



2015 concertation meeting FP7 PCP projects DG CONNECT

Lieve Bos

DG CONNECT F2 unit ("Innovation")

Mid-term data FP7 funded PCPs



- 7 out of 14 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)
- HBP (High Performance Computing for brain simulation)

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 11-34 (4-5 for specialised/low budget PCPs)
- 45 contracts awarded in total (84 companies/universities involved)



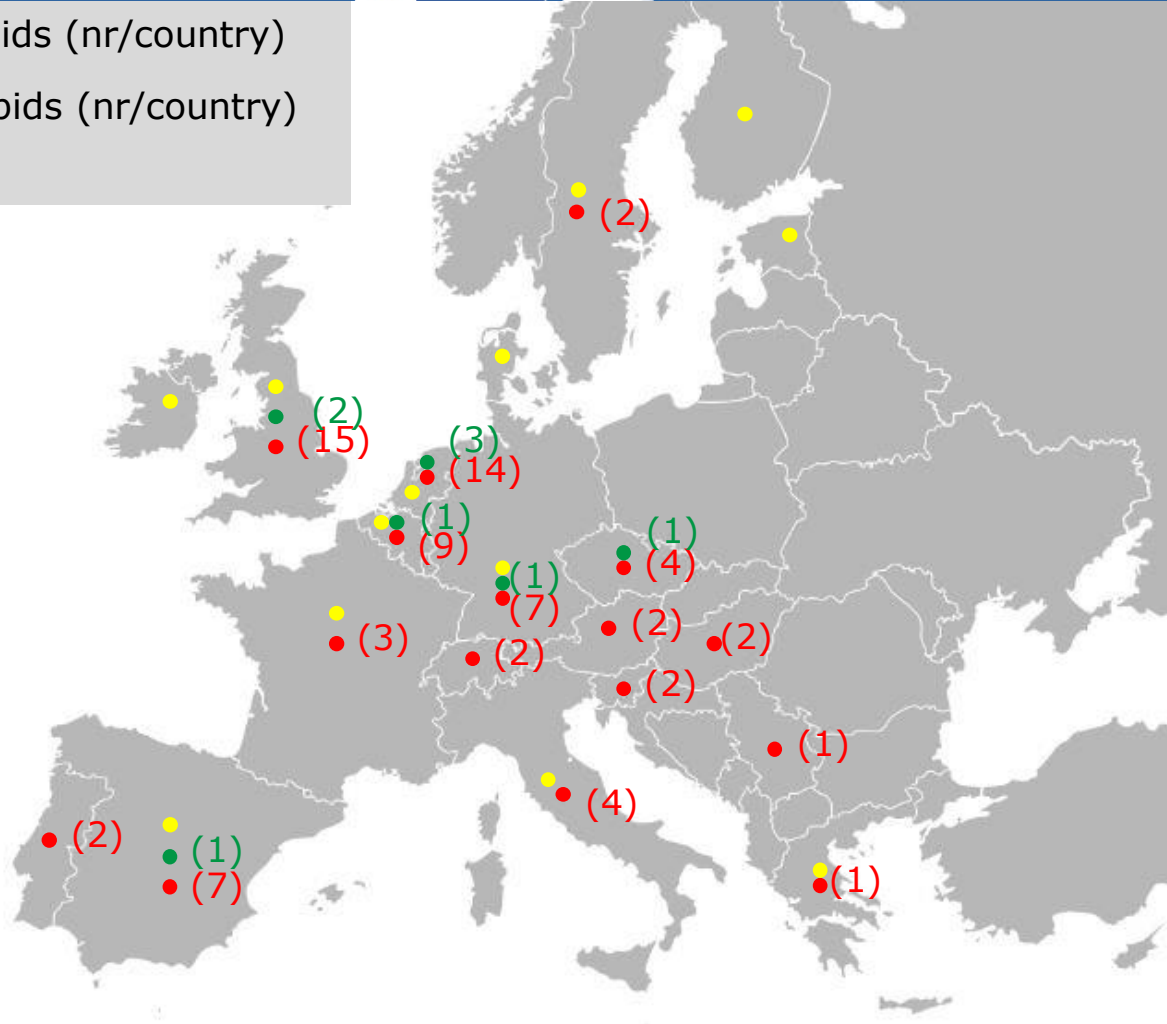
- **Opening route-to-market for SMEs**
 - 75,5% of contracts won by SMEs (SME lead bidder, bidding alone or with partners)
 - Compared to 29% in public procurements across Europe

