

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

Coordinador



Socios



Entidades asociadas





Búsqueda de Socios

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



Innovación y programas europeos

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



Asesoramiento

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



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 ayudarle 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.

- **Innovation Agenda:**

Development steps/timeline: With an initial survey during 2021 and after stake holders group consultations (Unicors, 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.

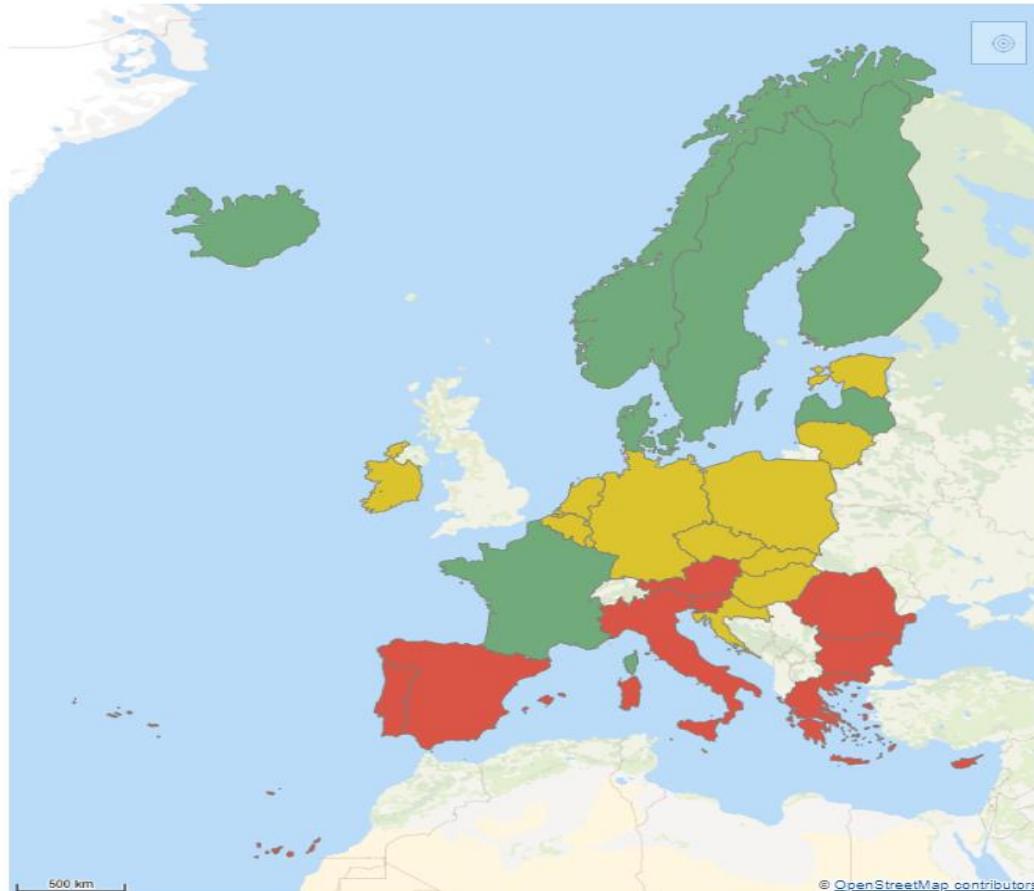
Agenda focus on 5 Flagships actions:

- 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).

