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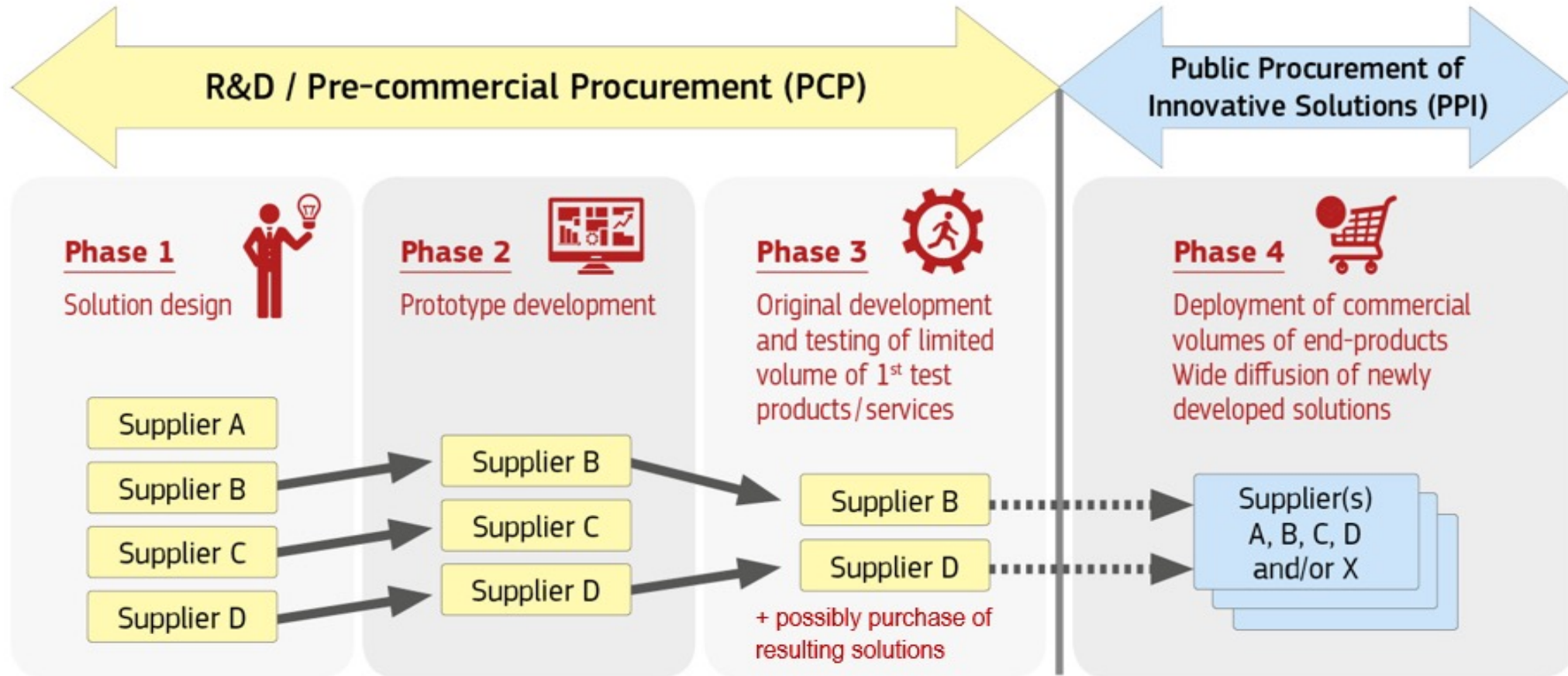
# PRE-COMMERCIAL PROCUREMENT



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# Innovation Procurement



PCP falls outside WTO GPA and EU public procurement directives ([COM\(2007\)799](#) & [SEC\(2007\)1668](#))

[More than 600 public buyers around Europe](#) have already successfully implemented PCPs

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

# 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



Deployment of digital technologies  
to modernize the public sector  
Training / education on digital  
Testing / experimentation with public sector - DIHs



