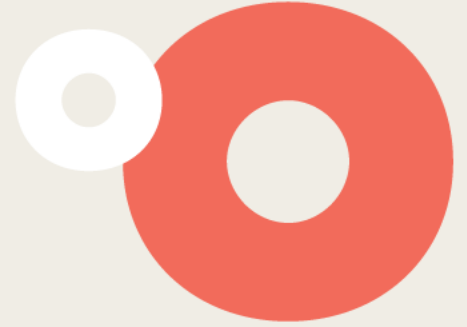




# Pronto

Boosting public procurement  
for sustainable innovation



# Conducting the Tender Procedure

## PPI Mini-training module #8



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

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# CTP at a glance



## What do we mean by it

The set of activities including publication of the TD (see module 7), handling of the RfI, selection and award of bidders, with the support of a specially appointed evaluation committee.

## Why it is important

It is the essence of every procurement procedure, however it is worth exploring its distinctive elements whenever the tender is about PCP or PPI or more generally multi-stage.

## When is it important to use it

In a multi-stage procedure, the evaluation of the results of the previous stage adds to the existing selection and exclusion criteria to determine which participants deserves going to the next stage.

## How it can be implemented

The evaluation committee plays a prominent role. Confidentiality provisions and the prevention of conflicts of interest can be complemented by other caveats to protect impartial and fair judgement.

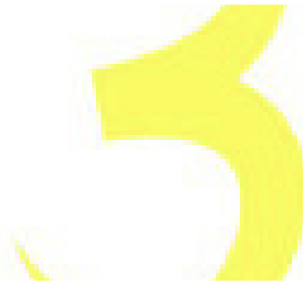
# When should it be planned/implemented



*Needs identification and assessment*



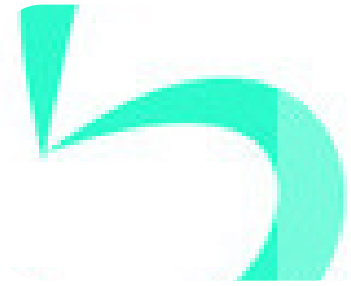
*Prior art analysis*



*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

- CTP is regulated by norms and practical rules, often endorsed by past sentences of juries.
- It is the core competency of every member of a public procurement team.

## Opportunities

- CTP of a PCP or PPI call is an excellent way of growing a procurement team member's career.
- Don't hesitate to ask around, there are people who are knowledgeable and ready to advise.

## Weaknesses

- Innovation procurement is quite recent as a topic and the collection of cases is limited.
- Examples of good practice from other countries are not immediately transferable as such.

## Threats

- Every case is different and mistakes are always possible, with related risks of litigation.
- The specificities of PCP and PPI calls are not immediately obvious, until experienced for real.



# Consortium



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[www.pronto-ppi.eu](http://www.pronto-ppi.eu)

[info@pronto-ppi.eu](mailto:info@pronto-ppi.eu)