



# La compra pública innovadora

FORMACIÓN COMPRA PÚBLICA INNOVADORA - EIXO ATLÁNTICO

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DG Empresas e Indústria – Política de innovación para el crecimiento

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# ¿Qué es la compra pública innovadora?

## Dos componentes

1/ La compra de soluciones innovadoras que **no requieren I+D: compra pública de innovación** (CPI o PPI en inglés)

→ Se aplican los procedimientos normales de compra pública

2/ La compra de soluciones innovadoras que **requieren I+D: compra pública precomercial** (CPP o PCP en inglés)

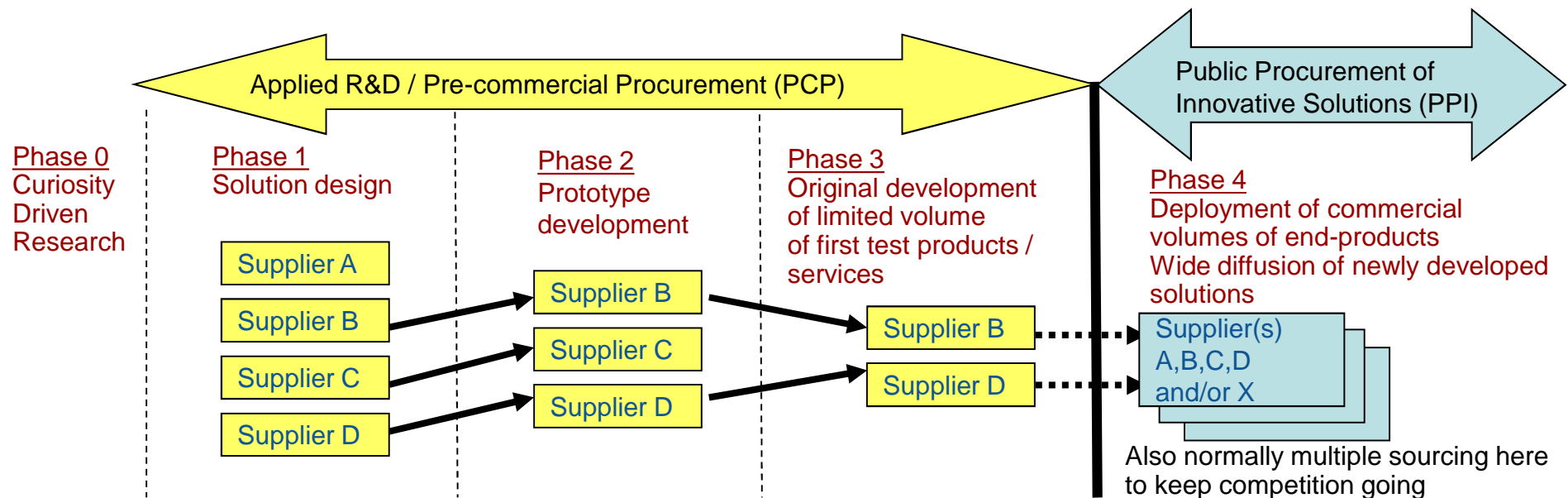
→ Se aplican las exenciones relativas al I+D

# Innovation Procurement

Complementarity PCP & PPI



- **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



## ¿Por qué apoyar la demanda de innovación y la compra pública innovadora?

1. Razones económicas:
  1. Mucho dinero en juego (19% del PIB de la UE)
  2. Contribución al mercado interior
  3. Acceso al mercado de soluciones innovadoras
2. Razones de eficiencia y competitividad: mejorar la eficacia de los compradores públicos
3. Desafíos societales: beneficio para el ciudadano europeo



## Principales dificultades para los compradores de soluciones innovadoras

1. No hay incentivos, aversión al riesgo
2. Falta de conocimientos y capacidades sobre tecnologías, innovaciones, desarrollo del mercado
3. Falta de estrategia y apoyo político
4. Fragmentación de la demanda
5. Dificultades de integración de las PYMES innovadoras



