Public Procurement for Innovation: Market Consultation in the ICT sector

Tuesday, May 7th, 2019
ACCIÓ
Barcelona

ARCHIVER
Pre-Commercial Procurement
Open Market Consultation Event
Agenda: ARCHIVER Pre-Competitive Purchase Open Market Consultation

09.00 – 09.30  Welcome from ACCIÓ
Anna Monistrol, ACCIÓ
Alba Quer, ACCIÓ

09.30 – 09.50  ARCHIVER Project Update
João Fernandes, CERN

09.50 – 10.00 Questions and Answers
Manuel Delfino, PIC

10.00 – 10.10 Introduction to the Planning Poker Technique
Dominique Buyse, ADDESTINO
(end of the webinar)

10.10 – 10.30 Planning Poker Session with Companies
Dominique Buyse, ADDESTINO

10.30 – 11.00 Networking Coffee-Break

11.00 – 13:45 Planning Poker Session with Companies (continued)

13.45 – 14.00 Wrapping up and Next Steps
Marion Devouassoux, CERN
Welcome to ACCIÓ:
Public Procurement for Innovation and Enterprise Europe Network services

Anna Monistrol, PPI Programme, ACCIÓ
Alba Quer, EEN, ACCIÓ
What is ACCIÓ?

Is the Catalan Government’s agency for foreign investment and business competitiveness. It promotes innovation, internationalization, trade, and the funding of Catalan companies and start-ups.

Mission
• Contributing to companies’ market success by bolstering their competitiveness and international connections.

Vision
• To become the benchmark agency for companies in terms of driving competitiveness in an industrial, innovative, internationally connected Catalonia that attracts talent and business.

Values
• Adaptability
• Personalization and empathy
• Expertise
• Involvement
• Excellence
• Transparency
• Leadership
• Learning

Most of the agency’s clients are SMEs, which represent 98% of Catalonia’s business community.

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What is ACCIÓ?
Connect to ACCIÓ

BUSINESS COMPETITIVENESS

INNOVATION INTERNATIONALIZATION FOREIGN INVESTMENT

START-UPS FUNDING CLUSTERS
Public Procurement of Innovation

• Public Procurement of Innovation is a really good opportunity for **companies** in order to develop some new products or services demanded from public entities in such special tenders.

• Public Procurement of Innovation is a tender launched by a **public entity**, that encourages the development of innovative solutions by means of public procurement. It’s an action that promotes innovation in the market and these opportunities are driven by public demand.
A real Challenge for Public Entities

It is not a policy that supports technology pushing from suppliers, it is a technology pulling from public demand.
Public Procurement Tenders in general

- **Equality**
- **No discrimination**
- **Publicity**
- **Transparency**

**Public Procurement in Catalonia** – Contractació Pública Gencat.cat

**Contracting Public Sector in Spain** – Plataforma de contratación Gobierno de España

**European Public Procurement** – TED eTendering Europe

**International contracts** – dgMarket International
Tenders of innovation in particular

- Needs assessment and preliminary market consultation
- Technical specifications set in terms of functional requirements better than descriptive requirements
- Award criteria: Price, Cost, Quality
  The best added value

Specific innovation friendly procurement procedures
What does ACCIO do?

- Identifies Suppliers for specific Tenders from Public Demand
- Accompanies private companies:
  - Monitoring open and pending Tenders
  - Partner Search – EEN network
  - Technology partners - TECNIO
  - Validated consultants
- Dissemination and Awareness
Web Public Procurement of Innovation


Web Public Procurement of Innovation

# Monitoring Tenders

[https://goo.gl/ndr5nd](https://goo.gl/ndr5nd)

## MARKET CONSULTATION

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<td>Archiving and Preservation for Research Environments</td>
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<td>Ciberseguridad</td>
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<td>Learning Technology Accelerator</td>
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<td>SURGICAL EQUIPMENT</td>
<td>“Sterile Surgical Recycled Equipment — Where is the Equipment?”</td>
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<td>Installation Security. Locks, keys and hinges</td>
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## OPENED

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<th>Title</th>
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<td>The Broadway Project</td>
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<td>Opioid Detection Challenge</td>
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<td>Microelectronics supply chain provenance challenge</td>
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<td>Developing digital roads and improving air quality</td>
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<td>Countering Drones finding and neutralising small UAS threats</td>
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<td>The Ocean Plastic Innovation Challenge</td>
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## PENDING

