Agenda

1. News from the European Cluster Collaboration Platform
   Nina Hoppmann, *Team Member, European Cluster Collaboration Platform*

2. Innovation procurement
   Anita Poort, *Innovation Procurement Policy Officer, DG GROW, European Commission*

3. Panel debate
   Carlos Larrañeta Gómez-Caminero, *Project Coordinator, Public Procurement Innovation Office, Regional Government of Andalusia*
   Joan Juul, *Project Manager, CLEAN – Environmental Cluster Denmark*
   Jorge González, *Director, TICBIOMED*

4. Funding opportunities
   Nina Hoppmann, *Team Member, European Cluster Collaboration Platform*

EUCLUSTERS **TALKS** ★   #EUClustersTalks   EUROPEAN CLUSTER COLLABORATION PLATFORM

Housekeeping rules

Zivile Kropaite, presenter

- We will use **slido** to launch polls. Please scan the QR code to answer.

- Please use the **Zoom Q&A function to ask questions,** and the **chat function** to comment or share links

- If you want to speak: Please **raise your hand** and we will give you the floor.

- Please note that the session is being **recorded** and that the recording will be **published** on the European Cluster Collaboration Platform.

NEWS FROM THE
EUROPEAN CLUSTER COLLABORATION PLATFORM

Commission facilitates the activities of cross-border associations in the EU

- European Commission [adopted a proposal](#) to facilitate **cross-border activities of non-profit associations** in the EU.

- It will improve the functioning of the Internal Market by **removing legal and administrative barriers** for non-profit associations that operate or wish to operate in more than one Member State, thus promoting the role non-profit associations play in generating economic and societal values in the EU.

- The Commission's proposal introduces an **additional legal form of a European cross-border association (ECBA)** in Member States' national legal systems.

NON-PROFIT ASSOCIATIONS IN THE EU

- An estimated **3.8 million of non-profit associations** are active in EU MS and they contribute with 2.9% to EU GDP

- **310 000 non-profit associations** are currently present in more than one Member State

- Additional **185 000 non-profit associations** could potentially engage in cross-border activities, if the identified barriers tackled by the proposal are removed, generating up to EUR 4.2 billion added value over a 15-year period

- **The new proposal will bring cost savings up to EUR 770 million** per year for non-profit associations currently active cross border, potentially amounting up to EUR 8.5 billion within the time frame of 15-years

GREEN ASSIST – Expert advice to make your investments greener

- [GREEN ASSIST](#) is an **advisory initiative** for **technical and financial expertise** to green investment projects in a broad range of sectors.
- You can apply to GREEN ASSIST if you are developing a project (of any size and scope) that:
  - aims to help the environment, but is facing **technical challenges**
  - aims to help the environment, but is facing **business challenges**
  - has a business case, but is aiming to improve its **environmental impact**

What are the benefits of applying for GREEN ASSIST?

Working with GREEN ASSIST supports your project to:

GROW: Get rapid advisory support tailored to your specific needs.

SUSTAIN: Seize investment opportunities across a range of sectors.

TRANSFORM: Connect with hand-picked experts and state of the art know-how to scale-up.

CONNECT: Exchange knowledge with top experts from across Europe.

GREEN ASSIST puts at your disposal a large pool of hand-picked experts from across Europe, covering all of Europe's geographic and green investment areas. This ensures that they can deliver advisory support that is **tailored to your specific needs.**

Join Clusters meet Regions!

- The objective of the 'Clusters meet Regions' events is to facilitate the implementation of good practices where clusters play an active role in regional economies and are **drivers for economic transition**, and to create and promote **collaborations between clusters and regional stakeholders** for the industrial development of the regions.

- **Lyon, France - 12-13 October 2023**

- **Prague, Czech Republic - 23-24 October 2023**

- **Düsseldorf, Germany – 8 November 2023**

- **Iași, Romania – 21-23 November 2023**

- **Kraków, Poland – 11-12 December 2023**

Clusters meet Regions: An #EUClustersTalk on clusters as drivers of regional economic transition

- **In-person** EU Clusters Talk at the EU Regions Week in **Brussels** on **12 October 2023, 11:30 – 13:00**

- Discuss with us the role of clusters in the green and digital transition of Europe's regions, how to collaborate with regional governments to strengthen the regional economy and build resilience, and results of "Clusters meet Regions"!

