Project co-financed by the European Regional Development Fund

GRASPINNO

Transnational model, strategies and decision support for innovative clusters and business networks towards green growth, focusing on green e-procurement in EE/RES for energy refurbishment of public buildings.

GRASPINNO Transferring Event

"From Green Public Procurement (GPP) to Public Procurement Innovation (PPI): The Sustainability Path"

Transferring Event: 26 October 2018

Prepared by UPatras

Date: 01/11/2018

REVISION HISTORY

Minutes, Meeting in GSCCP				
Revision	**Date**	**Author**	**Revised by**	**Organisation**
Draft	31/10/2018	Marina Kouta		University of Patras
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0.3				
0.4				

Table of Contents

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1. INTRODUCTION

1.1 SCOPE OF REPORT

The aim of this report is to present the agenda and the minutes of GRASPINNO Transferring Event "From Green Public Procurement (GPP) to Public Procurement Innovation (PPI): The Sustainability Path", which was held in Bastia, Corsica, France on the 26th of October 2018. The event was hosted by the Inter-District Association of Electrification and Lightening of Haute-Corse – SIEEP, partner of GRASPINNO project, and it was coorganised by SIEEP and GRASPINNO Lead Partner, University of Patras - UPatras. The event took place in the Museum of Bastia, a historical place for Corsica.

1.2 STRUCTURE OF REPORT

The report is structured in 3 chapters:

- Chapter 1 presents the scope of this report.
- Chapter 2 presents the agenda of the meeting and a summary of the participants.
- Chapter 3 provides a summary of the events' presentations and discussions, along with the main conclusions reached.

2. MEETING AGENDA AND PARTICIPANTS

Friday, 26th October 2018

09.30 – 10.00	***Registration***
10.00 – 10.10	**Welcome** *SIEEP representative*
10.10 – 10.20	**GRASPINNO project and its objectives** *Presentation by University of Patras, GRASPINNO Lead partner*
10.20 – 10.30	**GRASPINNO Unified Platform: a powerful tool** *Presentation by University of Patras, GRASPINNO Lead partner*
10.30 – 10.50	**GPP in Corsica** *Presentation by SIEEP, GRASPINNO project partner*
10.50 – 11.10	**GRASPINNO Pilots results** *Presentation by University of Patras, GRASPINNO Lead partner*
11.10 – 11.30	**Break**
11.30 – 11.50	**GRASPINNO Living Labs (LL) methodology** *Presentation by University of Maribor, GRASPINNO project partner*

11.50 – 12.10	**GRASPINNO Living Labs across MED** *Presentation by University of Maribor, GRASPINNO project partner*
12.10 – 12.30	**GRASPINNO Living Labs: What have we learnt?** *Presentation by University of Maribor, GRASPINNO project partner*
12.30 – 12.50	**PPI for energy efficient buildings** *Presentation by CSTB France, Prominent MED project partner*
12.50 – 13.10	**MED PPI network promoting / facilitating PPI in the MED region** *Presentation by CSTB France, Prominent MED project partner*

13.10 – 14.10	**Break**

14.10 – 14.30	**From needs to value: preliminary market analysis in Innovation Procurement** ***(case example from Spain)***
14.30 – 14.50	**Market engagement in Innovation Procurement** ***(case example from Croatia)***
14.50 – 15.10	**Innovation dimensions - mixing available ESI funding and innovation procurement - selecting procedures for PPI** ***(case example from Italy)*** *Presentation by Sviluppumbria and Commune di Narni, Prominent MED project partners*

15.10 – 15.30	**Public Procurement for Innovation – a tool to respond to challenges of historic buildings** ***(case example from Portugal)***

15.30 – 16.00	**Break**

16.00 – 17.00	**Round table:** ***"GRASPINNO and Prominent MED: How to build a sustainable network"***

2.1 PARTICIPANTS

The event was really successful, since 30 participants came to attend the topics discussed and presented. The registration list can be found in the 1st Annex of this report and includes all the personal information of the participants.

