



# SERVICES BROCHURE

OF THE PROCURE2INNOVATE NETWORK





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# INTRODUCTION

In this brochure, you will find an overview of the services each Competence Centre offers for public procurers and innovative companies, especially highlighting the new services, which were developed during the Procure2Innovate Project, thanks to the exchange of expertise between the Competence Centres.

Procure2Innovate aims to improve institutional support for public procurers implementing innovation procurement in a range of sectors. It does this by both establishing new innovation procurement competence centres, and enlarging the scope of support offered by existing competence centres in 10 European countries.

Funded by the European Commission through the Horizon 2020 research and innovation programme, Procure2Innovate does:

- Build a permanent network of competence centres that will facilitate knowledge sharing, collaboration and the exchange of best practices;
- Support (at least) five existing innovation procurement competence centres to enlarge their scope, increase their impact, and enhance their services for public procurers;

- Establish five new innovation procurement competence centres, helping them to support public procurers as they become ever more established and experienced in the field;
- Spur mainstreaming PCP and PPI across Europe;
- Support all competence centres to develop expertise in cross-border co-operation and joint procurement;
- Communicate and disseminate the tools and approaches (and results) developed by Procure2Innovate competence centres at a European level. This is key to making innovation procurement knowledge accessible to more public procurers and other stakeholders.

Especially, the internal networking among project partners is crucial to Procure2Innovate. Peer-to-peer learning through a 'buddy' system and 'good practice exchange workshops' means that more experienced or established competence centres are continuously paired with newer centres, allowing the consortium to maximise exchange and knowledge transfer.



# AUSTRIA

The PPPI Service Centre is the national competence centre for innovation procurement in Austria. It was established within the Federal Procurement Agency (BBG) in 2013, in cooperation with the Austrian Ministry of Digital and Economic Affairs and Ministry for Climate Action, Environment, Energy, Mobility, Innovation and Technology. The PPPI Service Centre acts as the single point of contact for innovation procurement issues in Austria.

Austrian Competence Centre website: [www.ioeb.at](http://www.ioeb.at)

## Existing services:

- Establishing a common body of knowledge on innovation amongst public procurers;
- Internal and external trainings and workshops;
- Initiating and supporting PPI projects in Austria;
- Supporting organisations in their innovation process;
- Consulting on the design and implementation of innovation strategies;
- aws IÖB-Toolbox, the funding programme helps Austrian public procurers to plan and implement results from Market research with Open Innovation as well as procuring innovative products;
- Increase the visibility of innovations;
- Monthly Newsletter;
- Innovation Platform:
  - Public procurers use the platform for market research;
  - Companies can present online their products and services;
  - Open Innovation Challenges and Marketplace Innovation that serve as a brokerage tool between procurers and innovative suppliers;
- Publishing of annual reports on the situation of PPI in Austria;
- Guideline how to procure SME friendly;
- Legal guideline on the possibilities how to procure innovation;
- Practical guideline on how to use innovation procurement;
- Building a community of innovative procurers;
- Organisation of conferences and learning labs;
- Social Media appearance on Facebook and LinkedIn;
- Cooperation with other public institutions.

## Services developed thanks to Procure2Innovate

Service	Description
English Translation of open innovation challenges published on our Innovation platform	The Open Innovation challenges are translated into English so that the Procure2Innovate project partners can help to address more companies on a European level. Furthermore, that adds new distribution channels to advertise these challenges. Thanks to the Procure2Innovate network, there is now the possibility to spread the call for ideas throughout Europe and customers can receive more interesting solutions from the European market.
News and Events with international contribution	All Project Partners can publish their events/ trainings or similar activities that are interesting for Austrian public procurers on the news and events section at <a href="http://www.ioeb-innovationsplattform.at">www.ioeb-innovationsplattform.at</a> . Furthermore, the link is also shared on the Procure2Innovate website to increase visibility.
Information and promotion on actual EU Calls	Information on actual EU Calls can be found on the PPPI Service Centre's website <a href="http://www.ioeb.at">www.ioeb.at</a> .
Project-Database with international Best Practice Examples	On the website of the PPPI Service Centre, the Project- Database with Austrian Best Practice Examples is going to be completed with international Best Practice examples.
Videos of the PPPI Service Centre in German and English	Thanks to the experience of other Procure2Innovate partners, two videos of the PPPI Service Centre were developed. One video is in German and the English one was produced by the Portuguese project partner.



