

NCP Experience report on innovation procurement in HORIZON 2020

based on a Meet & Exchange workshop “Spotlight on innovative procurement in HORIZON 2020”, organized in the frame of the NCP-Academy, May 11, 2015, Vienna

includes

- **lessons learnt/recommendations**
- **workshop agenda (Annex1),**
- **list of participants (Annex2)**

1. Introduction: Why this workshop?

Pre-commercial procurement (PCP) and Public Procurement of Innovative Solutions (PPI) are new instruments under HORIZON 2020. In 2014 the European Commission launched 3 calls for PCP Cofund Actions in the area of Information and Communication Technologies and various calls for Coordination and Support Actions (CSAs) to support networking of public procurers. Results show that the overall participation in these calls has been rather limited so far.

Against this background the NCP-Academy organised a Meet&Exchange Workshop on PCP/PPI for the target group of NCPs in order to discuss both major hurdles as well as good practises of implementing PCP/PPI leading to

- an increased knowledge about good practises and major implementation hurdles of PCP/PPI among NCPs
- a better understanding of the different players/target groups in this field
- a clearer picture on how to implement PCP/PPI on national level and the role and services of NCPs

A crucial element of the event was the exchange with the EC and procurers. A representative from the EC, two procurers and 24 NCPs and stakeholders from 15 countries participated. The participants strongly welcomed the opportunity for structured exchange and mutual learning on these new instruments. The agenda and the list of participants are included in Annex 1 + 2.

Based on the outcome of this workshop this report summarises lessons learnt and recommendations for the implementation of PCP/PPI so far in order to share the findings with the entire NCP community and the EC.

2. Experiences and lessons learnt (based on the NCP reports of Spain, Austria, Sweden and reflections of all participants)

- **National “preconditions” for innovation procurement and interplay with national stakeholders/multipliers:**

-National strategies are very important to get political backing, e.g. some countries (ES, NL, FR, UK) have already set national targets to allocate a specific percentage of their budget to innovation procurement.

-Some countries have developed financial instruments such as national PCP/PPI-Pilots (e.g. NL, UK, ES, AT, DE). Thus, procurers gain experience at a national level or regional level and are prepared for European projects.

-In order to identify the needs of procurers and addressing them to the best possible financial support, f.e. Spain developed an online survey where procurers may reflect a short, medium or long term innovative need.

-For the implementation of the PCP/PPI instruments of Horizon 2020 on national level the cooperation with the National Procurement Agencies or other intermediates is essential to facilitate the contact with procurers and suppliers and to build bridges. In general the exchange with national experts and discussion with stakeholders is highly advised.

- **Organisation at national level/in the NCP-system:**

Some countries have established or are in the process of establishing a horizontal NCP-like function for PCP/PPI where information and know-how is concentrated and centralized. The person in charge knows both the national PCP/PPI landscape and strategies as well as PCP/PPI in the context of Horizon 2020 and is the contact point for all other NCPs who deal with innovative procurement calls in Horizon 2020, distributing relevant information to them.

- **Implementing the instruments of innovative procurement & the role of NCPs**

-Due to the complexity of the process of PCP/PPI NCPs came to the conclusion that promoting PCP/PPI is „a selling process“ and that it takes time until the new instruments will be implemented successfully.

-Public Procurers are a new target group for Horizon 2020 and for NCPs. As mentioned the national landscape for innovative procurement differs from country to country, however the cooperation with national stakeholders, programmes or other initiatives on PCP/PPI is important for the “selling process” of innovative procurement in Horizon 2020 in order to reach the procurers and to link the national procurement scene with the European participation opportunities. Good practice measures undertaken by the NCPs present at this workshop comprise f.e.

- the joint presentation of all PCP/PPI calls of Horizon 2020 in the form of info-sheets/website and signpost to <https://ec.europa.eu/digital-agenda/en/news/calls-eu-funding-opportunities-pre-commercial-procurement-and-public-procurement-innovative> which concentrates on ICT
- the establishment of distribution lists of stakeholders (suppliers, procurers, multipliers) for timely information on participation opportunities in Horizon Information days on PCP/PPI in Horizon 2020
- Promotion of PCP/PPI in Horizon 2020 integrated into workshop organized by the national stakeholders on procurement/innovative procurement
- Round table discussion with procurers and stakeholders
- Personal meetings with procurers and other stakeholders of different sectors

The following short conclusion summarises the outcome of a panel-discussion with procurers and stakeholders on how to interest and motivate contracting authorities on PCP/PPI (PCP/PPI Training, May 12, 2015, Vienna) and may serve NCPs as inspiration for their work:

- *Devise a systemic approach based at the pre-conditions in your particular country (institutional set-up, characteristics of contracting authorities etc.). Split contracting authorities into different target groups (e.g. sectoral).*
- *Identify vehicles such as existing cooperation projects or networks (both research, procurement, sector etc. - it is positive if there is an international connection). A good vehicle is comprised of a context where needs are already (fairly) known and where trust exists between members, as these factors can shorten time-to-project significantly. Complement with identifying other type of opportunities such as additional budgets or upcoming new regulations and standards.*
- *Once the above points are done: customize an approach for targeting promising contracting authorities or networks with the idea of finding possible applicants. Allow time for leg work, such as several personal visits: include sector experts in the work. Simultaneously launch a broad, basic information campaign (web page, information meetings etc). The purpose of the*

information campaign is to familiarize contracting authorities in general about PCP/ PPI and tell them about the funding opportunities, so that they might be interested in the future.

