Single Market EU, a brief introduction on innovation procurement.
1.- EISMEA, EEN and Madrid’s node. 
Eu Innovation Agenda.

2.- Innovation procurement at EU level. 
Terms of reference. Scoreboard. 
Decentralized info. 
Where to look at. 
Where to search for help.
• **EISMEA**

**European Innovation Council and Sme Executive Agency**: (Established in 01/04/2021 as one of the six new EU executive agencies). Antecedent: EASME.

**Activities/content:**

Groups together in one agency all the activities of the European Innovation Council EIC being responsible for developing and implementing EIC and SMEs’ supporting programmes (innovation ecosystems, single market, interregional innovation investments and consumer policy).

**Single Market:**

Eu programme for Eu Market (people, goods, services) to empower and protect consumers and smes. (Boost the competitiveness of eu businesses, tools: Invest EU fund, Enterprise Europe Network).
EEN madrimasd es el nodo de la red EEN que da cobertura a la Comunidad de Madrid, constituyendo el punto de contacto local que ofrece asesoramiento personalizado a aquellas empresas y entidades con vocación internacional.

Todos los servicios para las PYMEs son totalmente GRATUITOS
EEN Services

Búsqueda de Socios
- Promoción de perfiles comerciales y tecnológicos
- Participación en encuentros bilaterales y misiones comerciales

Asesoramiento
- Mercado interno; Leyes, estándares, consultas y normativa Europea
- Propiedad Intelectual
- Mercado y negocios exteriores

Innovación y programas europeos
- Programas Europeos de I+D+i H2020, MSCA, Eurostars, LIFE...
- Acceso a financiación europea: Cosme y otros programas

Gestión de la innovación y Coaching en Instrumento pyme H2020
- Servicios de mejora de la capacidad de innovación
- Coaching a beneficiarios de instrumento pyme H2020

Búsqueda de socios y tecnologías
Promoción de perfiles comerciales y tecnológicos
La red Enterprise Europe Network (red EEN) puede ayudarte a acceder con éxito a nuevos mercados, a comercializar sus productos y servicios, a buscar proveedores o distribuidores y darle a conocer las oportunidades, y cómo acceder a los mercados internacionales.

Para ello puede buscar en nuestra base de datos de perfiles de cooperación empresarial y tecnológica, o sino encuentra lo que busca, publicar usted una oferta o demanda en la base de datos.
- Demanda Empresarial
- Demanda Tecnológica
- Oferta Empresarial
- Oferta Tecnológica

Búsqueda de socios
Participación en encuentros bilaterales y misiones comerciales
La asistencia a encuentros bilaterales empresariales en ferias comerciales y tecnológicas, y otros eventos de carácter internacional, permiten identificar nuevas oportunidades de negocio conociendo directamente a posibles socios. Estos encuentros se establecen en base a perfiles de ofertas y/o demandas de ambas entidades, previamente validados por el nodo de la Enterprise Europe Network que organiza el evento; proporcionando a las empresas una agenda con las reuniones prefijadas.

een.ec.europa.eu
• **Innovation Agenda:**

**Development steps/timeline:** With an initial survey during 2021 and after stake holders group consultations (Unicorns, Ecosystem leaddrs, Women in VC..), after a call for evidence, feedback and internal consultation, the 5th of July of 2022 the new innovation agenda was published.

**Agenda focus on 5 Flagships actions:**
- Flagship on enabling deep tech innovation through experimentation spaces and public procurement.
- Challenge: According to EU wide benchmarking, modernising public services and strengthening the EU’s industrial competitiveness globally requires a doubling of investments in innovation procurement. To date, while 81% of OECD countries have developed national strategies with policies that foster innovation procurement, only a third of EU Member States have such strategies. Data that can help improve existing approaches is either missing or inconsistent, impeding informed decision-making
- Objective: Enabling innovation through experimentation spaces and public procurement: improved framework conditions including experimental approaches to regulation (e.g. regulatory sandboxes, test beds, living labs and innovation procurement).