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.
Can NCPs help promote upcoming PCP/PPI call for tenders more in their countries?
Overview on-going projects: <http://ec.europa.eu/digital-agenda/en/eu-funded-projects>

Data from impact study + new promotion/assistance initiative



- **PCP impact study (final report expected before summer)**
 - Compared the impacts of national PCPs across EU compared to other procurements
 - Concludes PCP is more effective in creating route-to-market for SMEs + stimulating new open standardised solutions + avoiding vendor lock-in
 - Findings consistent with results from first EU funded PCPs:
- **Increased EU promotion & assistance on PCP & PPI for 2016-17**

Consortium of experts appointed that will do promotion and provide training and local assistance to public procurers across the EU Member States:

 - Next 3 years, 12 info and training events on PCP & PPI in different EU countries: 3 major policy events + 9 smaller events with public procurers in different sectors.
 - Training based on a toolkit for policy makers, public procurers and legal staff. Procurers can also send questions to a helpdesk that posts replies to FAQs online.
 - Local assistance for public procurers that intend to start concrete PCP and PPIs for ICT based solutions (includes legal assistance in the start-up and implementation phase of a PCP or PPI). Target is to kick-start 6 new PCPs and 6 new PPIs.

More info: <https://ec.europa.eu/digital-agenda/en/news/training-promotion-and-local-implementation-assistance-pcp-and-ppi>.

New EU funded CSAs/Networks of procurers (FP7/CIP/H2020)

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



HEALTH AGEING

SAEPP (preparing PCP)

Ambulance ICT

C4BI (networking)

Cities on healthcare

PRO4VIP (preparing PCP)

ICT for Visually impaired

EPP-eHealth (preparing PCP/PPI)

Cities on e-health

INSPIRE (Training PCP, link with VC)

E-health procurers

TRANSPORT

P4ITS (Preparing PPI)

Intelligent Transport Systems

TRANSFORM (Networking)

City/Regional transport

ICT

PICSE (Preparing PCP/PPI)

Cloud computing research cloud

COMPLETE (Preparing PPI)

Photonics broadband

SUSTAINABILITY

WATER PIPP

Water procurers

EURECA (prep PPI)

Green data centers

GREENS (prep PPI)

Energy agencies – CO2

CEPPI 2 (prep PPI)

Cities – energy consumption

SPP regions (capacity building)

PPI – sustainability

InnProBio Forum (capacity building)

PPI – bio based products

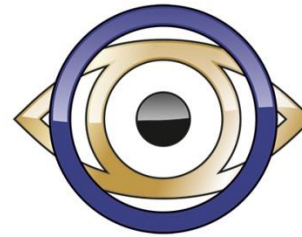
BRODISE

*Cities brown field
decontamination*

PPI4WASTE

*Authorities
Waste management*

Examples EU funded network of procurers eHealth domain



PRO4VIP
PROCUREMENT FOR VISUAL IMPAIRED PEOPLE

Project Timing: February 2015 (22 months)

Contact: pmo.aquas@gencat.cat

Project website: www.pro4vip.eu

PRO4VIP is a coordinating and networking project with partners: Agència de Qualitat i Avaluació Sanitàries de Catalunya - AQuAS (ES), Barcelona Macula Foundation research for vision - BMF (ES), UCLPartners (UK), Berufshilfe - BWF (DE), Rittmeyer regional institute for the deaf - RITT (IT), University Salerno - US (IT), Friuli Venezia Giulia region - FVG (IT), Trieste AREA (IT), European Blind Union - EBU (FR), ECRIN European Research Infrastructure Network (FR), ZENIT (DE)

Low vision is globally increasing as a result of the ageing world population. The PRO4VIP network brings together healthcare procurers that aim to develop a joint innovation procurement roadmap for novel cost-effective ICT-based assistive technologies for visually impaired people and clinical tools that help physicians with the early detection of such conditions.

