



**CORVERS**

COMMERCIAL & LEGAL AFFAIRS

In strategic alliance with Bartels Suetens Aanbestedingsadvocaten

# *The eafip initiative*

## Corvers Procurement Services

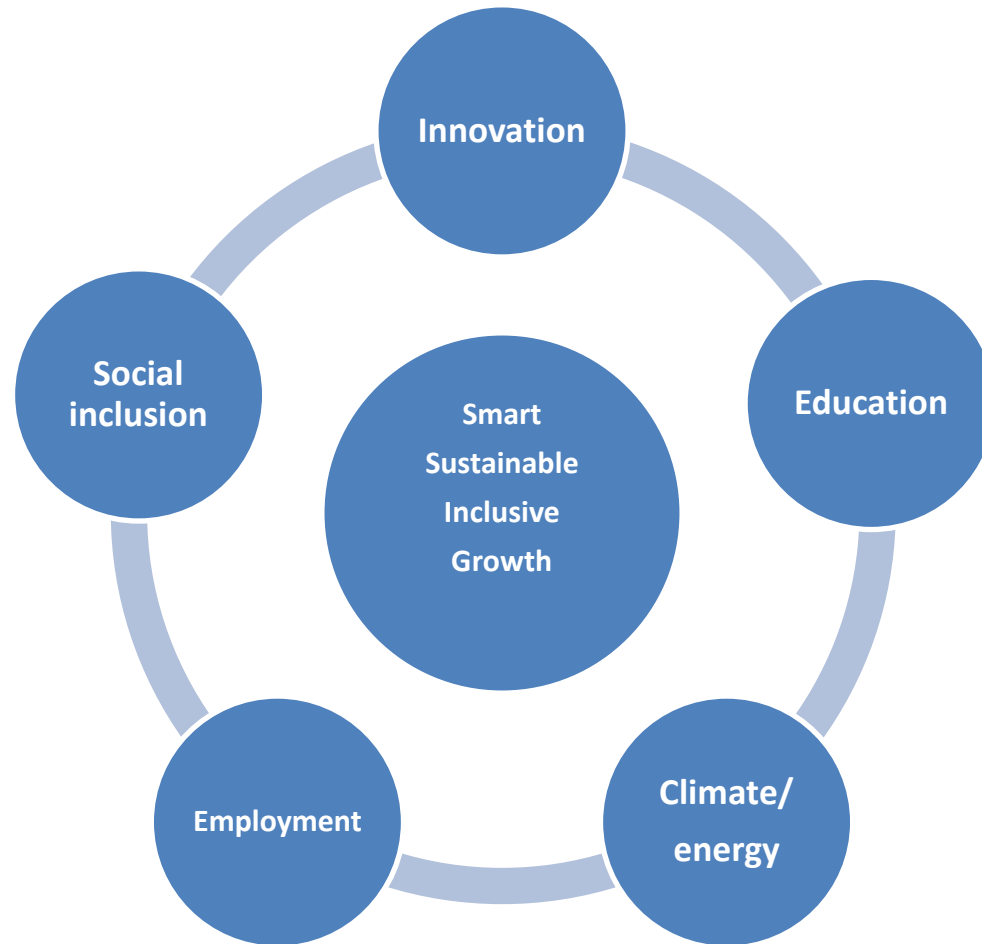
2<sup>nd</sup> SEREN3 Training for stakeholders on  
PCP/PPI in Secure Societies  
Warsaw, 30 May 2017

# Context of *eafip*



1. **What is Europe's 2020 strategy ?**
2. Why is innovation important ?
3. What is the role of public procurement ?
4. How can the *eafip* initiative support you ?

# Europe's 2020 strategy



# Europe's 2020 strategy

- **LONG-TERM CHALLENGES:**



*\*competitiveness*

*\*scarcity of resources*

*\*aging population*

- **CHOICE:**

- Regain competitiveness, boost productivity;
- Slow uncoordinated pace of reform --> high levels of unemployment and social distress.

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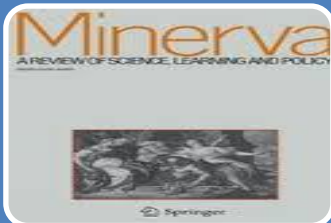
# What is innovation?



