

# **H2020 call for Innovation Procurement Networks**

**NCP Training session  
Brussels, 13 May 2016**

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# ICT-33: call for Innovation Procurement Networks

1. Who: procurers in any area of public interest that are large potential customers of ICT LEIT technologies
2. What:
  - a) Networks of procurers preparing future PCPs/PPIs
    - Prepare innovation procurement roadmap, preparing a transnational PCP or PPI for min 1 shared procurement need
    - Engage in open dialogue with suppliers, other procurers, users
  - b) Network of innovation procurement competence centers
    - Min 5 existing + 5 new comp. centers (from 10 MS or AC)
    - Experience sharing
    - Assisting ICT procurers start up PCPs/PPIs at national level
    - Collaborating to facilitate transnational joint procurement
    - Promoting H2020/ESIF support for PCP/PPI with NCPs

# ICT-33: call for Innovation Procurement Networks

3. Funding: **4 Mio** – CSA grant
4. Finding partners: [EU procurement forum](#), [Linkedin group](#), [Athens PCP-PPI event \(October 2016\)](#)
5. Previous projects: [PCP/PPI projects in ICT domain](#)

# First results FP7 funded PCPs

- 12 FP7 funded PCPs have awarded contracts by now

- SILVER (Robotics for elderly care)
- CHARM (Traffic management)
- PRACE 3IP (Energy efficient supercomputing)
- SMART@FIRE (Smart protective equipment for fire fighters)
- PREFORMA (Long term digital preservation)
- DECIPHER (Mobile health services)
- Human Brain Project (High Performance Computing for brain simulation)
- V-CON (Virtual construction of road infrastructure)
- Cloud for Europe (Cloud computing for governments)
- Thalea (Telemedicine for intensive care unit patients at increased risk)
- IMAILE (Personalised e-learning solutions)
- NYMPHA-MD (Mental care for bipolar disorders)

HBP PCP doesn't result from a PCP call. HBP decided itself to use PCP under its subcontracting activities.

- Contracts awarded

- Tender docs downloaded typically between 50 to 300 times
- Nr of offers received typically between 10-34 (4-7 for specialised/low budget PCPs)
- 77 contracts awarded in total (130 companies/universities involved)

# Data collected so far

- **Opening route-to-market for new players/SMEs**
  - 73% 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: 27% below 10 people, 60% below 50 people, 49,5% less than 10 years old
- **Joint procurement stimulates cross-border company growth**
  - 29% 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 (also in national PCPs)
- **Relevance to universities & bringing scientific results to market**
  - 31% of winning contracts have university/R&D center partner in consortium
  - Winning SMEs are also often university start-ups
- **Encouraging commercialisation – budget efficiency**
  - Bidders offered ~ 50% price reduction on R&D cost (market beyond procurers)
  - > PCPs can get twice as much R&D done for same budget as R&I action
- **Creating growth and jobs in Europe**
  - 98,7% of bidders do 100% of R&D in Europe
  - (2 have committed to do minimum 68% resp. 85% of R&D in Europe)



# Geographic location winning bidders & procurers

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

Still companies out there that don't know about these contract opportunities. Five additional Horizon 2020 funded PCPs will launch their call for tenders later this year. Who can help promote such upcoming call for tenders in their countries?

Overview on-going projects: <http://ec.europa.eu/digital-agenda/en/eu-funded-projects>