- Speakers:
  - **Marek Przeor**, DG GROW, European Commission;
  - **Kristina Šermukšnytė-Alešiūnienė**, AgriFood Lithuania
  - **Riikka Tanskanen**, Regional Council of Lapland;
  - **Wolfgang Münch**, DG REGIO, European Commission

- Registration until **30 September** on: https://europa.eu/regions-and-cities/ programme/2023/sessions/2353

21**st**
European Week of Regions and Cities
Thriving Regions, Stronger Europe

9-12 October 2023

Clusters meet Regions:
An #EUClustersTalk on clusters as drivers of regional economic transition

12 October 2023, 11:30 - 13:00 CET

EUROPEAN CLUSTER COLLABORATION PLATFORM

#EURegionsWeek

EU Industry Days 2023 – 4-6 October in Málaga, Spain

The EU Industry Days are **Europe's flagship annual event** focusing on key industrial policy discussions, connecting industrial frontrunners, and boosting the knowledge base of European industry.

The new role of Public Procurement

Administrative process → **Strategic tool to shape our future**

Market Integration and Competition

- Efficient internal market
- Fair competition

Sustainability and Resilience

- Big Buyers
- Sectoral legislation
- Public Buyers Platform
- Public Procurement Data Space

European Commission

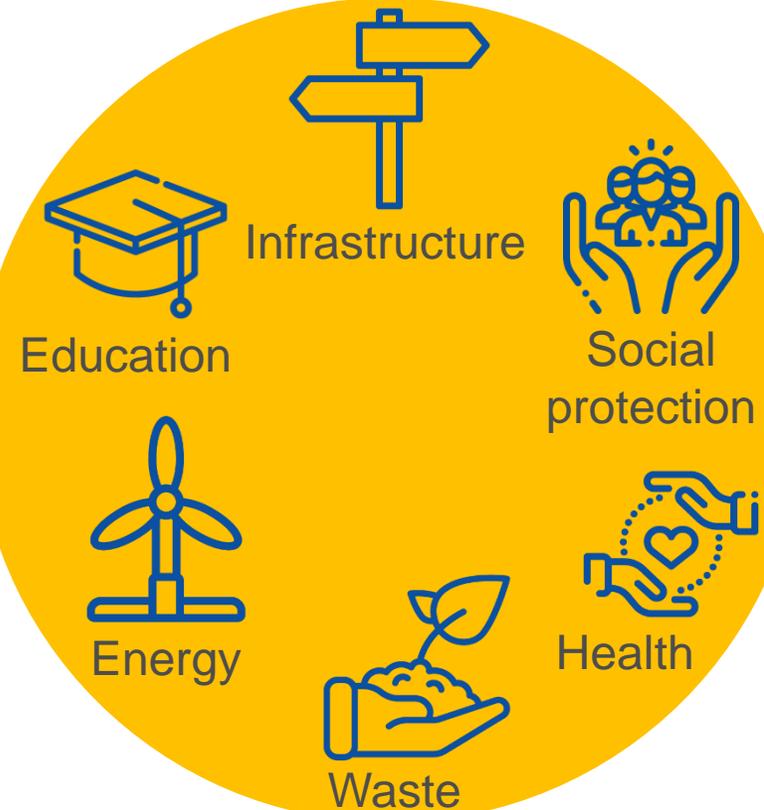# Public Procurement as a driver for Twin Transition and Resilience

Numbers

250.000 Public buyers

EUR 2 Trillion or 13,6% of GDP

20% Above thresholds (TED)

80% Below Thresholds (MS)

