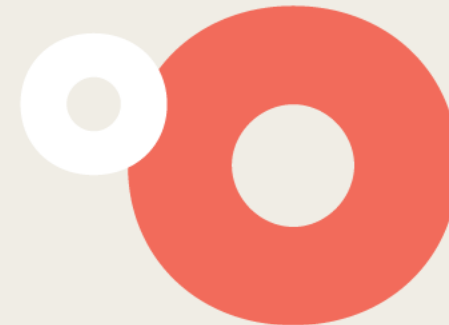




# Pronto

Boosting public procurement  
for sustainable innovation



# Needs Identification and Assessment

## PPI Mini-training module #1



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

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# NIA at a glance



## What do we mean by it

A mindful selection and implementation of user involvement methods and tools (such as meetings, workshops, focus groups, surveys etc.) to “give a clear purpose” to an innovation procurement procedure, and assess its value for the procurer.

## When is it important to use it

Quite often the needs of a procurer (and worse still, the needs of citizens or service beneficiaries) are generic, unclear, or even unknown, and often lack prioritisation, not to mention a cost/benefit analysis (see module 5).

## Why it is important

By definition, and unlike conventional procurement, innovation procurement is not solution centred, but need centred; you don’t exactly know what you are looking for, you only know that you miss it, and to a great extent the reason why.

## How it can be implemented

Thanks to the aforementioned methods and tools, a procurer is expected to “operationalise” the needs and turn them into “requirements”, i.e. bring their description to the level of sharpness and clarity that a procurement procedure requires.

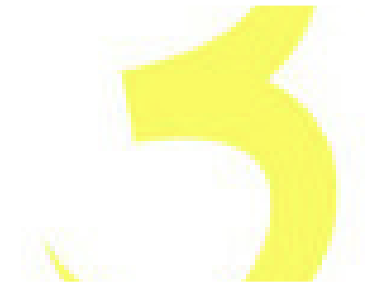
# When should it be planned/implemented



*Needs identification and assessment*



*Prior art analysis*



*IPR search & IPR and confidentiality strategies*



*Analysis of the regulatory, certification, standardisation environment*



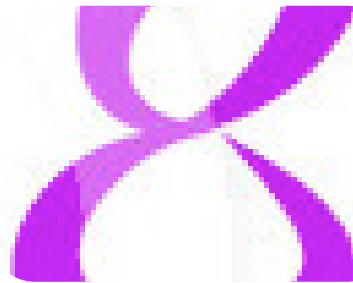
*Drafting the business cases*



*Open market consultation*



*Tender documentation*



*Conducting the procedure*



*Monitoring and evaluating the contract performance*



*Managing after contract issues*

# SWOT analysis



## Strengths

- It's not rocket science, just a collection of user interaction/engagement methods and tools, which are globally familiar to public managers.
- Very helpful to "secure" the process purposes, if at least decently implemented.

## Opportunities

- Some inspiring evidence is available, particularly from EU funded PCP or PPI calls for tender, which have done a preparatory NIA round.
- Related competencies add to the professional background of the procurement team members.

## Weaknesses

- Every implementation is different, and requires both methodological rigour and a goal oriented approach.
- It looks like an extra task, which may act as an impediment to launching the procedure earlier.

## Threats

- For its implications on the forthcoming process, it must be handled with transparency (for user involvement) and confidentiality (for the results).
- Some evaluation approaches (e.g. WIBGI, TLC-PE) are not trivial and may need external support.



# Consortium



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