**Next steps:**

<table>
<thead>
<tr>
<th>Flagship: Enabling deep tech innovation through experimentation spaces and public procurement</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>6. Guidance document on Regulatory Sandboxes</td>
<td>Q2 2023</td>
</tr>
<tr>
<td>7. Open innovation test bed in renewable Hydrogen</td>
<td>Q1 2024</td>
</tr>
<tr>
<td>8. Launch Testing and Experimentation Facilities for testing AI innovation</td>
<td>2023</td>
</tr>
<tr>
<td>9. Revised State Aid Framework for Research and Development and Innovation</td>
<td>Q4 2022</td>
</tr>
<tr>
<td>10. Launch Innovation Procurement Specialist Advisory Service</td>
<td>Q1 2024</td>
</tr>
</tbody>
</table>
Overall performance (all 12 indicators combined)

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Green</th>
<th>Red</th>
</tr>
</thead>
<tbody>
<tr>
<td>[1] Single bidder</td>
<td>≤ 10%</td>
<td>&gt; 10%</td>
</tr>
<tr>
<td>[2] No calls for bids</td>
<td>≤ 5%</td>
<td>&gt; 10%</td>
</tr>
<tr>
<td>[3] Publication rate</td>
<td>&gt; 5%</td>
<td>&lt; 2.5%</td>
</tr>
<tr>
<td>[4] Cooperative procurement</td>
<td>&gt; 10%</td>
<td>&lt; 10%</td>
</tr>
<tr>
<td>[5] Award criteria</td>
<td>≤ 80%</td>
<td>&gt; 80%</td>
</tr>
<tr>
<td>[6] Decision speed</td>
<td>≤ 120 days</td>
<td>&gt; 120 days</td>
</tr>
<tr>
<td>[7] SME contractors</td>
<td>&gt; 60%</td>
<td>&lt; 40%</td>
</tr>
<tr>
<td>[8] SME bids</td>
<td>&gt; 60%</td>
<td>&lt; 60%</td>
</tr>
<tr>
<td>[9] Procedures divided into lots</td>
<td>&gt; 40%</td>
<td>&lt; 20%</td>
</tr>
<tr>
<td>[10] Missing calls for bids</td>
<td>≤ 3%</td>
<td>&gt; 3%</td>
</tr>
<tr>
<td>[11] Missing seller registration numbers</td>
<td>≤ 3%</td>
<td>&gt; 3%</td>
</tr>
<tr>
<td>[12] Missing buyer registration numbers</td>
<td>≤ 3%</td>
<td>&gt; 3%</td>
</tr>
</tbody>
</table>

PCP falls outside WTO GPA and EU public procurement directives

PPI uses procurement procedures defined in EU public procurement directives and national law

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**Legal framework**

PCP falls outside WTO GPA and EU public procurement directives


PPI uses procurement procedures defined in EU public procurement directives and national law

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**PCP-PPI at a glance**

**Procurement of R&D  Pre-commercial procurement**

- Solution design, prototyping, development, testing and installation of first products
  - Co-creation shortens time-to-market for innovations
  - First customer reference
  - Attract financial investors / Scale up internationally
  - Create jobs / technological leadership ‘in Europe’

**Public procurement of innovative solutions**

- Wider diffusion of solutions across different customers and markets
  - Diffuse solutions widely
  - Diversify the offering to new market segments
  - Business expansion: Grow really big
PCP-PPI facts for Start ups and SMEs

Participation of SMEs:
• Precommercial procurement projects are perceived as friendly
• 61,5% of total value of PCP contracts paid to SMEs
• 19% of PCP are won by consortia of larger companies+Smes
• 73,5% of PCP contracts are won by Smes (alone or as lead bidder)

Duration:
• A PCP usually lasts between two and three years. Firms that reach phase 3 are expected to start commercialisation after this time frame.

• Venture Capitalist or private investment is encouraged as R&D activities funding by Contracting Authorities leaves room for private support of the targeted companies either for completing total execution Budget or increasing overall investment.

<table>
<thead>
<tr>
<th></th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average budget</td>
<td>464.000 €</td>
<td>1.538.000 €</td>
<td>2.000.000 €</td>
<td>4.000.000 €</td>
</tr>
<tr>
<td>Average number of admitted participants</td>
<td>5,56</td>
<td>3,79</td>
<td>2,5</td>
<td>11,85</td>
</tr>
<tr>
<td>Average budget per participant</td>
<td>83.450 €</td>
<td>406.000 €</td>
<td>800.000,00 €</td>
<td>1.290.000 €</td>
</tr>
</tbody>
</table>
PCP-PPI facts for Start ups and SMEs