3. EVENT SUMMARY

3.1 OBJECTIVES OF THE EVENT

GRASPINNO Transferring Event took place in Bastia, Corsica on Friday 26th of October 2018. The organization of this event urged by an internal issue which GRASPINNO had to overcome in order to complete all the activities which are well-described in GRASPINNO Application Form. More specifically, SIEEP (PP5) faced serious national public financial restrictions and administrative problems, resulting to SIEEP's weakness in carrying out some of their project activities. However, GRASPINNO partnership decided that SIEEP is a really important organization and at the same time SIEEP is capable of carrying out part of its future capitalization activities in France. Whereas some of

GRASPINNO partners will undertake the role of SIEEP in past and future activities which will not be finalized by SIEEP.

The main obstacle was traced on SIEEP's incapability of carrying out their Pilot and the Living Lab, along with the activities/deliverables related to these two main actions. Thus, GRASPINNO Lead Partner thought of replacing SIEEP's activities where possible. Thus, GRASPINNO Transferring Event was organized in this framework. Moreover, the thought of involving another MED project in this event was in the same line of transferring GRASPINNO results in this project and at the same time to make synergies with a view to the Sustainable Path of Procurement.

The main objectives of the meeting were the following:

- Introduction of GRASPINNO project and its objectives.
- Transfer GRASPINNO pilot results to France.
- Introduction of GRASPINNO Unified Platform and transfer the use of it in France.
- Introduction of Green Public Procurement in Corsica, France.
- Transfer GRASPINNO Living Lab methodology and results to France.
- Introduction of Public Procurement Innovation - PPI.
- Introduction of MED PPI Network.
- Transfer 4 PROMINENT MED pilot examples in France.

3.2 PARTNERS WELCOME

In the beginning of GRASPINNO Transferring Event, **Jean-Charles Laurelli**, Director of the Inter-District Association of Electrification and Lightening of Haute-Corse welcomed the participants and thanked University of Patras for their support on the organization of this event.

Mr. Laurelli expressed also his pleasure for the participation of University of Maribor, GRASPINNO Partner and the participation of PROMINENT MED project partners. Moreover, in his welcoming introduction, Mr. Laurelli pointed out the importance of being in a historical place, the Museum of Bastia and proceeded with the description of the Public Procurement. He highlighted the role of GRASPINNO in the procurement field and he stated that GRASPINNO project is looking for sustainable solutions. Finally, Mr. Laurelli opened the presentations' session and he called University of Patras to inform the participants for GRASPINNO project.

3.3 GRASPINNO GENERAL PRESENTATION AND OBJECTIVES

Prof. Stephanedes Yorgos made the first presentation of the GRASPINNO Transferring Event, introducing GRASPINNO and its objectives. He presented to the participants the official information regarding the project's acronym, the full title and the priority axis and the specific objective in which GRASPINNO belongs, and other related project facts such as the countries participating in it. Prof. Stephanedes made a brief reference to GRASPINNO consortium and each partner's institutional expertise and experience. He highlighted the project goals which can be summarized in the following:

- Improve capacity of PAs to manage energy efficiency of their buildings and move towards nearly zero energy buildings using smart green procurement
- Strengthen SMEs to enter the green energy market
- Validate integrated framework of green procurement strategies, methods, databases, tools.

Prof. Stephanedes moved on by describing the GRASPINNO main objectives. He stated that supporting PAs to adopt smart green public procurement, strengthening innovation capacity of public/private actors of Med area, testing a wide range of pilots across geographical and climate levels, supporting green energy and eco-innovation networks/clusters to increase their R&I capacity, and promoting green/sustainable growth model across sectors for Med area and beyond are the main project objectives. He mentioned the different project target groups, mentioning the SMEs, the business support organizations, academia and technological institutions, PAs, local policy makers and general public. Then he described the main barriers which were faced during the implementation of Module 2:

- Hard to persuade PAs to use green criteria in tenders.
- Active participation of SMEs: very challenging.
- Interaction between public/ private stakeholders needs a lot of effort.
- Lack of energy audit measurements in public buildings.
- Lack of financing solutions to facilitate energy refurbishment of public buildings.