*"connecting knowledge and technology with the exploitation of market opportunities for new or improved products, services and business processes" (2006)*

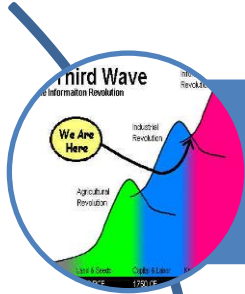


*"invention implemented and taken to market" (Chesbrough, 2006)*



*"when an invention is introduced commercially as a new or improved product of process" (Maclaurin, 1953)*

# Why is innovation important?

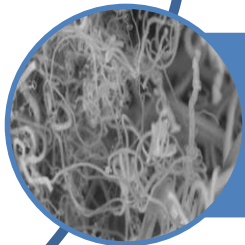


Overcome the limitation of physical resources



New markets

New employment opportunities



Solution to challenges

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# Role of public procurement

## Europe 2020 Flagship Initiative Innovation Union

*“The challenge is to use public procurement and public services to lead the way, shape the market for innovative solutions and equip society to meet the challenges of the future”.*

## Europe 2020 Flagship Initiative Innovation Union

“From 2011, Member States and regions should set aside dedicated budgets for pre-commercial procurements and public procurements of innovative products and services. (...) This should create procurement markets across the EU starting from at least €10 billion a year for innovations that improve the efficiency and quality of public services, while addressing the major societal challenges.”

# Role of public procurement

## National processes:

- Administrative task;
- Small scale;
- National competition.

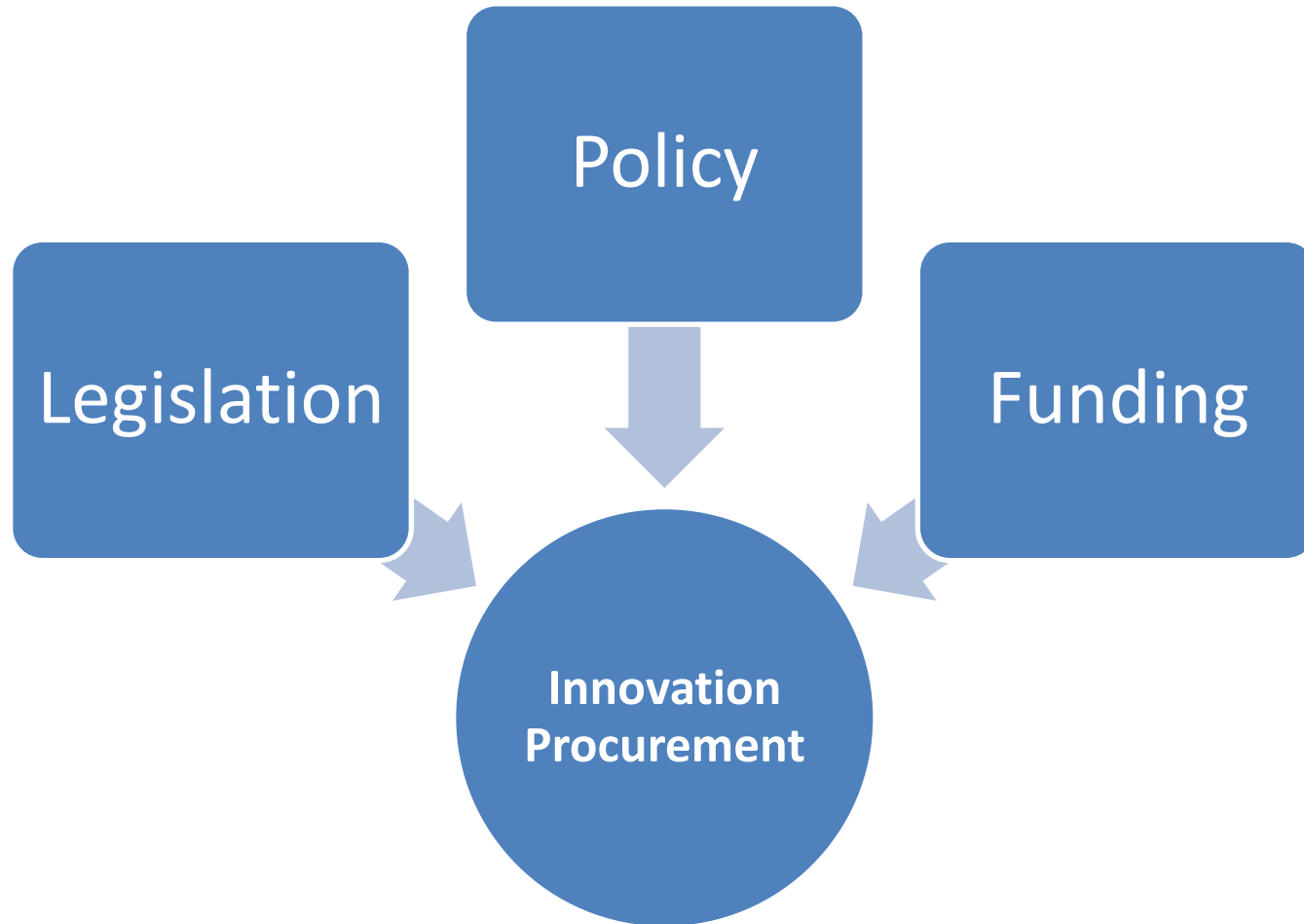
## European coordination:

