

innoPROCUR

Improving support services
to foster SMEs' participation to PCP and PPI



Co-funded by the Horizon 2020 programme
of the European Union

Presentation & Overview of activities of the innoPROCUR project

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InnoMedia Final Conference & UpGradeSME – Staff Exchange

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Agenda

- Friuli Innovazione - Research and Technology Transfer Centre
- The innoPROCUR project



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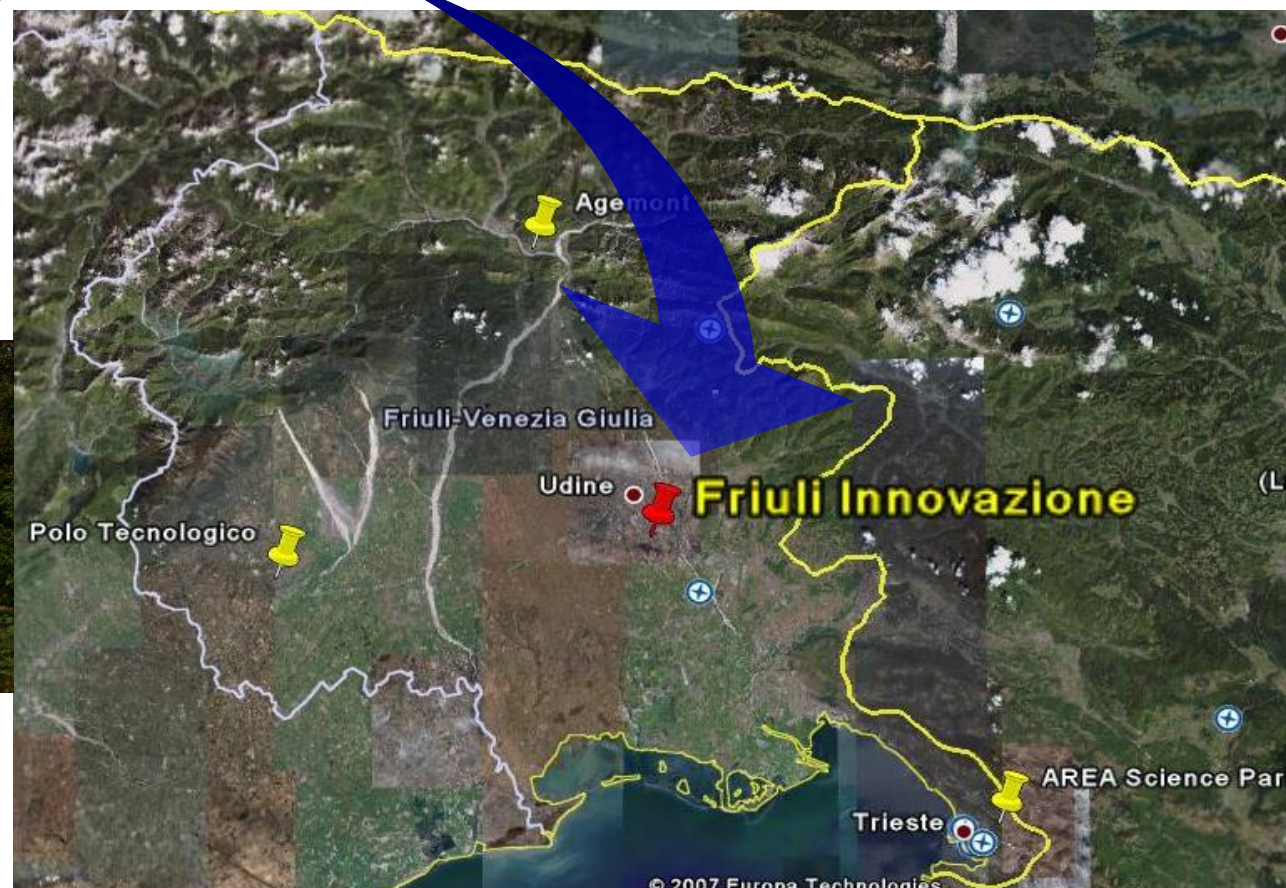
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Centro di Ricerca e di Trasferimento Tecnologico



