

# enterprise europe network

DEUTSCHLAND | Nordrhein-Westfalen

## Welcome

Successful R&I in Europe  
SESSION 3

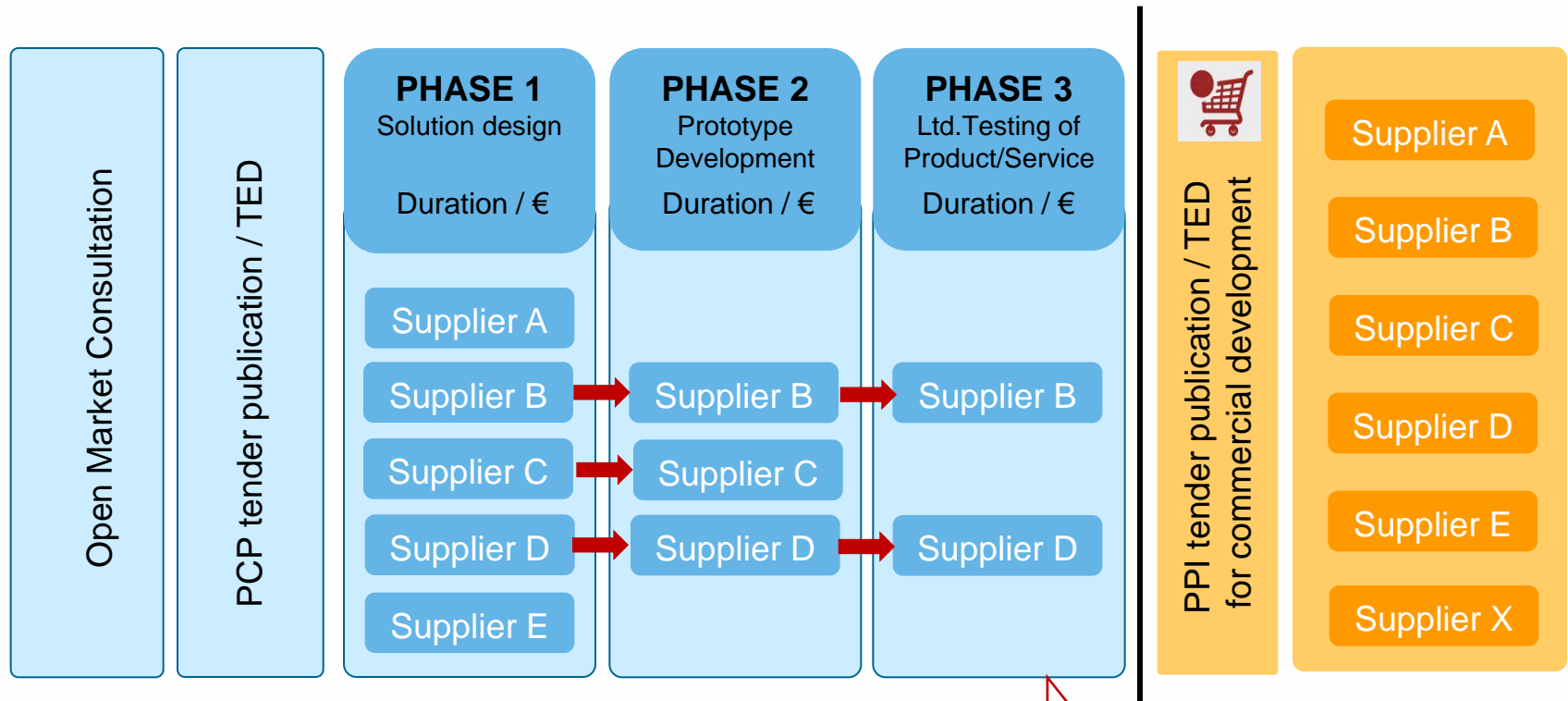
Workshop on Innovation Procurement  
15 March 2018



# Introduction

- Creating an innovative Europe needs the involvement of the **public sector** by using **public procurement** to motivate innovative potential in industry, SMEs, RTOs and universities and to bring innovative results to the market
- At the same time public sector is facing **significant societal challenges**
- **Activities** on Innovation Procurement are supported by the European Commission, Member States and Regions
- In Horizon 2020 two complementary instruments are offered: **PCP** and **PPI**
  - **Pre-commercial Procurement** (PCP) - public sector steers the development of new R&I solutions towards concrete public sector needs whilst evaluating alternative approaches from various suppliers in three phases
  - **Public Procurement of Innovative Solutions** (PPI) - public sector acts as launching customer or first buyer of innovative commercial end-solutions newly arriving on the market

# Schemes of PCP process and complementary PPI process:



The PCP process starts (after the need assessment) with an open market consultation followed by the tender preparation and three R&D phases (1-3), no commercialisation.

## It is all about ...

- closing the **innovation gap**, modernizing public sector services and for growth
- **win-win-situation** for public procurers and innovative suppliers in PCP projects, suppliers providing **taylor-made R&D results** to get most effective and efficient solutions, supplier keeps his **IP rights**, the purchaser gets the rights of use
- in PPI projects **public sector challenges can be addressed** by innovative solutions and suppliers gets **market access** and growth opportunities
- **financial incentives** in Horizon 2020 **for purchaser**, buyers groups etc.  
**PCP actions:** co-financing (max. 90%) of actual procurement costs for joint PCPs plus coordination costs / **PPI actions:** co-financing (max. 35%) of actual procurement costs for joint PPIs plus coordination costs  
**CSA actions:** reimbursement (max. 100%) only for coordination costs e.g. procurer networks preparing future PCPs/PPIs
- **low financial risk** for suppliers performing in each PCP Phase contract research
- H2020 WPs' **budget** for PCP and PPI still **increasing**  
2018 (41,2 M€), 2019 (83 M€) and 2020 (100+ M€)

## Anne Müngersdorff

Zentrum für Innovation und Technik in NRW - ZENIT GmbH  
Bismarckstr. 28  
45470 Mülheim an der Ruhr

mu@zenit.de

+49 208 30004-46

www.zenit.de