Sectors

Infrastructure

Education

Social protection

Energy

Health

Waste

European Commission

Fostering Innovation Procurement

Develop
Collective Intelligence

Develop
Joint Action
Big Buyers
Working
Together

Support
for Public Buyers and suppliers

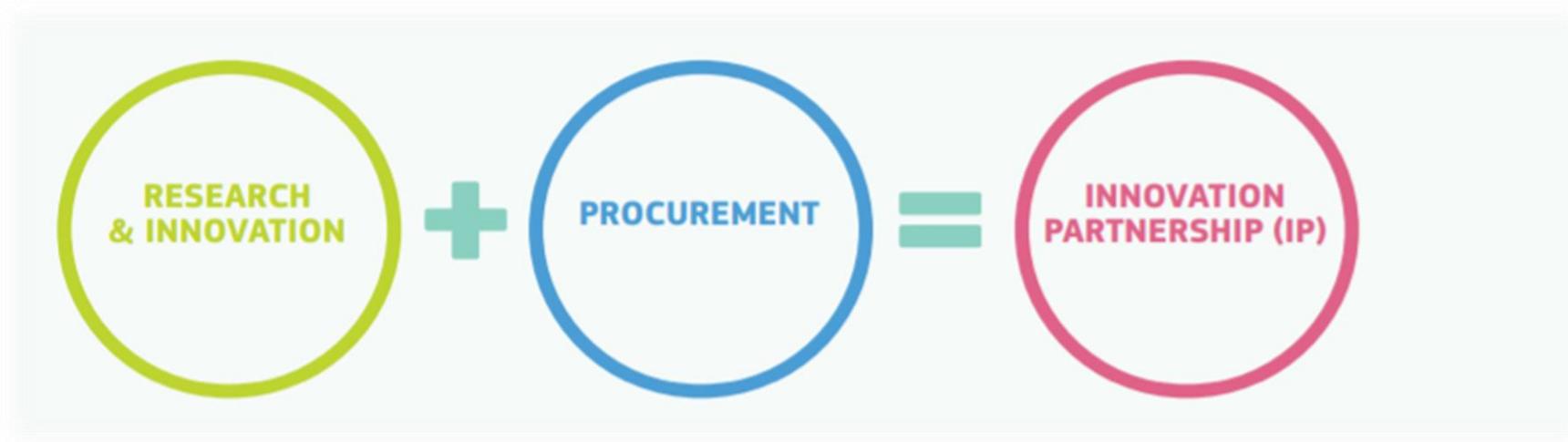- Big Buyers Working Together
- Public Buyers Community Platform
- Funding of PPI Projects

- Guidance and Tools
- Webinars
- Training Programs (for CPBs)
- Closing gap between innovation ecosystem and Public Demand