Science and Technology
Park
Luigi Danieli
Udine



• www.friulinnovazione.it



Friuli-Venezia Giulia Autonomous Region



Surface	7845 km ²	2,6% (I)
People	1 221 860	2,0 % (I)
Density	155,75 ab./km ²	
Provinces	4	
Municipalities	218	

3 Universities
4 Science and Technology Parks
4 Certified Business Incubators
 Numerous public and private research institutes

The Science and Technology Park of Udine

3 new buildings
6.400 mq offices and laboratories
over a total area of **80.000**

Currently there are **40**
among companies, labs,
research centers in the STP -
200 employees





University of Udine
Area Science Park
ITI A. Malignani Udine
IRES FVG Udine

Chamber of Commerce Udine
Industrial Association Udine
Industrial Association Pordenone

Industrial are Friuli centrale
Municipality of Udine
Province of Udine
Municipality of Tavagnacco

Fondazione CRUP
Mediocredito FVG

Friuli Innovazione at a glance

Activities



Main Sectors	Laboratories
<ul style="list-style-type: none"> • Biotechnologies • Metallurgy, Surface Technologies and Advanced Materials • Extended ICT • Energy and Environment 	<ul style="list-style-type: none"> • Laboratory of Advanced Materials • Applied Genomics Institute



The **overall objective** of the project is to collaboratively address a common innovation support challenge:

to **facilitate and foster the participation of innovative SMEs in PCP** - Pre Commercial Procurement **and PPI** - Public Procurement of Innovation.

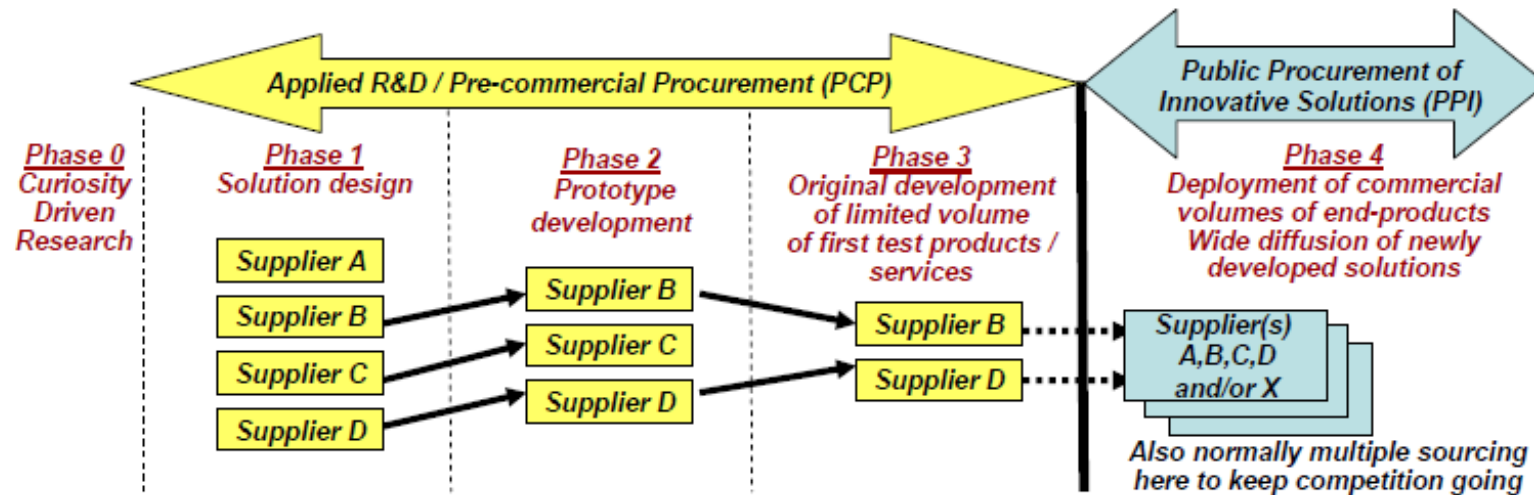
Context:

