



HORIZON 2020 CALLS ON INNOVATION PROCUREMENT

ICT-34 Pre-Commercial Procurement Open

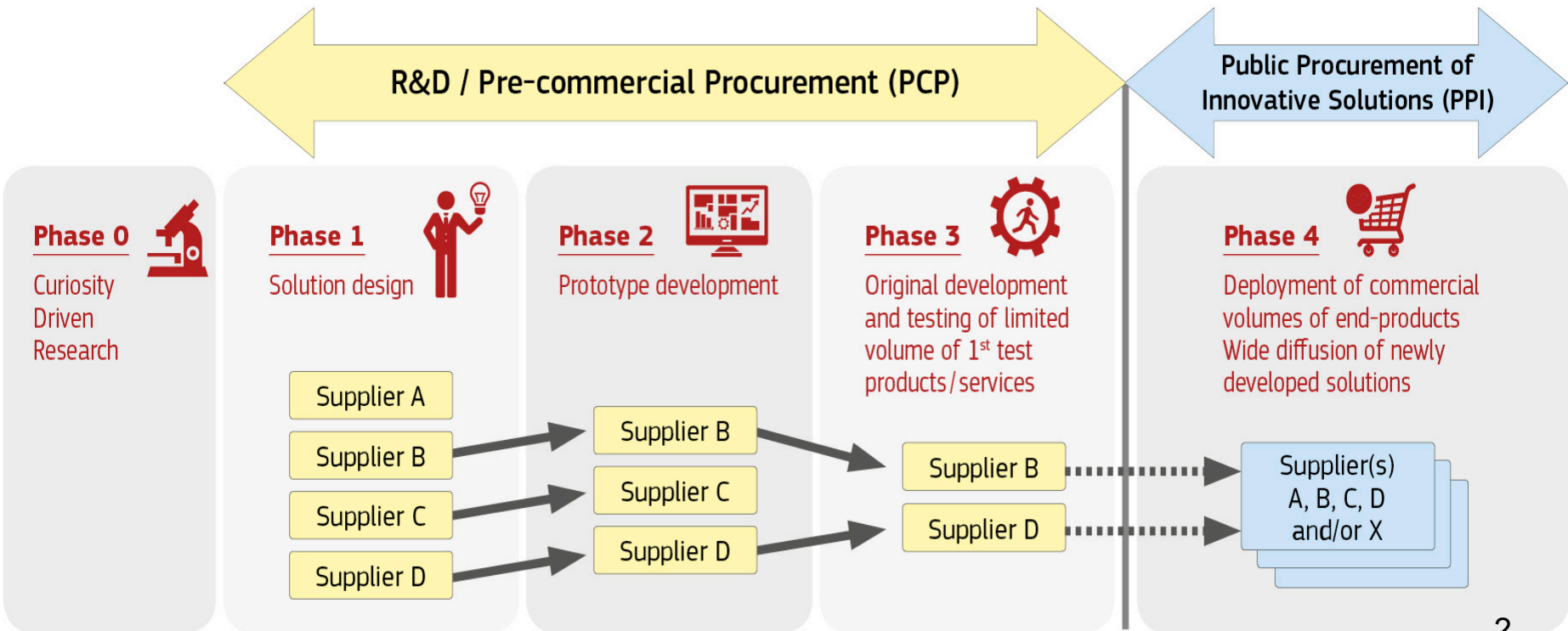


Innovation Procurement = PCP + PPI / Complementarity



PCP to steer the development of solutions towards concrete public sector needs, whilst comparing/validating alternative solution approaches from various vendors

PPI to act as launching customer / early adopter / first buyer of innovative commercial end-solutions newly arriving on the market