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<td>Stopping it in its Tracks’ – Phase 2</td>
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<td>Anti-SUPERbugs</td>
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<td>RITMOCORE</td>
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<td>Optimización de la eficiencia energética en edificios públicos</td>
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<td>Punt d’informació energètica (TÒTEM)</td>
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<td>Transcription of the plenary session of Bilbao City Council</td>
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Monitoring Tenders

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Developing a travel network management system for new mobility

Coordinator: Oxfordshire County Council

The aim of the competition is to develop new ideas on how traffic and network management can be upgraded to accommodate new mobility options in Oxfordshire. Proposals should consider how collaborative traffic and network management can:

- Reduce the risk of deployment of these new mobilities
- Enable the growth of the smart mobility market in the area
- Safeguard citizen safety
- Reduce the reliance on infrastructure

The system must be able to use data from several sources, including infrastructure owned by Oxfordshire county council, crowdsourcing and third-party data providers, and historic data.

EVENTS/NEWS

- 04 March 2019: Competition opens
- 08 March 2019: Oxford briefing event
- 10 April 2019: Registration closes at 12pm
- 17 April 2019: Competition closes at 12pm
- 07 June 2019: Applicants notified of ‘new mobility’ options in Oxfordshire
- 05 July 2019: Feedback and Phase 1 contracts awarded

TENDER

Phase 1: Technical feasibility

- Projects can range in size up to a maximum cost of £50,000 and should last up to 3 months. Total funding available of £250,000 for 5 projects.

Phase 2: Prototype development and evaluation

- Total funding available of £1,000,000 for 2 projects. Projects can range in size up to a maximum cost of £500,000 and should last up to 12 months.

Apply here to register until 10th April 2019 at 12pm and the proposal must be sent by 17th April 2019 at 12pm. Read the guidance.

CONTACT ACCIÓ

Generalitat de Catalunya

https://www.broadway-info.eu/

CONTRIBUICIONS I MEDELLÍN
Patrocinadores:

ACCIO

Generalitat de Catalunya

ACCIO

Government of Catalonia

Contacta’s a ACCIO

accio.gencat.cat
International partner search
https://www.youtube.com/watch?v=ufeqWODyxt8
Services for SMEs

INTERNATIONAL COOPERATION
- Partnering opportunity database
- Brokerage events

ADVISORY
- IPR expertise
- Legal support

INNOVATION SUPPORT
- Access to finance
- Innovation management
- Technology transfer
Local Brokerage events (Barcelona)

**MOBILE World Congress Brokerage Event**
- 430 Participants
- 48 Countries
- 1.312 Meetings
- 2019 ed.
- [https://mwc2019.b2match.io/](https://mwc2019.b2match.io/)
- 30 innovation hunters!

**SMART City Expo World Congress Brokerage Event**
- 409 Participants
- 36 Countries
- 1.412 Meetings
- 2018 ed.
- [https://smartcity2018.b2match.io/](https://smartcity2018.b2match.io/)
- Public procurement of innovation workshops!

**IOT Solutions Brokerage Event**
- 246 Participants
- 28 Countries
- 731 Meetings
- 2018 ed.
- Ind. 4.0 innovative solutions pitch!
Partnering Opportunity database

Partnering Opportunity

Profile Status: Published

Research & Development Request

[EUREKA/Eurostar2] Partners to be sought for collaboration on development of NGS (Next Generation Sequencing)-based Genome Data Processing Hybrid Cloud

Summary

A Korean company provides Hybrid Genomics Cloud, which is the optimal cloud computing environment for genomics service. The technology allows to create and run various genome analysis pipelines. It also contains distributed storage, which stores a large amount of genetic data efficiently. Under Eureka/Eurostar2, the company would innovate the existing technology for more applicable on genomic analysis platform with partners, such as genomic researchers or analysts.
ARCHIVER’s “find a partner” tool

Find a partner

Use the collaborative platform CrowdHelix to connect with companies and organisations looking for partners to form a consortium and bid for the ARCHIVER tender!

The R&D objectives of the ARCHIVER tender are challenging and the project team encourages companies/organisations to combine their skills and resources to form viable consortia to achieve the results.

STEP 1
Send an email to archiver@crowdhelix.com with:

- Your company name
- Your company website
- Any additional contact names & emails

STEP 2
You will receive an email to sign up to the platform selecting your company/organisation.

STEP 3
Exchange with other companies and organisations looking for partners for the ARCHIVER tender by responding to the ARCHIVER post.

ACCIO Generalitat de Catalunya Government of Catalonia
Contact with ACCIÓ:

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Thank you very much!