



PROCURE2  
**INNOVATE**

## Services List

Procure2Innovate  
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**DELIVERABLE 4.2**  
**BBG**

## PROJECT PARTNERS

1. BME: ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT, PROCUREMENT AND LOGISTICS (DE)
2. BBG: FEDERAL PROCUREMENT AGENCY (BUNDESBESCHAFFUNG) (AT)
3. ZENIT: CENTRE FOR INNOVATION AND TECHNOLOGY IN ZENTRUM FÜR INNOVATION UND TECHNIK IN NORTH RHINE-WESTPHALIA (DE)
4. ICLEI: ICLEI EUROPEAN SECRETARIAT
5. UHM: NATIONAL AGENCY FOR PUBLIC PROCUREMENT (UPPHANDLINGSMYNDIGHETEN) (SE)
6. LEGAL, FINANCIAL AND ADMINISTRATIVE SERVICES AGENCY (KAMMARKOLLEGIET) (SE)
7. CONSIP (IT)
8. PIANOO: MINISTRY OF ECONOMIC AFFAIRS AND CLIMATE POLICY (NL)
9. MNEC: MINISTRY OF ECONOMY AND DEVELOPMENT (GR)
10. EAS: ENTERPRISE ESTONIA (ETTEVOTLUSE ARENDAMISE SIHTASUTUS) (EE)
11. BMWI: MINISTRY FOR ECONOMY AND ENERGY (DE)
12. CDTI: CENTRE FOR THE DEVELOPMENT OF INDUSTRIAL TECHNOLOGY (ES)
13. INTA: NATIONAL INSTITUTE OF AEROSPACE TECHNOLOGY (ES)
14. SARA BEDIN
15. ARVO: R&D SLUA LIMITED (IE)
16. ANI: NATIONAL INNOVATION AGENCY (PT)
17. ISCIII: CARLOS III HEALTH INSTITUTE (ES)

# FACT SHEET

This document includes the services, materials and tools of the existing competence centres, so far. The document will be updated whenever it is necessary. We would like to add the new services that are currently under development by the existing competence centres and the services that will be offered by the new ones, when their competence centre is implemented. Therefore, this document is a living document.

You can always find the latest version here: <http://procure2innovate.eu/innovationprocurement/>

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**X** **PU = Public**

PP = Restricted to other programme participants (including the EC)

RE = Restricted to a group specified by the consortium (including the EC)

CO = Confidential; only for members of the consortium (including the EC)

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# 1. INTRODUCTION

This document gives an overview on the services, tools and materials used and developed by the five existing Competence Centres for Innovation Procurement.

The existing Competence Centres for Innovation Procurement collected their services, summed them up briefly and put them in a list to give the new Competence Centres, public procurers, companies and other interested people a good overview of their services.

As the Competence Centres always try to improve themselves and their services, changes might occur. Therefore, this list will be updated and complemented with new services, when they are implemented. Furthermore, we will also add the services of the new Competence Centres, once they are established.

## 2. THE SERVICES

### 2.1. Sweden

Services	Tools	Materials	Others
Workshops on how to work with innovation procurement	Q&A portal (co-creation space) Innovation and dialogue: <a href="https://frageportal.en.upphandlingsmyndigheten.se/organ/upphandlingsmyndigheten/posts/innovation/">https://frageportal.en.upphandlingsmyndigheten.se/organ/upphandlingsmyndigheten/posts/innovation/</a>	General information on innovation procurement (In English): <a href="https://www.upphandlingsmyndigheten.se/en/subject-areas/innovation-procurement/">https://www.upphandlingsmyndigheten.se/en/subject-areas/innovation-procurement/</a>	Annual conference on innovation procurement in cooperation with the National Innovation Agency (Vinnova)
Support to procurement projects where we train, inspire and convey experiences	LinkedIn Showcase and a blog on early dialogue and innovation: <a href="https://www.upphandlingsmyndigheten.se/omraden/dialog-och-innovation/">https://www.upphandlingsmyndigheten.se/omraden/dialog-och-innovation/</a>	Guidance on innovation partnership: <a href="https://www.upphandlingsmyndigheten.se/verktyg/publikationer/innovationspartnerskap---ett-nytt-forfarande-for-att-framja-innovation-och-utveckling/">https://www.upphandlingsmyndigheten.se/verktyg/publikationer/innovationspartnerskap---ett-nytt-forfarande-for-att-framja-innovation-och-utveckling/</a>	Participation in a vast number of conferences arranged by others where we give talks on innovation procurement

