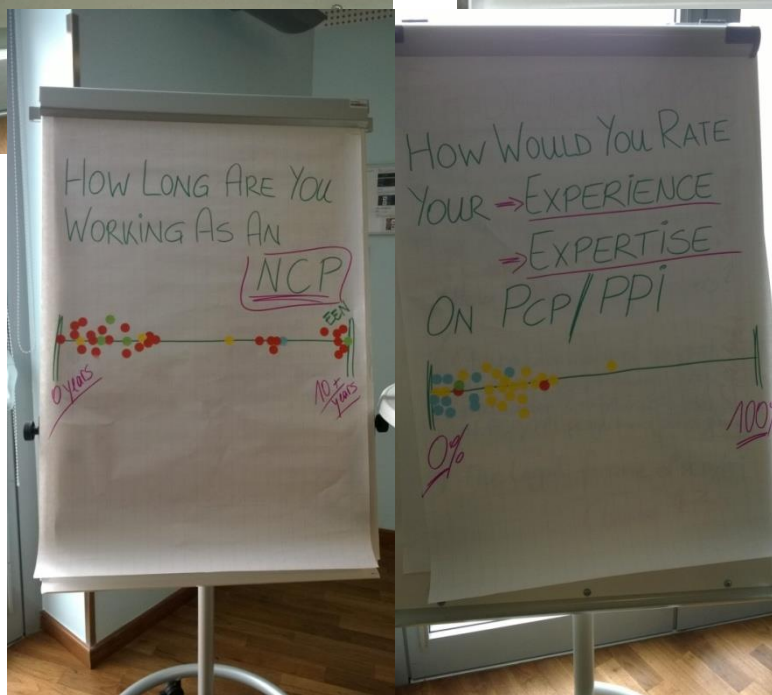
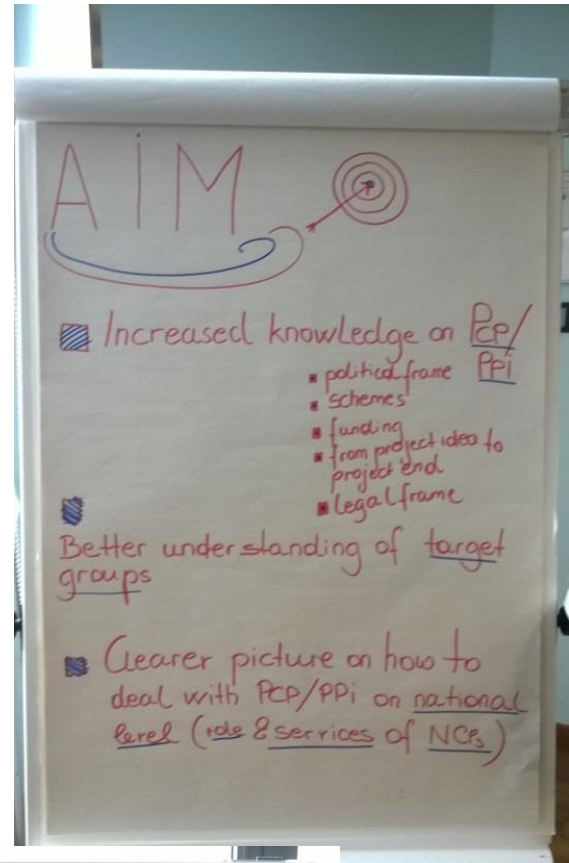
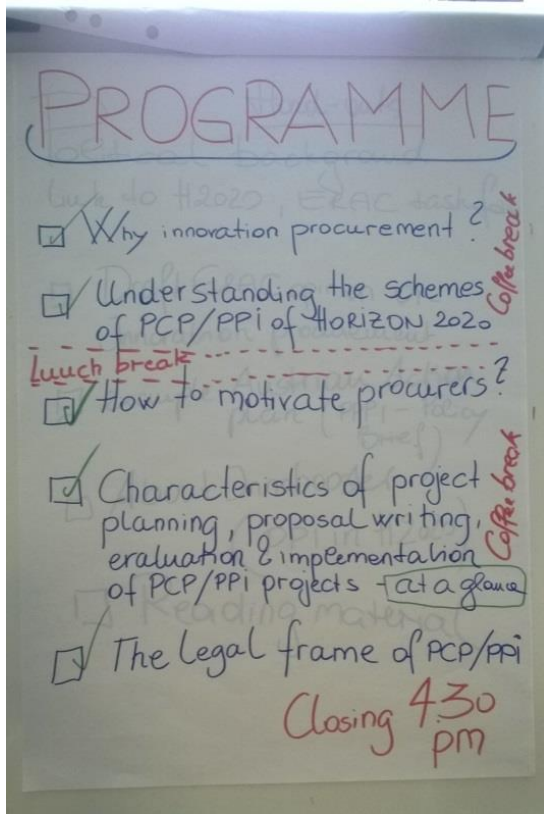


Flipchart Documentation

Understanding innovative procurement in HORIZON 2020,

Basic training, May 12, 2015



How to motivate procurers?

