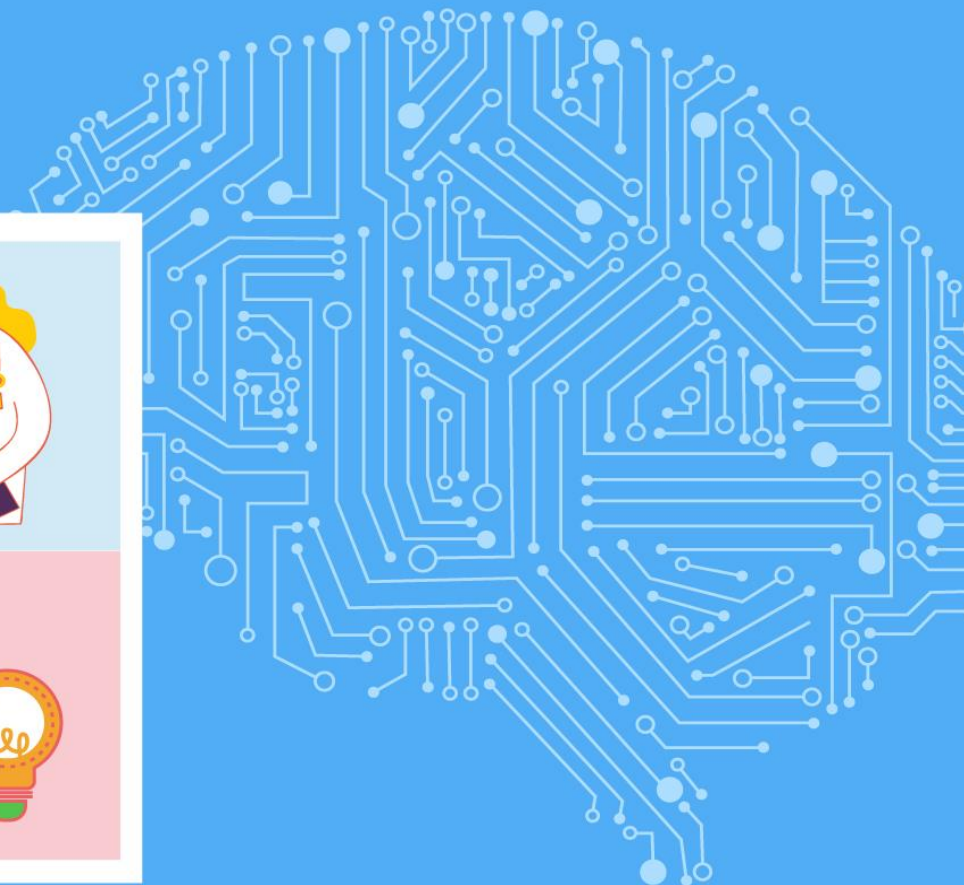
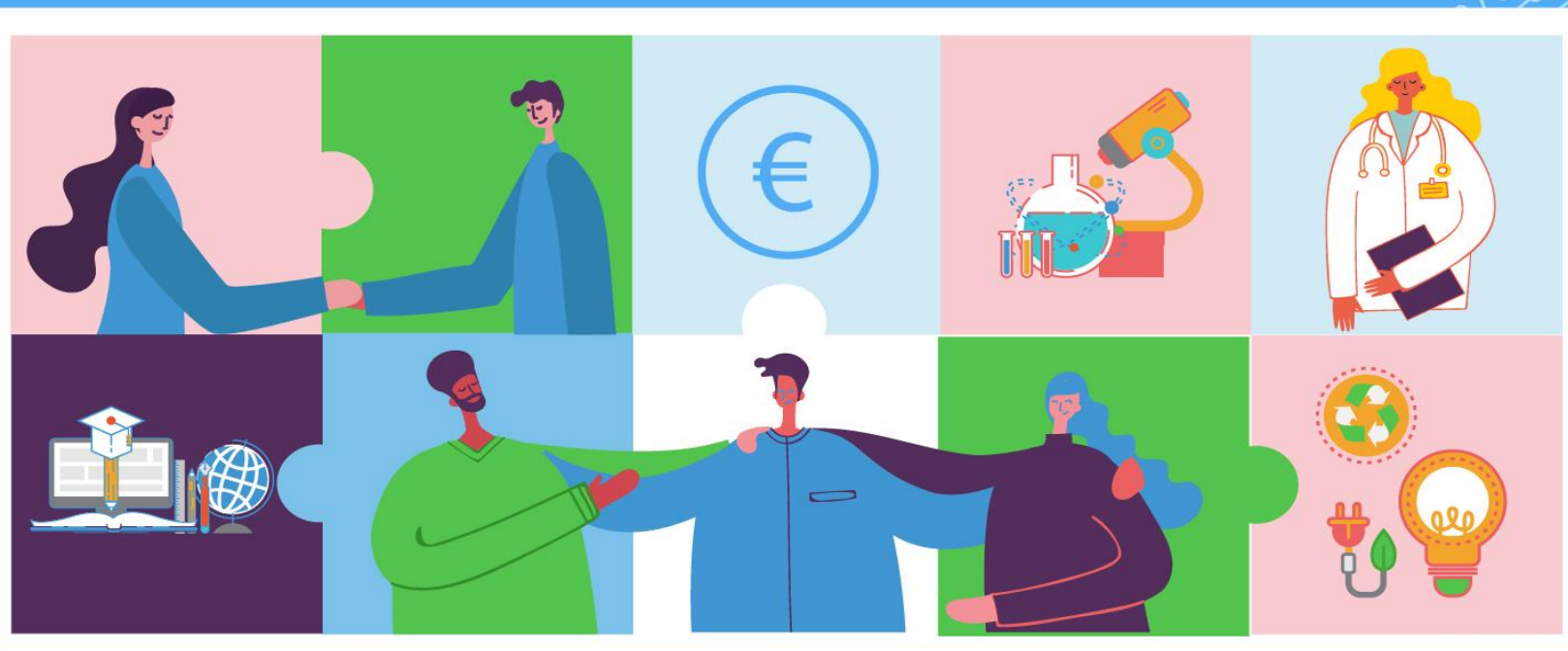