Finally, Prof. Stephanedes proceeded with the presentation of GRASPINNO results and outputs. In his presentation he highlighted the importance of GRASPINNO Unified eGPP platform which can be used by PAs & SMEs and includes Databases with green criteria, electronic Green Public Procurement-eGPP and Life Cycle Cost-LCC tool. Moreover, GRASPINNO LP presented the TMN-Transnational Mediterranean Network where stakeholders of energy sector can communicate & exchange knowledge. Then Prof. Stephanedes stated that one of the main outputs of GRASPINNO is the Living Lab approach

which leads to dynamic training sessions & active participation of stakeholders and he also referred to the practical recommendations to EU decision makers which is GRASPINNO final output and it is expected by the end of the project.

After Prof. Stephanedes presentation, **Mr. Laurelli** took the chance to present the status of Green Public Procurement in Corsica. Initially, he made a comment on the difficulty on engaging innovation in Public Procurement. Mr. Laurelli stated that Green Public Procurement does not exist in the French Public Procurement Code, thus there were no provision in terms of green criteria. He mentioned that "environmental criteria have been left behind, only the waste management sector include some minor green criteria". Mr. Laurelli informed the participants that regional legal provisions regarding public procurement are strictly forbidden.

In France, the award contracts are given in compliance with the Directive 2004/18/EC on the basis of:

- The most economically advantageous tender (based on criteria such as quality, price, technical merit, after-sales service); or
- The lowest price.

The encouraging part of his presentation was the Order n°2015-899 of 23rd of July 2015 which allows a better taking into account of social and environmental concerns, but Mr. Laurelli still considers difficult to define and implement green criteria. Though, he thinks that GRASPINNO with its platform and DBs will help to the development and adoption of green criteria. Afterwards, Mr. Laurelli stated that the integration of climate change considerations into public procurement

must be in compliance with the fundamental principles of public procurement:

- Get the best value for money.
- Ensure fair treatment.

Finally, he highlighted that the quality price and the quality treatment are the main factors which influence French Public Procurement.

Then **Mrs. Marousi Konstantina**, representing University of Patras, started the presentation of GRASPINNO Unified Platform. In this presentation, Mrs. Marousi introduced to the participants GRASPINNO Unified Platform, which is one of the main deliverables of GRASPINNO Project and at the same time it is a powerful tool for both PAs and SMEs. She explained to the audience that GRASPINNO Unified Platform is an online platform that ingrates 3 main tools: 1. GRASPINNO Database which is built on a database architecture that strengthens the capacity of local and regional authorities to set quality green energy requirements and strengthens SMEs to propose solutions that cover these requirement, 2. e-GPP Support Tool which is focused only on PAs and offers to them an easy way to collect green specifications that can be used during their tender preparation and 3. LCC Calculating tool, which has been developed under three different perspectives and assist PAs to calculate the Life Cycle Cost of products and services either before procure these products and services or after their procurement.

Mrs. Marousi said that it is really easy to find this tool since it is accessible through GRASPINNO website at www.graspinno.eu. Then, she presented the background of the development of this tool. More specifically, Mr. Marousi informed the participants that GRASPINNO Unified Platform is based on tools developed in previous projects,

mainly in GRASP, which was also an Interreg MED project funded in the previous programming period, dealing with the green public procurement in energy refurbishment of public buildings. During GRASP, a database was designed and a first attempt of collecting data from PAs and SMEs related to energy refurbishment sector and RES was done. Also, a preliminary study on the e-GPP tool was carried out and the tool was available for specific products and services connected with limited categories of EE and RES. At the beginning of GRASPINNO, GRASPINNO partnership identified the tools that would be part of GRASPINNO Unified Platform, and then parameterized and upgraded the tools according to GRASPINNO needs and taking into account new green electronic procurement criteria. Then some details of the use of this platform were given from Mrs. Marousi in order to facilitate the participants to get familiarized with the tool. At the closure of this presentation, Mrs. Marousi informed that audience that GRASPINNO Lead Partner will remain at their disposal for clarifying potential questions.

