Innovation procurement: How to best match demands and solutions

13 September 2023
08:30-09:45 CET

#SingleMarket30
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
Housekeeping rules

- 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**

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**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

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.
Innovation Procurement

Anita Poort
Innovation Procurement Policy Officer, DG GROW, European Commission
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
Public Procurement as a driver for Twin Transition and Resilience

Numbers

EUR 2 Trillion or 13.6% of GDP

250,000 Public buyers

20% Above thresholds (TED)

80% Below Thresholds (MS)

Sectors

Infrastructure
Education
Energy
Health
Social protection
Waste

Numbers

Sectors
Fostering Innovation Procurement

Develop

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

Support

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

Develop Joint Action
Big Buyers Working Together

Support for Public
Buyers and suppliers
Toolkit to attract innovators, innovation and to buy it

- Innovation Partnership
- Competitive Dialogue
- Competitive Procedure with Negotiation
- Design Contest
- Functional specifications, LCC, variants, etc.
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

- >8bn€ in contract value awarded between 2016-2022
- 172 Contracts awarded in total
- >60% of awarded contracts include SME participation
- 18 Countries used IP in their public procurement
- 40% of contract value spent on green or social purposes
Participate in Survey

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

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.

Go to the Survey
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
Keep in touch

Strategic Procurement

GROW-Innovationprocurement@ec.europa.eu

EC DG GROW YouTube Channel

Agents of Innovation Procurement

Actors for Social Impact Procurement
Thank you
BEFORE WE GET STARTED...
Join at slido.com
#InnovationProcurement
How are you involved in innovation procurement?
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 ENGAGEMENT

PHASE 01 EXPLORE & INITIATE
PHASE 02 PROCUREMENT PATH AND PROCESS (BUILDING)
PHASE 03 INNOVATION PROCUREMENT, COLLABORATIVE DEVELOPMENT
PHASE 04 DEPLOYMENT & IMPACT

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 procurement buyer groups
InnoBuyer: the too good to be true project

www.innobuyer.eu

EU Clusters Talks

#EUClustersTalks
What can we do to better match solutions and demands?
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](https://fundingandtenders.eu)
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](https://www.fundingsite.com)
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](#EUClustersTalks)
Opportunities for SMEs: Calls from Euroclusters

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

- **ELBE EUROCLUSTER** 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

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

- **FRIEND CCI**: 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

- **FRIEND CCI**: 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

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

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

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

- **METASTARS**: 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

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

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

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

- All calls here: [https://clusertalkcollaboration.eu/open-calls](https://clusertalkcollaboration.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
Stay on for State of the Union 2023

Stream now: https://webcast.ec.europa.eu/soteu-2023
Register on the European Cluster Collaboration Platform!
https://clustercollaboration.eu/

Strengthening the European economy through collaboration

The European online hub for industry clusters
Strengthening the European economy through collaboration

Find partners per country, region, sector or industrial ecosystem

#EUClustersTalks
THANK YOU