



Key findings of the survey on the Innovation Partnership

1. DG GROW activities in Innovation Procurement

The Innovation Procurement Syllogism



Innovation is key to the economic recovery, the twin green and digital transition and the resilience of the EU



Public **procurement** is the main channel for most public investment in recovery times and under the Recovery and Resilience Facility.



Innovation Procurement is essential and has to be exploited further

Dynamics in the last 1,5 year



Budget increase: 12m € (2020)



Many new activities: Pilot Big Buyers, Guidance Update, webinars, Steering Group + MoU with DG RTD, survey of cases, LinkedIn, etc.



Impact:

- Big Buyers pilot: e.g. zero ems: spill over to Oslo, Helsinki, Copenhagen, Brussels, Budapest, etc.
- Deployment of Big Buyers for Climate and Environment: strong interest + extension to health (pilot)
- MoU with DG RTD: codesigning their activities + involvement of PP constituency (+ close cooperation with ENV and HOME) ...
- Webinar on the Innovation Partnership: 630 connections
- New LinkedIn group (« Agents of Innovation Procurement »): 176 members

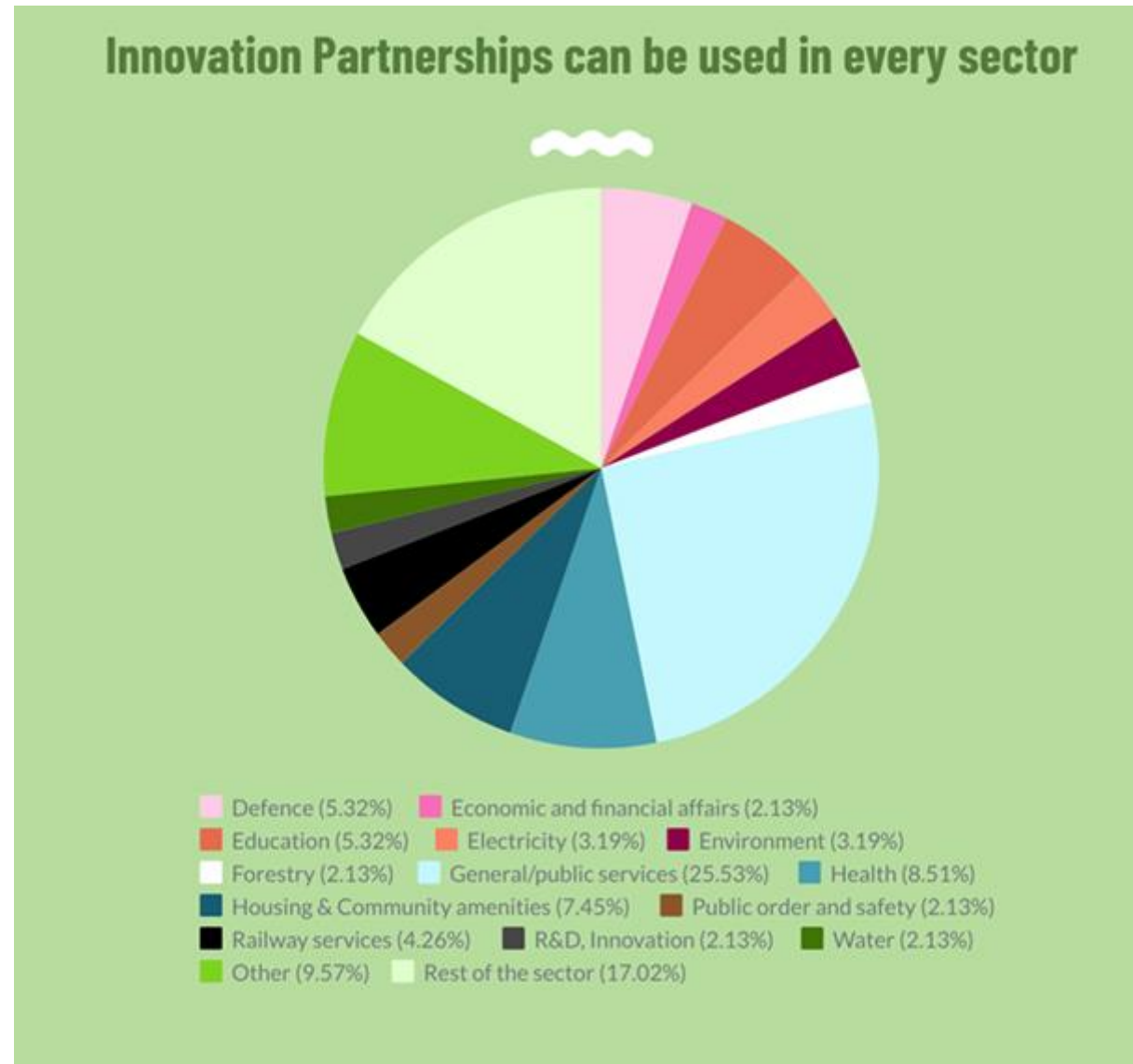
2. Key findings of the survey on the Innovation Partnership