# ¿Cómo ha apoyado DG ENTR la compra pública innovadora?



## 1ª generación de redes europeas de compra pública (2009-2012, €3M)

1. "SCI-NETWORK" Construcción sostenible & Innovación [www.sci-network.eu](http://www.sci-network.eu)
2. "ENPROTEX" Tejidos de protección contra el fuego [www.enprotex.eu](http://www.enprotex.eu)
3. "LCB-HEALTHCARE" Reducción de emisiones de CO2 en hospitales [www.lowcarbon-healthcare.eu](http://www.lowcarbon-healthcare.eu)



## 2<sup>a</sup> generación de redes europeas de compra pública innovadora (2012-2016, €15M)

- 1/ Construcción para combatir el cambio climático
- 2/ Mejora de cuidados a enfermos y mayores
- 3/ Eficiencia energética
- 4/ Mejora de la infraestructura vial
- 5/ Mejora de las condiciones laborales en oficinas





# “ Foro de la Compra Publica Innovadora ”

Líder del proyecto: ICLEI , plataforma europea de ciudades sostenibles

## Actividades 2012 – 2016

1. Desarrollo de una base de datos de compra pública innovadora
2. Desarrollo y mantenimiento de un sitio web interactivo  
<http://www.procurement-forum.eu/>
3. Representación de la comunidad de la compra pública innovadora en Europa
4. Intercambios de personal y formación
5. Elaboración de líneas directrices sobre la compra pública innovadora
6. Primer premio a la Compra Pública innovadora



## 3<sup>a</sup> generación de redes europeas de compra pública innovadora (2012-2016, €6.3M)

2 proyectos de eficiencia energética de edificios:

PROBIS: Materiales de casi cero consumo de energía para reparar y construir edificios en 5 ciudades europeas

PAPIRUS: Reducción del consumo de energía y de las emisiones de CO<sub>2</sub> a través de la modernización de edificios en 4 ciudades europeas

# Current activities



## European PPI Buyers' groups of innovation

Name	Coordinator	Sector/Solutions Targeted
<a href="http://www.happi-project.eu">HAPPI</a> <a href="http://www.happi-project.eu">http://www.happi-project.eu</a>	Resah Ile-de-France	Healthy ageing (communication, care, mobility, eating, sleeping and personal hygiene)
<a href="http://www.fired-up.eu">FIREd-uP</a> <a href="http://www.fired-up.eu">http://www.fired-up.eu</a>	London Fire Brigade	Environmental impact of fire service vehicles
<a href="http://www.ecoquip.eu">EcoQuip</a> <a href="http://www.ecoquip.eu">http://www.ecoquip.eu</a>	UK Dept. for Business, Innovation and Skills	Hospital equipment, consumables and services
<a href="http://www.syncromobility.eu">SYNCRO</a> <a href="http://www.syncromobility.eu">http://www.syncromobility.eu</a>	Conseil Général de l'Isère	Information systems for road users
<a href="http://www.speaproject.eu">SPEA</a> <a href="http://www.speaproject.eu">http://www.speaproject.eu</a>	Barcelona City Council	Energy efficiency for municipal buildings
<a href="http://www.bbg.gv.at/english-information/projects/innobooster-inlife">Inno booster</a> <a href="http://www.bbg.gv.at/english-information/projects/innobooster-inlife">http://www.bbg.gv.at/english-information/projects/innobooster-inlife</a>	Austrian Federal Procurement Agency	Office furniture and lighting
<a href="http://www.innobuild.eu">Innobuild</a> <a href="http://www.innobuild.eu">http://www.innobuild.eu</a>	Municipality of Lyngdal	Sustainable building systems
<a href="http://www.pro-litepartnership.eu">Pro-LITE</a> <a href="http://www.pro-litepartnership.eu">http://www.pro-litepartnership.eu</a>	Transport for London	Lighting for underground networks, surface transport and buildings
<a href="#">PAPIRUS</a>	Parque Tecnológico De Bizkaia	Sustainable Construction
<a href="#">PROBIS</a>	Parco Scientifico E Tecnologico Per L'ambiente - Environment Park	Sustainable Construction
<a href="http://www.sustainable-catering.eu/home">INNOCAT</a> <a href="http://www.sustainable-catering.eu/home">http://www.sustainable-catering.eu/home</a>	ICLEI – Local Governments for Sustainability	Eco-innovative catering for schools, health and welfare services and workplace canteens