### Impact on EU funded PCPs

- Opening a route for market introduction to innovative SMES/Start ups
  - 61.5% total PCP value goes to SMEs vs 29% average in EU country members processes
  - Mostly small young SMEs: 31% below 10 people, 48% below 50 people, 60% less than 10 years old
- Relevance to universities & bringing scientific results to market
  - 30% of winning contracts have R&D centres or Universities partners in the consortium
  - Winning SMEs are often university start ups
- Stimulating cross border companies growth
  - 33.1% of contracts are won by bidders that are not from a country of any of the procurers in the buyers group
  - Compared to 1.7% average in public procurements across Europe

### Lessons learned

- Separating PCP (R&D) from PPI (commercial volume deployment) and using a phased PCP approach
  - Opens market for small players
  - Enables procurers in public services to reduce vendor lock-in
  - Stimulates cooperation with universities and larger companies
  - Enables use of place of performance clauses that create growth/jobs in Europe
- Joint cross border PCP
  - Facilitates the creation of more open standards based in interoperable solutions
  - Stimulates cross border companies growth
- Leaving IPR ownership rights with contractors
  - Reduces the cost and R&D risk for procurers
  - Encourages wider commercialisation of solutions by vendors
Several EU programs (2021-2027) in which innovation procurement plays a growing role
Type of actions:

Coordination and Support Actions (max 100% funding rate)
- Can support procurers to prepare a PCP or PPI (e.g. define common needs, perform open market consultation, prepare PCP/PPI procurement)
- Cannot fund R&I activities
- Cannot fund the cost/price of an actual PCP or PPI procurement

Actions with as ‘primary aim’ the implementation of PCP/PPI procurement by a transnational buyers group (PCP/PPI procurement cost > 50% action budget)

PCP Actions (max 100% funding rate)
- Fund actual PCP (1 joint PCP procurement/action) + related activities*

PPI Actions (max 50% funding rate)
- Fund actual PPI (1 joint or # coordinated PPI(s)/action) + related activities*

* To prepare, manage and follow-up the PCP/PPI procurement + embed the PCP/PPI in a wider demand side context (e.g. to test / label / certify / standardise solutions, prepare follow-up procurement, awareness raising and training)
**Type of actions:**

Other actions may ‘involve’ the implementation of PCP/PPI procurement, e.g.

**RIA and IA actions** can fund a PCP or PPI under the **subcontracting costs**
- Needs to fit with the R&I / I scope of the action
- Not possible if call requires industry / suppliers to be part of consortia
- PCP or PPI can be implemented by 1 public procurer or by a buyers group
- PCP/PPI can be proposed by participants, or called for in the call conditions
- Since main aim of R&I/I action is that beneficiaries do R&D/I themselves, normally subcontracting costs can only be limited part of the action (unless the call conditions call for the PCP/PPI to be a key/large part of the action)

**The EC or funding body itself may also implement PCP/PPI procurements**

On its own behalf or jointly with public buyers from Member States or Associated Countries (example in H2020: EU blockchain PCP)
**General annexes of the work programme**
In particular *Annex H: Specific conditions for actions with PCP / PPI*. It applies to all actions that support the preparation and or implementation of PCP / PPI procurements (see above)!

**Model Grant Agreement (MGA) and Annotated Model Grant Agreement (AGA)**
Annex 5 - Specific rules for PCP and PPI procurements (recalls main points of Annex H of WP)
Article 6.2.D.5 – PCP/PPI procurement costs (specific cost category for PCP / PPI actions)
Article 6.2.B – Subcontracting costs (cost category for R&I / I actions that involve a PCP/PPI)
AGA: Guidance & examples that clarify the obligations from the articles of the MGA

**Guidance PCP tender docs, Guidance PPI tender docs (update for HorizonEU coming soon)**
Provides guidance on how to draft the tender documents and notices in line with HE rules

**FAQs about PCP actions and FAQs about PPI actions (update for HorizonEU coming soon)**
You can ask more Q&A via the topic page on the Funding & Tenders Portal

**Application form PCP actions, Application form PPI actions**
Reminds you of what to explain at proposal stage, mandatory deliverables etc.

**HorizonEU Programme guide** (section on cross-cutting priority ‘innovation procurement’)
High level strategic guidance to help you find your way in how to apply
Reimbursement rate direct costs: Max 100% of eligible costs (PCP actions) versus Max 50% of eligible costs (PPI actions)

- Price of the R&D services (PCP) or innovative solutions (PPI) procured
- Eligible additional activities
- May include in-kind contributions (and financial support to 3rd parties, if allowed by call)
- VAT is an eligible cost unless for beneficiaries that can deduct it

Flexibility: Consortium may choose to use part of the Union contribution to increase the support to additional activities or the budget for the PCP/PPI call for tender as long as the Union contribution does not exceed the max 100% (PCP) / 50% (PPI) of the total costs.