# Think *innovative!*

Unlock the potential of the **Innovation Partnership**  
to boost economic recovery

13 October 2020



# Before we begin.....Housekeeping rules

- The session is available through webstreaming only. Please note that there is a slight delay of 45 seconds for the latter

- To submit questions or comments, please use

**slido.com**  
**#WIP**

When writing your question, please write '@the name to whom you address your question + the question' (e.g. @Paul + What is Innovation Partnership?).

**We will read your questions and invite the corresponding speaker to answer**

- Time flies fast, therefore we will be rigorous on timekeeping
- All questions that remain unanswered during the sessions will be collected and answered afterwards through the LinkedIn Group "Agents of Innovation Procurement" <https://www.linkedin.com/groups/12467827/>

# Today's speakers

# HOSTED BY



**Ivo LOCATELLI,**  
*Senior Expert, DG GROW (Innovative  
and Digital Procurement unit)  
European Commission*

# INTRODUCTION



**David BLANCHARD,**  
*Acting Head of Unit, DG GROW  
(Innovative and Digital Procurement  
unit)*

# SPEAKERS



**Charlotte Sandberg**  
*Special Advisor at Danish Business Authority  
Denmark*



**Martin Bunček**  
*Director at Technology Agency of the Czech  
Republic*



**Helle Holtsø**  
*Special Advisor at Danish Business Authority  
Denmark*



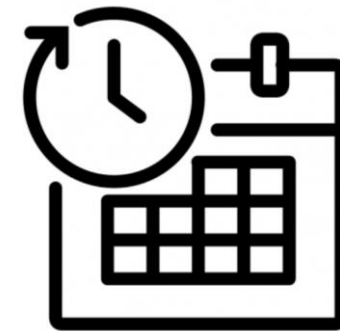
**Matthias Plattner**  
*Prokurist / Head of Property and Facility Management  
bei BIG  
Austria*

# Poll

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# Cycle of webinars on the Innovation Partnership



# Save The Dates !

**1 December 2020**

***“Laying down the foundations of an innovation Partnership”*** (market research & consultation, designing documents, project management)

**1 February 2021**

***“From the negotiation to the execution of the innovation Partnership”*** (How to negotiate the key elements of the partnership? Managing the supplier during the execution of the partnership)

**A closing podcast:** "What Next?" - Interview with an entrepreneur

# Key findings of the survey on the Innovation Partnership



# 1. The data analysis

# Highlights 2016-2019

- 96 confirmed Innovation Partnerships (IP), and 83 contracts awarded
- IP take up increases **significantly** over time
- IP **boosts SMEs** participation

# Highlights 2016-2019

- **Wide range of needs, sectors (Green, Social, etc)**
- **and buyers** (national, regional...)
- Also **"small" contracts** (20% < EU thresholds)

# Highlights 2016-2019

- Buyers look for best supplier on the market: high number of **cross-border** contracts
- Projects rarely **funded by the EU**
- BREXIT's impact: UK represented **13% of awarded contracts**
- Data quality – a serious issue...

# Innovation Partnerships are for SME!



- SMEs took part in **51** winning bids (also in consortia)
- That is **61%** of all contracts awarded using an IP
- **2/3** of the value of all IP contracts is awarded to SMEs

# 2. Best practices

# 1. Take the time to conduct a market consultation

- The public buyers carried out all kinds of consultations: **launch of call for expressions of interest, visit of dedicated business fairs, bilateral meetings with suppliers or workshops to present the project..**
- It allowed them to:
  - ✓ to determine that nothing on the market exists and so the process can be used;
  - ✓ to know the state of the art of the market
  - ✓ to make their projects known and attract the best partners
  - ✓ to prepare the market for a new type of procurement



***“Look beyond your borders !”***

## 2. Developing a project management culture

The public buyers have

- formed a project team and identified a person in charge who will be the contact person for the partners
- set up an internal “go/no go” decision-making process involving decision-makers (and sometime end users)
- planned each stage of the project, identified the key elements (technology, IPR, data management) to prepare the negotiations



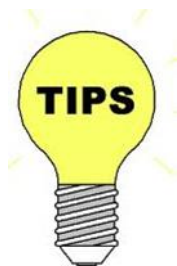
**“Know what supports are available within your organization !”**



# 3. Negotiate to establish a partnership

In the identified practices, the public buyers:

- prepared this exchange with the candidates by defining in advance the scope of the negotiation
- negotiations duration and form were variable and mainly related to the project.
- organised the exchanges to bring the expectations of public buyers closer to the expectations of potential partners and to ensure that they are aligned with the same objectives



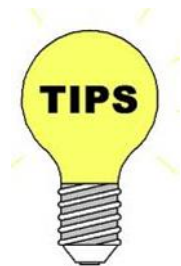
**“Building trust between stakeholders”**

# 4. Monitor closely the implementation of the partnership

One of the public buyers told us :

*“The procedure does not end with the award of the innovation partnership!”*  
(In particular when you have several partners)

- The public buyers have put in place processes to ensure smooth communication between the teams (e.g. some have been inspired by agile methods and iteration systems have been put in place)



