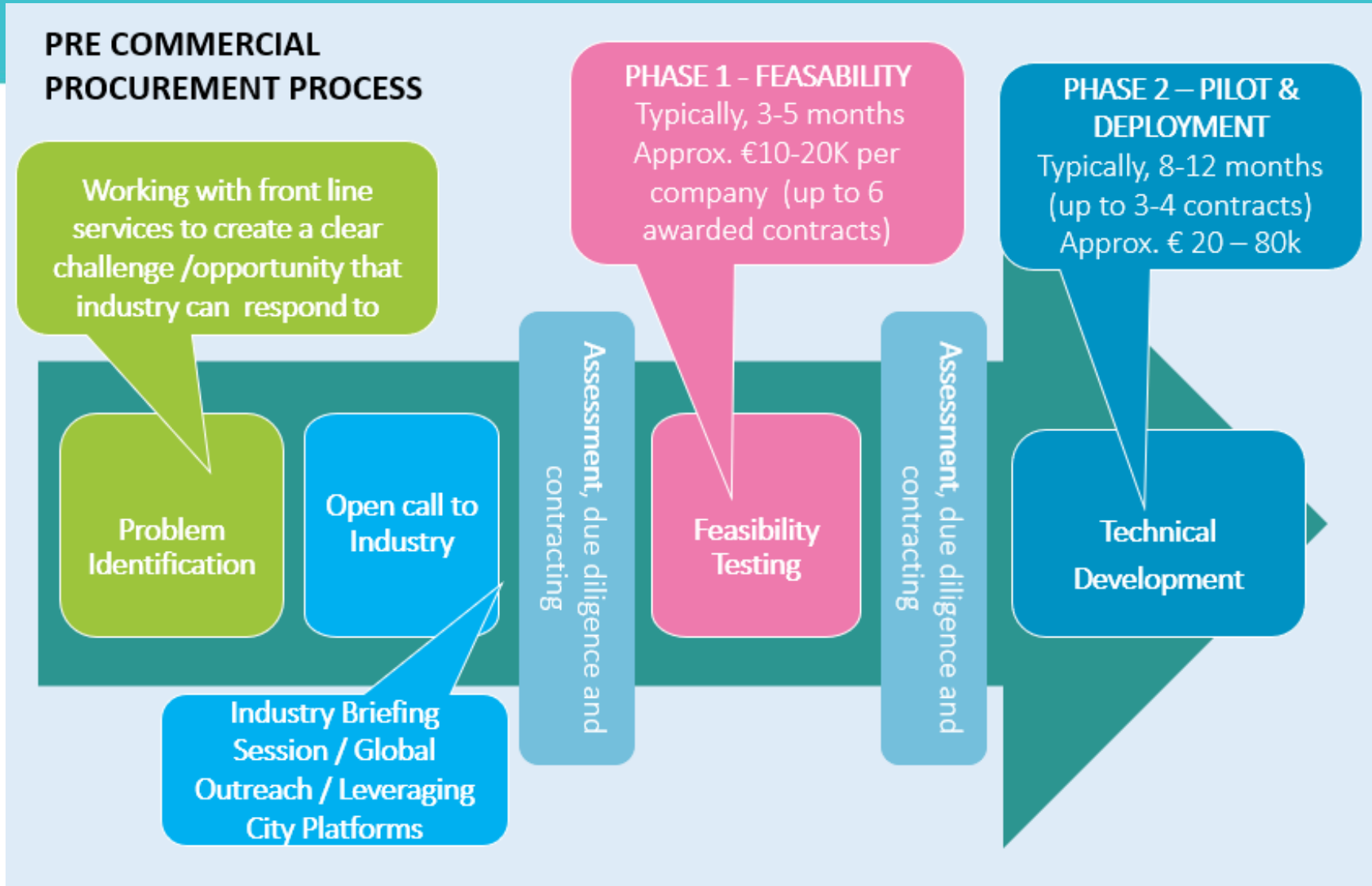
Belfast City Council



Comhairle Cathrach & Contae Phort Láirge
Waterford City & County Council



Small Business Innovation Research (SBIR) Process



Challenge based approach to procurement!!

SBIR Outcomes

CYCLING

SEEKING SMART, LOW COST SOLUTIONS...



