



EAFIP WORKSHOP-WEBINAR
INNOVATION PROCUREMENT:
COMMERCIALISATION OF INNOVATIONS TO OVERCOME THE VALLEY OF DEATH

12 May 2022 - 9:30 – 12:30

A 3-hour webinar workshop for European public buyers, suppliers and policy makers

This 3-hour workshop will focus on the cycle of innovation where new products and services are commercialised following the R&D phase. We will discuss how breakthrough technologies can be supported to create new markets, and how to overcome the Valley of Death in alternative ways, such as Venture Capital in Pre-Commercial Procurement. In addition, examples of successful commercialisation plans will be showcased. Participants will have the opportunity to ask questions before and during the webinar.

TIME (CET)	TOPIC	SPEAKER/PARTICIPANTS
9:25 – 9:30	Registration to the platform	Participants can ensure that the platform's functionalities are working fine
9:30 – 9:35	Welcome & Introduction House rules Agenda	Stephan Corvers CEO – Corvers Lieve Bos EC Policy Officer - DG Connect
9:35 – 9:55	European Startup Nations Alliance <i>More opportunities to cross the commercialisation gap and venture funding for startups/SMEs</i>	Eoghan O'Neill EC Policy Officer - DG Connect
9:55 – 10:15	European Innovation Council: <i>Support to breakthrough technologies and game changing innovations to create new markets and scale up internationally</i>	Bertrand Wert Innovation Maker & Innovation Procurement Portfolio Manager for the European Innovation Council
10:15 – 10:35	What can Corporate Venturing bring to you <i>Co-creation ecosystems</i>	Corina Kuiper Corporate Venturing Network, The Netherlands
10:35– 10:45	Q&A	
10:45 – 11:00	COFFEE BREAK	
11:00 – 11:40	Successful commercialisation plans in PCP projects <i>- "Innovation sapper" strategy for PCPs</i> <i>- Cases of PCP technologies/solutions</i>	Katarzyna Lenart Wojciech Racięcki NCBR, Poland
11:40 – 12:00	Venture Capital and Pre-Commercial Procurement <i>A successful synergy?</i>	Francesco Porpiglia Vtrek, The Netherlands
12:00 – 12:20	Type of investment and support to entrepreneurs Successful experiences of VC <i>Concrete examples</i>	Fannie Delavelle BPI France
12:20– 12:25	Q&A	
12:25 – 12:30	Conclusions & future events	Stephan Corvers

If you are interested to **receive free assistance from EAFIP** please find more information here: www.eafip.eu/assistance

In case of any **questions or need for support** please feel free to contact Ana Lucia Jaramillo from the Corvers-EAFIP-team: a.jaramillo@corvers.com / +31 6 20552773.