**“Define internal milestone !”**

# 3. The supplier point of view

# The voice of SME CEOs

- IP procedure as such does not present difficulties for companies (mostly SMEs with less than 10 employees)
- The negotiations were very useful, and not always very easy: **It is indeed a question of establishing a partnership!**
- Responding to such a project and developing a new solution **brought new knowledge to the companies. There is real value in working with public players**

# Overview of the three Innovation Partnership projects

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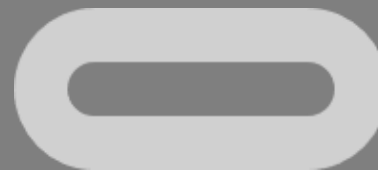
# INNOVATION PARTNERSHIP IN THE TECHNOLOGY AGENCY OF THE CZECH REPUBLIC

---

1st EU webinar on Innovation Partnership

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EC - DG GROW - Unit G4  
13. october 2020



# ABOUT TA CR

- prepare and manage state funding programmes stimulating the interconnection of applied research organisations with innovative activities in business and in the state administration
- administrator of a budget chapter
- develop new tools to support closer collaboration between academia, the business sector and the state administration





# Support of public procurement in applied research and innovations for the needs of the state administration

- Support of applied research and innovations responding to the needs of 21 institutions of the state administration and ensuring that their research needs are addressed
- Implementation period eight years **(2017 – 2024)**
- **Selected by procurement procedures and supported by grants**
- Programme budget planned: EUR 62,7 mil. (CZK 1.695 mil.)

# LEGISLATION

## § **The ACT No. 130/2002 on the Support of Research and Development from Public Funds section 2 f)**

- for the needs of grantor or administrative authority
- public service contract in applied research/innovation
- is awarded to the recipient within the applied research/innovation programme
- following procedure in accordance with the Act on Public Procurement

## § **The ACT No. 134/2016 on Public Procurement**

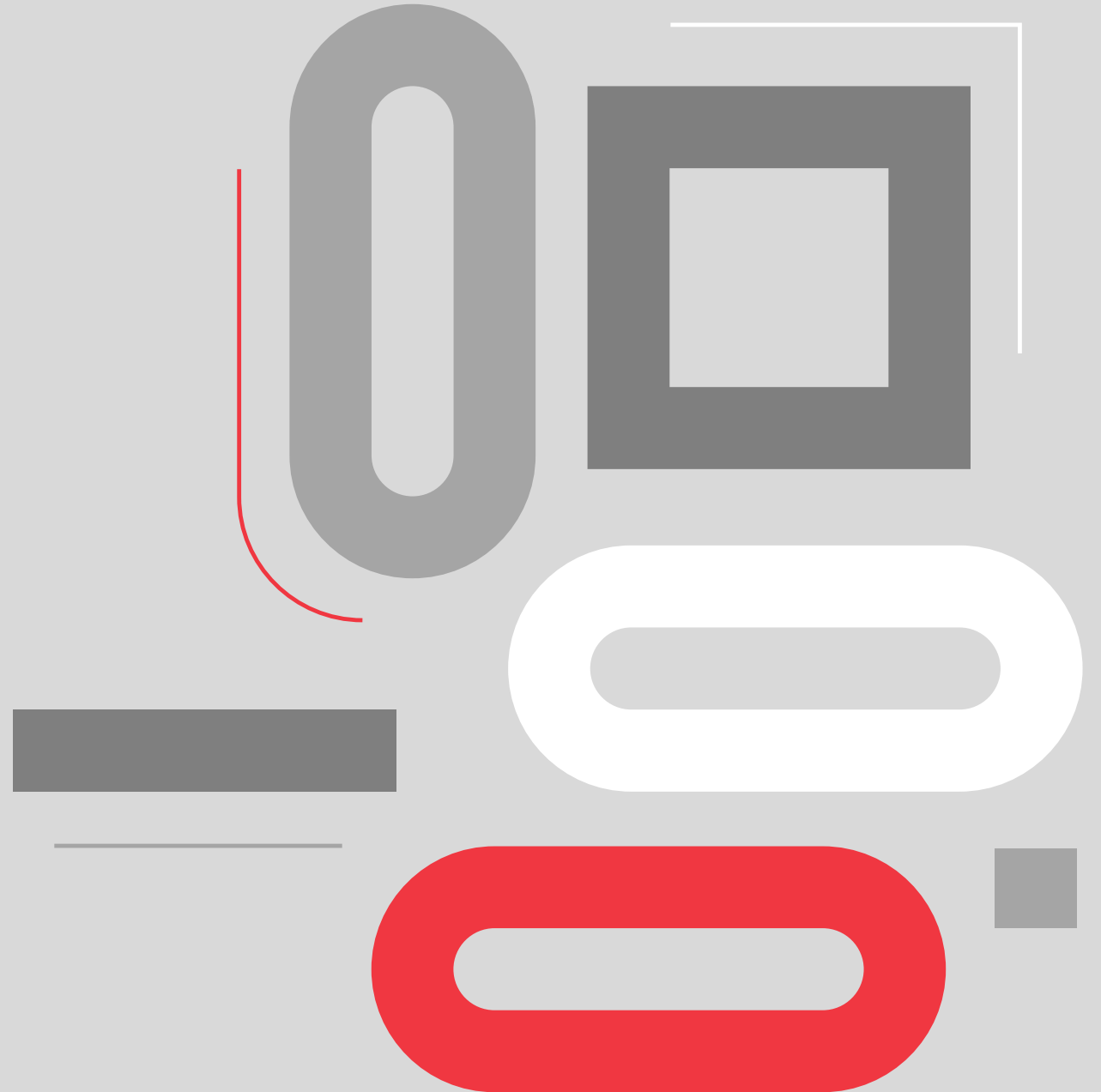


## Types of public tenders applied in BETA 2 Programme

Types of Public Tenders	Number
<b>Competitive dialogue</b>	<b>59</b>
<b>Innovation partnership</b>	<b>4 (in progress)</b>
Open procedure	9
Small- scale public contract	10
Small- scale public contract negotiated	13
Direct award	7
Framework agreement (mini tenders)	9 (56)
<b>TOTAL</b>	<b>111 (56)</b>
Total types of proceedings (68%)	76