CHALLENGE:
**SCALE UP
CYCLING
IN DUBLIN**



**IMPROVE
SAFETY**
**REDUCE
BIKE THEFT**
COLLECT BETTER DATA
APPLY HERE: WWW.SMARTDUBLIN.IE

€150,000 IN FUNDING AVAILABLE



- ✓ One company went on to work with Dublin City Council through an EU funded project to expand their initial solution and provide better quality cycling data.

GULLY MONITORING

SEEKING SMART, LOW COST SOLUTIONS...



CHALLENGE:
**REDUCING
FLOOD
RISK**



SOLUTIONS SOUGHT:
DETECT OVERFLOWING
GULLIES IN HIGH RISK
FLOOD AREAS
**WITH REAL TIME ALERTS
& PREDICTIVE ANALYTICS**
APPLY HERE: WWW.SMARTDUBLIN.IE

€200,000 IN FUNDING AVAILABLE



- ✓ Extended testing period to validate results.
- ✓ Co-designed solution with the council
- ✓ Better information to inform a larger tender process.

ILLEGAL DUMPING

SEEKING SMART, LOW COST SOLUTIONS...



CHALLENGE:
**PREDICT, TRACK
AND DETER ILLEGAL
DUMPING**
(... WHILE ADDRESSING DATA
PROTECTION CONCERNS)



**ILLEGAL DUMPING /
FLY-TIPPING COSTS
DUBLIN €2 MILLION+
PER ANNUM**
**IT'S RUINING OUR
STREETS.
DESTROYING OUR
COUNTRYSIDE.
POLLUTING OUR
ENVIRONMENT**
APPLY HERE: WWW.SMARTDUBLIN.IE

€200,000 IN FUNDING AVAILABLE



- ✓ More informed as to current technology solutions available to tackle illegal dumping.
- ✓ Have an increased awareness of need to utilise and standardise data across the region.

Something Still Missing...



Life Ring Challenge – PPI Approach

How do we solve the challenge of theft of life rings in Dublin?

- Some 600 ring buoys are lost each year in Dublin alone and with each one costing approximately €40 to replace.
- It costs the council in excess of €20,000 a year. More importantly though, a lost ring buoy can also mean a life lost.