## “ Foro de la Compra Publica Innovadora”

Líder del proyecto: ICLEI , plataforma europea de ciudades sostenibles

- EI PPI Award 2014



- **New PPI Award 2015**



deadline for application:

Friday, March 27th, 2015 at 11:59 PM

- Guidas de la Compra Publica Innovadora





## Y ahora qué? Las directivas de compra pública

La prioridad es aprovechar las herramientas que proporcionan las directivas de compra pública aprobadas en el 2014 y aplicables en el 2016

- Mas posibilidades para innovación
- Compra transfronteriza
- Asociación para la innovación

La Comisión seguirá apoyando. Nuevas oportunidades para las autoridades regionales y locales.



Overview current (WP2015)

Horizon 2020 calls

Supporting Innovation Procurement

# Forms of support



- ❖ Coordination and Support Actions (100% funding rate):
  - Support only coordination activities e.g. for preparation of a PCP or PPI by a group of procurers (identifying common challenges among procurers, conducting open market consultations with industry before initiating a concrete PCP or PPI procurement etc)
  - CSAs do not provide EU cofunding for an actual PCP or PPI procurement
  
- ❖ PCP cofund Actions (70% funding rate):
  - Provides EU cofunding for an actual PCP procurement (one joint PCP procurement per action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PCP call for tender)
  
- ❖ PPI cofund Actions (20% funding rate):
  - Provides EU cofunding for an actual PPI procurement (one joint PPI procurement per action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PPI call for tender)

# Calls for PCP cofund actions in 2015

(click on the blue text for hyperlinks to the call)



- ICT Work Program (Call deadline: 14 April 2015)
  - ICT-24(d): Robotics in areas of public interest including healthcare (€ 5M)
  - ICT-08(a): Boosting public service productivity/services via cloud computing (€ 9M)
  - ICT-36: Call open to any area of public interest needing ICT based solutions (€ 4M)
- Health Work Program (Call deadline: 21 April 2015)
  - PHC-27: Selfmanagement of health and disease and patient empowerment supported by ICT (€ 15M total, expected € 3-5M/proposal)
- Security Work Program (Call deadline: 27 August 2015)
  - BES-03: Maritime border security: Light optionally piloted vehicles (and sensors) for maritime surveillance (no predefined total budget, expected € 5-12M/proposal)
- Research Infrastruct Work Program (Call deadline: 21 April 2015)
  - INFRASUPP-2(b): Scientific instrumentation for research infrastruct. (part of € 14M)



# Calls for PPI cofund actions in 2015

(click on the blue text for hyperlinks to the call)



- [ICT Work Program](#) (Call deadline : 14 April 2015)
  - [ICT-8\(b\)](#): Boosting public service productivity/services via cloud computing (€ 12M)
  - [ICT-20\(d\)](#): ICT technologies for better human learning and teaching (€ 9M)
  - [ICT-27\(b\)](#): Photonics – software defined optical networking for faster broadband by public network operators e.g. National Research and Education Networks (€ 5M)
- [Health Work Program](#) (Call deadline: 21 April 2015)
  - [PHC-29](#): eHealth services (€ 10M total, expected € 1-5M/proposal)
- [Transport Work Program](#) (Call deadline: 15 October 2015)
  - [MG 8.3](#): Transport Infrastructure (€ 13M)
- [Research Infrastruct Work Program](#) (Call deadline: 21 April 2015)
  - [INFRA supp-2\(c\)](#): Scientific instrumentation for research infrastructure (part of € 14M)

# Calls for Coordination and Support Actions in 2015

(click on the blue text for hyperlinks to the call)