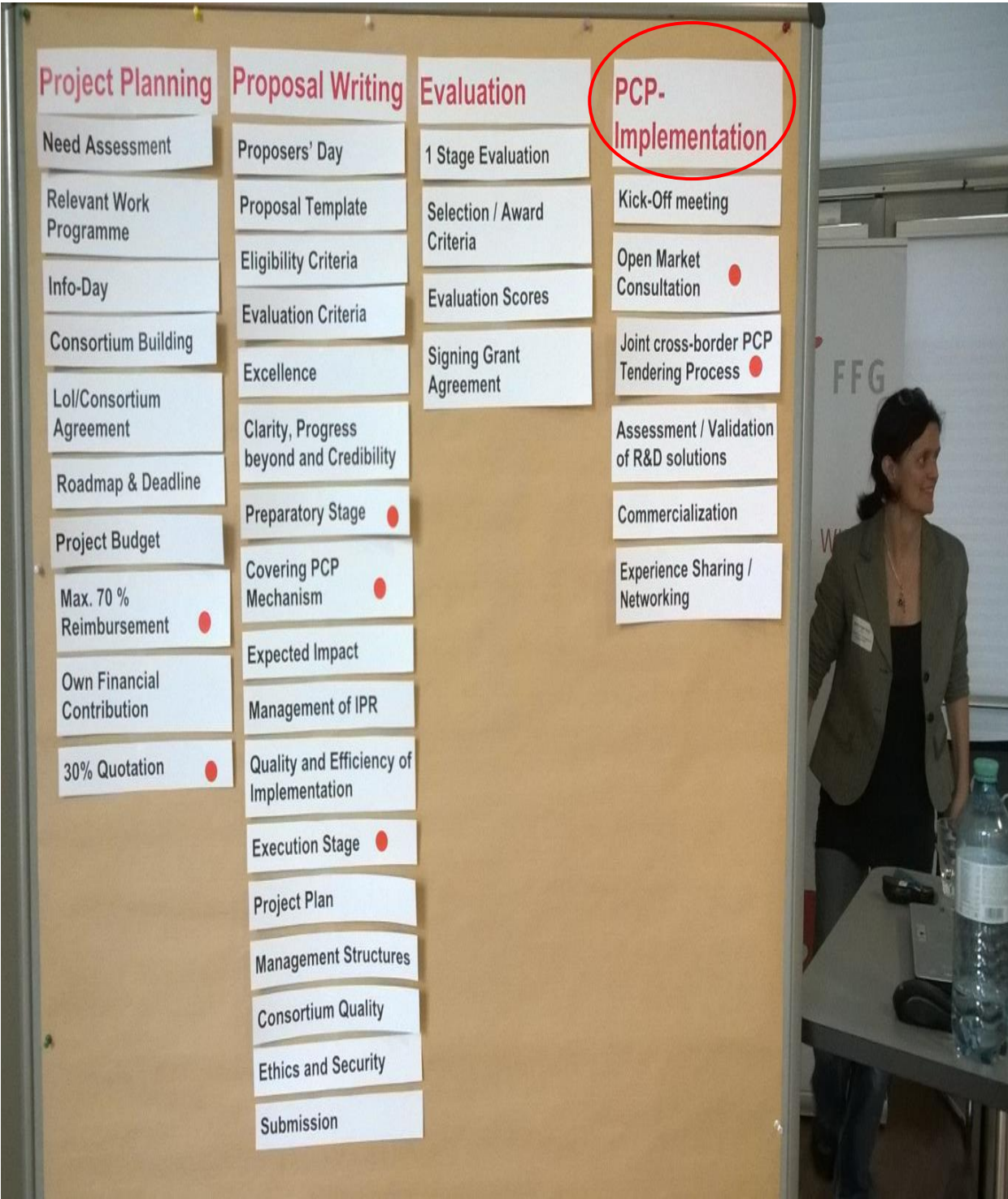
Short conclusion on interesting and motivating contracting authorities regarding PCP/ PPI (both to apply for funding and to perform such projects in general)

- 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.

link to the Open Challenge Platform Marlene Grauer mentioned:

<http://www.citymart.com/challenges-index/>

Characteristics of project planning, proposal writing, evaluation and implementation of PCP/PPI projects at a glance