Examples EU funded network of procurers eHealth domain



Project Timing: January 2015 (8 months)
Contact: dexter.montgomery@nhs.net
Website: www.smartambulanceproject.eu

SAEPP is a coordinating and networking project with partners: NHS Commercial Solutions (UK), Ambulance Today (UK), University Medical Center Groningen - UMCG (NL), Falck (DK), Region Zealand (DK), INEM (PT), South Karelia Central Hospital (FI), BITECIC (UK), South East Coast Ambulance Service (UK), Yorkshire Ambulance Service (UK), Royal College of Art (UK), University of Sheffield (UK), University of West England (UK), Fibico (ES), TECNALIA (ES), Saimaa university of applied sciences (FI), Lappeenranta university of technology (FI)

The SAEPP network of ambulance procurers and users is preparing the ground for a PCP to develop an ICT-equipped ambulance of the future that enables a shift from a vehicles that services as a means of urgent transport to an on-board mobile treatment space. The objective of the ambulance redesign is to enable pre-hospital care in order to avoid unnecessary hospital admissions and the associated patient distress and hospital costs.

Examples EU funded network of procurers eHealth domain



EPP eHealth

Project Timing: January 2015 (24 months)
Contact: a.duran@bravosolution.es
Project website: www.innovationinhospitals.com

EPP eHealth is a coordinating and networking project with partners: Bravosolution (ES), Region Zealand (DK), Servicio Andaluz de Salud - SAS (ES), Servicio Madrilenio de Salud - SERMAS (ES), University Hospital Krakow (PL), dane-ianalizy (PL), Optimat (UK)

The EPP eHealth consortium aims to transform the market for eHealth solutions through dialogue and innovation procurement. The project will make progress towards this aim by creating a network of procuring organisations that understand the opportunities that eHealth can offer. The project will create a critical mass of procurers that will proactively develop forward looking procurement plans to create a coherent demand for eHealth solutions.

Examples EU funded network of procurers eHealth domain



Project Timing: October 2014 (18 months)

Contact: bob.jones@cern.ch

Project website: www.picse.eu

PICSE is a coordinating and networking project with partners: CERN (CH), Cloud Security Alliance EMEA (UK), Trust-IT services (UK)

PICSE address the challenge of building a Trusted Cloud for the Science community. PICSE aims to identify opportunities and develop a roadmap for shared cross-border procurement to enable new ways of procuring cloud-based services, focussing initially on the procurement needs of public research organisations and libraries. PICSE aims to create a unique procurers platform to provide information and share best practices supporting the move from outright purchase ICT hardware to 'pay-per-usage' made possible by commercial cloud computing.

Examples EU funded network of procurers eHealth domain



Project Timing: January 2015 (36 months)

Contact: bartosz.belter@man.poznan.pl

Project website: www.photonics-complete.eu

COMPLETE is a coordinating and networking project with partners: Poznan computing and networking center PSNC (PL), Greek research and technology network GRNET (GR), Czech education and scientific network CESNET (CZ)

COMPLETE will create a common information platform and support National Research and Education Networks and other public entities in coordinating procurement procedures of novel optical network solutions, while synchronising Horizon 2020, national and Structural Funds financing sources. The aim is to improve the quality of decision making and optimize spending of public resources when purchasing broadband transport network equipment and related services.

Ongoing EU funded projects doing PCPs (FP7)

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



HEALTH AGEING

THALEA (PCP)

Tele-detection/care of ICU patients

SILVER (PCP)

Robotics ageing well

DECIPHER (PCP)

Services mobile health data

NYMPHA-MD (PCP)

Mental care for bipolar disorders

UNWIRED-HEALTH (PCP)

Mobile care for vaccination & heart failure

Human Brain project

PCP on supercomputing/brain modelling

TRANSPORT

CHARM (PCP)

Traffic Management

V-CON (PCP)

Virtual road infrastructure modelling

E-GOV

Cloud for Europe (PCP)

Cloud computing

PREFORMA (PCP)

Long term digital preservation

SUSTAINABILITY

ENIGMA (PCP)

City Lighting

PRACE 3IP (PCP)

High Performance Computing

EDUCATION

IMALE (PCP)

Personalised learning needs

SAFETY

SMART@FIRE (PCP)

Smart Textiles ICT for fire fighters

Ongoing EU funded projects doing PPIs (CIP)

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



HEALTH AGEING

HAPPI (PPI)

Healthy Ageing

STOP AND GO (PPI)

Telecare for elderly with multiple conditions

ECOQUIP & LCB-HEALTHCARE (PPI)