- [Security Work Program](#) (Call deadline: 27 August 2015)
  - [BES-11](#): Information management, systems and infrastructure for civilian EU External Actions (€ 1-2M expected/proposal, part of large call)
  - [DRS-18](#): Interoperable next generation of broadband radio communication system for public safety and security (no predefined max budget, part of larger call)
- [Research Infrastruct Work Program](#) (Call deadline: 21 April 2015)
  - [INFRA supp-2\(a\)](#): Exploring future use of joint PCP and PPI in research infrastructure (part of € 14M call)
- [Energy Work Program](#) (Call deadline: 4 June 2015)
  - [EE-07](#): Enhancing the capacity of public authorities to plan, finance and implement sustainable energy plans & policies e.g. in buildings, mobility (no max total budget, part of big call, € 1,5/2M per project expected)
  - [EE-17](#): Targeting min 25% higher-than available energy performance levels
    - b) Preparing and supporting procurements by large buyers groups (no max total budget, part of big call, € 1,5/2M per project)
- [ICT Work Program](#) (Call deadline: 14 April 2015)
  - [ICT-30\(b\)](#): CSAs on Internet of things ecosystem / could address PCP (max € 1M, 2015)

# Quite some ICT related PCP-PPI calls

## ICT is pretty wide domain



- ICT covers

- Components and systems: embedded ICT systems, minituarisation / system integration, advanced thin large organic and large area electronics
- Advanced computing (e.g. customised and low power computing)
- Future Internet (e.g. smart novel Internet architectures and experimentation platforms, optical and wireless network technologies, cloud computing infrastructure and services, tools and methods for software development, web entrepreneurship)
- Content technologies and information management (e.g. big data handling, content handling and modelling, automatic learning language translation systems, creative industries / social media ICTs, ICTs for learning / teaching and gaming, multimodal natural computer interaction)
- Robotics
- Micro- and nano electronics, cross-cutting ICT KETs, photonics (e.g. (O)LED lighting)
- High Performance computing
- Cybersecurity / trustworthy ICT
- Human-centric ICT solutions



## GRACIAS POR SU ATENCION

- Public Procurement & Innovation  
[http://ec.europa.eu/enterprise/policies/innovation/policy/public-procurement/index\\_en.htm](http://ec.europa.eu/enterprise/policies/innovation/policy/public-procurement/index_en.htm)
- For more info on innovation procurement  
[bertrand.wert@ec.europa.eu](mailto:bertrand.wert@ec.europa.eu)
- EU Innovation PROCUREMENT Forum  
<https://www.procurement-forum.eu> contact: [marlene.grauer@iclei.org](mailto:marlene.grauer@iclei.org)
- the Innovation PROCUREMENT platform  
<http://www.innovation-procurement.org/>
-  Group Supporting Public Procurement of Innovation
- Follow the PPI  account

# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



**LCB-HEALTHCARE**  
Procuring better building solutions

## Rotherham Ultra Efficient Lighting FCP (€2M)



- Sweden  
Fagerhult – Luminaires  
Ecophon – Acoustic Tiles  
Sweden  
Lund University,
- United Kingdom  
Cundall – Lighting Designers  
Austin Smith Lord – Interior Designers  
Wandsworth – Nurse Call Systems  
EX-OR – Lighting Control  
UK  
Kings College London,  
De Montfort University,
- Germany  
OSRAM – LED's, Lamps, Control Gear



**Rotherham Hospital is a 500 bed acute unit in the North East of England**

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**LCB-HEALTHCARE**  
Procuring better building solutions



# HEALTHY INNOVATION

A new procurement system could be the prescription for better illumination on NHS wards. **Jill Entwistle** reports



The lighting solution applied across all the same pilot as a more traditional approach, according to reports.

A biodynamic setting allows the patient to be awakened more naturally with a gradual rise in light level



A critical, often-overlooked element of the overall plan to renovate the hospital.

- EMI**  
**NATURAL AND ELECTRIC LIGHTING COMPONENTS**
- Access to daylight, sun light and views (recommended);
  - Biodynamic lighting to create ambience;
  - Dedicated reading lights;
  - Dedicated visitor lights;
  - Dedicated medical light;
  - Dedicated night-time floor wash light;
  - Daylight-linked lighting controls; and
  - Simple icon-based lighting handsets.

# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



**LCB-HEALTHCARE**  
Procuring better building solutions



# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



European

The Rotherham **NHS**  
NHS Foundation Trust

## Future Ward Lighting Project

Market sounding regarding the supply of innovative and ultra efficient lighting systems for The Rotherham NHS Foundation Trust "Future Ward" refurbishment programme.



The Rotherham NHS Foundation Trust

## Market Sounding Prospectus

September 2008

This is not a call for tenders or a pre-qualification exercise.

It is a market sounding exercise to provide advance information of requirements and open a dialogue with the supply chain. The results will be used to inform future procurement specifications and strategies.



# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



## The Rotherham NHS Foundation Trust, UK

- Ultra Efficient Lighting for Future Wards
- “a step change in the patient experience and energy efficiency”



## Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals

### The IMI Ward - Design Benefits

- Personal space and privacy
- Increased storage
- Bio-dynamic lighting
- Intuitive icon lighting control
- Modular and flexible solutions

### The IMI Ward - Construction Benefits

- Off-site fabrication
- Factory made quality
- Quick installation
- Same cost as traditional
- Fewer suppliers and trades to coordinate

### The IMI Ward - Operational Benefits

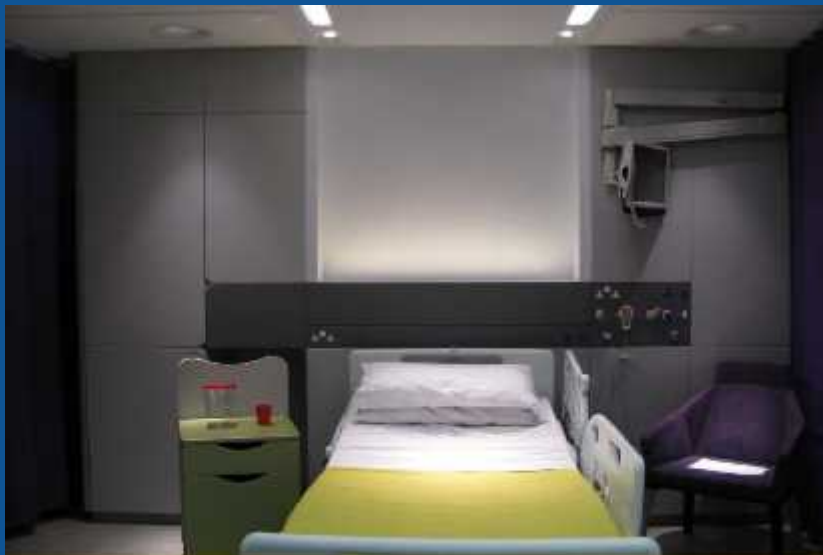
- Reduced patient anxiety
- Local linen storage
- Easy to clean and maintain
- Reduced energy consumption / cost
- Reduced maintenance time / cost



# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



European  
Commission



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Enterprise  
and Industry



# The Pilot Projects

Erasmus MC, Rotterdam, NL

- Sustainable bed cleaning facility
- “ ‘a sustainable and low carbon means to clean 70,000 beds and mattresses a year’.

65 suppliers at a ‘market meeting day’