1. The data analysis

Highlights 2016-2019

- 96 confirmed Innovation Partnerships (IP), and 83 contracts awarded
- IP take up increases **significantly** over time
- IP **boosts SMEs** participation
- Data quality – a serious issue...

Highlights 2016-2019



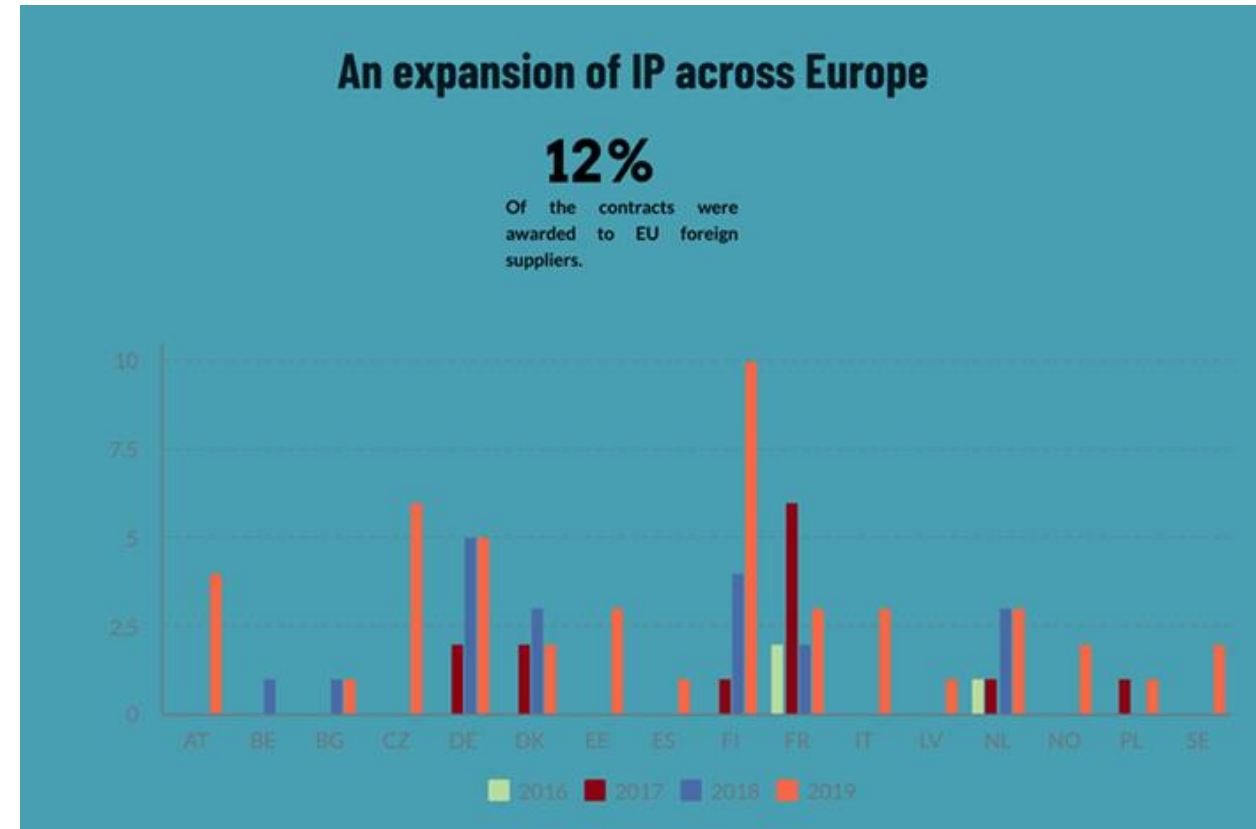
Highlights 2016-2019



➤ Also **"small" contracts**
(20% < EU thresholds)

Highlights 2016-2019

- Buyers look for best supplier on the market: high number of **cross-border** contracts
- Projects rarely **funded by the EU**
- BREXIT's impact: UK represented **13% of awarded contracts**



Innovation Partnerships are for SME!

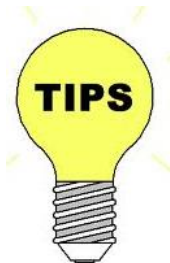


- SMEs took part in **51** winning bids (also in consortia)
- That is **61%** of all contracts awarded using an IP
- **2/3** of the value of all IP contracts is awarded to SMEs

2. Best practices

1. Take the time to conduct a market consultation

- The public buyers carried out all kinds of consultations: **launch of call for expressions of interest, visit of dedicated business fairs, bilateral meetings with suppliers or workshops to present the project..**
- It allowed them to:
 - ✓ to determine that nothing on the market exists and so the process can be used;
 - ✓ to know the state of the art of the market
 - ✓ to make their projects known and attract the best partners
 - ✓ to prepare the market for a new type of procurement



“Look beyond your borders !”

2. Developing a project management culture

The public buyers have

- formed a project team and identified a person in charge who will be the contact person for the partners
- set up an internal “go/no go” decision-making process involving decision-makers (and sometime end users)