Low carbon healthcare

TRANSPORT

FIRED-UP (PPI)

Vehicles Fire Fighters

SYNCRO (PPI)

Smart roads communication

SUSTAINABILITY

PRO-LITE (PPI)

Cities/Metro Lighting

INNOBOOSTER (PPI)

Office Furniture & Lighting

PROBIS (PPI)

Sustainable construction

SPEA (PPI)

Sustainable buildings

INNOBUILD (PPI)

Sustainable buildings

INNOCAT (PPI)

Sustainable catering

PAPIRUS (PPI)

Sustainable construction



Session on Open Market Consultation



- Consult not only on the challenge, also on key contract conditions
 - IPRs, place of performance requirements, consortia/subcontracting rules...
 - Possibly 2 consultation rounds needed
- Promoting widely and well in advance
 - Innovation potential reduced by limited/local, last minute promotion in some cases
 - Active promotion via alternative channels (PIN is not real promotion instrument)
- Different possible forms of open market consultations
 - Real physical meetings still preferred (personal / trust building)
 - Fair interaction format (ability for companies to share info openly vs in confidence)
- Offering platform for companies to network
 - Publishing of attendance list companies + offering on-line networking platform for interested companies to leave a message to others/get in touch

Session on Preparation tender specifications



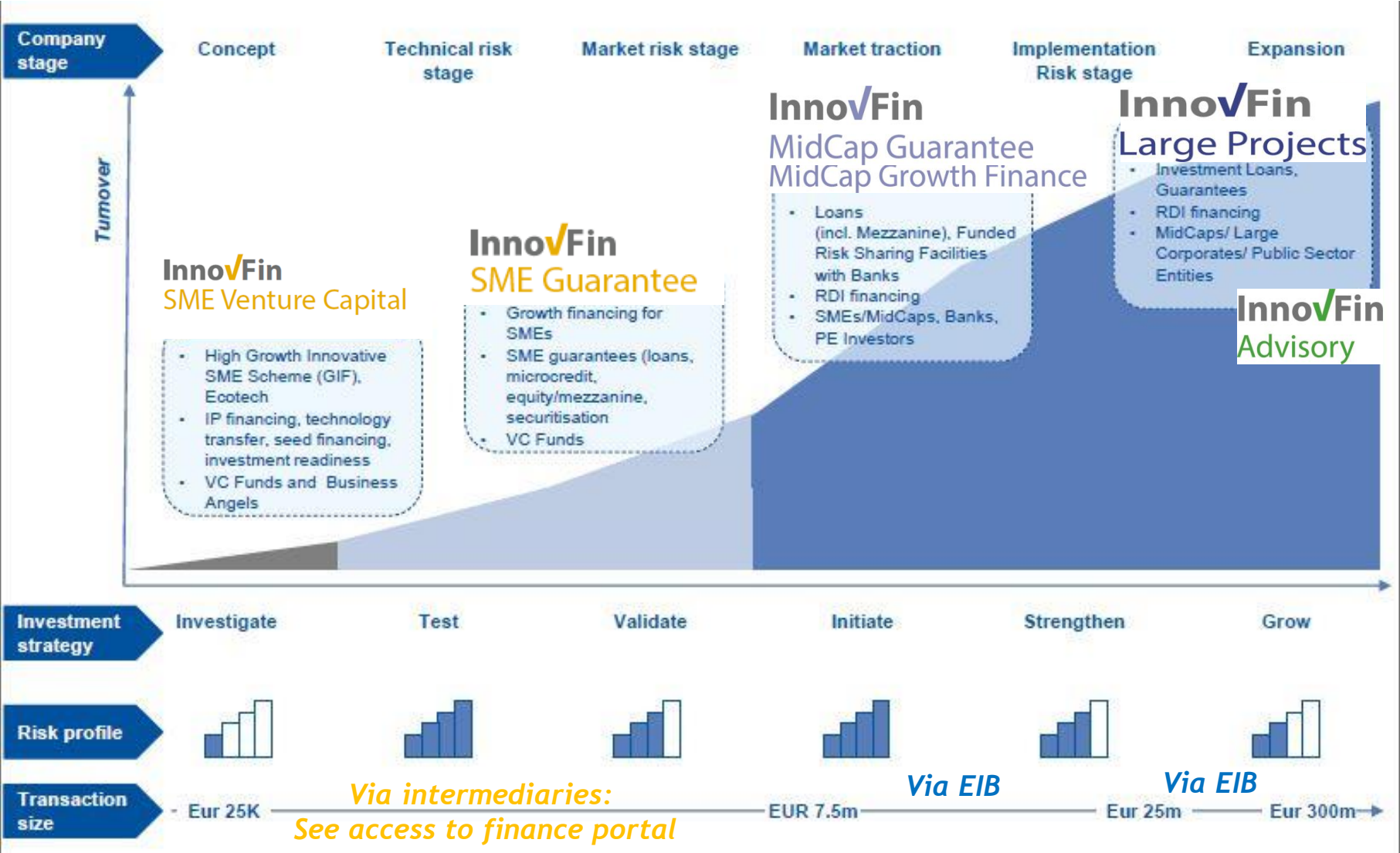
- **Project management**
 - Many projects are 'in delay' to produce tender spec deliverable for 1st review
 - Further delay (2nd review) if only half-ready tender specs are submitted
- **Final consistency check**
 - Different partners writing different parts of tender package -> ensure someone does a final consistency check before submitting deliverable to review
- **Challenge description**
 - Verifiable, objectively measurable functional/performance requirements -> formulation of targets and minimum requirements
- **Compliance with WP requirements on PCP implementation**
 - Don't forget Appendix 6!
- **Optimise resource usage and implementation flexibility**
 - Defining 'min' iso 'max' nr of vendors -> enables budget carry-over to nxt phase
 - Use of unit prices versus asking for binding full prices for all phases from start (latter: all phase 2/3 prototype and test setup requirements to be fixed from start)
 - Possibility to ask vendors to defend their bids orally -> possibility for procurers to ask questions, but not to change tender conditions (Transparency principle)
 - Power of the preferred partners clause