# INNOVATION PARTNERSHIP

EXAMPLE  
OF GOOD PRACTICE



# SYSTEM FOR PROCESSING, ANALYSIS AND EVALUATION OF STATISTICAL DATA FOR ENERGY REGULATORY OFFICE



## Project goal

Create a comprehensive and user friendly information system for regulation including:

- data repository,
- analytical module,
- integrated system for statistical data processing and evaluation,
- communication module,
- knowledge module,
- process module.

# THE COURSE OF INNOVATION PARTNERSHIP I



## Preparatory phase

10 months (August 2018 - May 2019)

- Problem specification - communication with a state administration body
- Decision on the type of procurement procedure
- Drafting of Terms of Reference
- Public procurement notice May 21st, 2019

# THE COURSE OF INNOVATION PARTNERSHIP II



## First phase

8 months (June 2019 - January 2020)

- Selection of parties to the proceedings 3 participants
- Negotiations with parties over the TOR 3 negotiations
- Evaluation of submitted proposals 3 proposals
- Selection of suppliers of solution proposals suppliers 2 (one withdrew from the competition)

○ **Assignment:** to create an innovative proposal of IS architecture and design

○ Maximum financial allocation for 1 participant EUR 11 540 (CZK 300 000)

○ Implementation time - processing of proposals 3 months

# THE COURSE OF INNOVATION PARTNERSHIP III



## Second phase

four months (January 2020 - April 2020)

- Evaluation of submitted proposals 2 proposals - 2 participants
  - Negotiations over the proposals 4 negotiations
  - Closure of negotiations and submission of final proposals
  - Selection of a supplier
- Maximum financial allocation for a project EUR 153 850 (CZK 4 000 000)
  - Contract concluded on the amount of EUR 150 000 (CZK 3 898 000)

## Project implementation (service delivery) 24 months (May 2020 to April 2020)

- **Assignment:** Delivery of a pilot-tested functional IS ready for implementation



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agentura  
České republiky

[www.tacr.cz](http://www.tacr.cz)

**Martin Bunček**

**[martin.bunceck@tacr.cz](mailto:martin.bunceck@tacr.cz)**

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# INNOVATION PARTNERSHIP

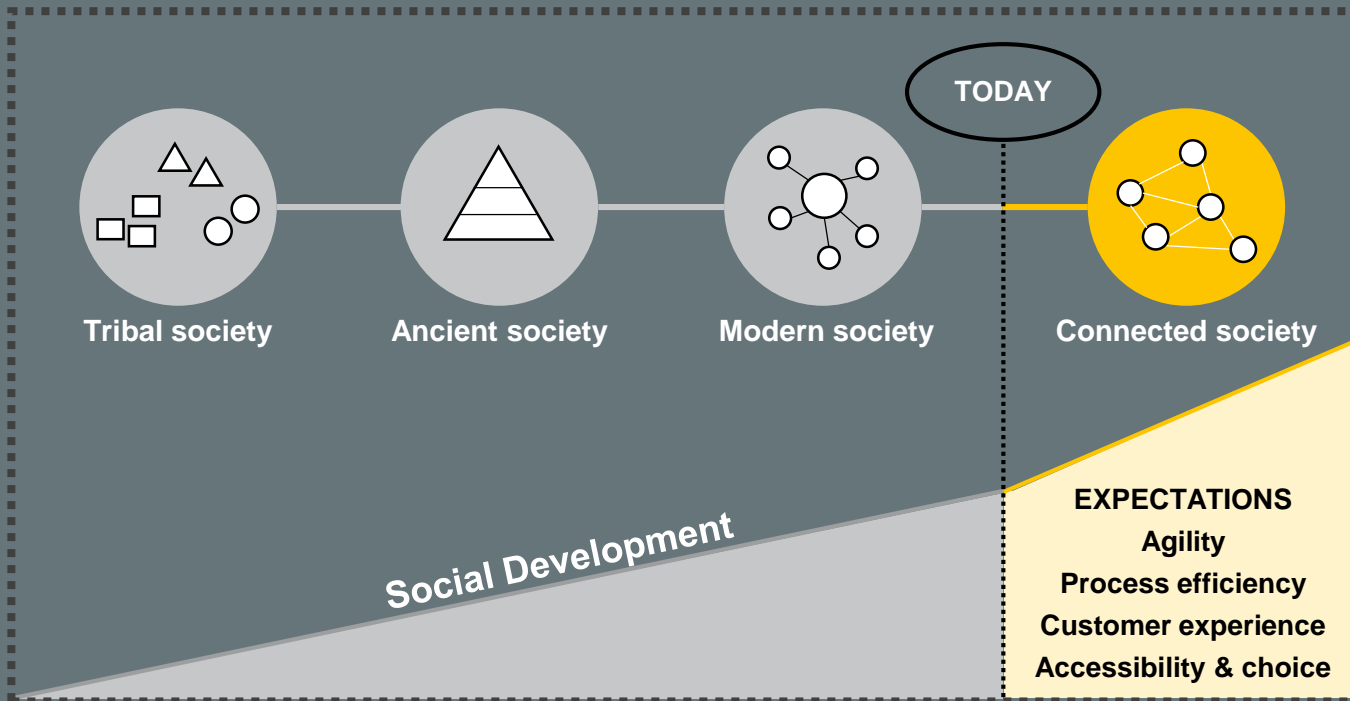
THINK INNOVATIVE! UNLOCK THE POTENTIAL OF  
THE INNOVATION PARTNERSHIP TO ECONOMIC RECOVERY