Stimulated cross supply chain exchange and collaboration

Solution 35% cost reduction

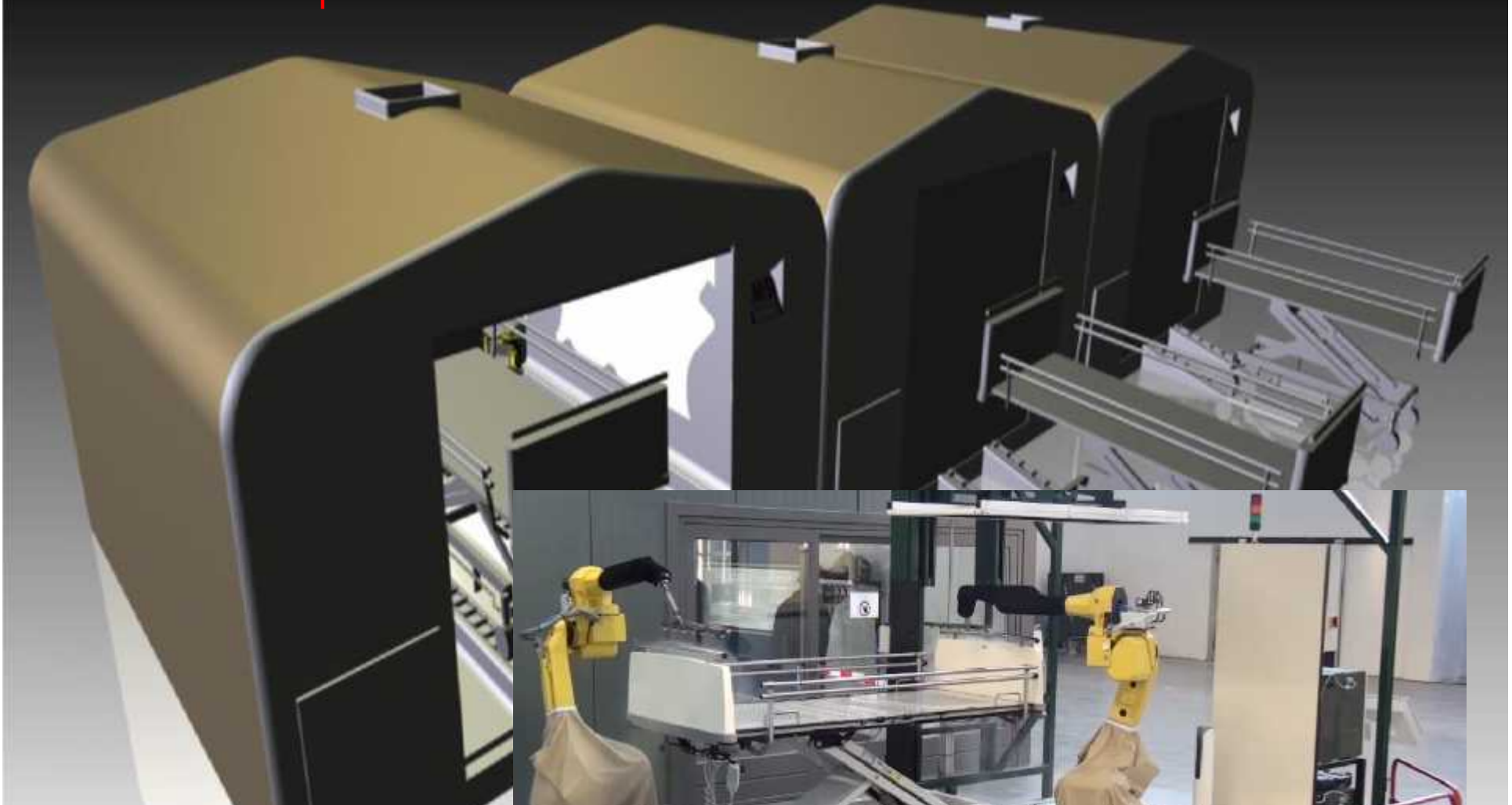
65% carbon reduction



Ziekenhuis zoekt nieuwe wasmethode voor matrassen



Example EU funded cross-border PPI (DG ENTR)  
CO2 less hospitals



WINNER of the 2014  
PPI Award



Fase 0 Go – no Go presentation  
Bed, Robots and cleaning solution combined for the first time

# Example EU funded cross-border PPI (DG ENTR) CO2 less hospitals



Rawicz Hospital, Poland

- Hospital Uniforms
- “user friendly, sustainable, low carbon uniforms’.

“The innovation procurement approaches we used in our pilot project were a revelation. I would now encourage my colleagues in the healthcare sector to be more ambitious. Be clear what you need to deliver and ask for it - you have nothing to lose”

Janusz Ałachowicz, Former CEO, Rawicz County Hospital.