# ESTONIA

Unsplash / Ilya Orehov

Estonian Business and Innovation Agency (prev. Enterprise Estonia) was established in 2000 under the Estonian Ministry for Economic Affairs and Communication which holds the responsibility of fostering innovation procurement in Estonia. As of 2022 the main objective of the organisation is to support entrepreneurship and the improvement of living conditions in Estonia, increase our international competitiveness, visibility and attractiveness as a place for business, living and studies. With offices in 17 foreign markets, it serves as a bridge between the Estonian business environment and the world.

We coordinate the collaboration with contracting public sector organisations and suppliers on innovation procurement to increase the quality and impact of public services. Demand for new innovative products and services provides businesses with a reference for their future economic activities.

Estonian Competence Centre website: <https://eas.ee/grants/innovatsiooni-edendavad-hanked/>

### Existing services:

- Ideation contest grant up to 45.000 euros
- Guidance about innovation procurement;
- Building a community of innovative procurers;
- Grant up to 500 000 euros to support innovative public procurement (available 2017-2021)

### Services developed thanks to Procure2Innovate

Service	Description
Ideation contest grant	Up to 45 000 to public sector organisations that they could motivate private sector working with preliminary ideas to solve their problems.
Innovation expert	Innovation expert is offering support to further define the public sector's problems and possible ways how to start finding solutions.
Legal consultation	Consultation to solve juridical difficulties that may arise from finding innovative solutions to existing problems..
Seminars, podcasts	Inspirational events to promote innovative procurement and Estonian Business and Innovation Agency as innovation procurement Competence Centre.

# GERMANY

The German Competence Centre for innovation procurement, KOINNO, was established by the Federal Ministry of Economic Affairs and Climate Action. The centre is driven by the Association for Supply Chain Management, Procurement and Logistics (BME). The integrated EU Contact Point is managed by the German Aerospace Center (DLR) As part of Procure2Innovate, KOINNO will be exploring the use of financial incentive schemes, and in-house training seminars for innovation procurement.

German Competence Centre website: [www.koinno-bmwi.de](http://www.koinno-bmwi.de)

## Existing services:

- Internal and external trainings and workshops;
- Consulting services;
- Partner search:
  - Assistance in finding international partners for EU project proposals;
  - Assistance in identifying potential suppliers in PCP and PPI projects;
- Different types of events:
  - Information Days about public funding opportunities for innovation procurement;
  - Regional conferences;
  - Innovation days;
  - Strategic dialogues;
  - Seminars;
- Information materials:
  - Videos explaining how to carry out innovation procurement (functional description, innovation partnership, PreCommercial Procurement, Public Procurement of Innovation, etc);
  - Fact sheets with best practice examples in German and English;
  - Information folder “Competence Centre for Innovation Procurement“ and “EU Contact Point for Innovation Procurement“;
- KOINNO-Toolbox;
- PR and Marketing:
  - Monthly newsletter and Social Media Initiatives;
  - Promotion of activities in running PCP and PPI project, esp. in the phase of Open Market Consultations and launch of tender procedures.