European Commission

Toolkit to attract innovators, innovation and to buy it

Innovation Partnership

Competitive Dialogue

Competitive Procedure with Negotiation

Design Contest

Functional specifications, LCC, variants, etc.
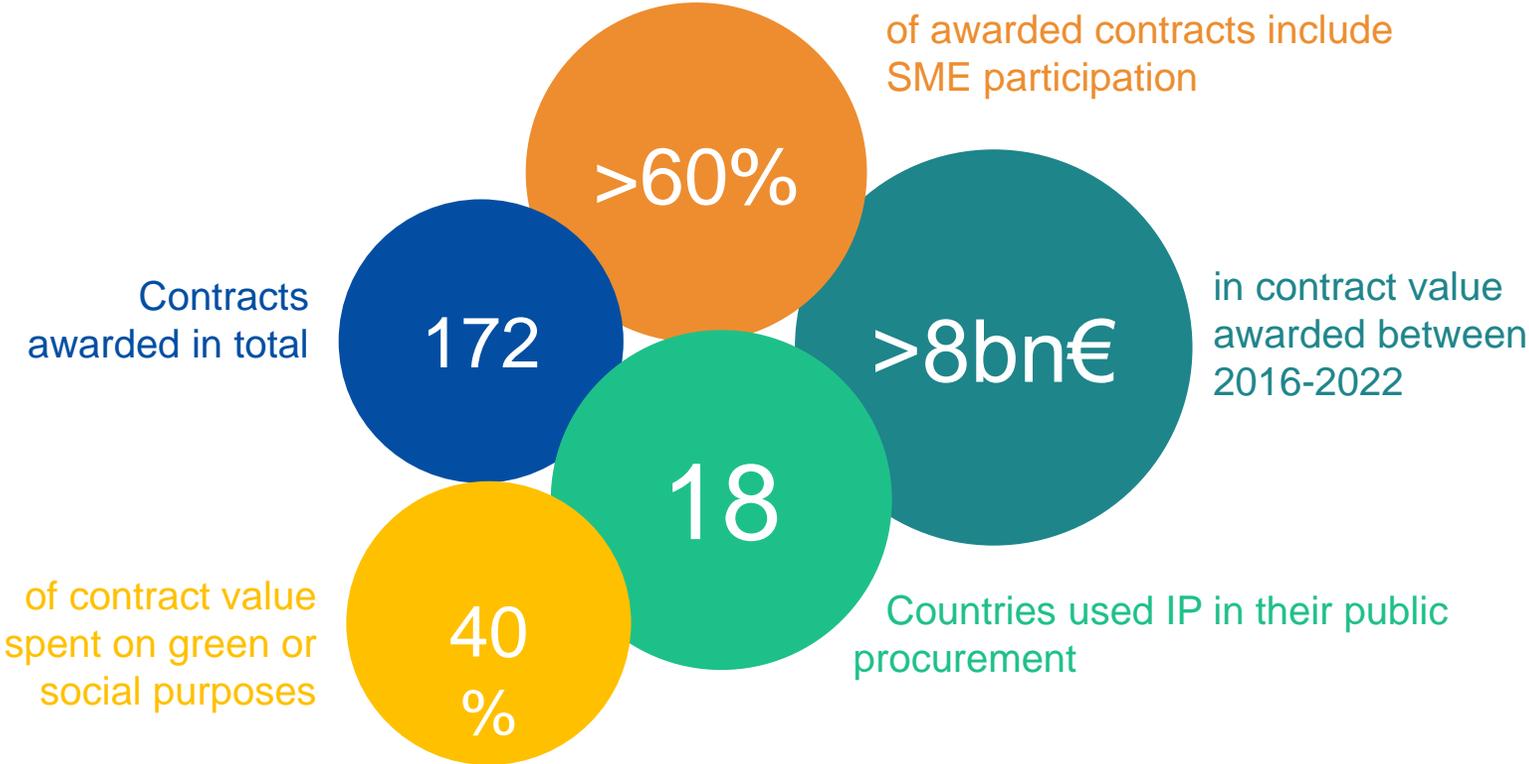
European Commission
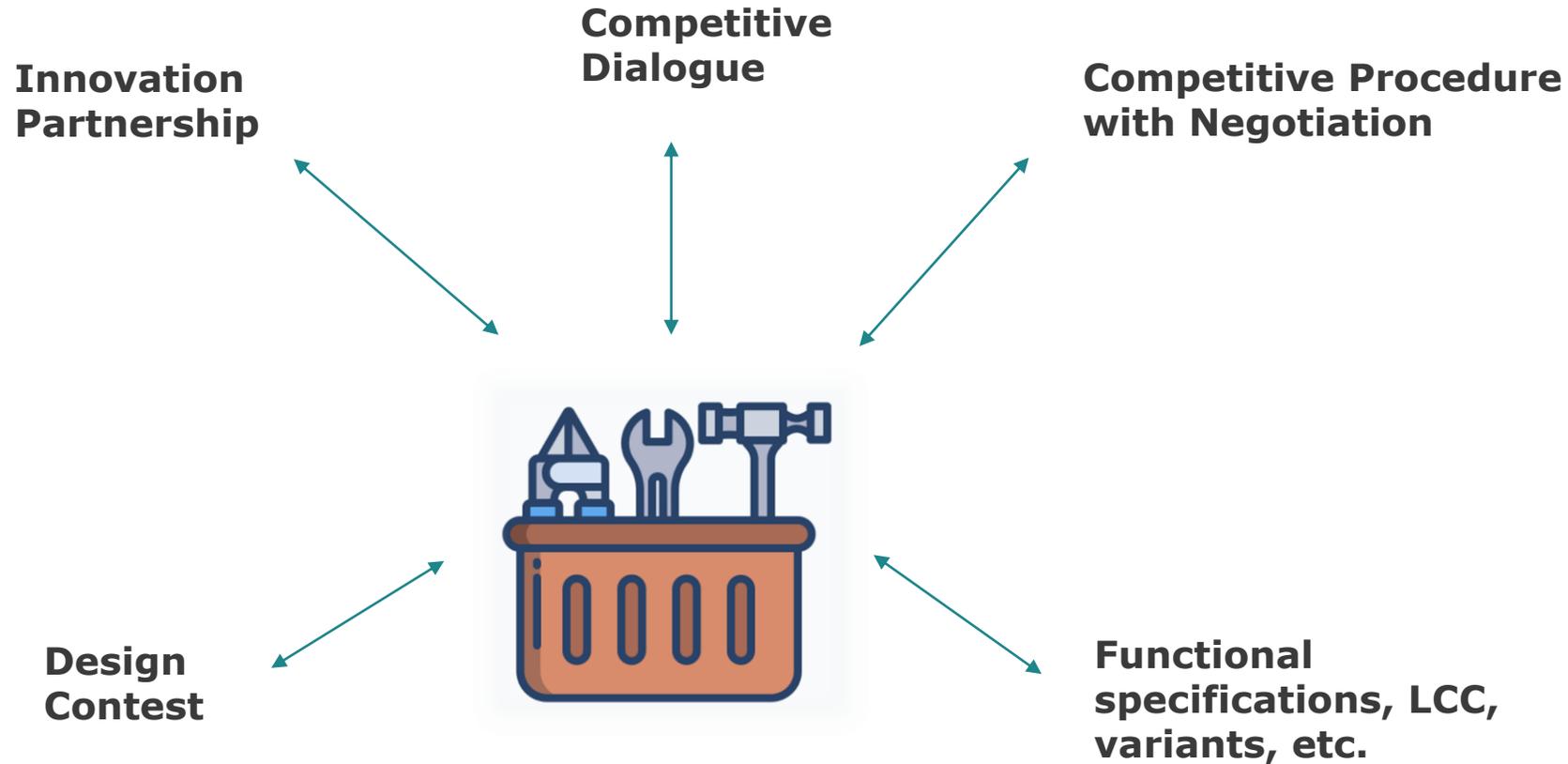
Innovation Partnership : Alternative to PCP + PPI