# WHAT WE WERE LOOKING FOR?

## SOCIAL DEVELOPMENT AND EXPECTATIONS



## OUR APPROACH



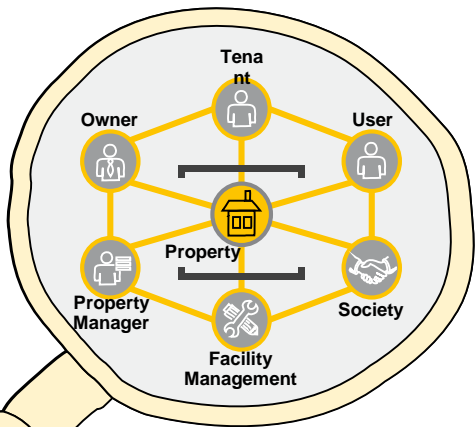
*Addressing the social development and finding new solutions for our stakeholders – through a user friendly software-solution or application*



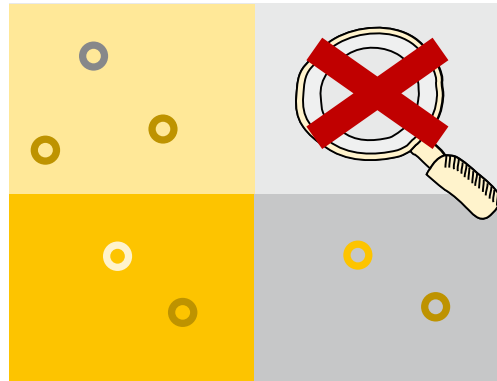
# INNOVATION PARTNERSHIP

## WHY?

### 1. MARKET RESEARCH



### 2. RESULT



although there is a **need on the market** for the public real estate sector  
→ **no comprehensive solution available on the market**

### 3. PROCUREMENT PROCESS



### 4. DECISION

#### INNOVATION PARTNERSHIP

- Development of a solution (product) without the obligation of an acquisition
- Possibility to choose multiple partners ("multiple sourcing")
- Avoiding a long procurement process



# INNOVATION PARTNERSHIP

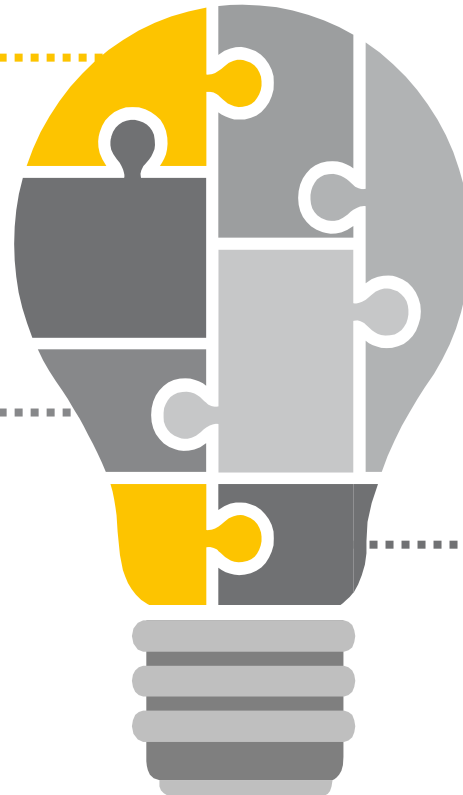
## GOALS

### DIGITALIZATION

Creation of a digital platform as preparation for the ongoing development in the field of digitization and IOT and creating a network of our stakeholders and buildings with value for all of them

### STRATEGIC PARTNERSHIPS

Establish strategic partnerships to drive innovation in the public real estate sector forward