Services	Tools	Materials	Others
Support to pre-procurement networks of buyers		Brochures on early dialogue and market consultation: <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/</a>	
A think tank on how to work strategically with the needs analysis		Methodology material for early dialogue and market consultation: <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/request-for-information-rfi/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/request-for-information-rfi/</a>	
A workshop on pros and cons using early dialogue competitive dialogue, and competitive procedure with negotiation		Brochure on myths regarding functional requirements: <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/funktion/myter-om-funktionskrav/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/funktion/myter-om-funktionskrav/</a>	
A workshop series on early dialogue and market consultation in cooperation with Swedish Association of Local Authorities and Regions (SKL)		Written examples of completed procurements based on early dialogue and functional and performance-based specifications: <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/innovation-i-upphandling/exempel-innovation/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/innovation-i-upphandling/exempel-innovation/</a>	
		Written examples of different pre-procurement network of buyers: <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/</a>	

Services	Tools	Materials	Others
		<p>General instructional films on innovation procurement  <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/innovation-i-upphandling/early-dialogue">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/innovation-i-upphandling/early-dialogue</a></p> <p><a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/and-functional-requirements">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/dialog/and-functional-requirements</a></p> <p><a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/funktion/exempel-funktion/stalla-krav-pa-funktion-i-offentlig-upphandling/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/funktion/exempel-funktion/stalla-krav-pa-funktion-i-offentlig-upphandling/</a></p>	
		<p>Films where representatives of pre-procurement networks of buyers share their experiences:  <a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/bestallarn-atverket-om-konstgras/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/bestallarn-atverket-om-konstgras/</a></p> <p><a href="https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/bestallarn-atverk-valfardsteknologi/">https://www.upphandlingsmyndighet.se/omraden/dialog-och-innovation/bestallarnatverk/bestallarn-atverk-valfardsteknologi/</a></p>	
		<p>Information on funding and calls for innovation procurement</p>	

### 2.1.1. Abandoned Service

The National Agency for Public Procurement started blogging on the following website in 2015: <https://www.upphandlingsmyndigheten.se/blogg/>, shortly after the agency was established. The blog posts are made under different headings such as the Foodstuffs Team, the Health and Care Services segment and Dialogue and Innovation, depending on which topics are presented.

In autumn of 2017, the Dialogue and Innovation team started blogging on a more regular basis. After one year, in autumn of 2018, the agency evaluated the work put into blogging and the results in terms of the number of hits on the blog posts. They concluded that it was too much work and too few hits and comments compared to other social media like Twitter or LinkedIn. The blog is still available at the bottom of this webpage: <https://www.upphandlingsmyndigheten.se/omraden/dialog-och-innovation/>. In November last year, there was an information text published on Procure2Innovate.

## 2.2. The Netherlands

Services	Tools	Materials	Others
Thematic biannual newsletter	<a href="http://www.innovatiekoffer.nl/">http://www.innovatiekoffer.nl/</a>	<a href="https://www.pianoo.nl/the-mas/innovatiegericht-inkopen">https://www.pianoo.nl/the-mas/innovatiegericht-inkopen</a>	Annual PIANOo procurement conference
Network sessions and events		<a href="https://www.pianoo.nl/the-mas/innovatiegericht-inkopen/aan-slag-met-innovatiegericht-inkopen/zelfscan-innovatiegericht-inkopen">https://www.pianoo.nl/the-mas/innovatiegericht-inkopen/aan-slag-met-innovatiegericht-inkopen/zelfscan-innovatiegericht-inkopen</a>	PIANOo study groups
One on One strategic advice		<a href="https://www.pianoo.nl/the-mas/innovatiegericht-inkopen/aan-slag-met-innovatiegericht-inkopen/zelfscan-pre-commercieel-inkopen">https://www.pianoo.nl/the-mas/innovatiegericht-inkopen/aan-slag-met-innovatiegericht-inkopen/zelfscan-pre-commercieel-inkopen</a>	
PIANOo helpdesk		PIANOo guidance material	
PIANOo biweekly newsletter			

### 2.2.1. Abandoned Services

1. National specifications database (bestekken bibliotheek). The aim of this database was to support contracting authorities with the specification process and help them to identify solid text examples. This service was abandoned because it was labor intensive to develop and maintain. Usage by contracting authorities was fairly low. Moreover, it is hard to provide room for individual needs of contracting authorities.
2. Innovation market (innovatiemarkt), a website where contracting authorities could publish their innovation needs, businesses their developed innovations and knowledge institutes their ideas. This service was abandoned because of low usage and the wide number of alternatives available in the market. Businesses/knowledge institutes often publish their innovations already on sector specific websites or their own publication channels. Contracting authorities use or the regular procurement platforms together with the publication of press releases and use of social media for above threshold procurements and for below threshold procurement there are a number of “challenge platforms”.
3. Innovation procurement self-evaluation tool (innovatiegericht inkopen zelf-scan). This tool was to help procurers to test their knowledge on innovation procurement. After good usage in the beginning, we see a sharp drop in use. Hence, we have decided to discontinue this service. Questions and answers will likely be made publicly available for self-use.