When:

- "**…need for an innovative product, service or works that cannot be met by purchasing products, services or works already available on the market.**"

Innovation Partnership (IP) at a glance

>60%
of awarded contracts include SME participation

172
Contracts awarded in total

>8bn€
in contract value awarded between 2016-2022

18
Countries used IP in their public procurement

40%
of contract value spent on green or social purposes

European Commission

Participate in Survey

Survey launched on driving innovative public procurement together with Start-ups and SMEs

Go to the Survey

Through this survey we would like to learn where contracting authorities and the suppliers of those solutions would need assistance and support at EEA-level to improve on this topic.

Public Buyers Community Platform

An open digital space for **Public Buyers**, **Suppliers**, and **Researchers** to collaborate and exchange knowledge.

- More than 70 members from Governments and Public sector

- Others from large companies, SMEs and research institutes

Not shown members in the map: 1 from Sweden, 1 from Estonia, 1 from Norway, 4 from the United States, 1 from Mexico, and 1 from South Africa

European Commission

Keep in touch

Strategic Procurement

GROW-Innovationprocurement@ec.europa.eu

EC DG GROW YouTube Channel

Agents of Innovation Procurement

Actors for Social Impact Procurement

SCAN ME

The Public Procurement Gazette

Smarter, faster and more affordable for better outcomes

Follow us |

Editorial

A newsletter for better purchasing is a newsletter for a better Europe

European Commission

Thank you

20   Slide xx: element concerned, source: e.g. Fotolia.com; Slide xx: element concerned, source: e.g. iStock.com

BEFORE WE GET STARTED...

EUCLUSTERS TALKS ★

EUROPEAN CLUSTER
COLLABORATION PLATFORM
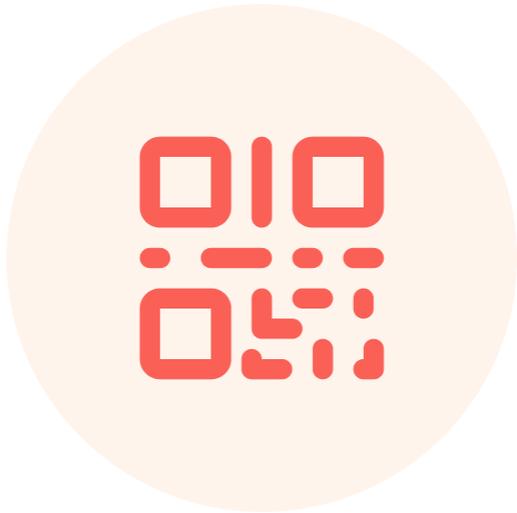
slido

How are you involved in innovation procurement?

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Panel debate

Carlos Larrañeta Gómez-Caminero, Project Coordinator, Public Procurement Innovation Office, Regional Government of Andalusia

