



# EUROPEAN ASSISTANCE FOR INNOVATION PROCUREMENT

The European Commission is supporting public procurers to start and implement more and better innovation procurements of ICT-based solutions across the EU thanks to this three year initiative

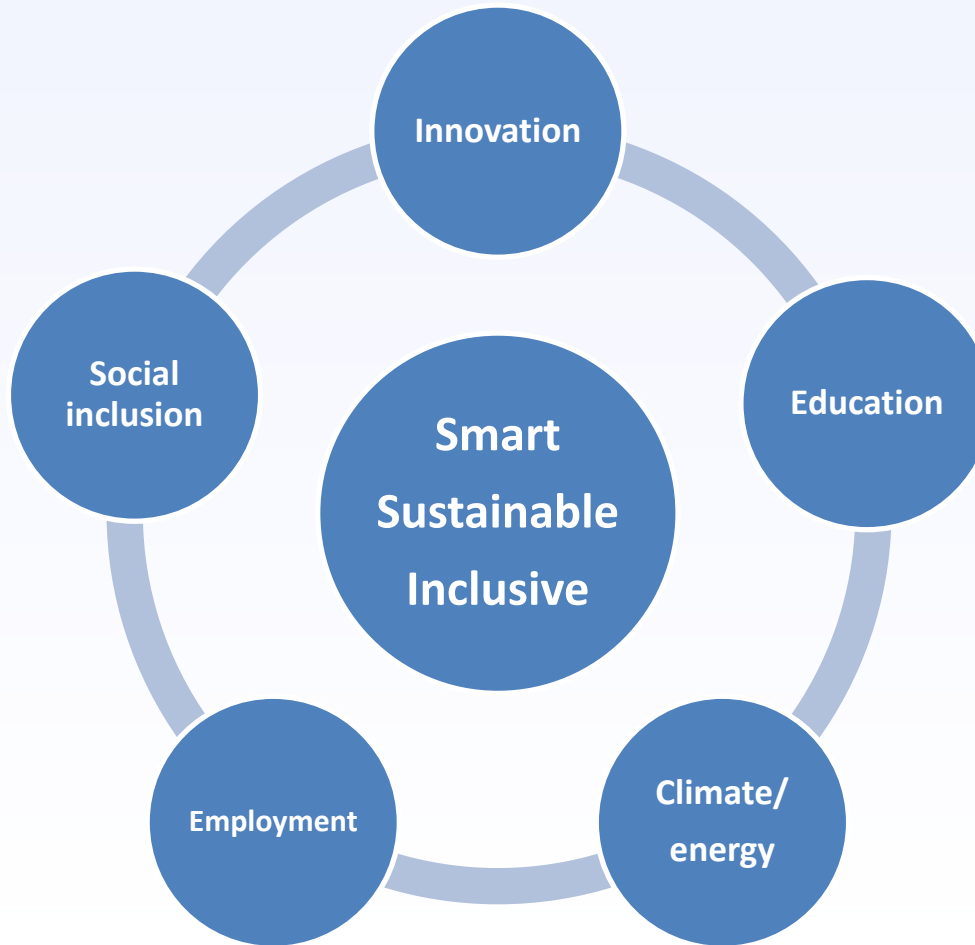
Amsterdam, 29 September 2016

# Context of *eafip*



1. What is Europe's 2020 strategy ?
2. Why is innovation important ?
3. What is the role of public procurement ?
4. How can the *eafip* initiative support you ?

# Europe's 2020 strategy



# Europe's 2020 strategy

- **LONG-TERM CHALLENGES:**



*\*competitiveness*

*\*scarcity of resources*

*\*aging population*

- **CHOICE:**

- Regain competitiveness, boost productivity;
- Slow uncoordinated pace of reform --> high levels of unemployment and social distress.