- Integrate the EU public markets;
- Improve value for money;

## Smart use of procurement:

- Professionalization;
- Economies of scale;
- Innovation;
- Sustainability.

# Strategic objectives & public procurement



## Barriers to innovation procurement:

- ❖ Lack of knowledge and capabilities
- ❖ Disconnection between public procurement and innovation policy objectives
- ❖ Risk aversion

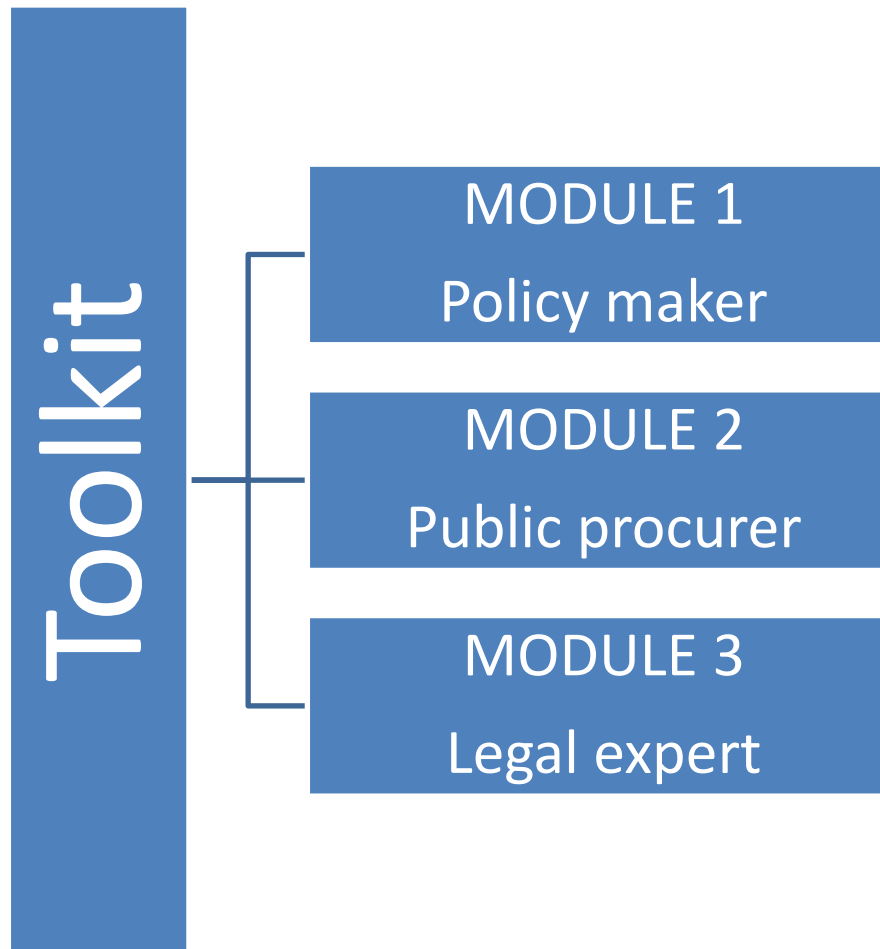
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# *The eafip initiative*



# *eafip* TOOLKIT Modules





# *eafip* TOOLKIT objectives

- Explain innovation procurement
- Clarify and demonstrate the principles and the benefits of innovation procurement
- Provide best procurement practices for the implementation of innovation procurement projects

# *eafip* TOOLKIT Modules

- Covers “before procurement”, “during procurement” and “after procurement” stages:
  - Needs identification and assessment;
  - Prior art analysis and IPR search;
  - Drafting a business-case;
  - Standardization and certification
  - Open market consultation;
  - IPR and confidentiality strategies and setting the link to standardization;
  - Drafting the tender documentation;
  - Conducting the procedure;
  - Monitoring and evaluating the contract performance.

# Thank you for your attention

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