Support for green  
innovation procurement &  
Demonstration / go to market



Regional Development programs  
Support for innovation procurement

## 2023 (109 M€)

### CSA actions

- ESFRI - European research infrastructures: 3 M€ ([DEV-01-08](#); 9/3/2023)
- Preparing the ground for PCPs in security: 2 M€ ([2023-SSRI-01-01](#); 23/11/2023)
- Specialist advisory services to build capacity on innovation procurement: 4 M€ ([CONNECT-02-02](#); 21/9/2023)

### RIA actions involving PCP

- Proposers can propose themselves to undertake PCPs under the subcontracting activities of every RIA action in the WP that does not require industry partners in the consortium (**any call**)

### Programme Cofund actions

- Personalised medicine: 100 M€ ([CARE-08-01](#); 13/4/2023)

## 2024 (154 M€)

### PCP actions

- Demand led innovation in security: 6 M€ ([2024-SSRI-01-01](#); 20/11/2024)
- Climate change adaptation and mitigation: 19 M€ ([GOVERNANCE-01-5](#); 28/2/2024)

### RIA actions involving PCP

- Scientific Instrumentation: 62 M€ ([TECH-1](#), 12/3/2024)  
The use of PCP in the RIA is encouraged
- Proposers can also propose themselves to undertake PCPs under the subcontracting activities of every other RIA action in the WP that does not require industry partners in the consortium (**any call**)

### CSA actions

- Startup Europe: 12 M€ ([CONNECT-01-03](#); 25/4/2024)

### Programme Cofund actions

- Regional Innovation Valleys: 55 M€ ([CONNECT-01-01](#); 25/4/2024)

# Digital Europe Programme

## Many procurements could benefit from innovative digital solutions

### **2023 (124 M€) and 2024 (181 M€)**

- Language data space: 5 M€ (EC)
- Open data portal: 6 M€ (EC)
- European Single: 3 M€ Access Point for EU capital markets (ESMA and EC)
- Platform for enhanced virtual human twin models: 20 M€ (EC)
- European Blockchain Service Infrastructure: 10 M€ (EC)
- European digital identity and trust ecosystem: 20 M€ (EC)
- Once only technical system: 7,5 M€ (EC)
- Interoperable Europe Policy support: 21,5 M€ EC)
- Trans-European services for Telematics between administrations: 8 M€ (EC)
- Core EU justice IT system, digitalisation of docs, digital judicial cooperation, online investigations and law enforcement: 6,6 M€ (EC)
- Information systems for DSA and DMA: 7,8 M€ (EC)

More info on these planned procurements in the [Digital Europe Work Programme 2023-2024](#)

More info when these calls for tenders are open can be found on TED

# European Digital Innovation Hubs



Digital transformation of private and public sector organisations

## Possible activities linked to innovation procurement

Testing innovative digital solutions for public sector organisations  
Promoting open market consultations and calls for tenders to companies / researchers  
Informing private and public sector organisations about EU funding for innovation procurement  
Assisting private / public sector organisations on preparing/implementing innovation procurements  
Acting as central purchasing body that implements innovation procurements for public sector organisations

# Impacts achieved EU funded PCPs

- **Boosting business opportunities for SMEs and startups**

- Awards 70% instead of usual 30% of contracts to SMEs and startups
- Boosts their international growth (20 X more contracts awarded cross-border)
- Doubles commercialisation success rate (>50% companies increased their revenues/grew their company)
- Helps create strategic partnership with larger companies, acquire new companies or enter the stock market
- Helps startups/SMEs obtain financial investments > 4 times the amount invested in the pre-commercial procurements

- **More efficient, higher quality solutions** solving real-life problems

- 20%-30% of quality and efficiency improvements in public services.
- Startups/SMEs really changed the life of citizens, public administrations and other businesses with their innovations
- Contributes to roll-out of **more interoperable solutions** / uptake of **standards**
  - 40% of innovation procurements are done to obtain more interoperable solutions