- **public procurement** accounts for some €2.400 billion/year in Europe - **nearly 20% of GDP**;
- public procurement of innovation solutions can create **huge opportunities for SMEs**;
- the Innobarometer surveys and other studies show the **difficulties for innovative SMEs to get access** to public procurement contracts.

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



Objectives:

- Price/quality products that better fit public sector needs
- Earlier customer feedback for companies developing solutions
- Better take-up/Wider commercialisation of R&D results



• The history of the innoPROCUR project

- April 2016: Friuli Innovazione and other regional stakeholders organized a workshop about Horizon 2020's 2016-2017 Work Programme, with a specific focus on PCP/PPI
- FVG Region expressed their interest for the PCP/PPI topic for regional implementation
- Project application to the Horizon 2020's topic INNOSUP-05-2016-2017 Peer learning of innovation agencies
- October 2016: submission of the innoPROCUR project proposal
- January 2017: communication on positive innoPROCUR evaluation by EC > score: 14,50/15,00
- 1° April 2017: innoPROCUR started >> conclusion: 31st March 2018



Project partners

- Friuli Innovazione Research and Technology Transfer Centre
Italy (coordinator)
- PIANOo - Dutch Public Procurement Expertise Centre
The Netherlands
- LARR - Lodz Regional Development Agency
Poland





Intermediary organizations and innovation agencies are relevant actors in supporting innovative SMEs in participating in European PCP and PPI.

Positive effects for SMEs:

- improving the exploitation of IPRs and R&D results;
- bridging the pre-commercialization gap for their innovative products and services;
- increasing economic growth and employment;
- speeding up time-to-market of innovative solutions;
- easing access to private funding;
- gaining leadership in new global markets.



The project will **increase awareness in policy makers and public administrations in designing “SMEs-friendly” PCP and PPI procurements.**

Potential benefits for public administrations:

- improved quality and/or efficiency of the public services;
- higher quality and cheaper products;
- reduced risk of failure in large scale deployment;
- increased efficiency of public R&D expenditure.



The **Peer learning activity** helps
to learn from the best and
to share good and bad practices in PCP/PPI support services to SMEs

- > Netherlands PCP scheme (SBIR)
- > European transnational PCP SILVER
- > Dutch start-up in residence program

The realized **Design Options Paper** should be a “**guide**” or a “**handbook**”
for **other agencies and business support centers**
to provide similar and/or more focused support services on PCP/PPI.



Specific objectives:

- Identification and evaluation of **good practices** on how facilitating SMEs participation in PCP and PPI, **to be transferred** in SMEs innovation **support local/national programmes**.

Thanks to the creation of a **peer-learning group**, the partners identify the best practices and **provide recommendations** to the **local/national policy makers/relevant stakeholders** engaged in the definition of SMEs innovation support programmes at local/national level.

- Establishment of a **sustainable partnership** among the involved organizations to engage in more frequent peer-learning activities.

A **MoU - Memorandum of Understanding** will be undersigned by the partners at the end of the project, as the first step of an EU-based network of organizations aiming to foster, enforce and further develop PCP/PPI support services to SMEs.



Expected impacts

The project will contribute to the **qualitative improvement of support services on PCP/PPI** for the benefit of **SMEs**.

