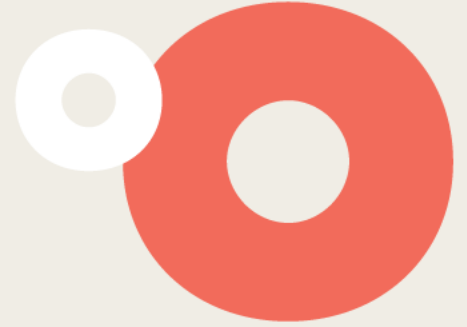




Pronto

Boosting public procurement
for sustainable innovation



Unlocking the full potential of public procurement of innovation

Robert MISKUF, PEDAL Consulting



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

www.pronto-ppi.eu

About PEDAL

Grants

Leading national H2020 SME performer in terms of number of approved projects

9x H2020, 2x COSME, 8x Erasmus Plus, LIFE, EEA Grants, 3x Visegrad Fund

Tenders

Founder and manager of the TENDERIO platform (one stop shop for public tenders)

EU Institutions and agencies, UN, USAID, International Investment Bank

Internationalisation

Facilitator of your first business contacts outside of Europe

China, Uganda, South America

About PRONTO project

Piloting Public Procurement of Innovation (PPI)



- **Public Procurement of Innovation is THE TRANSFORMATIVE TOOL for EU, MS and Administrations to:**
- **Operationalise the Recovery, Resilience and Relaunch of Economy**
- Modernise States, public administration and its services cost-effectively
- Create new business & jobs + strengthen EU market capacities + compete globally
- Access new and innovative solutions & products not in the radar of/accessible for the PA
- Support & partner with businesses driving the change (resilient, digital, green & sustainable economy & society)
- Improve their policy-making processes, capacities and human resources to fully benefit from funding and market opportunities

About PRONTO project

Piloting Public Procurement of Innovation (PPI)



- **Encourage cooperation and knowledge sharing** between public buyers to promote the use of public procurement;
- Use public procurement as a mechanism to **pilot sustainable innovation** in areas of clean energy, healthcare and regional development
- **Link and establish synergies** with research and innovation projects funded

Challenges

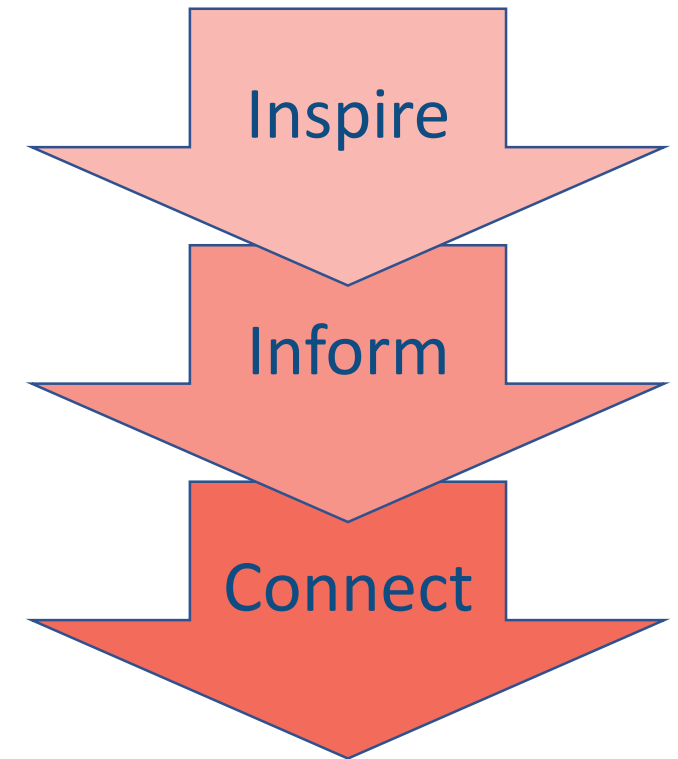


- Lack of a clear and accurate definition of PPI at EU level
- Absence of a clear-cut legal framework at national level
 - *Procurement is often treated as a purely financial and administrative task and so is not aligned with broader policy objectives (e.g. SDG, Smart Specialization Strategies, etc.)*
- Lack of a well-structured organisation in the procurement departments of public entities
 - *Limited human resources, skill gaps, etc.*
 - *Lack of incentives and motivation of buying innovative solutions from a new company*
- Lack of awareness as to the procedures and available tools
 - *Confusion, misinterpretation, fear of corruption allegations, etc.*
- Lack of cooperation mentality (e.g. ask for support, joint procurements, etc.)
- Lack of available budget for procurement of innovation in most EU MS
- Difficulties for innovative SMEs to be involved in public procurement as direct providers.

Solutions

Inspire, inform and support public buyers in **designing, implementing and monitoring** PPI procedures.

- *10 training sessions for public procurers at both European and national levels.*
- *18 international staff exchanges for public procurers, with the aim of exchanging empirical knowledge and tips regarding PPI practices.*
- *10 brokerage events for public procurers and SMEs/ large companies at both European and national levels, with the aim of facilitating market consultation and match demand-supply sides.*
- *2 PPIs to be launched in Slovakia and Romania*
- *Replicate the best practices (12.800 PPIs in 30 countries)*



Thank you for your attention!



Robert MISKUF, Chief Executive Officer

PEDAL Consulting s.r.o

r.miskuf@pedal-consulting.com

Pronto



Consortium



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

www.pronto-ppi.eu

info@pronto-ppi.eu