### PROGRESS

Creating a link to the digitization progress of the buildings

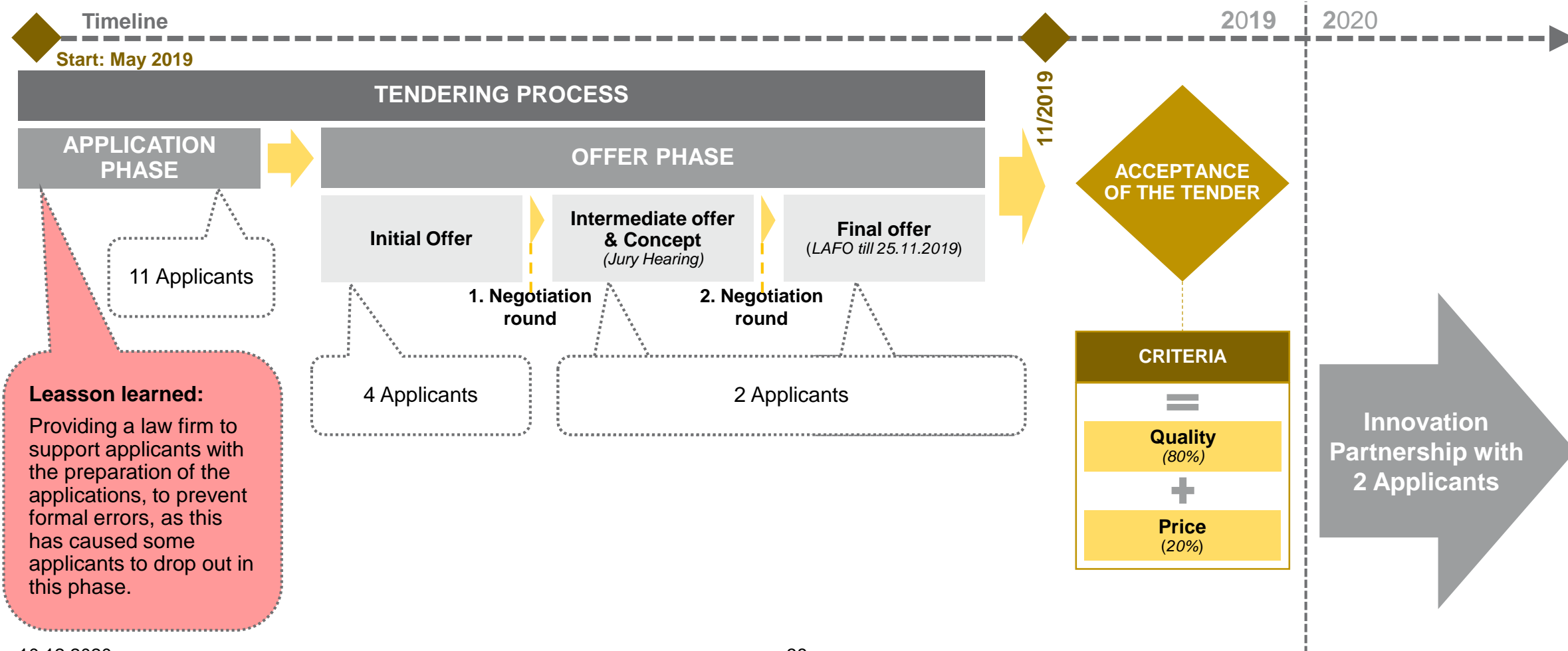
### START-UPS

Addressing start-ups and young companies to develop and establish innovative solutions and thus also promote internal innovation processes



# INNOVATION PARTNERSHIP

## TENDERING PROCESS & ACCEPTANCE OF THE TENDER

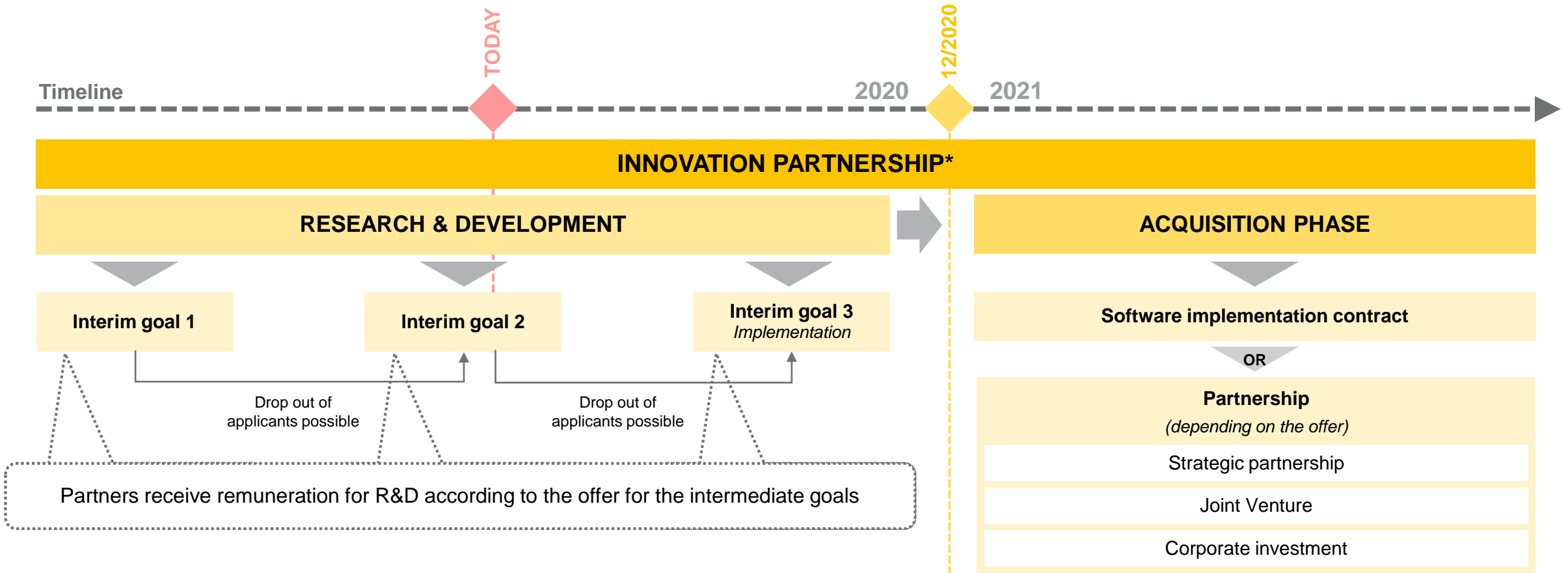


**Lesson learned:**  
Providing a law firm to support applicants with the preparation of the applications, to prevent formal errors, as this has caused some applicants to drop out in this phase.

[ ]

# INNOVATION PARTNERSHIP

## RESEARCH & DEVELOPMENT AND ACQUISITION PHASE



\* **PROCURA+ AWARD Winner** in „Outstanding innovation procurement in ICT“

Recognising the outstanding application of Procurement of Innovation and Pre-commercial procurement of ICT.