After Mrs. Marousi presentation, **Mrs. Kouta Marina**, also representing University of Patras, started the presentation of GRASPINNO Pilots results. First of all, Mrs. Kouta presented the coordinator of the Testing Work Package, Veneto Region, and informed the participants that this partner was also responsible for collecting the final results of GRASPINNO Pilots and developing the overall evaluation report of those pilots. She informed the participants that the pilots consist an output of the Testing Work Package and the main goal of the Pilot activities is to support the energy refurbishment of public buildings, in order to reduce the energy consumption and the energy costs with the use of green procurement. The main tool for achieving this goal is GRASPINNO Unified Platform. With this platform the

contracting authorities have the chance to prepare their tenders, through the Tender Information Packages - TIPs and the Tender Description Texts – TDTs that can be directly exported by the eGPP tool, which is part of the GRASPINNO Unified platform. Afterwards, Mrs. Kouta presented GRASPINNO the pilots' objectives which have been identified by the partnership: The majority of the partners aimed to: 1. Reduce operational costs of buildings, 2. Increase the use of RES in public buildings, 3. Increase the Energy Efficiency-EE of public buildings, 4. Raise the awareness of the citizens in RES/EE, 5. Define the best energy solutions for the renovation of public buildings and 6. Support public authorities in the preparation of green tenders through the eGPP platform. Then Mrs. Kouta presented in detail all GRASPINNO pilot cases.

Pilots in Greece:

A. Pilot A which concerned the Supply, installation and operation of 13 net metering contracted photovoltaics in public buildings and involves thirteen Public schools in the Municipality of Kozani.

B. Pilot B which concerned the Electronic Public Procurement for wall-mounted, split-type, energy efficient air-conditioning machines for the needs of the Central Government.

C. The Electronic Public Procurement for LED lamps for internal lighting (tube type and globe type) for the needs of the Central Government.

Pilot B and Pilot C involved office buildings of the Ministries of the Hellenic Republic in Attica region. The evaluation of the pilot's results will be focused on one of those buildings, which is the building of the

offices of the Ministry of Economy and Development. The total area of this building has been estimated up to 20.000 m2.

Pilots in Italy:

D. The Staggia Senese Gymnasium

The existing state of degradation, caused by the age of the building and temperature changes, affected the roof especially during the summer period.

E. Middle school "Leonardo da Vinci" in Poggibonsi

The pilot building E has been identified as old with lack of seismic resistance (the construction is characterized by a high seismic risk indicator). The need to intervene on the structural grid by completely removing the vertical part of the building envelope has suggested the opportunity to also proceed with an energy efficiency improvement of the school by significantly improving the performance characteristics of the façade.

F. Palabasento, sport building in Potenza (Pz); - Swimmng pool of municipality of Campomaggiore (Pz); - MCAB's (Communita Montana Alto Basento) headquarter in Potenza (Pz).

G. Angelo Codello School

In Pilot G it has been identified the need of a seismic adaptation of the structure and at the same time, partners take advantage of this occasion to make improvements to the thermal performance of the building.

H. Ancilotto Palace

In pilot H, the audit had the following results: no roof insulation and wooden frame with single glazed windows.

Pilot in Cyprus:

I. The New office premises in Paralimni. This pilot referred to the: 'Construction, transport and placement of windows and curtain walls from

Aluminum, in a building which will hold governmental services in Paralimni'.

Pilots in Spain:

L. UPC: Polytechnic University of Catalonia

Pilot L concerned the installation of 2 photovoltaics plants on 2 buildings of the Polytechnic University of Catalonia, one in the Department of Robotics and one in the Library of the University.