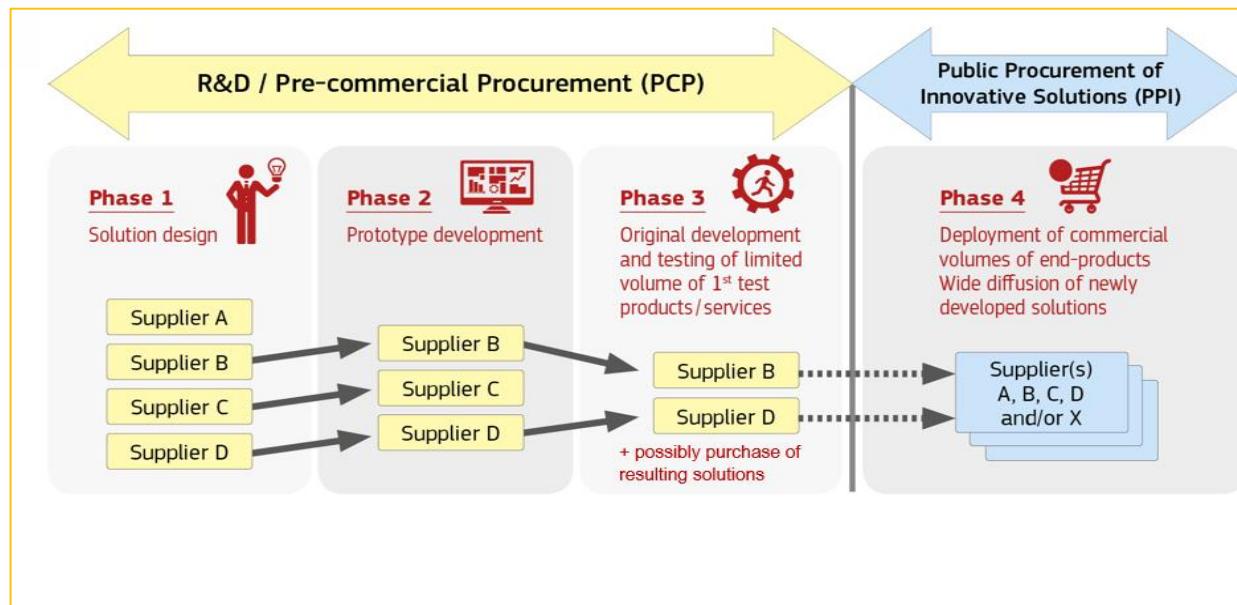
• **Next steps:**

Flagship: Enabling deep tech innovation through experimentation spaces and public procurement	
6. Guidance document on Regulatory Sandboxes	Q2 2023
7. Open innovation test bed in renewable Hydrogen	Q1 2024
8. Launch Testing and Experimentation Facilities for testing AI innovation	2023
9. Revised State Aid Framework for Research and Development and Innovation	Q4 2022
10. Launch Innovation Procurement Specialist Advisory Service	Q1 2024

Overall performance (all 12 indicators combined)



Indicator	Green	Red
[1] Single bidder	≤ 10%	> 20%
[2] No calls for bids	≤ 5%	≥ 10%
[3] Publication rate	> 5%	< 2.5%
[4] Cooperative procurement	≥ 10%	< 10%
[5] Award criteria	≤ 80%	> 80%
[6] Decision speed	≤ 120 days	> 120 days
[7] SME contractors	> 60%	< 45%
[8] SME bids	> 80%	< 60%
[9] Procedures divided into lots	> 40%	< 25%
[10] Missing calls for bids	≤ 3%	> 3%
[11] Missing seller registration numbers	≤ 3%	> 3%
[12] Missing buyer registration numbers	≤ 3%	> 3%



Legal framework

PCP falls outside WTO GPA and EU public procurement directives

([COM\(2007\)799](#) & [SEC\(2007\)1668](#))

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

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

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)

- 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.

	Phase 1	Phase 2	Phase 3	Total
Average budget	464.000 €	1.538.000 €	2.000.000 €	4.000.000 €
Average number of admitted participants	5,56	3,79	2,5	11,85
Average budget per participant	83.450 €	406.000 €	800.000,00 €	1.290.000 €

Duration:

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

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
- Stimulatin cross border companies growth
 - 33,1% of contracts are won by bidders thar 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) an 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



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



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

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)

Finished PCPs

1 Silver:	Robotics for Eldery care
2 Thalea:	Telemedicine for intensive care unit patients
3 Smart Fire:	Smart protective equipment for fire fighters
Human Brain Project:	High perfomance computing for brain simulation
4 Decipher:	Croos border mobile health service
5 V-Con	Virtual constructor of road infrastructure
6 Charm	Advanced traffic management prediction
7 Prace 3IP	Enery efficient supercomputing
8 Preforma	Long term digital preservation
10 Imaile	Personalized e learning solutiions
11 Nympha-Md	Mentar health for bipolar disorders
12 HNSciCloud	Science cloud platform for research community

Ongoing PCPs

1 Quaco:	Quadrupole magnets for hadrom collider
2 Magic:	Post stroke recovery
3 Selec4Cities:	Internet of Everything for cities
4 Relief:	Pain self management
5 Nightingale:	Wearable sensors for safer patient monitoring
6 Proempower:	
7 Live Incite:	Diabetes patient empowerment
8 Marine Eo:	Lifestyle interventions in perioperative medicir
9 Fabulos:	Marine Earth observation
10 Smart.met:	Automated bus lanes
	Smart water metering

In Preparation

1 Antisuperbugs:	Detection/reduction of superbugs infections
2 Stars:	Health stress reduction
3 Posidon:	Polluted site decontamination
4 Broadway:	Interoperable mobile broadband for public safety
5 Shuttle:	Toolkit for trace analysis by forensic labs
6 Civilnext:	Next gen information systems for EU ext policy
7 Archiver:	Archiving and preservation for research environments

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](#))

PCP/PPI—Some references

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](#)

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Síganos



Muchas gracias por su atención