- planned each stage of the project, identified the key elements (technology, IPR, data management) to prepare the negotiations

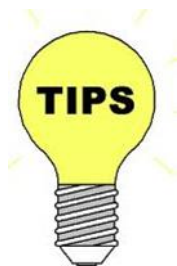


“Know what supports are available within your organization !”

3. Negotiate to establish a partnership

In the identified practices, the public buyers:

- prepared this exchange with the candidates by defining in advance the scope of the negotiation
- negotiations duration and form were variable and mainly related to the project.
- organised the exchanges to bring the expectations of public buyers closer to the expectations of potential partners and to ensure that they are aligned with the same objectives



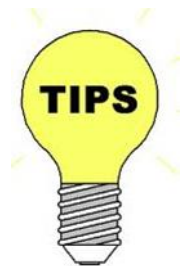
“Building trust between stakeholders”

4. Monitor closely the implementation of the partnership

One of the public buyers told us :

“The procedure does not end with the award of the innovation partnership!”
(In particular when you have several partners)

- The public buyers have put in place processes to ensure smooth communication between the teams (e.g. some have been inspired by agile methods and iteration systems have been put in place)



“Define internal milestone !”

3. The suppliers point of view

The voice of SME CEOs

- IP procedure as such does not present difficulties for companies (mostly SMEs with less than 10 employees)
- The negotiations were very useful, and not always very easy: **It is indeed a question of establishing a partnership!**
- Responding to such a project and developing a new solution **brought new knowledge to the companies. There is real value in working with public players**

**THANK YOU
FOR YOUR
ATTENTION**



[Visit our webpage](#)



["Agents of innovation procurement"](#)



GROW-Innovationprocurement@ec.europa.eu