Session on

Link between PCP & other policy instruments

- Access to Finance
- Standardisation

EIB / EIF financing tools for companies



Contacts at the EIB/EIF



InnovFin SME Guarantee

Innovfin_SMEG@eif.org

Vincent van Steensel
**Guarantees, Securitisation &
Microfinance**
Phone: (+352) 2485 81351
Email: v.vansteensel@eif.org

InnovFin MidCap Guarantee

innovfin@eib.org

Olivier Edelman
**New Products and Special
Transactions**
Phone: (+352) 4379 88226
Email: o.edelman@eib.org

InnovFin Large Projects

innovfin@eib.org

InnovFin Advisory

innovfinadvisory@eib.org

Shiva Dustdar
RDI Advisory
Phone: (+352) 4379 87316
Email: s.dustdar@eib.org

InnovFin MidCap Growth Finance

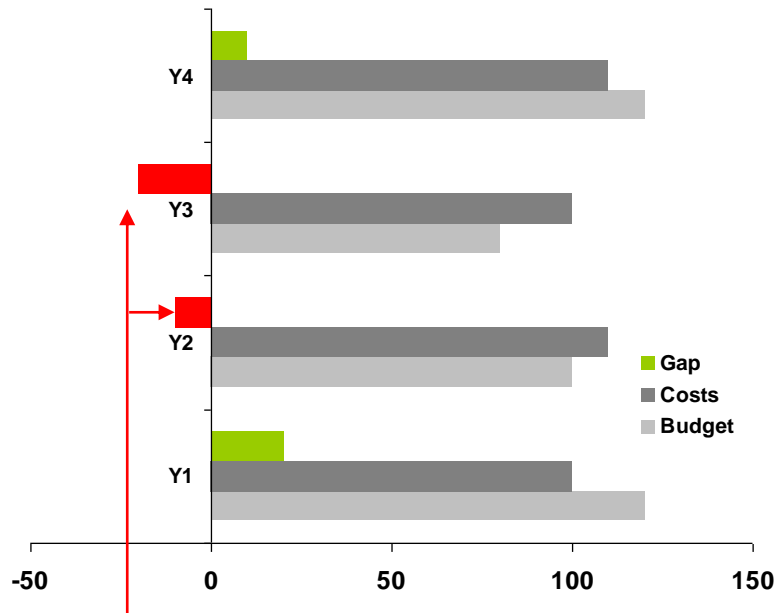
innovfinMGF@eib.org

Hristo Stoykov
New Products and Special Transactions
Phone: (+352) 4379 87005
Email: h.stoykov@eib.org