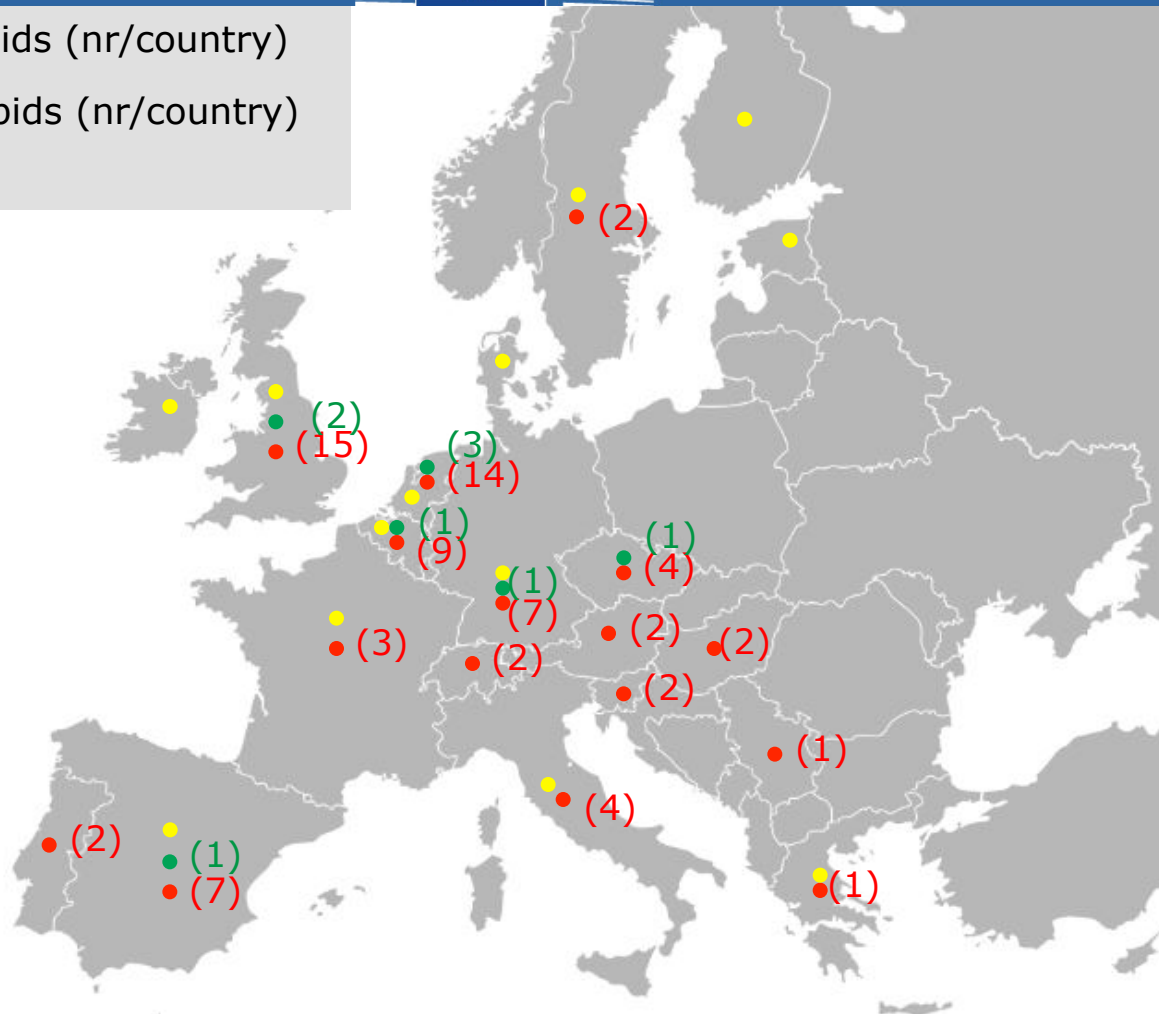
- **Opening route-to-market for new players/SMEs**
 - 75,5% of contracts won by SMEs (SME lead bidder, bidding alone or with partners)
 - Compared to 29% in public procurements across Europe

Mostly small young SMEs: 34,5% below 10 people, 81% below 50 people, 56% less than 10 years old
- **Stimulating cross-border company growth**
 - 33% of contracts won by bidders that are not from a country of any of the procurers in the buyers group (e.g. DE company working for UK+NL procurers)
 - Compared to 1,26% in public procurements across Europe
- **Relevance of PCPs also to universities**
 - 33% of winning contracts have university/R&D center partner in consortium
 - Winning SMEs are also often university start-ups
- **Encouraging wider market commercialisation**
 - Bidders offered on average 50% cheaper R&D price for keeping their IPRs (they see IPR value/real market beyond the first potential buyers, the PCP procurers)
- **Creating growth and jobs in Europe**
 - All bidders do 100% of R&D in Europe (except 1 doing 85% of R&D in Europe)

Geographic location winning bidders



- Companies in winning bids (nr/country)
- Universities in winning bids (nr/country)
- Procurers



Still companies out there that don't know about these procurement opportunities. Remaining 7 out of 14 FP7 PCPs will launch their call for tenders this year. Can you help promote upcoming PCP/PPI call for tenders in your country/across EU? Overview on-going projects: <http://ec.europa.eu/digital-agenda/en/eu-funded-projects>



