

# Let's talk about ETV as a tool for green innovations in public tenders: the EAFIP-experience



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WORKSHOP-WEBINAR
22 March 2022

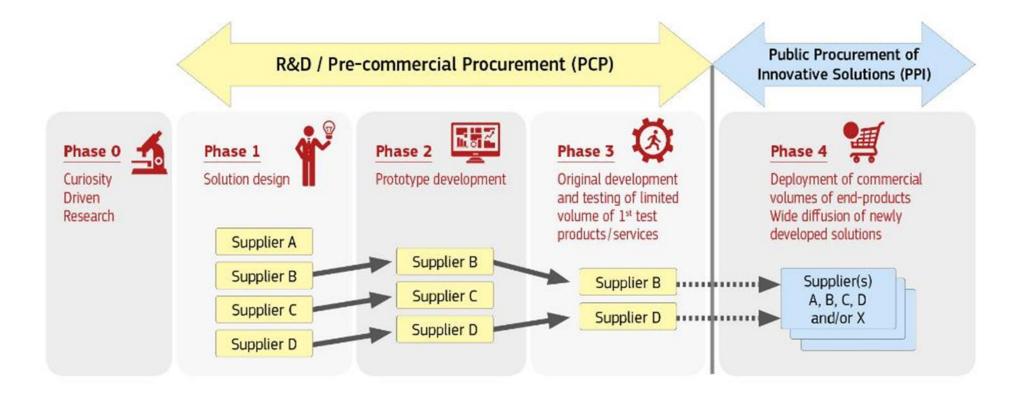




## Introduction

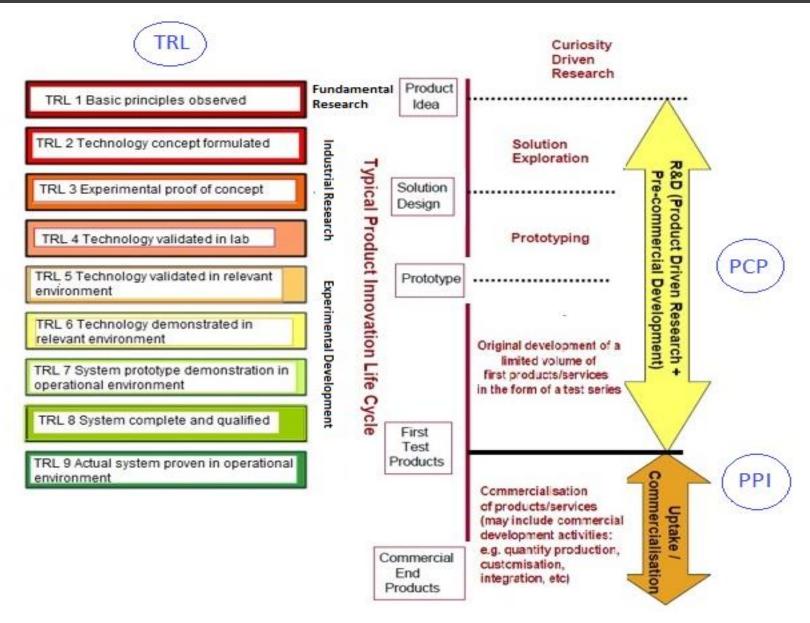


#### Innovation Procurement = PCP + PPI





#### The methodology





Launching customership step-by-step Procurement procedure steps - Award of public contract Business-case Cost and beneftis analysis Evaluation and lessons learnt Needs assessment Research latent & priotization needs - Evaluation results innovation procurement - Match making events - Sessions with end users - E-pitching - Evaluation and prioritization Procurement strategy - Determine Technology Readiness Level (TRL) of the desired solution - Determine Intellectual Property Rights (IPR) strategy Post-contract Choice procurement procedure: management Innovation Partnership State-of-the-art - Standaardisation Analysis (SOTA) Pre-Commercial Procurement (PCP) - Link with Venture Capital investors - Overview relevant patents, Public Procurement of Innovative standards and literature Solutions (PPI) - Monitoring IPR obligations Overview innovative suppliers Open Market Consultation (OMC) Contract Test need feasibility and SOTA findings management Monitoring milestones and - Test business case



assumptions and calculation

- Insight into market composition



deliverables



#### PCP & ETV

- Understanding the added value of ETV
- Goal: Phase 3 PCP ETV verified solution
- Understanding the ETV process
- Align ETV process with PCP process
- Challenges:
  - Timing & milestones ETV process
  - ETV Testing & verification capabilities
  - Costs ETV process
  - Integrating ETV process into PCP process



## PCP & ETV: possible scenario's

- Scenario I: CA as facilitator
  - Limited steering possibilities
  - Limited responsibilities for CA
  - Lower claim risk
  - Limited internal costs
- Scenario II: CA as integrator
  - Strong steering possibilities
  - Formal responsibilities
  - Higher claim risk
  - Higher internal costs



## PCP & ETV: Eafip assistance

Apply for EAFIP-assistance



- Become the first Eafip assisted ETV PCP project
- Expert assistance
- European wide outreach

- Share knowledge & lessons learnt
  - Eafip workshop/webinar, September 15th, 2022

Climate change: procure greener



## Wrap up & Closure







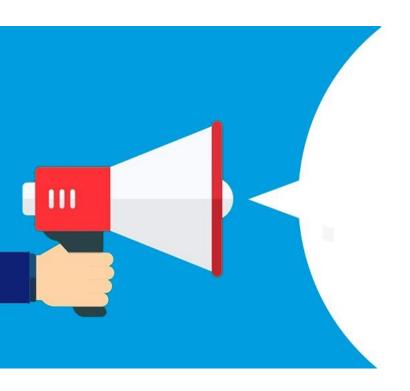
#### **Future events**



TOPIC	DATE
Innovation Procurement: Commercialisation of innovations to overcome the valley of death	12th May 2022
Evaluation and testing: tools and methodologies	14th July 2022
Climate change: procure greener	15th September 2022
Introduction to Innovation Procurement	27th October 2022
Automation of public services & Robotics: how public authorities can deal with it	15th December 2022
Construction, infrastructure & energy innovations in ICT related projects	16th February 2023

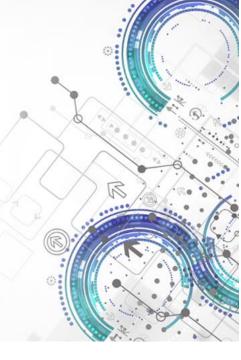
More information on: <a href="https://www.eafip.eu/events/webinars/upcoming-webinars/">www.eafip.eu/events/webinars/upcoming-webinars/</a>





1st CALL OF 2022 IS OPEN NOW!

Apply for free assistance Deadline 15 April 2022





https://ec.europa.eu/eusurvey/runner/EAFIP202



### Thank you for your attention

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