- **Reinforces strategic autonomy** through 'made in Europe' solutions

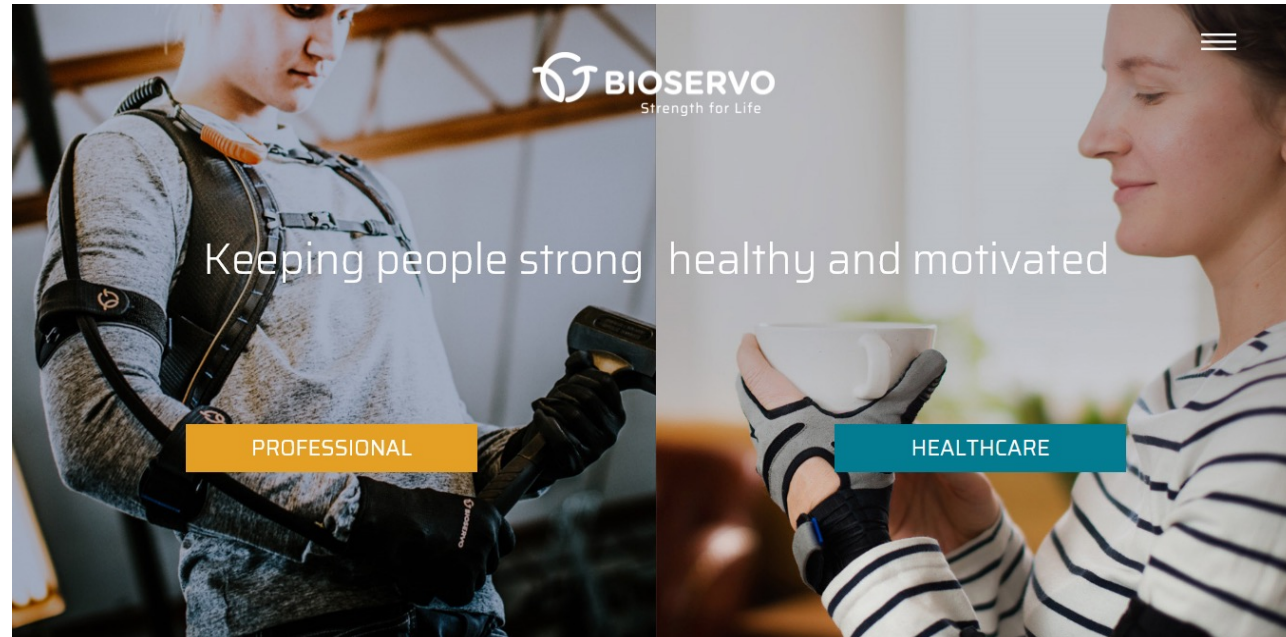
- Procurements of R&D and deployment of first batch of tested solutions can be limited to EU (controlled) companies and require large part of R&D and later commercialisation to take place in EU -> new EU lead markets

More info on impacts achieved [here](#)

# Example: Robotics for elderly care / manufacturing



EU funded PCP  
Cities, regions



- Smart robotic muscle strengthening system that provides extra grip and independence when needed
- Deployed / procured by (public) health providers & in manufacturing businesses
- Commercialised worldwide (e.g. sales in Nordics + strategic agreements with NASA, General Motors, General Electric, Airbus)
- Won several awards (e.g. Red Herring), 4<sup>th</sup> VC investment round
- Company Bioservo is NASDAQ listed since 2017

Full case story [here](#)