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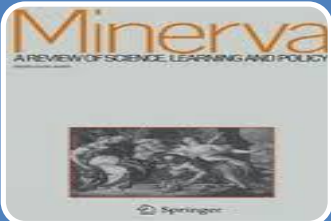
# What is *innovation*?



*"connecting knowledge and technology with the exploitation of market opportunities for new or improved products, services and business processes" (2006)*

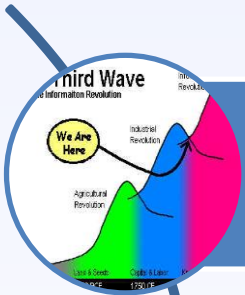


*"invention implemented and taken to market"*  
(Chesbrough, 2006)



*"when an invention is introduced commercially as a new or improved product of process" (Maclaurin, 1953)*

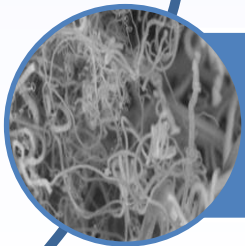
# Why is innovation important?



Overcome the limitation of physical resources



New markets  
New employment opportunities



Solution to challenges

# Context of *eaip*

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- 3. What is the role of public procurement ?**
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# Role of public procurement

## Europe 2020 Flagship Initiative Innovation Union

*“The challenge is to use public procurement and public services to lead the way, shape the market for innovative solutions and equip society to meet the challenges of the future”.*

# Role of public procurement

## Europe 2020 Flagship Initiative Innovation Union

“From 2011, Member States and regions should set aside dedicated budgets for pre-commercial procurements and public procurements of innovative products and services.  
(...)

This should create procurement markets across the EU starting from at least €10 billion a year for innovations that improve the efficiency and quality of public services, while addressing the major societal challenges.”

# Role of public procurement

## National processes:

- Administrative task;
- Small scale;
- National competition.

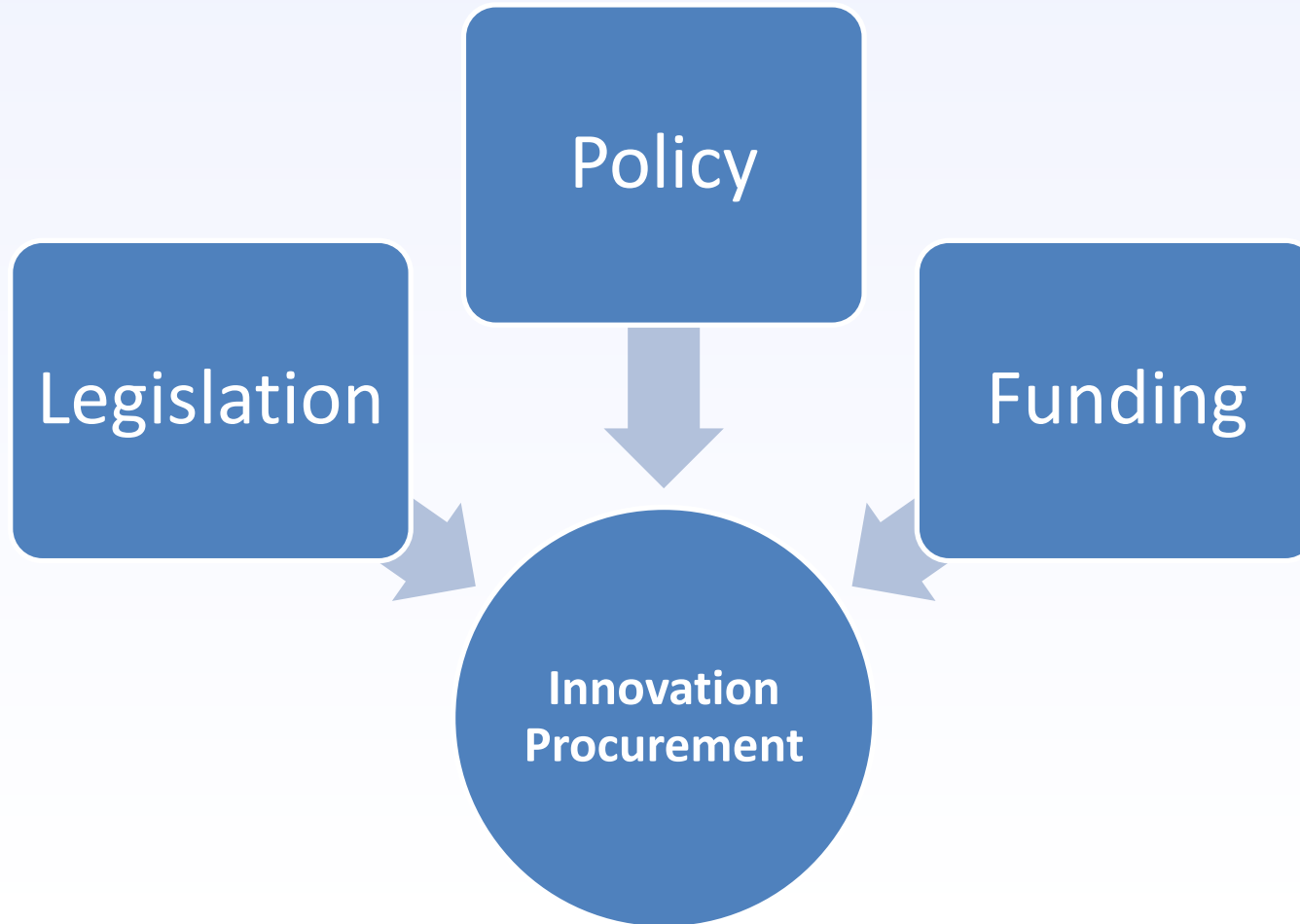
## European coordination:

