



CORVERS

COMMERCIAL & LEGAL AFFAIRS

In strategic alliance with Bartels Sueters Aanbestedingsadvocaten

The eafip initiative

Corvers Procurement Services

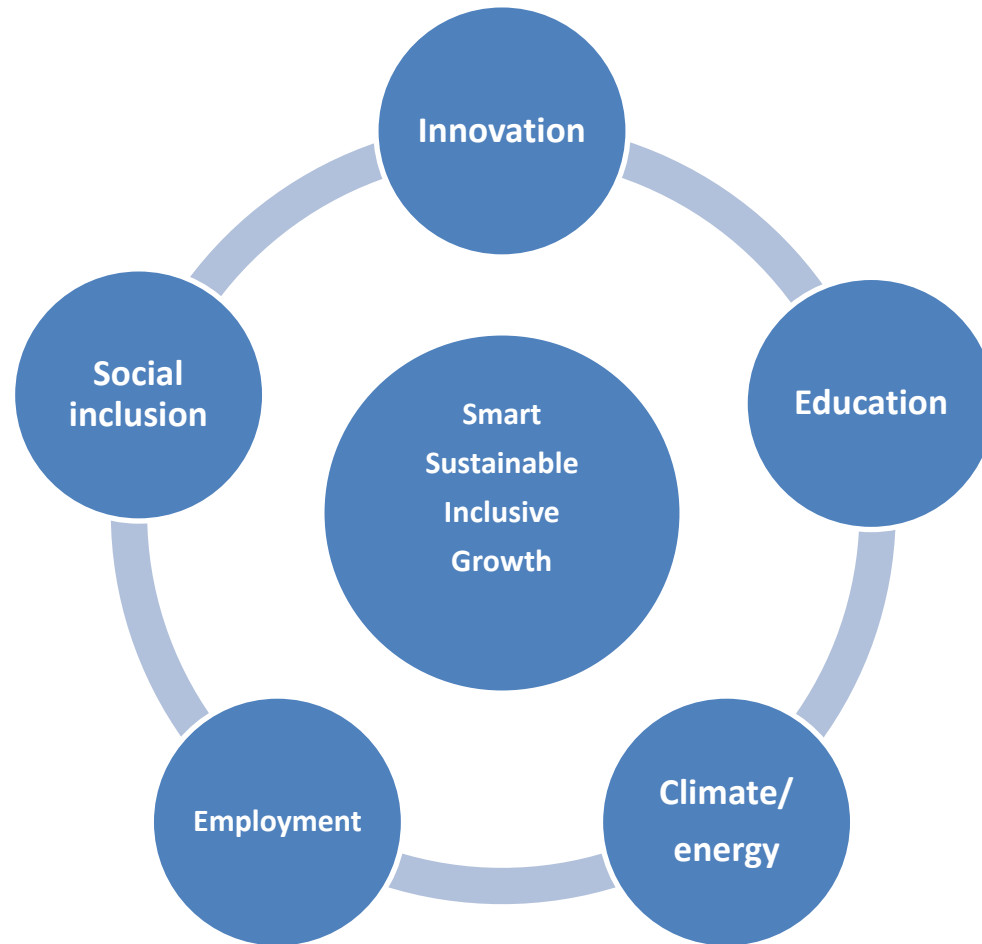
2nd SEREN3 Training for stakeholders on
PCP/PPI in Secure Societies
Warsaw, 30 May 2017

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)

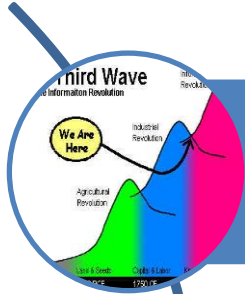


"invention implemented and taken to market" (Chesbrough, 2006)



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

Why is innovation important?

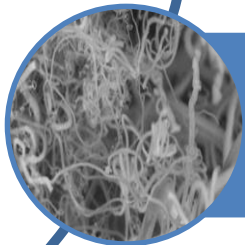


Overcome the limitation of physical resources



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.