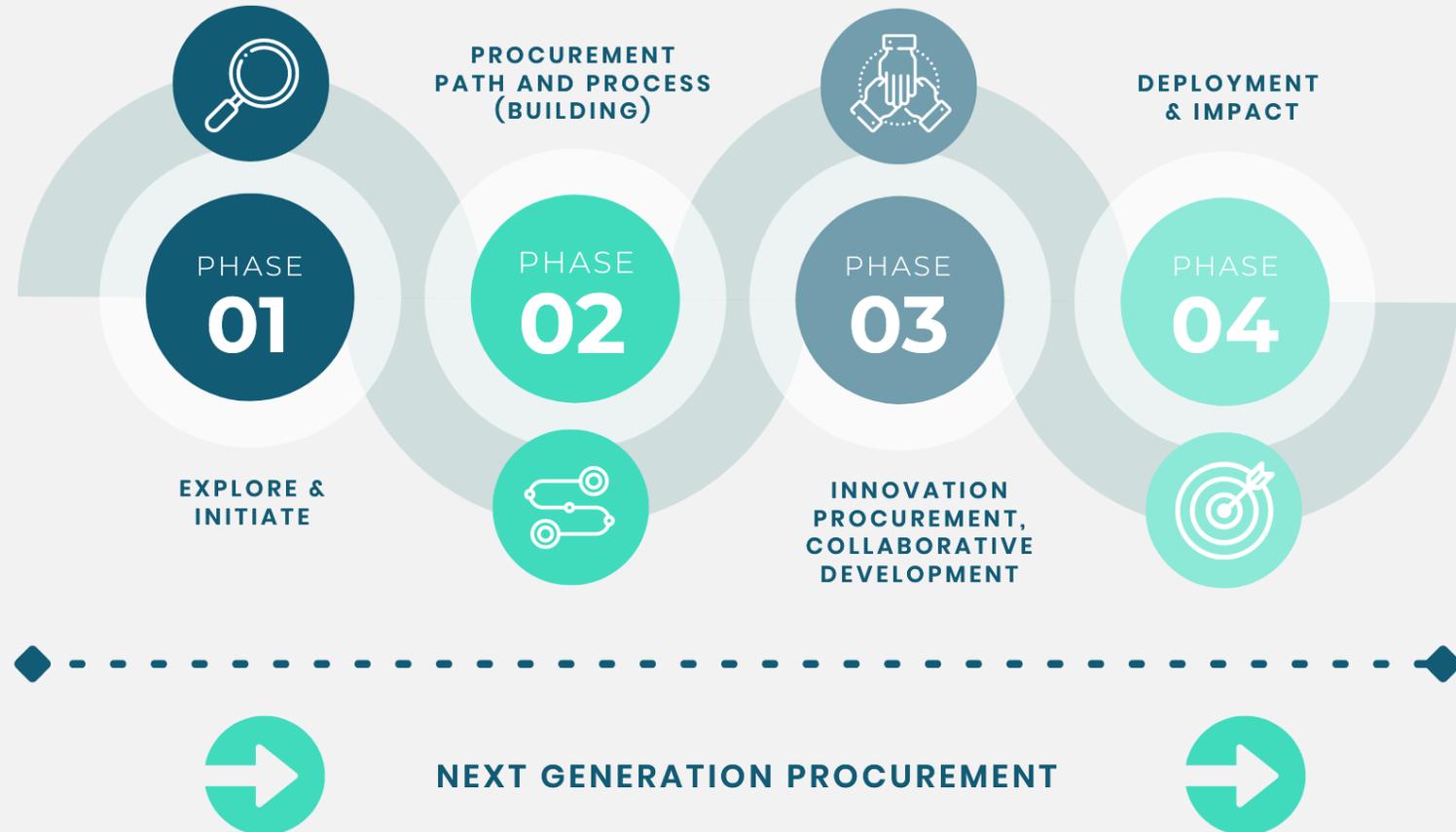**Joan Juul,** Project Manager, CLEAN – Environmental Cluster Denmark