## 2.3. Spain

Services	Materials
Helpdesk: Information desks for IP and its financing tools in PIDI network and CDTI	Innovation guide version 2.0 : <a href="http://www.idi.mineco.gob.es/stfls/MICINN/Innovacion/FICHEROS/Guia_2_0_CPI_V5_Borrador_web.pdf">http://www.idi.mineco.gob.es/stfls/MICINN/Innovacion/FICHEROS/Guia_2_0_CPI_V5_Borrador_web.pdf</a>
Collaborators team: Two consultants for guiding needs identifications of the IP proposals pre financed by MEIC and financed by ERDF-ESIF funds	Innovation needs identification of the public services : Excel file – “FICHA NECESIDAD FID v2.0 con modelo ACB”
Workshops: Direct participation of SGFI and CDTI making diffusion of INNOCOMPRA – FID and INNODEMANDA programmes through the 18 Autonomous Communities of Spain. Number of these participations: approx. 20-30/year	Frequent Asked Questions – FAQs in the procedure of definition of those IP Agreements: Word file – FAQs- Fichas FID
INNPULSO network: Formed by an important number of cities and town halls in Spain for general innovation aims, offers some services to those municipalities for coaching them to define their IP needs.	Financial clauses in the main model for those IP Agreements: Word file – “Spanish PPI financial tools – FINANCIAL.....”
NCP for PCP/PPI: CDTI acts as a (non-official) NCP for PCP/PPI proposals in H2020	Packet of documents for PPI Agreement with its 12 Annexes : Adobe file – “170518 DECA LINEA FID....”
	Report presented, during the MLE Exercise with DG RTD of EC, for defining Spanish profile in Topic C – Financing of: Word file – “Spain- Topic C Financing...”
	Innovation Partnership procedures and report: Word file – Versión def. PROCEDIMIENTO DE ASOCIACION.....”
	Dedicated links inside MEIC’s and CDTI’s webpage for IP
Precommercial Procurement Initiative. CDTI 100 M€ (ERDF funds+CDTI funds) to procure R&D services and/or prototypes. The Initiative is divided into 6 different phases (call for ideas, sign of	Launch of the call for ideas: <a href="https://www.cdti.es/index.asp?MP=100&amp;MS=882&amp;MN=2&amp;TR=C&amp;IDR=2766">https://www.cdti.es/index.asp?MP=100&amp;MS=882&amp;MN=2&amp;TR=C&amp;IDR=2766</a>

collaboration agreement, preliminary market consultation, bid specifications, tendering and awarding process and acquisition and assignment)	<p>Frequent Asked Questions Document:  <a href="https://www.cdti.es/index.asp?MP=100&amp;MS=882&amp;MN=2&amp;TR=A&amp;IDR=1&amp;iddocumento=7238">https://www.cdti.es/index.asp?MP=100&amp;MS=882&amp;MN=2&amp;TR=A&amp;IDR=1&amp;iddocumento=7238</a>            More than 20 meetings, seminars and workshops with possible Public End Users, Regional/local Authorities.</p>
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## 2.4. Germany

Services	Tools	Materials	Others
<p>Inhouse Consulting:</p> <ul style="list-style-type: none"> <li>- Stock analysis of the purchasing organization and derivation of recommended actions,</li> <li>- Optimization of procurement processes and strengthening of the mandate,</li> <li>- Use of new allocation instruments (auctions, innovation partnership, PCP, etc.)</li> <li>- Accompanying the implementation of a concrete procurement project for the purchase of an innovative product / service.</li> <li>- We analyse the status, level of knowledge and needs of the procurement processes with regard to innovation orientation. Then the desired goals are defined and any optimization processes initiated.</li> </ul> <p><a href="https://www.koinno-bmwi.de/en/">https://www.koinno-bmwi.de/en/</a></p>	<p>Lifecycle-Calculator:            The consideration of the life cycle costs (LZK) of a product has the advantage that in the purchase decision not only the (purchase) price of the goods but also consequential costs for e.g. Maintenance, wear parts and energy consumption are taken into account.            Nevertheless, a LZK calculation in more than 50 percent of public procurement offices in Germany is seldom or even not applied. This was the result of the "Innovative Public Procurement" survey commissioned by the Competence Center for Innovative Procurement (KOINNO).</p>	<p>Publication Guide "Innovative Public Procurement"</p> <p>Publication Guide "Pre-commercial procurement vs. innovation partnership"</p> <p><a href="https://www.koinno-bmwi.de/en/information/publications/">https://www.koinno-bmwi.de/en/information/publications/</a></p>	<p>Organisation of different events like: innovation days, fairs, match makings, regional conferences, strategic dialogues, seminars</p> <p><a href="https://www.koinno-bmwi.de/en/events/upcoming-events/">https://www.koinno-bmwi.de/en/events/upcoming-events/</a></p>
<p>Live Webinars:            Content 1: Explanation KOINNO Toolbox</p>	<p>Toolbox with more than 100 instruments</p>	<p>Video-Publication "<a href="#">The functional description of performance</a>"</p>	<p>Social Media Initiatives</p>