Requested funding for additional activities can be max 50% (for PCP and PPI actions) of total requested grant. PCP/PPI procurement cost must be min 50% of total eligible costs.

**Plus 25% for indirect costs:** But, no indirect costs on the PCP/PPI procurement cost, nor on financial support to 3rd parties

**Pre-financing:** Yes, 1st pre-financing at start project for costs for preparation stage, 2nd pre-financing before execution stage for costs for rest (incl. call for tender)
<table>
<thead>
<tr>
<th>Finished PCPs</th>
<th>Ongoing PCPs</th>
<th>In Preparation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Silver:  Robotics for Elderly care</td>
<td>1 Quaco:  Quadrupole magnets for hadrom collider</td>
<td>1 Antisuperbugs: Detection/reduction of superbugs infections</td>
</tr>
<tr>
<td>2 Thalea:  Telemedicine for intensive care unit patients</td>
<td>2 Magic:  Post stroke recovery</td>
<td>2 Stars:</td>
</tr>
<tr>
<td>3 Smart Fire: Smart protective equipment for fire fighters</td>
<td>3 Selec4Cities: Internet of Everything for cities</td>
<td>3 Posidon: Polluted site decontamination</td>
</tr>
<tr>
<td>5 Decipher: Virtual constructor of road infrastructure</td>
<td>5 Nightingale: Wearable sensors for safer patient monitoring</td>
<td>5 Shuttle: Toolkit for trace analysis by forensic labs</td>
</tr>
<tr>
<td>6 V-Con: Advanced traffic management prediction</td>
<td>6 Proempower: Diabetes patient empowerment</td>
<td>6 Civilnext: Next gen information systems for EU ext policy</td>
</tr>
<tr>
<td>7 Charm: Enery efficient supercomputing</td>
<td>7 Live Incite: Lifestyle interventions in perioperative medicine</td>
<td>7 Archiver: Archiving and preservation for research environments</td>
</tr>
<tr>
<td>8 Prace 3IP: Long term digital preservation</td>
<td>8 Marine Eo: Marine Earth observation</td>
<td></td>
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<tr>
<td>9 Preforma: Personalized e learning solutions</td>
<td>9 Fabulos: Automated bus lanes</td>
<td></td>
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<tr>
<td>10 Imaile: Mental health for bipolar disorders</td>
<td>10 Smart.met: Smart water metering</td>
<td></td>
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<tr>
<td>11 Nympha-Md: Science cloud platform for research community</td>
<td></td>
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<tr>
<td>12 HNSciCloud: Science cloud platform for research community</td>
<td></td>
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</table>
PCP/PPI in 2022

2022 (170,7 M€)

PCP actions

• Building resilience of healthcare systems in the context of recovery: 25 M€ (CARE-08-02)
• Boosting green economic recovery and open strategic autonomy in strategic digital technologies: 9 M€ (RESILIENCE-02-01)
• Public sector as Galileo or Copernicus user: 5,2 M€ (SPACE-02-52)

RIA actions involving PCP

• R&D for next generation scientific instrumentation, tools and methods: 110 M€ (TECH-01-01)

PPI actions

• Building resilience of healthcare systems in context of recovery: 15 M€ (CARE-08-03)

CSA actions

• Stronger grounds for PCPs on Innovative security technologies: 2 M€ (SSRI-01-03)

Programme Cofund actions

• Stimulating innovation procurement: 4,5 M€ (CONNECT-02-02)
EISMEA: HORIZON-EIE-2022-CONNECT-02-02 (Stimulating innovation procurement)
Opening date: 14 June 2022; Deadline: 27 September 2022; Budget: €4.5 million Actions under this call will boost innovation procurement in Europe by engaging public and private buyers in the purchase of innovative solutions.

CDTI: Public procurement

Horizonte Europa web: LINK

Funding and tenders EU, Innovation procurement opportunities: LINK

Innovation procurement Web and Forum: LINK

Training and info from the European Assistance for public procurers web site: LINK
Muchas gracias por su atención

Contáctenos
info@een-madrid.es

Visítenos
www.een-madrid.es

Síganos
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