- **Further important lessons learnt:**

-Public procurers are risk averse and therefore innovation procurement in general is a challenge. Understanding the European instruments PCP/PPI in Horizon 2020 is difficult for public procurers as the new European R&I Programme (e.g. co-funding instruments and the legal frameworks) are very complex. Legal advice, hands on support and face to face meetings are very important!

-The commitment of money is a huge problem for public procurers and it is therefore difficult to motivate them to participate in a European project. Good practices of successful projects (“best value for money”) are essential in „selling“ Horizon 2020.

-One of the major challenges is to define a common innovation need as the needs of public procurers are very specific (but a look at the open calls of each Work Programme might serve as orientation).

-In some countries (SE, DE) the public sector is very fragmented and independent so it is hard to reach them.

-It is very supporting if national strategies consider H2020 and if national and H2020 activities in PCP/PPI are coordinated. National experts should work together in promoting innovation procurement and in finding the right contact persons in public procurement departments or organisations. In addition synergies between H2020 and the European Structural and Investment Funds (ESIF) could be used via national/regional platforms as well.

3. Recommendations:

- Support – at national and European level (EC) - should be given to the establishment of NCP (like) experts for innovation procurement in each MS & AC who are able to explain the funding scheme and to motivate procurers.
- The EC should provide training to NCPs and the platform for information exchange on innovation procurement in Horizon 2020 (www.innovation-procurement.org) should be improved.
- The EC should evaluate running PCP/PPI projects and a summary on good practice examples should be available.
- In consideration of the Strategies for Smart Specialisation (RIS3) of the Innovation Union , potential public procurers (contracting authorities) and their procurement needs should be identified and considered in targeted future calls on innovation procurement in H2020, ESIF, EIPs and KICs of the EIT.

Annex 1 – Agenda

AGENDA

10 am – 4 pm

- 10 am** **Welcome and moderation**
Birgit Steininger | FFG Austrian Research Promotion Agency, Vienna
- 10:15 am** **The implementation of PCP/PPI – processes in the EC, lessons learnt of first calls, future activities, needs & expectations**
Samy Bettiche | DG Research, European Commission
- 11 am** **Using the instrument of PCP/PPI - challenges & chances**
Johan Lundström | Swedish Competition Authority, Sweden
Carl-Markus Pischwanger | Federal Computing Centre (BRZ), Austria
- 12 pm** **Lunch Break**
- 1 pm** **Experience reports from NCPs & discussion**
Jeannette Klonk | FFG Austrian Research Promotion Agency, Vienna
Nina Widmark | VINNOVA, Sweden
Miguel Ortiz Pajares | CDTI - Centre for the Development of Industrial Technology, Spain
Contributions from further NCPs
- 2 pm** **Reflection on key success factors & concrete implementation ideas for the national wo**
Contributions of all participants
- 3:45 pm** **Next steps & closing**
- 4 pm** **End of workshop**

Annex 2 – List of Participants

Name	Organisation
Anania Cristina	ANCSI - National Authority for Scientific Research and Innovation
Arevalo Gonzalo	Instituto de Salud Carlos III
Baumgartner Martin	FFG - Austrian Research Promotion Agency
Bettiche Samy	DG Research, European Commission
Bouquet Ella	MENESR
Buchinger Eva	AIT Austrian Institute of Technology
Cerbini Benedetta	Aprè

Gedikli Firat	TUBITAK
Hoffmann Andrea	FFG - Austrian Research Promotion Agency
Holmberg Elina	TeKes
Kennedy Gerard	Enterprise Ireland
Klonk Jeannette	FFG - Austrian Research Promotion Agency
Kotoucek Jiri	Technology Centre ASCR
Lideikyte Domile	Agency for Science, Innovation and Technology
Lundström Johan	Swedish Competition Authority
Muengersdorff Anne	OECD
Ortiz Pajares Miguel	Centre for the Development of Industrial Technology
Persembe Ahu	TUBITAK
Piswanger Carl-Marcus	Federal Computing Centre (BRZ)
Ribeiro Eunice	Foundation for Science and Technology
Schijns Michael	RVO
Serwiak Sebastian	IPPT PAN - NCP POLAND
Seyr Gudrun	FFG - Austrian Research Promotion Agency
Steininger Birgit	FFG - Austrian Research Promotion Agency
Stürzebecher Daniel	PT - DLR
Weber Pamela	PT - DLR
Widmark Nina	VINNOVA