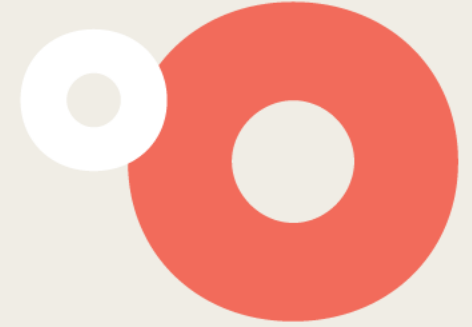




Pronto

Boosting public procurement
for sustainable innovation



Case Study: Services for Innovation Procurement in Germany

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This project has received funding from
the European Union's COSME programme
under grant agreement No 857810

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ZENIT – Centre for Innovation and Technology in North Rhine-Westphalia (NRW), Germany



- Public Private Partnership of the regional government in NRW
- Founded in 1984
- Innovation and Europe Agency in NRW
- Member of the Enterprise Europe Network since the start of the network
- Active in innovation procurement since 2012 in NRW
- Since 2017 – Partner in the German Competence Centre for Innovation Procurement (KO-INNO) as EU Contact Point for Innovation Procurement

Services offered to public procurer as EU Contact Point



Information	Advice
<ul style="list-style-type: none">• Newsletter• Special events• Exchange of experience	<ul style="list-style-type: none">• Customised advice• Assessment of project ideas• Funding recommendations• Workshops
Project support	Partner mediation
<ul style="list-style-type: none">• Coaching• Proposal check• Strategic consortium building	<ul style="list-style-type: none">• Search for international partners• Mediation of German partners for international projects

Partner in EU Projects for innovation procurement



- **Procure2Innovate – European Network of Competence Centres for Innovation Procurement in Europe**
The network aims to improve institutional support for public procurers implementing innovation procurement in a range of sectors. It will do this by both establishing new innovation procurement competence centres (Estonia, Ireland, Greece, Portugal, Italy), and enlarging the scope of support offered by existing competence centres in 10 European countries (Austria, Germany, the Netherlands, Spain, Sweden).
- **Innovation Procurement Broker (InnoBroker)**
facilitates procurement of innovative and sustainable goods and services by linking public buyers with innovative companies in five European Regions (Andalucia – Spain, Denmark, Ireland, NRW – Germany, Upper Austria)

InnoBroker Approach of ZENIT in NRW, Germany



Target:

Find at least two public authorities with needs of innovative solutions and help them to identify potential supplier

How – First steps to identify public partners:

- Contact some public authorities in NRW via email
- Fix a date for a first workshop to:
 - explain the project
 - show up possibilities in procurement law in order to buy innovation
 - Brainstorm first ideas for collaboration
- Result – four public authorities identified with different needs

InnoBroker Approach of ZENIT in NRW, Germany



- Public authorities identified with different needs
 - County of Lippe
 - looking for gaming apps in the fields of education and sustainable use of energy and other resources. Both needs were results of publicly funded project which should be continued.
 - Search for partners via German gaming networks
 - Result: tender procedure completed for the energy app
 - City of Schwerte
 - searching for a sensor in order to measure the filling level of dust bins in the city which are able to be used via LORAWAN in their remote maintenance system.
 - Search for partners via Enterprise Europe Database
 - Result: contact to one German-Italian company – contact was interrupted because of Corona Crisis

What have been the factors contributing to the success?

What have been the barriers?



1. Success Factors:

- Existing, long lasting contact to public authorities
- Public institution with interest in innovation / active in regional, national and/or EU funded R&I projects
- Use of other/different resources in order to find potential supplier
- Help to save own resources in public organisations especially in the phase of market analysis and open market consultation
- Offer of consulting services free of charge !

What have been the factors contributing to the success?

What have been the barriers?



2. Barriers:

- Lack of financial resources to buy innovations in public authorities
- Lack of personnel resources to facilitate market analysis and open market consultations
- Lack of knowledge about legal procurement methods / instruments in order to buy innovation
- Holding contact to (busy) people in public administrations

What are your lessons learnt?

What are your key recommendations for future PPIs?

- Procurers in NRW don't need assistance in order to identify needs
- Assistance from an Innovation Broker is welcome in the following cases:
 - Identifying funding sources to finance investments
 - Workshop “Buying innovations legally – design of tender procedures in line with procurement law”
 - Assistance in carrying out Open Market Consultations
 - Internet and database search to identify the state of the art
 - Disseminate identified needs to expert, networks, research institutes
 - Establish first contact to potential suppliers
 - Promote the tender procedure (PIN, EoI, opening of the tender)
- Most important: The services are free of charge !



Contact

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