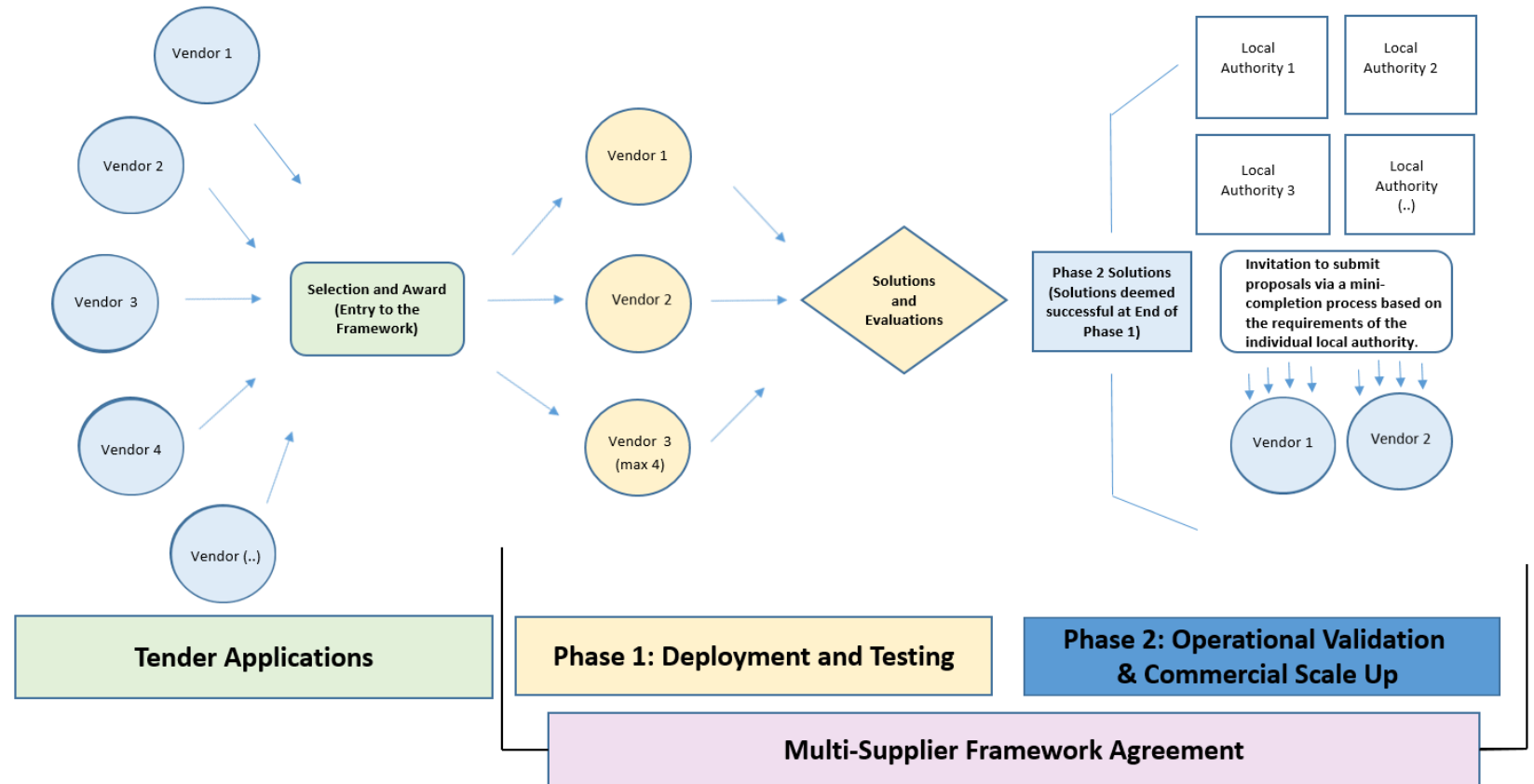


Life Ring Challenge – PPI Approach

What is PPI?

- PPI is a public procurement in which public procurers act as a launch customer – also called early adopter – of innovative goods or services that are close or even already available on the market in small quantity but not yet deployed on a large scale commercial basis.
- PPI does not include the procurement of R&D but may include before the purchase of a test to verify if solutions on the market can conform with the deployment requirements, i.e. conformance testing.

(<https://eafip.eu/resources/faq/>)



Life Ring Challenge – PPI Approach

THE IRISH TIMES

Wed, Jan 6, 2021

NEWS SPORT **BUSINESS** OPINION LIFE & STYLE CULTURE

Technology > How to ... | Data Privacy | Tech Tools

Stolen life-saving ring buoys see council turn to Internet of Things

Dublin pilot programme to commence with potential for State-wide rollout

© Thu, Jul 30, 2020, 16:17

Charlie Taylor



www.SmartDublin.ie

 @SmartDublin

- Issued a market challenge with a chance to validate and then buy.
- 20 companies applied
- 4 pilots underway in Dublin

**RE:
SURE**

Ziggy air

IVIC

INSEMICON

**SMART
DUBLIN**

Traditional vs Innovative Procurement

Traditional

- ✓ Narrow specification
- ✓ Limited Engagement from the market
- ✓ Increased chance of failure or adoption of an incorrect solution
- ✓ Lack of flexibility
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Innovative

- ✓ Broad Scope which encourages innovation
- ✓ Results in increased expressions of interest
- ✓ Understand what works / what doesn't work
- ✓ Accelerating the latest thinking
- ✓ Test / Evaluate / Reduces Risk

Summary - PPI

- ✓ Open call for a more clearly defined solution to address a specific challenge.
- ✓ Solution exists but is not currently available commercially.
- ✓ Solution more developed – pilot and test.
- ✓ Encourages SME participation.
- ✓ Pilot, test and feedback with public sector.
- ✓ Reduced supplier collaboration.
- ✓ Shared risk/shared benefit.
- ✓ Opportunity to trial and test before committing to purchase.

Lessons Learned

Be open to trying something new

Choose the right process – what is the end goal?

Share your experiences – the good and the bad!

Covid 19 has shown that public sector can be innovative and has accelerated the need and desire for smarter solutions

– We need to keep moving forward.



**SMART
DUBLIN**

Thank You

Check out SmartDublin.ie

SMART DUBLIN

Dublin City Council, 2nd Floor, No.3 Palace Street, Dublin 1, Ireland.