# Example: Robotics for healthcare / public buildings

Nationally funded PCP  
Danish regions / hospitals  
EU helped with PPI



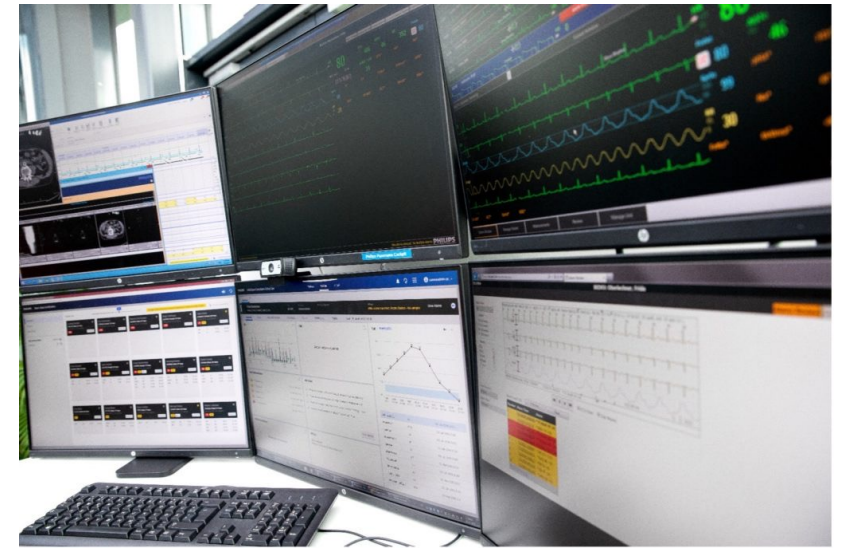
- [2014-2016: PCP by Danish hospitals](#)  
Result: Blue Ocean Robotics (Danish startup) created innovative disinfection robots that kill 99% of all viruses & bacteria within 10 minutes.
- [2020: EU bought 300 of these 'EU made' robots for hospitals around Europe to fight COVID.](#)  
Largest order so far for the company, triggered wider diffusion of the solutions, selling worldwide. Steep growth, VC funding, becoming a unicorn. Strengthens European position in robotics.

Full care story [here](#)

# Example: AI for healthcare

**Thalea**)))

EU funded PCP & PPI  
University hospitals



Highly interoperable telemedicine platform for tele-detection and tele-care of ICU-patients at increased risk.

**Procurers:** University Clinic Aachen (DE), University Hospital Maastricht (NL), Parc Tauli Sabadell University Hospital (ES), Hospital East Limburg (BE), Northern Ostrobothnia Hospital District (FI)

**Results:** In between PCP and PPI certification took place, buyers group was enlarged. Solutions now deployed.

- Tele-detection and tele-care Cockpit with big data analysis, self learning and predictive capabilities
- Earlier diagnosis and improve efficiency in intensive care
- 25% lower sepsis mortality and 20-50% shorter hospital stay
- ERDF funding allowed to test / demonstrate solution in more EU countries -> new deployments
- Commercialised globally (sold/installed in +30 hospitals worldwide, strategic partnership with Philips and distributors abroad)

# Examples: AI in energy / mobility



EU funded PCPs  
Projects just finished, procurers preparing deployments

**AI4CITIES PCP**: AI based solutions that accelerate cities' climate neutrality transition

**Procurers**: Helsinki, Amsterdam, Paris, Copenhagen, Stavanger, Tallinn

**Suppliers** (97 Tenders received):

Phase 1: 20 Energy, 21 Mobility

Phase 2: 10 Energy, 10 Mobility

Phase 3: 4 Energy, 3 Mobility (today)

**FABULOS PCP**: Autonomous bus lines as part of real-life public transport network

**Procurers**: Helsinki, Tallinn, Gjesdal, Porto, Helmond, Lamia

**Suppliers**:

Phase 1: 5 consortia

Phase 2: 4 consortia

Phase 3: 3 consortia

# Interesting links



[www.eafip.eu](http://www.eafip.eu)