Jorge González, Director, TICBIOMED

Innovation Procurement journey

AREAS OF IMPROVEMENT

PHASE 1 & 4 NEEDS SUPPORT TO BE SYSTEMATIZE AND RECURRENT IN TIME

- CAPACITATES HUMAN RESOURCES TO COORDINATE THE COMPLETE PROCESS
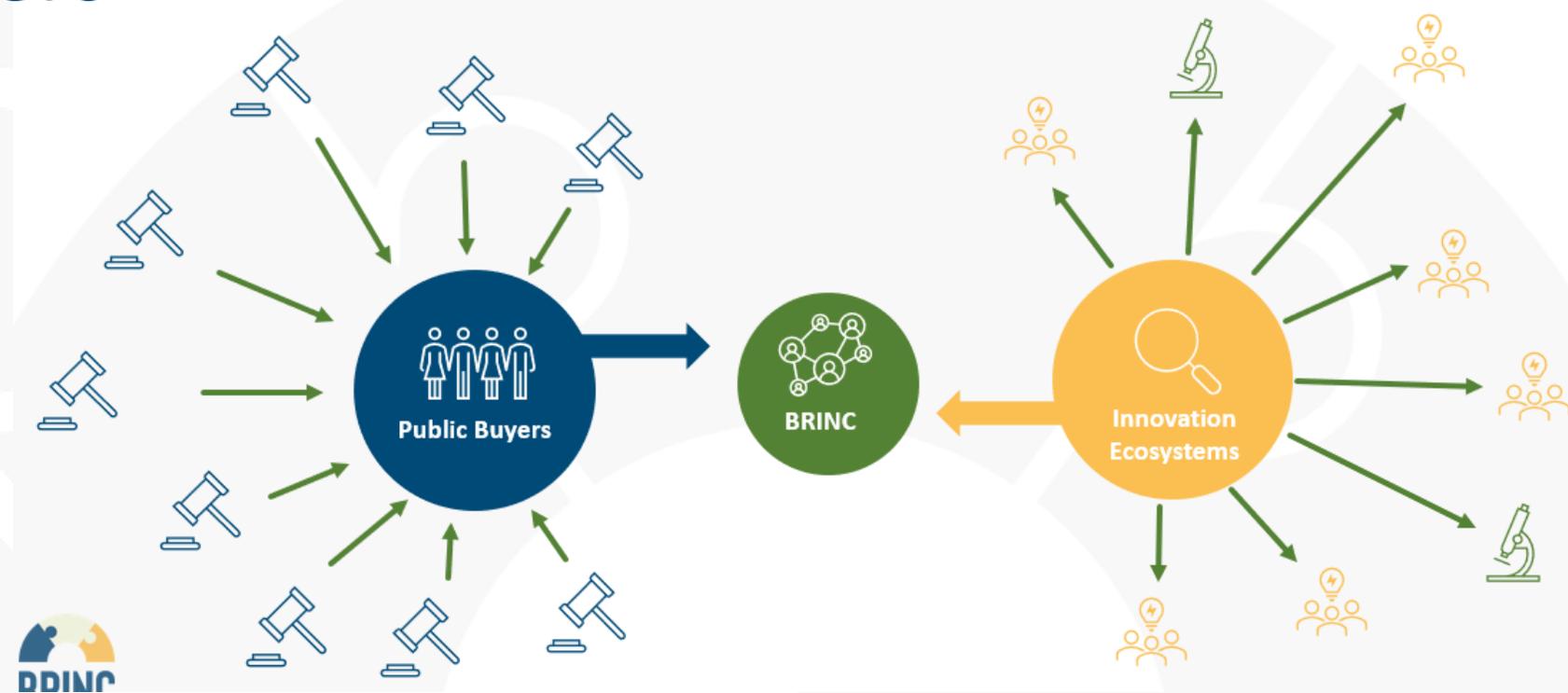- MANY ACTOR INVOLVED
- INTENSE IN COORDINATION AND ENGAMENT

PROCUREMENT PATH AND PROCESS (BUILDING)

DEPLOYMENT & IMPACT

PHASE 01

PHASE 02

PHASE 03

PHASE 04

EXPLORE & INITIATE

INNOVATION PROCUREMENT, COLLABORATIVE DEVELOPMENT

NEXT GENERATION PROCUREMENT

BRINC: Brokering Cross-border Innovation Through Clusters

Knowledge Sharing and Capacity Building
- 5 trainings for SMEs
- 5 trainings for InnoBrookers
- 5 trainings for Public Buyers

Public Procurements of Innovation
- 2-5 pocurement buyer groups

www.innobuyer.eu

InnoBuyer
FAST TRACK TO INNOVATION PROCUREMENT

Public Organisation	Innovative SME	Co-creation	Legal Expert	Procurement
Identifies **challenge**	Proposes **solution**	**Pilot** solution	Procurement **support**	**Public tender** after project
10k€ for the Challenger	**10k€** for the Challenger	**65k€** for co-creation	**15k€** for the Challenger	

InnoBuyer: the too good to be true project

Funded by the European Union

www.**innobuyer**.eu

F6S   CIVITTA   ticbiomed

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What aspects or what types of innovation procurement are you interested in?

ⓘ Start presenting to display the poll results on this slide.

FUNDING OPPORTUNITIES

Demand-led innovation through public procurement

- Projects are expected to contribute to the following outcomes:
  - An **identifiable community** of EU civil security authorities with common user/functional needs for innovative technology solutions;
  - Tested and validated **capacity** of EU technology and industrial base to develop and produce technology prototypes that meet the needs of the EU user community;
  - Improved **delineation** of the EU market (including demand and supply) for innovative civil security systems
- Opening date: 27 June 2024
- HORIZON-PCP HORIZON Pre-commercial Procurement;
  TOPIC-ID: HORIZON-CL3-2024-SSRI-01-01
- Published on Funding & Tenders Portal

Open grounds for pre-commercial procurement of innovative security technologies

- Projects are expected to contribute to the following outcomes:
  - **Consolidated demand** for innovative security technologies built on the aggregation of public buyers with a common need;
  - Better informed decision-making based on a better **understanding of the potential EU-based supply of technical alternatives**;
  - Better informed decision-making based on an **improved visibility of the potential demand** in the EU market for common security technologies;
  - Increased capacity of EU public procurers to **align requirements with industry** and future products;
  - Increased innovation capacity of EU public procurers through the **availability of innovative tendering guidance**
- Deadline: 23 November 2023
- HORIZON-CSA HORIZON Coordination and Support Actions;
  TOPIC ID: HORIZON-CL3-2023-SSRI-01-01
- Published on Funding & Tenders Portal