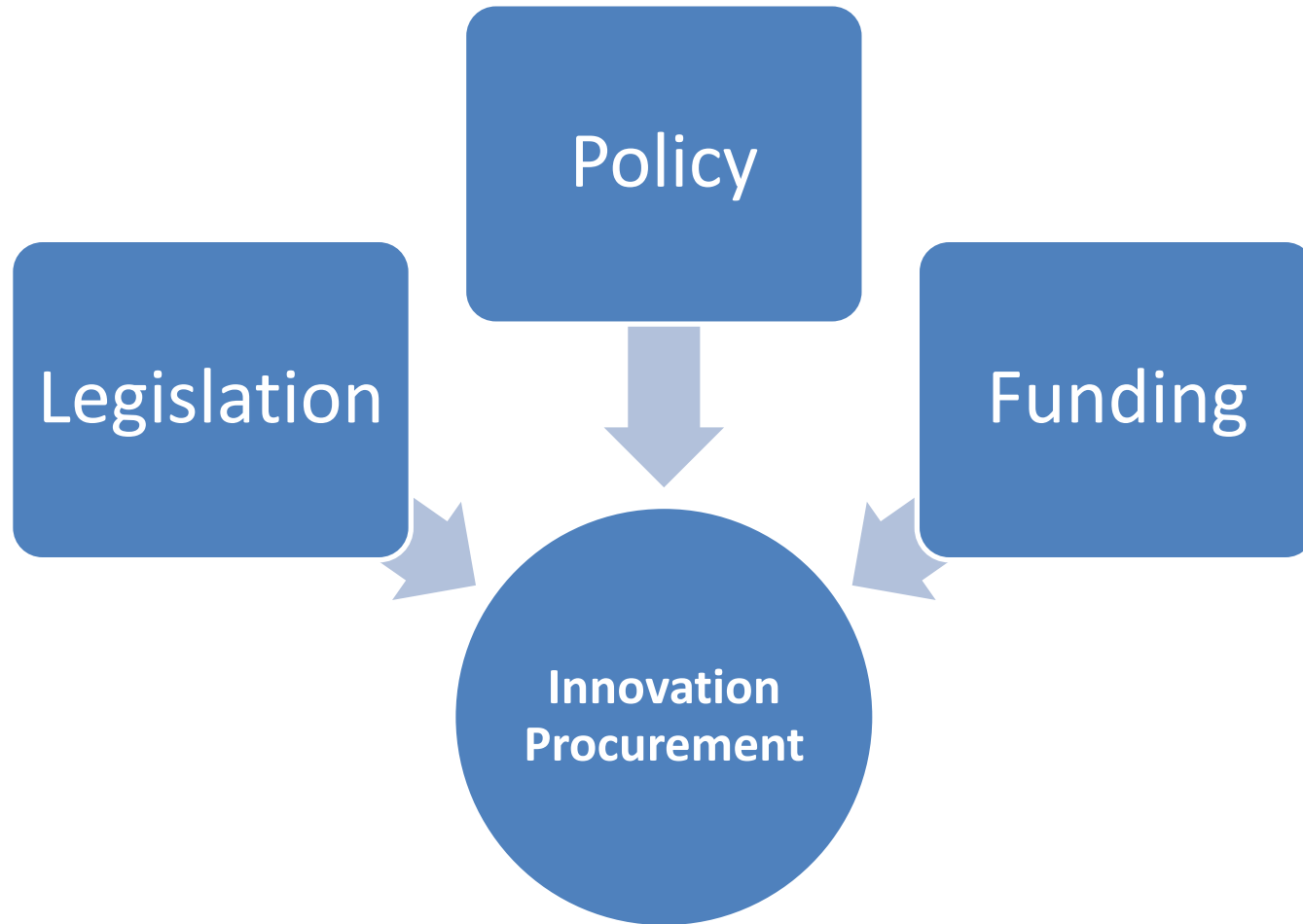
European coordination:

- 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

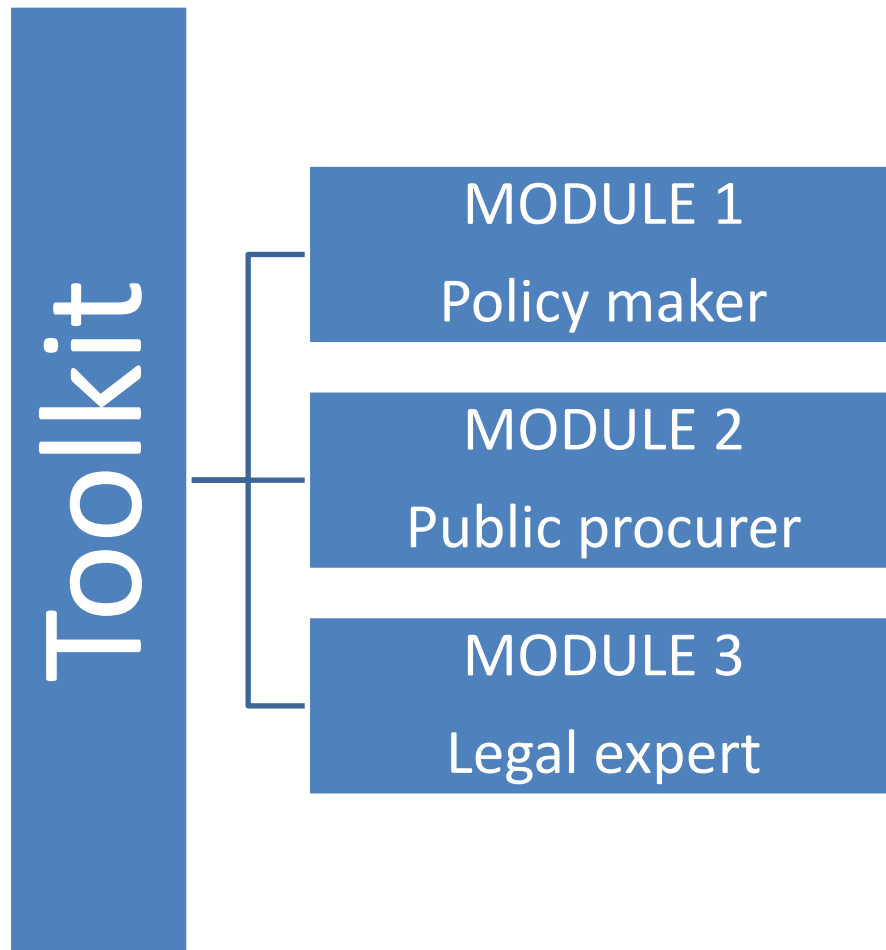
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The eafip initiative



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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