<p>Content 2: "innovative procurement - opportunities and chances for public clients and innovative companies". In the Webinar the KOINNO-EU Contact Point presents, as part of the EU project SESAM, the different possibilities, which offer themselves to public clients and innovative enterprises, in order to tender successfully future-oriented products and services and/or to participate successfully with innovative offers in public advertisements.</p>	<p><a href="https://www.koinno-bmwi.de/en/information/toolbox/">https://www.koinno-bmwi.de/en/information/toolbox/</a></p>	<p><b>Video-Publication</b> <b><u>"Innovative Partnership"</u></b></p> <p>Video-Publication <b><u>"The KOINNO-Toolbox"</u></b></p>	<p>Twitter: <a href="https://twitter.com/koinno_bmwi">https://twitter.com/koinno_bmwi</a></p> <p>LinkedIn: <a href="https://www.linkedin.com/company/koinno">https://www.linkedin.com/company/koinno</a></p> <p>Xing: <a href="https://www.xing.com/companies/kompetenzzentruminnovativbeschaefung">https://www.xing.com/companies/kompetenzzentruminnovativbeschaefung</a></p>
<p>E-Learning: Introduction in characteristics of public procurement, definition of public procurement on innovation, stages of innovative procurement process, methods and instruments for public procurement of innovative solutions</p>		<p>Fact Sheet Best Practice</p> <p><a href="https://www.koinno-bmwi.de/en/eu-funding/best-practices/">https://www.koinno-bmwi.de/en/eu-funding/best-practices/</a></p>	
<p>KOINNO EU Contact Point</p> <p><a href="https://www.koinno-bmwi.de/en/eu-funding/about-us/">https://www.koinno-bmwi.de/en/eu-funding/about-us/</a></p>			
<p>Inhouse Training: The training content is tailored to the specific needs of procurement organizations. The goal is the permanent implementation of the</p>			

aspect "innovation" in the future procurement activities.			
Monthly Newsletter			

## 2.5. Austria

Services	Tools	Materials	Others
Establishing a common body of knowledge on innovation amongst the public procurers	Plattform <a href="http://www.ioeb-innovationsplattform.at">www.ioeb-innovationsplattform.at</a>	Developing KPIs to quantify innovative procurement	Building a community of innovative procurers
Internal and external trainings and workshops	Public procurers use the platform for market research	Publishing of annual reports on the situation of PPI in Austria	Organisation of conferences and learning labs
Initiating and supporting PPI projects in Austria	Companies can present online their products and services	Project-Database	Social Media appearance
Supporting organisations in their innovation process	Open Innovation Challenges and Marketplace Innovation that serve as a brokerage tool between procurers and innovative suppliers	Guidance how to procure SME friendly <a href="https://www.ioeb.at/fileadmin/ioeb/Dokumente/Aus_schreibung_Startup_freundlich/KMUfreundlich_beschaffen_final.pdf">https://www.ioeb.at/fileadmin/ioeb/Dokumente/Aus_schreibung_Startup_freundlich/KMUfreundlich_beschaffen_final.pdf</a>	Cooperation with other public institutions i.e. Austrian Federal Computing Centre
Consulting on the design and implementation of innovation strategies		Legal guidance on the possibilities how to procure innovation <a href="https://www.ioeb.at/fileadmin/ioeb/Dokumente/Verg_aberecht/IO_B_Leitfaden_200x250mm_5B.pdf">https://www.ioeb.at/fileadmin/ioeb/Dokumente/Verg_aberecht/IO_B_Leitfaden_200x250mm_5B.pdf</a>	

Services	Tools	Materials	Others
aws IÖB-Toolbox, the funding programme helps the Austrian public procurers to plan and implement the results from Market research with Open Innovation as well as procuring innovative products.			
Monthly Newsletter			

### 3. CONCLUSIONS

To summarize this list of services, we can say that all Competence Centres offer a website with the basic information on public procurement of innovation. Another main service that all existing Competence Centres offer is consulting on public procurement for innovation. Additionally to this consultancy service, workshops and seminars/ learning labs are organised to deepen the knowledge. Furthermore, they use newsletters, social media channels and events to inform their clients.

Guidance on actual topics are produced and Best-Practices are commonly used, when explaining the advantages of public procurement of innovation.

Services, that are less common, are the use of an innovation platform – acting as a brokerage tool, the possibility to receive national funding for innovation procurement or the implementation of a think tank on how to work strategically with the needs analysis.

As a closing remark, it is important to mention, that the services very much depend on the national strategies and needs.



# PROCURE2 INNOVATE

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