W: www.SmartDublin.ie • E: info@smartdublin.ie



Smart tech ring buoys save lives

Benefits of the Smart Dublin PPI for the supplier

SUPPLIER:

Ciarán Ó Bréartúin

Director of **MSemicon**

MSEMICON

EXPERIENCE WITH INNOVATION PROCUREMENT (PCP & PPI)

EAFIP WEBINAR 1 & WORKSHOP – 18 MAY 2021



OUTLINE

1. mSemicon business: products and services
2. Experience with public procurement process
 1. Standard
 2. SBIR
 3. Innovation Procurement (PCP & PPI)
3. Comparisons

MSEMICON BUSINESS

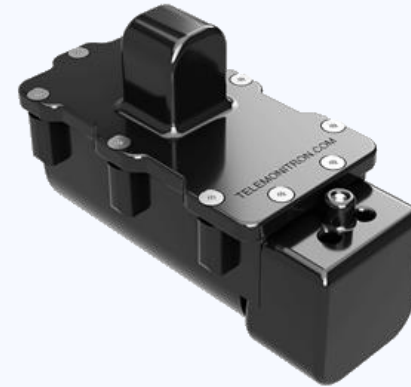
1. Customized circuit boards
2. Electronic products
3. Monitoring services

Part of business is the supply of innovative remote sensors and the information they provide

- Under “**Telemonitron**” brand

Some are developed in response to public **calls** and **competitions**:

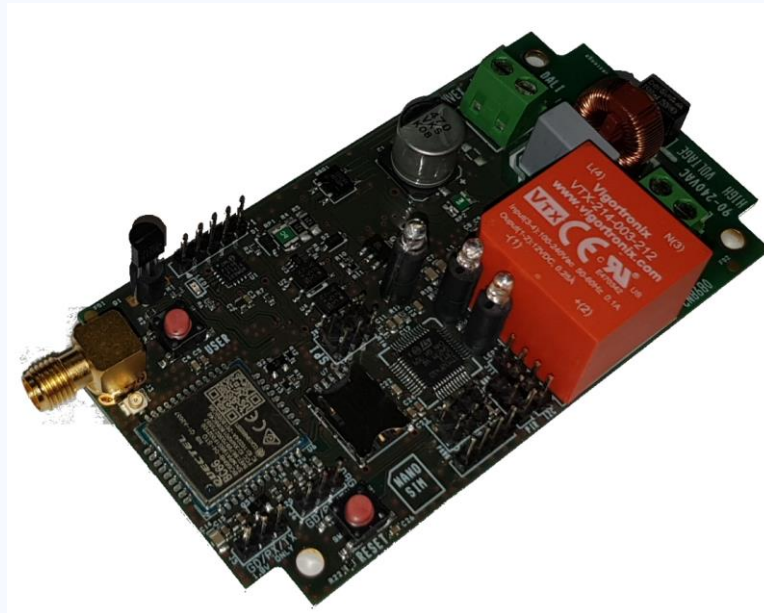
- Street drain (“gully”) monitor
- Missing ring-buoy monitor



MSEMICON IS FOCUSSED ON TECHNICAL INNOVATIONS



LED LIGHTING



INTERNET OF THINGS (IOT)



HIGH END AUDIO

ALSO MEDICAL, ENERGY, AGRITECH, ...

EXPERIENCE WITH INNOVATION PROCUREMENT (PCP & PPI)

Standard tendering process: we have never used this

- Perceived as being complicated, uncertain, and requiring a great deal of time

SBIR (Small Business Innovation Research) – 2016/2017

- This brought mSemicon into the public procurement process
 - Street Drain (Gully) Monitor with Dublin City Council

Innovation Procurement (PPI) – 2020/2021

- First experience has been with the Missing Ring-buoy Monitor project



SBIR EXPERIENCE

1. A very accessible way for a small technology company to enter the public procurement process
2. A need was identified by an entity which could eventually purchase a solution
3. Formulated as a challenge: Dublin City had a problem and needed a solution. An opportunity
4. Dublin City also assisted by facilitating field testing
5. A phased, competitive, process
6. Funded
7. Allowed supplier to keep intellectual property and then propose product to the wider market
8. No guarantee of an order at end of process, though, and still requires tendering, even for Dublin City

PCP – PRE-COMMERCIAL PROCUREMENT

'Pre-commercial procurement' means procurement of R&D services involving risk-benefit sharing under market conditions, and competitive development in phases, where there is a clear separation between the procurement of the R&D services procured from the deployment of commercial volumes of end-products⁴.