Field of delivery	Project Performance Indicator	Quantification	Measurement Unit
Building capacities and skills	Innovation agencies and intermediary organizations' staff with increased skills on support services to SMEs about PCP and PPI	20	Number of people working in intermediary organizations with increased capacity
Building capacities and skills	SMEs informed and trained about how to participate to PCP and PPI	50	Number of SMEs informed about PCP/PPI opportunities



Activities and roles:

➤ **TASK 1 - MANAGEMENT (task leader: FINN)**

Sound and on time implementation of the project activities.

The **kick-off web meeting** will be organized during the Month 1.

Other **web meetings** will be organized during the project (at least one every 2 months a/o when necessary).

➤ **TASK 2 - PEER LEARNING (task leader: PIANOo)**

Two workshops will be organized (duration: 2 days each workshop, the 1st in The Hague and the 2nd in Udine).

The peer learning activity foresees the help of an external moderator and of PCP/PPI experts.

This activity will be preparatory for the Design Options Paper draw up.



Activities and roles:

➤ **TASK 3 - END USERS' INVOLVEMENT (task leader: FINN)**

The partners will organize **1 workshop in each region** involving, in total, **at least 50 SMEs** to increase their awareness on PCP/PPI and inform them about how to exploit PCP/PPI opportunities.

The workshops will be open to **SMEs offering innovative solutions** in specific sectors (e.g. ICT, health, environment ...).

Afterwards, partners will **monitor the SMEs approach to PCP/PPI**, gathering their feedbacks about needs, problems, etc.

The **positive and negative aspects** will be analyzed by the partners and used to draw up the final version of DOP.

➤ **TASK 4 - DESIGN OPTIONS PAPER PREPARATION (task leader: LARR)**

This activity is the core element of the project.

Based on outcomes and results of Task 2 - Peer learning and Task 3 - End users' involvement, LARR will prepare the draft version of the Design Options Paper.

The other partners will provide feedbacks and recommendations to realize the DOP final version.



Activities and roles:

➤ **TASK 5 - DISSEMINATION AND EXPLOITATION ACTIVITIES (task leader: PIANOo)**

Definition of tools and contents (national languages) of the dissemination actions.

Each partner will organize **local/national roundtables** to present the DOP to the relevant stakeholders and policy makers in each territory.

Moreover, the partners will investigate the feasibility of a **MoU** defining future collaborations about PCP/PPI support services to SMEs.

➤ **TASK 6 - COMMUNICATION ACTIVITIES (task leader: LARR)**

Implementation of the **major activities**: articles, press releases (≥ 5) and news on web sites and social media (e.s. LinkedIn, Facebook, Twitter), e-newsletters, etc.



1st peer-learning workshop

The Hague, 11-12th July 2017

Main goals of the workshop

- To improve the **mutual knowledge among participating organizations**, also for other future collaborations
- To improve **skills about PCP/PPI and supporting services**
- To analyze general **DOP's contents and objectives**
- To start defining the **DOP structure and roles** for its preparation
- To define the **approach for end users' involvement**



2nd peer-learning workshop

Udine, 30th November - 1st December 2017

Main goals of the workshop

- To present **end users' involvement** implemented in each country
- To **learn more** about PCP\PPI at EU and FVG level (external guests)
- To define **recommendations** for stakeholders to be reproduced in the DOP
- To draw up DOP through a **LOGICAL FRAMEWORK APPROACH**
 - SWOT ANALYSIS
 - PROBLEMS' ANALYSIS AND OBJECTIVES' ANALYSIS
 - THE ANALYSIS OF STRATEGIES



Ongoing activities

- **End users' involvement:** 3 workshops organized to collect interviews from SMEs and other stakeholders about PCP and PPI
- **DOP finalization**
- **Communicatio and dissemination activities**



Some considerations

- **Public authorities/administrations** are not aware/ready in implementing PCP/PPI
- Exchange of **good practices** has a crucial role in highlighting the benefits and potential impacts of PCP/PPI
- **SMEs** need information and support to know and exploit such opportunities (when available)
- **Innovation agencies** should improve their skills and expertise about SMEs to give them added-value services

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Thanks for your attention!

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