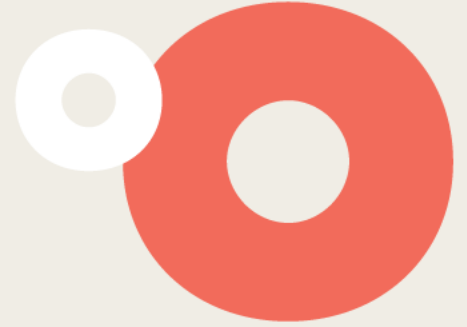




# Pronto

Boosting public procurement  
for sustainable innovation



# Managing the After Contract phase

## PPI Mini-training module #10



This project has received funding from  
the European Union's COSME programme  
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# MAC at a glance



## What do we mean by it

As a general remark, every public contract does not end in a vacuum but leaves room and/or paves the way for additional steps/initiatives in many possible directions; this remark holds particularly true for innovation procurement contracts.

## When is it important to use it

MAC becomes particularly relevant in two cases: if there are some obligations to be monitored on the supplier side, and/or if the public procurer itself has undertaken some commitment for the after-project phase.

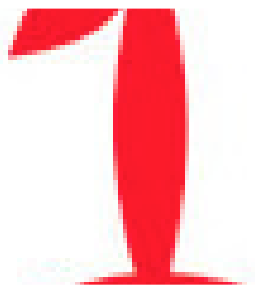
## Why it is important

Answering this question depends very much on the nature of the solution delivered at the end of the innovation procurement contract and its potential for e.g. reuse, transfer, scalability or commercial exploitation.

## How it can be implemented

Again the question has no single answer: for example through licensing mechanisms, applications for IPR protection systems (e.g. patents or design models), publications of data/outputs to the public domain, written contributions to standards etc.

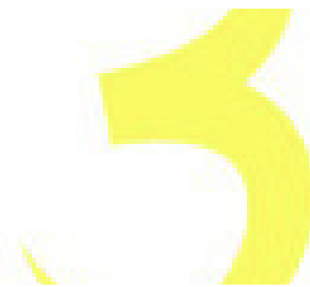
# When should it be planned/implemented



*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 is an enrichment and sometimes a multiplier of the contract performance and results.
- It helps reinforce the initial “purpose” of the procurement procedure, giving it continuity across time and scaling out/up/deep prospects.

## Opportunities

- Probably the best way of looking at MAC as a public procurer’s competency is in the framework of a global capacity building effort, including other tasks such as NIA (module 1) and DBC (module 5), which are difficult if not impossible to outsource.

## Weaknesses

- There is no predefined way of approaching the task, which requires flexibility and specific competencies to an extent that is not easy to retrieve in the public sector.
- MAC is impossible to outsource as a task.

## Threats

- Until today, innovation procurement has not yet reached a critical mass to justify such a global approach, however it should be understood that any attempt at experimenting PCP or PPI done without proper consideration of these aspects is prone to failure and at serious risk of dismissal.



# Consortium



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