## Services developed thanks to Procure2Innovate

Service	Description
Inhouse regional events	Create a platform where procurers from one region can exchange knowledge, experiences, ideas, build joint buying consortia.
IKOINNO Certification Program	A training program for innovation oriented procurement departments combined with an official certification procedure on different levels (gold, silver, bronze).
Joint procurement activities	<ul style="list-style-type: none"> <li>• Promotion of open calls for innovation procurement;</li> <li>• Organise joint procurement activities of public buyers from different countries;</li> <li>• Assistance in finding additional partners for project proposals.</li> </ul>
KOINNO-Shadowing	Building a network of procurers who offer support to other procurers.

# GREECE

Greece’s national competence centre for innovation procurement is established under the country’s Ministry of Development and Investments. The centre aims to expand innovation procurement practices within the Greek public sector, increase the number of Greek contracting authorities participating in pre-commercial procurement and innovation procurement, but will also map the Greek procurement market with relevant players and perform co-operation and joint actions with them.

Greek Competence Centre website: [www.promitheus.gov.gr](http://www.promitheus.gov.gr)

### Existing services:

- Design and implementation of innovation strategies;
- Innovation procurement website.

### Services developed thanks to Procure2Innovate

Service	Description
Delivery of best practices	Best practices of Innovation Procurement in Greece, in Europe and international ones will be collected with the aim to be published as soon as the new separate website of the Greek CC is ready. This will be a continuous effort with regular updates.
Internal and external trainings and workshops	In 2020 the Greek CC established a strategic collaboration with the National Training School for Public Administration to offer training courses to public officers in Greek on Innovation Procurement. These training courses started in February 2021 (five courses in 2021, four courses scheduled for 2022). Greek Universities will be contacted to ensure interconnection with educational institutions and transfer these courses at University level.
Establishing a common body of knowledge on innovation amongst the public procurers - Handbook and guidelines	It is planned to design basic practical guidance procedures, especially for personnel with little or no experience in order to get assistance in planning their first steps towards designing and participating in PCP / PPI procedures. The guidance will cover the whole life cycle of Innovation Procurement starting from the identification of the public need and covering complex topics such as the handling of IPRs.
Assistance to H2020/ Horizon Europe IPP calls	In 2020 the Greek CC established a strategic collaboration with the H2020/Horizon Europe NCP (Praxis Network) to provide assistance to Greek procurers that wish to participate in H2020/Horizon Europe calls. Depending on the area of the call/calls focus will be placed on the Greek procurers that have registered similar need in the on-going mapping exercise of the need owners.
Information and promotion on actual EU Calls	Promotion of the Horizon Europe calls will take place through the Greek CC website. There will also be a matchmaking application at the website for the Greek procurers that wish to participate in Horizon Europe calls and are looking for partners. In addition public procurers will be informed of the calls of European Funding Instruments through the strategic collaboration of the Greek CC with the H2020/ Horizon Europe NCP (Praxis Network).

Guidance how to procure SME friendly

Legal guidance on the possibilities how to procure innovation

# IRELAND

Ireland’s newly created competence centre for innovation procurement is the Procurement Transformation Institute (PTI). Established by two private entities, Arvo and iDDea, PTI is located in Cork. PTI seeks to increase the awareness of innovation procurement across Ireland – among procurers, policy makers and innovative suppliers. It provides knowledge and procurement support for the public and private sector on innovation procurement.

Irish Competence Centre website: [www.procurementtransformationinstitute.com](http://www.procurementtransformationinstitute.com)

## Existing services:

- Monthly Newsletter;
- Social Media appearance (LinkedIn, Twitter, etc);
- Building a community of innovative procurers/suppliers;
- Support to and co-operation with buyers and sellers networks.