'Risk-benefit sharing under market conditions' refers to the approach in PCP where procurers share with suppliers at market price the benefits and risks related to the IPRs resulting from the R&D. *'Competitive development in phases'* refers to the competitive approach used in PCP by procurers to buy the R&D from several competing R&D providers in parallel, to compare and identify the best value for money solutions on the market to address the PCP challenge. To reduce the investment risk for the procurer, reward the most competitive solutions and facilitate the participation of smaller innovative companies, the R&D is also split in phases (solution design, prototyping, original development and validation / testing of the first products), with the number of competing R&D providers being reduced after each phase subsequent to intermediate evaluations.

'Separation from the deployment of commercial volumes of end-products' refers to the complementarity of PCP, which focuses on the R&D phase before commercialisation, and PPI, which does not focus on R&D but on the commercialisation/diffusion of solutions. Procurers can but are not obliged to procure at market price R&D results from a PCP.

Extract from EU document

PUBLIC PROCUREMENT OF INNOVATIVE SOLUTIONS (PPI) WITH A PILOT PHASE



1. An attractive proposition for a supplier: multiple supplier contracts on offer, so worth submitting application
2. A need was identified by an entity which **would** (rather than **could**) eventually purchase the solution
3. Again, formulated as a challenge: Dublin City had a problem and needed a solution. An opportunity
4. Dublin City also assisting by facilitating field testing
5. A phased, competitive, process, but much faster
6. Partially funded
7. Allows supplier to keep intellectual property and then propose product to wider market
8. **No need to tender to other local authorities: no waiting for tenders; no additional compiling of complicated documents; expected to be a simpler and faster process**

EXTRACT OF CLOUD APPLICATION (“PANAMONITOR”)



Ring Buoy

Showing Ring Buoy ▾

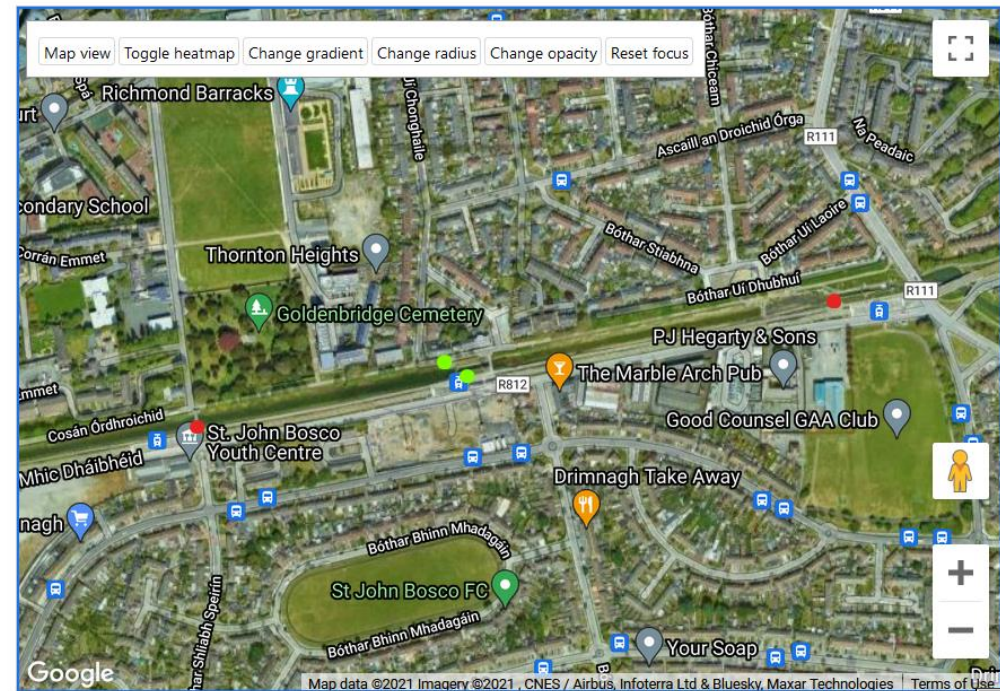
Welcome mSemicon | Alerts | [Device status](#) | Maintenance | Inventory | Clients | Settings | Logs | Profile | Change password | Language: EN | Logout