# Danish Business Authority / DBA:

## Learnings from an early Innovation partnership

13<sup>th</sup> October 2020

Helle Holtsø  
Charlotte Sandberg



# Agenda

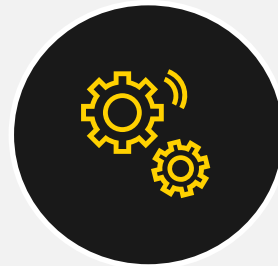
<b>1</b>	<b>Role of the Danish Business Authority</b>
<b>2</b>	<b>Dialogue: Public side and market</b>
<b>3</b>	<b>Step by step test of Innovation partnership model in Denmark</b>
<b>4</b>	<b>Two innovative solutions for prevention of dehydration</b>

# Role of the Danish Business Authority

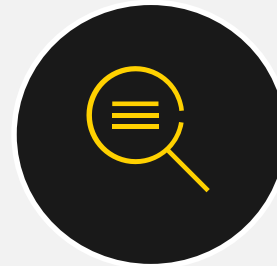
- we initiate, facilitate and finance the proces to push the agenda



Volume – public sector is primary procurer in many areas



Stimulate innovation



Explore and test new solutions and ideas



Support public sector innovation, growth and jobs – create new markets

# Dialogue: Public side and market

## Dialogue: Municipalities

Analysis of potential and needs

→ Selected problem:  
Dehydration of elderly

### Activities:

- Analysis of potential in 3 areas: Business case
- 2 workshops:
  - Dehydration selected as focus
- Further qualification of needs, mapping of workproces/eldercare and innovation scope

## Market dialogue

What are the technologies available today? And the possibilities?

Knowledge sharing and co-creation

### Activities:

- Open information meeting
- 2 workshops:
  - Knowledgesharing, co-creation, network
- Qualification of ideas, innovation criteria and adjusting problem definition

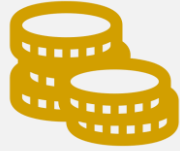
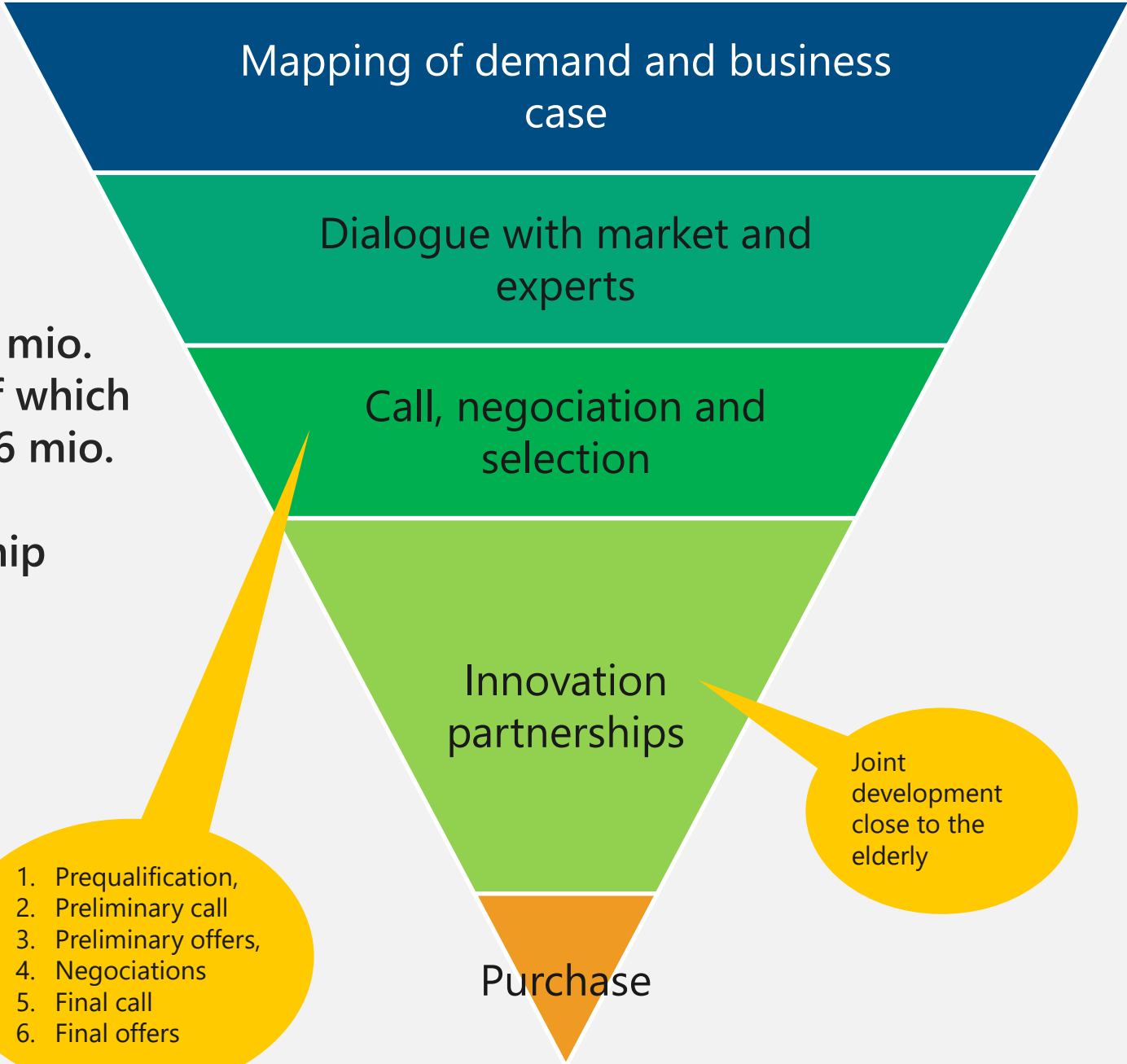
## Call for tenders