M. CCIT Headquarter – Chamber of Commerce

This pilot concerned the increasing of light lumens, thus improving the quality of work for the employers, since the Audit showed the necessity of replacing the traditional lighting system.

Pilots in Bosnia and Herzegovina:

N. The Health care Centre Tešanj

O. Public Institution Culture Centre Maglaj.

Pilot N concerned the replacement of the existing windows of the pilot building of the Health Care Centre in Tešanj and Pilot O audit led to the replacement of deteriorated wooden joinery (7 external windows and 4 doors) by new profile joinery without a broken thermal bridge.

After presenting the aforementioned pilot cases, Mrs. Kouta proceeded with the classification of the pilots, based on the buildings' use, the audit results, the green solution adopted, the procurement procedure and the contract award criteria. Moreover, Mrs. Kouta highlighted the importance of a common methodology for the pilots and informed the participants about GRASPINNO methodology:

- Prepare energy audits on the identified public buildings
- Propose green solutions according to the building's energy needs.
- Prepare the green tender using GRASPINNO Unified Platform and more specifically the eGPP Tool
- Define the tender winner in order for the green solution to be implemented.
- Report the actions made for the pilot.
- Make the evaluations of the tender.

The, Mrs. Kouta made a synopsis of GRASPINNO pilots and declared that 9 partners of GRASPINNO project implemented a pilot, the pilots were 13 in total and included 28 public buildings in 5 MED countries. Finally, she presented GRASPINNO pilots' conclusions which were reported by the partners through their experience on the pilots and she stated that the conclusions can be summarized in the following words: Motivation, Strategy, Good practice, Management, Replicability, Promotion of knowledge, Timing and Local dimension.

Mrs. Maršenka Marksel from the University of Maribor, GRASPINNO Partner and coordinator of the Work Package 4–WP4 of the project – Transferring WP, presented GRASPINNO Living Lab methodology. First of all, Mrs. Marksel presented the Living Lab-LL definition: LL is an environment in which: researchers, developers and end-users co-create innovative products or services in the shortest possible time according to the needs of end-users and test the idea in the real-life environment (a city, a region, a country, an industry, company). Then, she continues by providing some more details on the LLs and she pointed out that an LL is a living process which is always improving, adjusting and developing. The Living Labs usually exploit opportunities of modern ICT and LL's stakeholders have to: cooperate, explore, experiment, evaluate innovative ideas, scenarios, concept, technologies, products and services.

After the presentation of the framework of LLs, Mrs. Marksel stated that GRASPINNO Living Labs was organised to transfer the results of GRASPINNO pilots. GRASPINNO LLs involve SMEs, PAs (National, Regional, Local), decision and policy makers, engineering organizations, consultants and support designers. The purpose of these LLs was to bring together all key actors who get involve with green public procurement, funding and mentoring in field eco-innovations, public buildings refurbishment, energy management and establish an interaction amongst them. The GRASPINNO Living Lab methodology was applied in each participating country to help partners establish their LLS. The setting up of GRASPINNO LLs of 6 phases i.e. **Connect, Educate and train, Implement, Improve, Evaluate and Disseminate** each consisting of several steps.

Afterwards, Mrs. Marksel explained in detail the whole procedure of going through the 6 phases of GRASPINNO LLs. More specifically, the main aim of the phase Connect was to form the Living Lab network of complementary stakeholders addressing a common problem/opportunity. The educate and train phase was the step where stakeholders had to be educated and trained on available tools and methodologies, the implement phase helped to motivate stakeholders to implement and test the solutions and this phase involved the stakeholders on the improvement of solutions and specially encouraging them to provide feedback for adoption of solutions to their actual needs. GRASPINNO LLs' evaluation phase regarded the evaluation of the used solution and LL performance and the dissemination phase objectives were the communication and deployment of the solutions to specific stakeholders that can gain benefits by participating in LLs and the dissemination of the developed solutions, guidelines and recommendations.