## Services developed thanks to Procure2Innovate

Service	Description
National procurement awards	PTI is sponsor of the National Procurement Awards. The NPA recognises Best in Class procurement activities and talented procurement teams in Ireland’s Public and Private Sectors.
Establishing a common body of knowledge on innovation amongst the public procurers	PTI supports trainings and Workshops for private and public sector procurers. PTI shares knowledge, content and support many of the Top Irish universities with lecturers.
Initiating and supporting PPI projects in Ireland	Support to and co-operation with PCP and PPI projects with our EU colleagues.
Supporting organisations in their innovation process	Support materials - website, guidance documents.
Information dissemination and promotion on actual EU PCP and PPI calls for proposals	Through Networks, Education and Training.
Education & Training	Certified Diploma, Degree and Masters Education on Supply Chain, Sustainability and Innovation Procurement. Bespoke training Courses for public and private procurement teams. Support of Innovation Procurement Projects and Sustainable Projects for Public Procurement Learners, as part of the diploma facilitated by the Universities.
Project-Database with international Best Practice Examples	Creating and curating a library of case studies and best practice examples of innovation procurement.
Support with National Procurement Plans	Supporting Central Procurement Bodies, such as the Health Service Executive, regional or local contracting agencies.
News and Events with international contribution	Link from PTI website to the Procure2Innovate website to share contributions.



# ITALY

Innovation procurement in Italy is set to receive a boost from its new established competence centre Consip. It is already a public joint stock company held by the Italian Ministry of Economy and Finance. Consip’s involvement will ensure that Italy strengthens its international network on innovation procurement, professionalise its consulting services and explore the possibility to use financial incentive schemes using Consip.

Italian Competence centre website: [www.consip.it](http://www.consip.it)

### Existing services:

- Possibility to qualify into the Italian Electronic Marketplace (MEPA) for SMEs and innovative Start-ups;
- Internal and external trainings and workshops;
- Open Market Consultation.

### Services developed thanks to Procure2Innovate

Service	Description
Mapping of Consip offer on PPI solution	A survey was carried out of the initiatives that contain innovative products or processes and which have already been published or which are expected to be published by 2020. Mapping dates will be updated on a semi-annual / annual basis.
Supporting organisations in their innovation procurement	The service consists in making the Consip / MEF eprocurement platform accessible for public entities that intend to carry out Innovative initiatives using the functions of the new eprocurement platform available from 2021.
Innovation Demand analysis service	The service is being conceived but not yet active. Different forms of stakeholder involvement are envisaged in different phases of the process.
Monthly Newsletter	Since the Procure2Innovate project started, the newsletters dedicated to the project and innovation have followed.
Social Media appearance on Facebook and LinkedIn	All the most relevant international and national news are broadcast on social networks.
News and Events with international contribution	All the most relevant international and national news are available on the Procure2Innovate page on Consip website.
Training services	Courses on Sustainable and Innovation procurement are designed and run with the National Administration School (SNA) and with other stakeholders, such as universities, Itaca and other public entities.
National networking with Regional Purchasing Bodies	Consip periodically shares with the network of regional central purchasing bodies the activities launched in particular in relation to the implementation of the Recovery and Resilience Plan, social inclusion and generational and gender equality and the DNSH Guidelines about the principle of Do No Significant Harm

# THE NETHERLANDS



The Dutch competence, PIANOo, has been appointed as the national expertise centre on public procurement by the Dutch ministry of Economic Affairs & Climate policy, and operates under the auspices of the Netherlands Enterprise Agency RVO.NL. It targets all public procurement bodies in The Netherlands. The national public procurement of innovation programme is part of PIANOo.

Dutch Competence Centre website: [www.pianoo.nl](http://www.pianoo.nl)

## Existing services:

- Thematic biannual newsletter;
- Network sessions, and events;
- One on One strategic advice;
- PIANOo helpdesk;
- PIANOo biweekly newsletter;
- Increase the visibility of innovations;
- Annual PIANOo procurement conference;
- Annual PIANOo innovation procurement conference;
- PIANOo Community of Practice group(s);