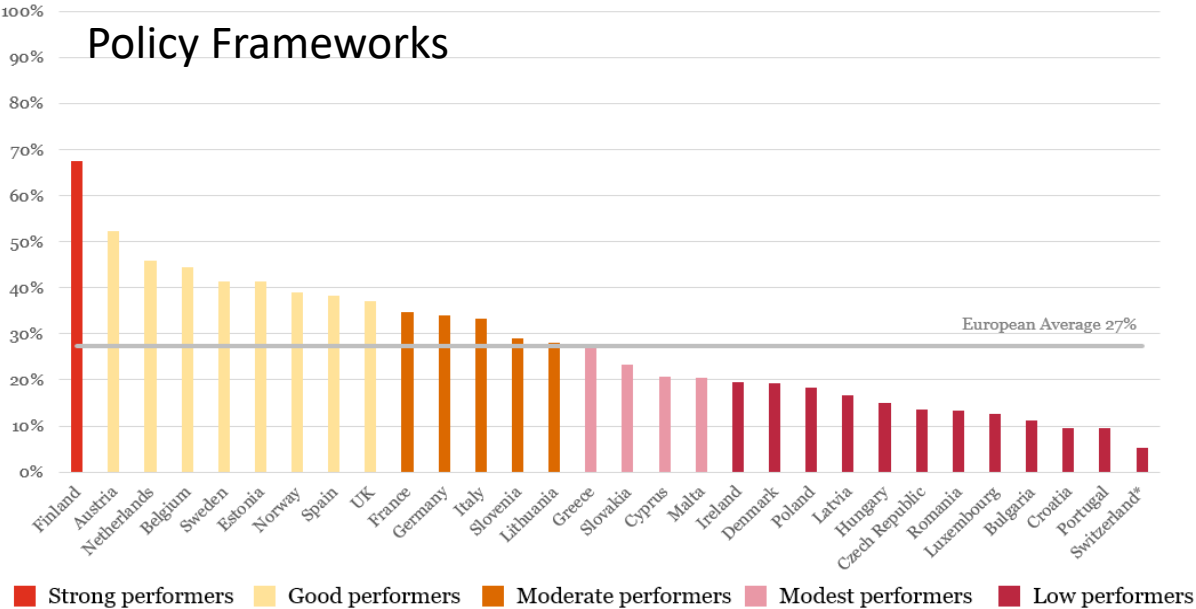
[Catalogue of all EDIH hubs across Europe](#)



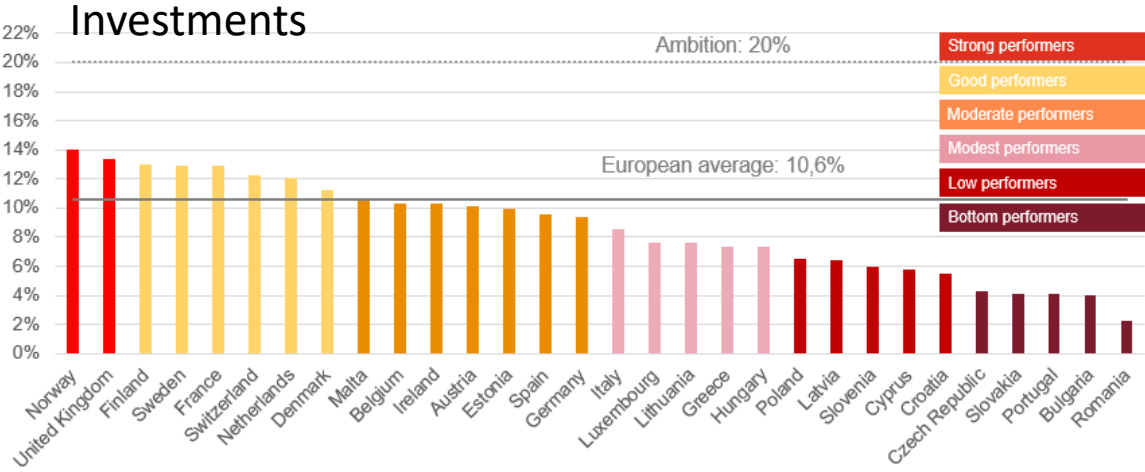
[Showcase examples & Testimonies](#)



[European Network of national competence centers for innovation procurement](#)



## [Benchmarking national policy FWs and investments in innovation procurement](#)





## More information

- [How to prepare a successful innovation procurement proposal in Horizon Europe](#) (video)
  - Subscribe to the [EU Innovation Procurement news alerts](#) to receive regular info on calls, news etc.
  - Examples, info on EU funding etc: <https://digital-strategy.ec.europa.eu/en/policies/innovation-procurement>
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- [How to prepare a successful proposal in Horizon Europe](#)
    - More info about RIA, IA, CSA actions, types of costs, MGA, evaluation procedure etc.
  - [A successful proposal for Horizon Europe: Scientific-technical excellence is key, but don't forget the other aspects](#)
    - Info about Gender dimension, Open Science, Interdisciplinarity, DNSH principle etc.
  - [Dissemination & Communication in Horizon Europe](#)
  - [The Funding & Tenders Portal for beginners](#)



Thank you!



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