Finally, Mrs. Marksel commented that: "For achieving sustainability of Living Lab, it is important to expand the network of stakeholders and a good way to do this is to keep the innovation process in LL constantly running by identifying new relevant problems, opportunities and knowledge gaps".

After Mrs. Marksel presentation, the participants had the pleasure to meet **Mr. Pierre Savelli, the mayor of Bastia**. Mr. Savelli welcomed the participants and he pointed out the importance of working for innovation. He also said that he will attend the whole event and indeed he stayed until the end of the event and then he thanked the two projects for their presentations.

Then, **Mr. Klemen Sredenšek**, representing also the University of Maribor, started his presentation on GRASPINNO Living Labs across MED. More specifically, he spoke about GRASPINNO Living Labs and the relevant topics of each LL. GRASPINNO LLs are the following:

- eGPP Living lab in Slovenia
- eGPP Living lab in Bosnia and Herzegovina
- Green Policy Living Lab in Cyprus
- Green Fund Living lab Greece
- Green Fund and Green Policy Living Lab in Italy
- RISE PUBLIC Living Lab in Italy
- Control or Manage Electricity Consumption Living Lab in Spain

And the 5 topics related to GRASPINNO LLs are the:

- electronic green public procurement
- funding and mentoring
- green policies
- electricity consumption
- energy management

Mr. Sredenšek pointed out the important tools of GRASPINNO, which have been used in the Living Labs of the project. The 4 tools are: the e-GPP (electronic green public procurement) tool, GRASPINNO unified platform, the LCC (Life Cycle Cost) tool and a monitoring system for the energy management. In these tools and practices, new features and guides have been provided by the participants in order for the tools to be improved according to stakeholders' needs. Afterwards, Mr. Sredenšek presented each GRASPINNO Living Lab. The main features presented for each LL were: the initiator of the LL, the scope of the LL, the number of declarations signed for the scoped of the LL, the

solutions tested and the solutions proposed by the stakeholders of the LL.

After Mr. Sredenšek, **Mrs. Marksel Marsenka** presented the lessons learnt from GRASPINNO Living Labs. First of all, Mrs. Marksel spoke about the evaluation method for the overall performance of GRASPINNO LLs and their improved solutions. The method selected by the University of Maribor was the online survey. The main aim of survey, in which 86 GRASPINNO LLs stakeholders participated (PAs, SMEs and others), was to make a proper evaluation of GRASPINNO LLs and solutions contribution, mainly benefits gained and knowledge improved. GRASPINNO LLs benefits and knowledge were evaluated according to the Likert scale, using the level of agreement for benefits (measured from strongly disagree to strongly agree) and level of knowledge before and after participating in LLs (measured from poor to excellent). She pointed out that the majority of GRASPINNO LLs stakeholders that participated in the survey agreed that by participating in GRASPINNO LL they have gained benefits such as opportunity to co-create novel solutions, strengthen cooperation, possibility to exchange experience/concerns and to develop more positive attitude towards green (sustainable) growth. Before participating in the GRASPINNO LLs, majority of the stakeholders had fair or good knowledge on green policies, mentoring and funding mechanisms and possibilities, green public procurement, best practices, Living Lab concept, GRASPINNO pilot actions and eGPP tool. After participating in the GRASPINNO LLs, more precisely after finishing the first four phases of Living Labs set up, e.g. Connect, Educate and Train, Implement and Improve, the share of stakeholders having very good knowledge on before mentioned topic increased in same cases even up to 43%. Mrs. Marksel explained in detail all the statistics of

the evaluation made for GRASPINNO LLs. Afterwards, she highlighted the most important challenges and risks derived through the preparation and the operation of the LLs. Those challenges can be summarized as follows:

- Long process of signing the declaration of participation, stakeholder's willingness and time restrictions, have been anticipated and appropriately managed.
- Short time period available for setting up Living Labs.
- Difficulties in coordinating large number of stakeholders, especially for day to day activities.
- Difficulties in engaging stakeholders in LLs activities due to stakeholder's time restrictions, willingness to actively participate and lack of experienced personnel. Thus, LLs' initiators have to devote more time for organizing meetings, training and education sessions.
- Difficulties in providing funding of LLs after the GRASPINNO project ends.