ICT 34 call – Passport

Funding: Total budget ICT-34: €4M
(1 PCP action expected)

Project duration: No min/max predefined

**Deadline submission proposals ICT-34:
12 April 2016**

Objectives / Scope of the ICT 34 call

- Joint pre-commercial procurement by group of public procurers in any area of public interest with shared need for ICT based solution
- Open to proposals requiring improvements on 1 ICT technology field & end-to-end solutions needing combinations of various ICT technologies
- Modernization of public services whilst opening opportunities for industry & researchers to take international leadership in new markets



What is covered / Who can participate

PCP actions cover

A. Preparation Stage

Networking activities, Preparation of the tender docs etc

B. Execution Stage

Joint PCP procurement and implementation of the PCP contracts

Who can participate

- The buyers group (required)
- The lead procurer (required)
- Other entities (e.g end-users, certification bodies) that add value to the action and whose participation is well justified (possible)
- Other beneficiaries that do not participate in the buyers group but assist the procurers in the networking/coordination activities (possible)

Any public / private entity can participate as beneficiary provided that it won't participate in the PCP execution as potential supplier

Participation requirement

Minimum 3 independent participants from 3 different MS or AC, of which minimum 2 public procurers (buyers group) from 2 different MS or AC

Public procurers are contracting authorities or contracting entities as defined by the EU public procurement directives

Buyers group & Lead procurer

□ Buyers group

- Procurers that provide the financial commitments to undertake the PCP procurement.
- The procurers in the buyers group
 - shall be (the 'demand side') responsible for the acquisition and/or regulatory strategy for the targeted solutions
 - or shall be entities with a mandate from one or more of such procurers to act on their behalf in the joint procurement (e.g. central purchasing bodies)
 - or other types of procurers(e.g private, NGOs) that provide services of public interest and share the same procurement need.
- **Sole participants** can be also eligible if the minimum conditions are met by the legal entities forming the sole participant (e.g. European Research Infrastructure Consortia, European Groupings of Territorial Cooperation)

□ Lead procurer

- Public procurer appointed by buyers group to **lead and coordinate the PCP** .Can be one of the procurers of the buyers group or another procurer in the project.



ICT is pretty wide domain. ICT covers all Information and Communication Technologies such as:

- Components and systems: embedded ICT systems, minituarisation / system integration, advanced thin large organic and large area electronics
- Advanced computing (e.g. customised and low power computing)
- Future Internet (e.g. smart novel Internet architectures and experimentation platforms,
- optical and wireless network technologies, cloud computing infrastructure and services, tools and methods for software development, web entrepreneurship)
- Content technologies and information management (e.g. big data handling, content handling and modelling, automatic learning language translation systems, creative industries / social media ICTs, ICTs for learning / teaching and gaming, multimodal natural computer interaction)
- Robotics
- Micro- and nano electronics, cross-cutting ICT KETs, photonics (e.g. (O)LED lighting)
- High Performance computing
- Cybersecurity / trustworthy ICT
- Human-centric ICT solutions

Expected Impact

- Reduced fragmentation of demand for innovative solutions, by enabling public procurers to collectively implement PCPs, in areas which due to their nature are better addressed jointly, or which they would not have been able to tackle independently
- Increased opportunities for wide market uptake and economies of scale for the supply side through joint specifications, wide publication of results and where relevant contribution to standardisation regulation or certification to remove barriers for introduction of PCP innovations into the market



- ❑ Reimbursement rate direct costs: Max 90% of eligible costs for PCP actions
 - Eligible direct costs to carry out eligible activities defined in WP include:
 - Price of the R&D services (PCP) procured (if procurement conducted in compliance with requirements in Annex E WP)
 - Eligible coordination and networking activities
 - May include in-kind contributions (e.g. third parties putting resources at disposal of beneficiaries e.g. for testing of solutions)
 - VAT is an eligible cost unless for beneficiaries that can deduct it
 - Flexibility: Consortium may choose to use part of the Union contribution to increase the support to coordination and networking activities/budget for call for tender as long as the Union contribution does not exceed 90% (PCP) of the sum of those costs and the price of the call for tender/coordination and networking activities. Requested reimbursement for coordination and networking can comprise max 30% of total requested grant
- ❑ Plus 25% for indirect costs. But, no indirect costs on the price of the PCP procurement or on 3rd party resources not used at the premises of the beneficiaries



**Thank you very much for your
attention**