Watchlist

These are the devices that you have selected for watchlist

Devices - 24

Alerts Q	Serial number Q	Company Q	Location Q	Status Q	Last transmission Q	Watch
	867997031233512	Dublin City Council	514 Grants Rise, Co. Dublin...	Inplace	10 May 2021, 12:43:01	★
	867997031233546	Dublin City Council	Talbot Memorial Bridge, Tal...	Inplace	10 May 2021, 08:33:22	★
	867997031233579	Dublin City Council	Goldenbridge Luas Stop, Dr...	Inplace	10 May 2021, 09:43:58	★
	867997031233744	Dublin City Council	Docklands, North Wall Qua...	Inplace	29 Apr 2021, 02:30:44	★
	867997031233777	Dublin City Council	4 Ormond Quay Lower, No...	Inplace	10 May 2021, 07:56:14	★
	867997031233801	Dublin City Council	4 St Helen's Terrace, Inchic...	Inplace	10 May 2021, 13:19:42	★
	867997031233819	Dublin City Council	Park Lane, Dublin Dockland...	Inplace	10 May 2021, 13:35:10	★
	867997031233868	Dublin City Council	233 Tyrconnell Rd, Inchicor...	Inplace	10 May 2021, 12:57:38	★
	867997031234072	Dublin City Council	CUSTOM HOUSE, North D...	Inplace	7 May 2021, 12:38:47	★
	867997031234163	Dublin City Council	Aib Trade Centre, Custom ...	Inplace	10 May 2021, 10:29:12	★
	867997031250946	Dublin City Council	5 Sperrin Rd, Crumlin, Dubli...	Missing	10 May 2021, 04:53:28	★
	867997031251043	Dublin City Council	12a Bachelors Walk, North ...	Inplace	10 May 2021, 10:05:39	★
	867997031251159	Dublin City Council	EXCISE WALK, Dublin Dockl...	Inplace	10 May 2021, 14:09:55	★
	867997031251316	Dublin City Council	22 Ormond Quay Lower, N...	Inplace	10 May 2021, 10:49:46	★
	867997031251449	Dublin City Council	Unit 32 /33, The Chq Buildi...	Inplace	10 May 2021, 02:18:55	★
	867997031251688	Dublin City Council	8 Merchant's Quay, Wood...	Inplace	9 May 2021, 00:37:38	★



COMPARISON

The SBIR process is well funded, but does not necessarily lead to volume contracts.

However, it serves as an easy introduction to the public procurement process.

The PCP & PPI process is driven by the desire of all parties to have full deployment in the field.

It has momentum.

Partial funding helps.

Access to multiple authorities follows.

Both processes identify a need for a product/service and both allow the supplier to retain product ownership

Smart tech ring buoys save lives

LESSONS LEARNED - Q&A

Closure

Conclusions & future events

WEBINAR

Boosting economic recovery through Innovation Procurement

*What the European Assistance For Innovation
Procurement can do for you*



Stephan Corvers
Corvers Procurement Service BV

WORKSHOP-WEBINAR - Boosting economic recovery through Innovation Procurement:
What the European Assistance For Innovation Procurement can do for you
18 May 2021

DO's

1. **Follow a step-by-step methodology**
2. **Have a proper needs, SOTA and market analysis**
3. **Validate your Business and Value case**
4. **Mitigate the risk in phases – share benefit & risk**
5. **Leave the IPR to the contractor for commercial exploitation**
6. **Establish clear IPR regime and FRAND**
7. **Use contract exit clauses and clauses to add value**
8. **Establish governance and monitoring system**
9. **Foster R&D of EU SMEs**



DONT's



1. **Fail to comply with the principles of transparency, equal treatment and non discrimination.**
2. **Lack a proper needs, SOTA and market analysis.**
3. **Fall in vendor lock-in.**
4. **Fall in prohibitions of state aid.**
5. **Lack innovation and monitoring clauses**

Why Innovation Procurement is exciting

- New approaches
- Game changer
- Organizational optimization
- New relation between market & CAs



Future events



<p>29 June 2021 1-hour-webinar</p>	<p>Innovation Procurement: The CEO perspective towards the green-digital economic recovery</p>
<p>5 October 2021 4-hour-webinar- workshop</p>	<p>Innovation Procurement: How to strengthen EU strategic autonomy and resilience</p>



1st CALL OF 2021 IS OPEN NOW!