Accelerating uptake through open proposals for advanced SME innovation

- Projects' results are expected to contribute to some or all of the following outcomes:
  - Development of a **mature technological solution** addressing EU security policy priorities in the areas addressed by the Cluster 3 work programme;
  - Facilitated **access to civil security market** for small and medium innovators and enhanced links between suppliers and public buyers;
  - Improved **cooperation between public buyers and small supply market actors** for a swifter uptake of innovation in response to short to mid-term needs;
  - **Stronger partnerships** between small and medium EU security industry and technology actors to ensure the sustainability of the EU innovation capacity in the civil security domain and increase technological sovereignty of the EU in critical security areas.
- Deadline: 23 November 2023
- HORIZON-IA HORIZON Innovation Actions;
  TOPIC-ID: HORIZON-CL3-2023-SSRI-01-02
- Published on Funding & Tenders Portal

Opportunities for SMEs: Calls from Euroclusters

- <u>CircInWater</u>: Lump sums to access training or consultancy services for **water-smart solutions**, especially for the agrifood & energy-intensive industries; deadline 2 October 2023

- <u>ELBE EUROCLUSTER </u>for **Offshore Renewable Energy**: Financial support to innovation to respond to eight different challenges in the Offshore Renewable Energy (ORE) sector; deadline 20 September 2023

- <u>EuroBoosTEX: </u>Grant for **textile** SMEs to innovate through technologies and **adapt business processes** to enable the green and digital transition; deadline 8 November 2023

- <u>FRIEND CCI</u>: Call for **providers** offering solutions in **digitalisation, greening, and internationalisation** to collaborate with **Creative and Cultural** SMEs for the realization of funded projects; deadline 1 August 2025

- <u>FRIEND CCI:</u> Grants directed to the development and implementation of cross-sectoral projects aimed to bring innovation both at the level of products and at the level of processes/ technologies in Creative and Cultural Industries; deadline 30 September 2023

- <u>GEMSTONE:</u> Financial support for training related to **Green Manufacturing**; deadline 31 December 2024

- <u>INGENIOUS</u>: **Internationalisation** grants SMEs operated in **energy intensive industry** for business opportunities in Africa, Asia, North America and Latin America; deadline 30 September 2024

- <u>INGENIOUS:</u> **Training** grants to help SMEs improve their digital skills, green transition, resilience preparedness and reskilling and upskilling of the workforce; deadline 14 February 2025

- <u>METASTARS;</u> Call for **innovation services** for green technology development, digitalisation, upskilling and reskilling, internationalisation, and information security systems for SMEs from the **aeronautics, space, defence and ICT sectors**; deadline 31 December 2023

- <u>POLREC</u>: Innovation open call aims to support SMEs by funding their **polymer recycling** projects; deadline 31 October 2023

- <u>RESIST:</u> **Networking and Marketing** FSTP for SMEs from the **Automotive – Mobility – Transport** ecosystem; deadline 20 December 2024

- <u>RESIST:</u> **Internationalisation** FSTP for activities in target markets; deadline 20 December 2024

- **All calls here: https://clustercollaboration.eu/open-calls**

Work on project proposals at the C2Labs!

- **Interactive workshop** to network, meet new people, mature your project idea, and build the business case for your idea

- Open to cluster organisations, companies, research organisations, actors from the civil society, and other interested entities

- Before and during the lab, the participants will team up and develop together their project idea

- **Ljubljana, Slovenia: 25-26 October 2023,** focus of this lab will be on transport, energy, Ukraine, skills, and networks in the Danube Region

- **Vilnius, Lithuania: 14-15 November 2023,** focus on challenges in the agri-food ecosystem and cross-cutting topics related to skills, networking, and innovation

Register for the next Talks

20 September EU funding programmes I

27 September EU funding programmes II

4 October Industry 5.0

Special invitation to in-person EU Clusters Talk:

12 October, Brussels, European Week of Regions and Cities

Clusters meet Regions: An #EUClustersTalk on clusters as drivers of regional economic transition

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Stay on for State of the Union 2023

Stream now: https://webcast.ec.europa.eu/soteu-2023

State of the Union 2023

13 September 2023

THANK YOU