- Integrate the EU public markets;
- Improve value for money;

## Smart use of procurement:

- Professionalization;
- Economies of scale;
- Innovation;
- Sustainability.

# Strategic objectives & Procurement



# Strategic objectives & Procurement

## Barriers to innovation procurement:

- ❖ Lack of knowledge and capabilities
- ❖ Disconnection between public procurement and innovation policy objectives
- ❖ Risk aversion

# Context of *ea*fip

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4. **How can the *ea*fip initiative support you ?**

# *eafip* INITIATIVE





# INNOVATION PROCUREMENT TOOLKIT

## Toolkit

MODULE 1  
Policy maker

MODULE 2  
Public procurer

MODULE 3  
Legal expert





# MAJOR EVENTS WORKSHOPS AND WEBINARS




<b>France</b> 27/28.10 2015 <b>Major event</b>	<b>United Kingdom</b> 24.11 2015 Workshop – Health & elderly care sector	<b>Netherlands</b> 09.02 2016 Workshop – Water sector	<b>Spain</b> 31.05 2016 Workshop – General public administration&eGovernment
<b>Latvia</b> 09.06 2016 Workshop – Public order and defence sector	<b>Greece</b> 18/19.10 2016 <b>Major event</b>	<b>Sweden</b> 23.11 2016 Workshop – Energy sector	<b>To be confirmed</b> Spring 2017 Workshop – Environmental sector
<b>Germany</b> Spring 2017 Workshop – Education, culture, and religion	<b>Slovenia</b> Spring 2017 Workshop – Construction in the public sector	<b>Romania</b> Autumn 2017 Workshop – Transport sector	<b>Estonia</b> End 2017 <b>Major event</b>



## ASSISTANCE TO INTERESTED PROCURERS

# Criteria for selection

1. Concrete interest / commitment to start a PCP/PPI project and maturity of the business case;
2. Potential impact of the PCP/PPI procurement;
3. Geographical balance of the cases to be assisted across Europe; and
4. Lack of experience and existence of prior cases in the implementation of PCP/PPI under the legal system of the country.



Thank you for your attention!

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