Qualification of final problem definition for call

### Problem definition:

*How can we reduce hospitalization and/or the municipal costs for care caused by dehydration among elderly 65+?*





Appr. € 2 mio. totally, of which appr. €1.6 mio. into the partnership contracts

- 1. Prequalification,
- 2. Preliminary call
- 3. Preliminary offers,
- 4. Negotiations
- 5. Final call
- 6. Final offers

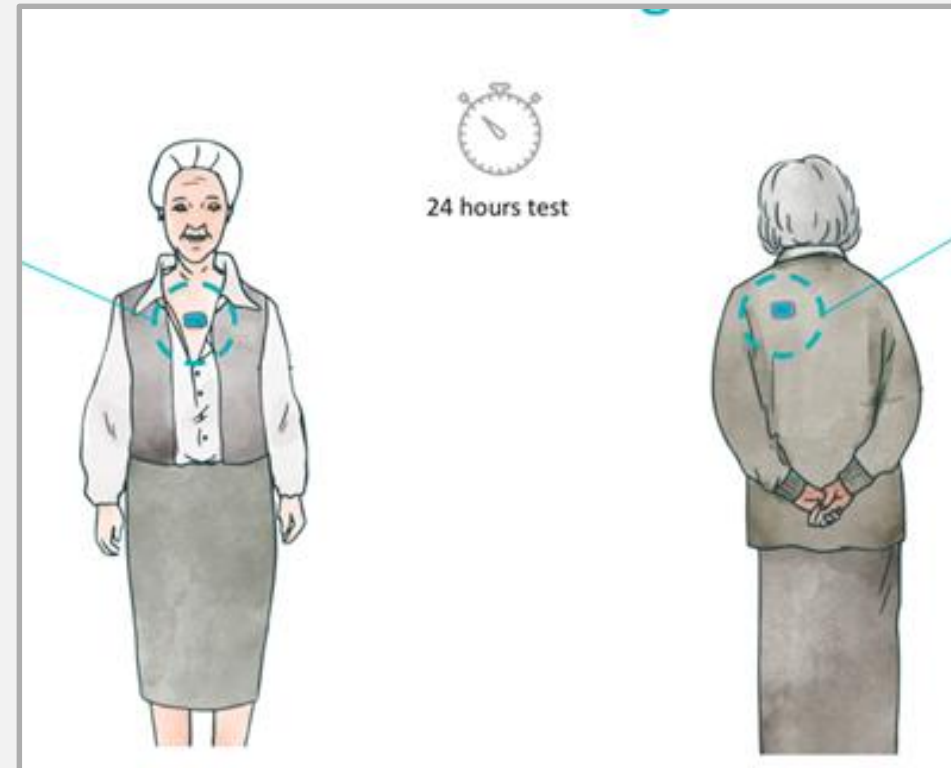
Joint development close to the elderly

# Two partnerships, two innovative solutions

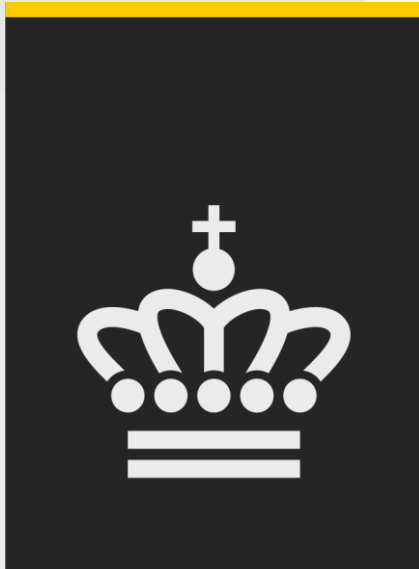
**A intelligent cup/glass**  
connected to individual device +  
PC at health care centre.  
520.000€



**Medical sensor patch**  
connected to individual portable  
device + PC at health care centre  
1 mio.€



# Thank you...



**Charlotte Sandberg**

Chasan@erst.dk

**Helle Holtsø**

Helhol@erst.dk

# Exchanges with speakers on the key steps for a successful Innovation Partnership

Join at  
[slido.com](https://slido.com)  
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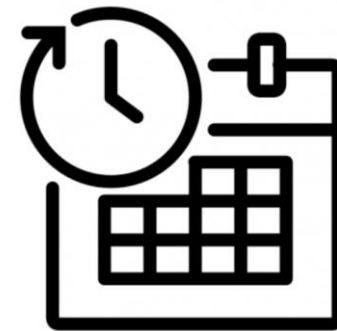


# One word on the webinar

Join at  
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# Save The Dates !

## 1 December 2020

***“Laying down the foundations of an innovation Partnership”*** (market research & consultation, designing documents, project management),

## 1 February 2021

***“From the negotiation to the execution of the innovation Partnership”*** (How to negotiate the key elements of the partnership? Managing the supplier during the execution of the partnership)

**A closing podcast:** "What Next?" - Interview with an entrepreneur

# Keep in touch



[https://ec.europa.eu/growth/single-market/public-procurement/innovative\\_en](https://ec.europa.eu/growth/single-market/public-procurement/innovative_en)



Group "Agents of Innovation Procurement"  
<https://www.linkedin.com/groups/12467827/>



[GROW-Innovation-Procurement@ec.europa.eu](mailto:GROW-Innovation-Procurement@ec.europa.eu)

# Thank you



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