Project Planning

Need Assessment

Relevant Work Programme

Info-Day

Consortium Building

Lol/Consortium Agreement

Roadmap & Deadline

Project Budget

Max. 20 % Reimbursement

Own Financial Contribution

50% Quotation

Proposal Writing

Proposers' Day

Proposal Template

Eligibility Criteria

Evaluation Criteria

Excellence

Clarity, Progress beyond and Credibility

Preparatory Stage

Covering PPI Mechanism

Expected Impact

Management of IPR

Quality and Efficiency of Implementation

Execution Stage

Project Plan

Management Structures

Consortium Quality

Ethics and Security

Submission

Evaluation

1 Stage Evaluation

Selection / Award Criteria

Evaluation Scores

Signing Grant Agreement

PPI-Implementation

Kick-Off meeting

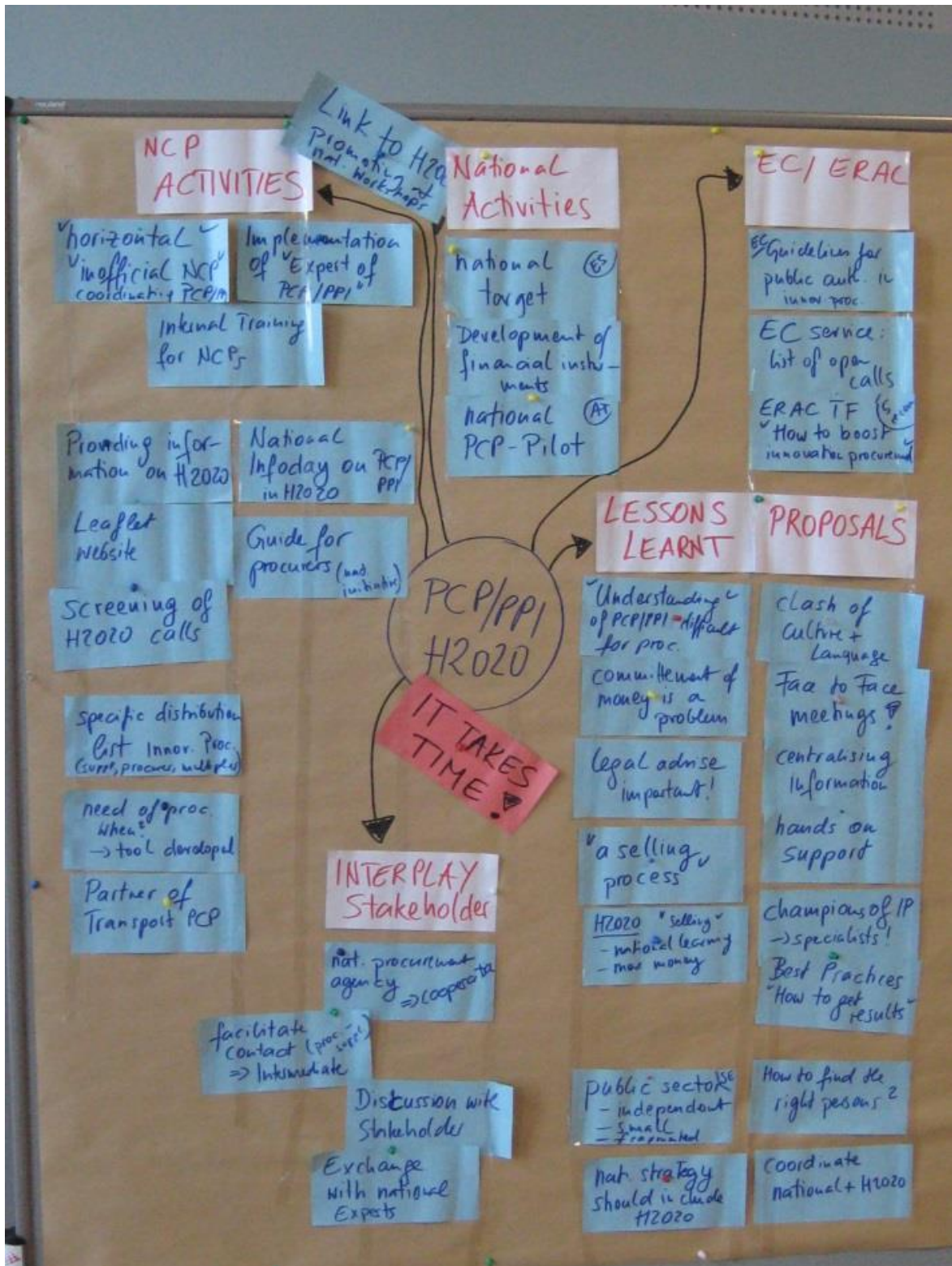
Open Market Consultation

Joint cross-border PPI Tendering Process

Assessment / Validation of innovative solutions

Active End-Users Participation

Experience Sharing / Networking



Summary of Lessons learnt of Meet&Exchange Workshop on PCP/PPI, May 11, 2015, Vienna