## Services developed thanks to Procure2Innovate

Service	Description
Overview of all instruments and step-by-step guides for innovation procurement	<ul style="list-style-type: none"> <li>• PIANOo guidance material;</li> <li>• Publications / written reports;</li> <li>• Step-by-step guides of innovation procurement and procurement procedures;</li> <li>• Practical case studies of projects;</li> <li>• Articles and/or blog posts.</li> </ul> <p>→ Input will be used of new insights of all Procure2Innovate partners.</p>
Elaborations on innovation aspects related to innovation procurement	<p>Topics such as innovation agenda, need analysis, risk management, intellectual property rights issues, free riding behavior, TRL levels, etc.</p> <p>→ Used input from Sweden and Austria on the roles for innovation procurement within the public sector;</p> <p>→ Used discussions within the Procure2Innovate network on the various methods PCP/PPI to be a “launching customer”.</p>
Clustering of innovation needs in the public sector	<p>13 buyer groups are started on various topics, including ICT. Used input from Sweden, buyer networks. In 2020 this initiative has been started in the Netherlands.</p>

# PORTUGAL



Unsplash / Vitor Pinto

In Portugal, the National Innovation Agency (ANI) will be the country’s competence centre for innovation procurement. ANI is already a well-established agency which supports research and development activities in companies, as well as technology transfer, technological innovation and technology-based entrepreneurship activities. In 2018, ANI formalized a cooperation protocol with IMPIC (the Institute of Public Markets, Real Estate and Construction), to promote IPP at a national level, combining competences from both Institutions.

Portuguese Competence Centre website: **Under construction**

## Services developed thanks to Procure2Innovate

Service	Description
Raising awareness on IPP	<ul style="list-style-type: none"> <li>• Publication of several news and interviews in the media regarding IPP;</li> <li>• Social Media presence on Facebook and LinkedIn;</li> <li>• ANI Innovation talks - “How IPP can help the economy“ broadcasted on Facebook.</li> </ul>
Delivery of good practices	<ul style="list-style-type: none"> <li>• First international seminar on IPP ever organised in Portugal - “Capacity building a driver for IPP transnational cooperation“ with the contribution of partners from P2I and iBuy projects;</li> <li>• Dissemination and production of video testimonials of each of the five existing IPP competence centres.</li> </ul>
Trainings and workshops	<ul style="list-style-type: none"> <li>• Establishment of common body of knowledge on innovation procurement among the community of IPP stakeholders in regular meetings;</li> <li>• Internal workshops under the partnership with IMPIC and “Innovation Public Procurement (IPP) - Portuguese, Experience in H2020“ workshop with the collaboration of our partner ZENIT from the German competence centre;</li> <li>• Cooperation with other institutions i.e. Association of Portuguese Hospitals Administrators;</li> <li>• Preparation and delivery of training session for Hospital top managers.</li> </ul>
Handbook and guidelines	Publication of support material and guidance on innovation procurement from EAFIP, translated and adapted to Portuguese, on ANI and IMPIC websites.

# SPAIN

The Spanish competence centre for innovation procurement is established under the Spanish Ministry for Science and Innovation. The centre itself is represented in Procure2Innovate by the Centre for the Development of Industrial Technology (CDTI), with support from both the Carlos III Health Institute and the National Institute of Aerospace Technology. This structure is geared towards a more concerted national effort towards effective innovation procurement in Spain, and with the goal of providing better access for public and private companies, especially in the fields of information and communication technologies (ICT) and health.

Spanish Competence Centre website: [www.cdti.es](http://www.cdti.es)

## Existing services:

- FID-INNOCOMPRA Programme. Collaboration of INTA and ISCII in the Programme;
- Innodemanda Programme;
- Updating and review of methodological guides;
- Services, workshops and events;
- CDTI's Pre-Commercial Procurement Initiative.