EIB loans for procurers



Annual Budget vs. Actual Costs



Peak Requirements/ Budget Programme

**Successor of the FP7
RSFF (Risk Sharing Finance Facility)**

Public Sector Tranche:
***Facility to finance peak & bridge
financing requirements faced
by committed partner countries***

- ❖ ***The repayment of the public sector tranche is made through budgetary commitments of partner countries over the long term (5-30 yrs)***
 - ❖ ***Key Advantages:***
 - ❖ ***Meet peak & bridge financing requirements***
 - ❖ ***Provide contingency cover for cost overruns***

For large projects (min loan amount €7,5M)
Example: Italy's national €170M PCP/PPI programme



- **EU access to finance portal (below 7,5Mio EURO)**
 - Lists per EU country the investors (VCs, banks etc) that signed agreements with EIB/EIF to provide access to finance support for below 7,5M€ transaction sizes
 - This includes both the access to finance support to *innovative companies* (equity, guarantees/loans etc) across the different stages of the typical company growth cycle + the support to *public procurers* (below 7,5M loans) for PCPs/PPIs.

<http://europa.eu/youreurope/business/funding-grants/access-to-finance/>
- **EIB (for above 7,5 Mio EURO transactions)**
 - Contact at EIB for access to finance support to public procurers for PCP-PPI:
Olivier De Bande: debandeo@eib.org
- **Jaspers (for above 50Mio EURO Structural Funds projects)**
 - Provides assistance on planning/preparing large (above 50M€) Structural Funds co-financed projects and the use of EIB/banking support to execute them

http://ec.europa.eu/regional_policy/index.cfm/en/funding/special-support-instruments/jaspers/

Session on Transition between phases Transition from PCP to PPI

EC lessons learnt: transition between phases



- Concretize approaches for phase 2 & 3 testing asap
 - Ethical reviews, certification needed? Test equipment, persons identified/booked?
- Monitoring progress during a phase
 - Foresee enough resources for monitoring progress of suppliers during each phase (assign a supervisor/supplier, moments for intermediary dialogues and/or visits)
- Satisfactory / successful completion of a phase
 - Objective criteria (test methodology) for this: Only vendors that unsuccessfully complete a previous phase can be excluded from making a bid for the next phases.
 - Only documents expected at end of phase, or also other types of deliverables? Protection via ESCROW (also for those that don't proceed to next phase)
- Bid for next phase as part of end of phase or not
 - There is value in giving vendors time to improve their offer for the next phase based on procurers' feedback on their efforts in the previous phase.
 - Packaging bid for next phase in end of phase report previous phase reduces effectively the time for vendors to work on the previous phase -> not advisable if no regular vendor monitoring + no procurers feedback on vendors efforts in previous phase well before asking end of phase report/bid next phase

EC lessons learnt: transition to PPI



- **Start preparing for PPI during PCP**
 - Possible to already send out PIN announcing planned time frame for PPI, new open market consultation for PPI.
 - Build contacts with other procurers during PCP to enlarge buyers group for PPI (preferred partner clause in PCP tender docs)
 - Keep track of lessons learnt during PCP for PPI (on how to define the functional specifications for the PPI, how to set carefully the selection criteria for PPI)
 - Prepare publication of the end-results of the PCP before launching the PPI
- **Many on-going PCP projects finish in 2016-17 timeframe**
 - Who is already preparing their PPI?

Session on IPRs



- IPR division to be published up front in tender docs
 - No (re)negotiation on procurers IPR requirements possible after publication tender docs (Transparency Principle EU Treaty: see new 2014 State aid rules on R&D&I)
- Background IPRs
 - Are not part of project results. EC does not require procurers to put any claims on those. Some projects put too high claims on those themselves (result: no offers from most advanced companies with serious background IPRs).
 - Reasonable: free usage rights on limited background info included in docs produced during contract, usage of actual background rights at market conditions, no third party licensing nor call back rights on background rights
- Time period call back clause
 - Reasonable time frame (e.g. US contracts): 5 years as this is radical clause. Licensing rights enable procurers to get IPRs exploited before that time frame.
- Be reasonable with additional IPR /data access / confidentiality / publication rights requirements