Apply for free assistance
Deadline 1st call - 25 June 2021



The EAFIP-initiative has been relaunched for a new period. During this edition:

- **new calls to apply for assistance will be launched every 3 months,**
- **assistance will be provided to newly selected projects, and**
- **webinars & workshops will be organised on a regular basis.**

The 1st call to apply for assistance under EAFIP is open
Apply now!

<https://ec.europa.eu/eusurvey/runner/EAFIP2021>



Thank you for your attention

Corvers Procurement Services

The Netherlands

Tel: +31 73-612 6566

info@corvers.com

www.corvers.com

**For any questions regarding EAFIP-Assistance and/or
applying for free assistance, please contact:**

Analucia Jaramillo

Tel: +31 6-20552773

a.jaramillo@corvers.com

www.eafip.eu



Q&A

FROM THE WEBINAR-WORKSHOP

Boosting economic recovery through Innovation Procurement: *What the European Assistance For Innovation Procurement can do for you*

18 May 2021

Question	Answer
How many people were involved in the project on behalf of the public purchaser in the LBChain PCP (Blockchain Lithuania)? What was their professional profile?	<p>The team in charge of the project from the Public Buyer's side was very interdisciplinary. Of course, there was a project manager (the presenter) and a legal team involved (in addition to the Eafip assistance support), staff with economic and business background, as well as staff with technology background (in particular ICT/Blockchain experts) were also involved.</p> <p>You can find more information on the project here: http://eafip.eu/assistance/procurers-receiving-assistance/bank-of-lithuania/</p>
What was the budget planned for the WBL PCP? How long did it take to implement it? What was the biggest challenge?	<p>The total budget available to fund the WBL PCP project was 625.000 euro. The budget was distributed among the three phases of the PCP:</p> <ul style="list-style-type: none">• Phase 1 Solution exploration and design – maximum budget of 50.000 euro.• Phase 2 Prototype Development and Training – maximum budget of 75.000 euro.• Phase 3 Integrated solution for WBL - maximum budget of 500.000 euro. <p>The project is currently on its third phase and started on May 15th 2020. Previously, a SOTA analysis and an Open Market Consultation were conducted in order to assess the Technology Readiness Level (TRL) of the solution and decide on the procurement strategy.</p> <p>The biggest challenge was deciding on the procurement strategy (bear in mind that the project was divided into three lots and the PCP) and the avoidance of collusion and vendor lock-in among the participants. In order to avoid this, several disclaimers and safeguards were introduced. Most importantly, the prior analysis of the market, gave WBL the necessary foresight to avoid any issue on a later stage.</p> <p>You can find more information on the project here: https://eafip.eu/assistance/procurers-receiving-assistance/waterschapsbedrijf-limburg-wbl/</p>



Will the contracts for the other 19 councils in the Smart Dublin PPI be awarded by mini competition too?	<p>Yes, the 23 contracting authorities that are participating in the Framework Agreement can award contracts in a mini competition to the 4 companies that have been selected after the piloting phase.</p> <p>You can find more information on the project here: https://eafip.eu/assistance/procurers-receiving-assistance/smart-dublin/</p>
What is the ideal instrument to spend the funds of the Recovery Fund, in the short time horizon? Is innovation compatible with spending times (few years)?	<p>R&D and innovation is key for economic recovery and for public sector modernisation and it is one of the priorities of the Recovery and Resilience Fund. It is up to Member States to choose which type of public procurement procedures to use for public investments in their Recovery plans. Innovation procurements can be used. In the tender specifications, public buyers can define deadlines to ensure timely completion of the tasks by suppliers participating in the procurements. There are examples - even of pre-commercial procurements that tackle new research, development, testing and first deployment of the solutions - that have completed the whole project in 1-1,5 years time.</p> <p>You can find more information on the Recovery and Resilience Facility here: https://ec.europa.eu/info/business-economy-euro/recovery-coronavirus/recovery-and-resilience-facility_en</p>