## Services developed thanks to Procure2Innovate

Service	Description
PCP Initiative	By this initiative CDTI procures new R&D services, in collaboration with other Spanish public administrations and in order to solve their needs that cannot be solved through existing solutions in the market. Once the R&D service/prototype is developed, CDTI will assign it to the public user administration so that a proper validation phase can be carried out. P2I cooperation was crucial in order to set up the initiative, specially in the following topics: Legal advice for CDTI's PCP framework Good practices in similar previous PCP initiatives Lessons learnt for past experiences in the different steps that were carried out: call for ideas, orientation of the public procurer needs, preliminary market consultation, etc.
Awariness IP video and campaign	The aim of the video is to promote the actions carried out by the innovation procurement office in CDTI and disseminate them among interested agents. Here is the link to the video: <a href="http://www.youtube.com/watch?v=8fyxG-go8AI">www.youtube.com/watch?v=8fyxG-go8AI</a> .



# SWEDEN

Unsplash / Jan Flobrant

In Sweden, there are two organisations involved in the Procure2Innovate project. The National Agency for Public Procurement has the task to promote innovative solutions in public procurement and to increase knowledge and skills in innovation procurement. In order to do this, the Agency provides various forms of support, guidance and information to contracting authorities and suppliers. Concerning the second Swedish agency in Sweden’s Procure2Innovate participation, the National Procurement Services (a department within Kammarkollegiet’s central government authority) offers central government authorities co-ordinated framework agreements for goods and services of general use. In the area of information and communication technology (ICT), local and regional authorities as well as central government authorities can use these framework agreements. The aim of the competence centre is to give support to contracting authorities and suppliers on innovation procurement, and in particular, to take steps towards improving competencies in innovation procurement to meet the challenges which society brings.

Swedish Competence Centre website: [www.upphandlingsmyndigheten.se](http://www.upphandlingsmyndigheten.se)

### Existing services:

- Trainings and workshops;
- Q&A service Innovation and dialogue;
- Support to innovation procurement projects;
- Support to buyers networks;
- Support material and guidance on innovation procurement;
- Methodology material for early dialogue and market consultation;
- Methodology material for functional requirements;
- Guidance on innovation partnership;
- Support material market analysis;
- Life cycle cost tool;
- Support material on risk analysis;
- Support material on how to choose procurement procedure;
- Support material on procedures and methods like innovation partnership, competitive dialogue, negotiated procedure and pre-commercial procurement;
- Written case examples and films of procurements with focus on dialogue, functional requirements and innovation procurement;
- Support material and film on buyers networks;
- Innovation as a focus area at (national level) CPB;
- Report, a pre-study, regarding the need and the conditions for framework contracts on a national level for innovation brokers.

### Services developed thanks to Procure2Innovate

Service	Description
Support material on how to use testing of products or services	The material was developed with inspiration from other CCs in Procure2Innovate, mainly from PIANOo.
Information on funding and calls for innovation procurement in Sweden and EU	The information on EU funding was produced thanks to Zenit.
Film about the Swedish competence centre	The film was produced by the Portuguese competence centre (ANI).



## PARTNERS

<b>BME</b> Project Co-ordinator	<b>IÖB</b> Public Procurement Promoting Innovation	<b>KOINNO</b> COMPETENCE CENTRE INNOVATIVE PROCUREMENT	
<b>BBG</b> BUNDES BESCHAFFUNG AUSTRIA	<b>EAS</b> Enterprise Estonia	<b>ICLEI</b> Local Governments for Sustainability EUROPE	
<b>ZENIT</b>	HELLENIC REPUBLIC MINISTRY OF ECONOMY AND DEVELOPMENT	<b>PTI</b> Procurement Value Delivered	<b>consip</b>
<b>PRO</b> procurement	<b>PIANO</b> DUTCH PUBLIC PROCUREMENT EXPERTISE CENTRE	<b>ANI</b> AGÊNCIA NACIONAL DE INOVAÇÃO	<b>CDTI</b> Centro para o Desenvolvimento Tecnológico Industrial
<b>ISC</b> Instituto de Salud Carlos III	<b>INTA</b>	<b>KAMMARKOLLEGIET</b>	<b>Upphandlings myndigheten</b>

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