Mrs. Marksel also summarized the main lessons learnt through GRASPINNO LLs:

- It is highly important to identify common problem that all potential stakeholders can relate to, thus stakeholders will be willing to invest their time, resources and knowledge, as they clearly understand benefits arising from collaboration with others.
- It is important that the initiator of LL is active and competent (e.g. has experiences, expertise, communication skills, is good organizer and most importantly has excellent networking skills) to define a good and solid partnership.

- The importance of organization's capabilities was really clear in GRASPINNO LLs, since partners who addressing policy topics had a great influence on decision of others stakeholders to participate and they have resulted in several new policies related guidelines.

Then, Mrs. Marksel presented some recommendations for LLs. Moreover, she provided to the participants some results/recommendations for GRASPINNO tools which were also examined through the LLs. Finally, she presented the conclusions of this process and she declared that even though the knowledge and understanding of themes addressed in GRASPINNO LLs varied significantly, the assessment has shown that through participation in Living Labs all stakeholders have improved their knowledge on: green public procurement, funding and mentoring possibilities for green investments, GRASPINNO eGPP tool, energy management and electricity consumption.

After the presentation of the main topics, results and best practices of GRASPINNO project, the Prominent MED project partners began with their presentations for their project which is closely related with GRASPINNO and it also funded from the Interred MED programme. **Mr. Yacine Bennouna,** from the Scientific and Technical Centre for Building-CSTB which is partner of Prominent MED project, started his presentation on PPI for efficient buildings. He introduced to the participants the overall Prominent MED project and he presented the definition of Public Procurement Innovation-PPI and its main goal.

First of all, Mr. Bennouna highlighted the five procedures of the European Guidance for public authorities-PAs on Public Procurement of Innovation which are the following: Preliminary market consultation; Pre-commercial procurement; Competitive dialogue; Competitive

procedures with negotiation and Innovation partnership. Mr. Bennouna informed the participants that in France, the first competitive dialogues were launched about 12 years ago. Large PAs have experienced these procedures where the contracting authority enters into dialogue with potential bidders (providers of works, supplies or services) to develop solutions for its requirements. Whereas, the "Innovation partnership" procedure which was introduced by the 2014 EU Public Procurement Directive has been seldom used so far. Moreover, Mr. Bennouna said that the definition of PPI varies according to local context and market maturity.

Suppliers definition is that PPI means to undertake the procurement process in a way that stimulates the supply chain to invest in developing more innovative goods and services to meet the needs of an organization. The demand point of view for PPI is different since for the demand PPI means to get the goods and services you need, when you need them, at a price that reflects their value (to the customer). Mr. Bennouna informed that participants that the Prominent MED project focuses on the use of Public Procurement of Innovation (PPI) to stimulate the adoption of innovative products and services that can improve the quality of the services for citizens. PPI in Prominent MED context, will be related to innovative energy efficient materials and processes for public building energy refurbishment. Their main aim is to improve the quality of public services activating a market demand triggering industries to scale up its production chain to bring products on the market with desired quality / price ratio within a specific time. This project is illustrated by 4 case studies in Spain, Croatia, Italy and Portugal.

- The municipality of Alzira in Spain: the pilot project focuses on the refurbishment of an old (1891) orange storage building ("magatzem de cucó");
- The municipality of Koprivnica in Croatia: the pilot project involves the energy efficient renovation of a prefabricated kindergarten building.
- The municipality of Mértola: the pilot project concerns the renovation of the city hall that also hosts the Roman part of Mértola's museum.
- The municipality of Narni in Italy: the pilot case is applied for the refurbishment of a kindergarten hosting children from 6 to 36 months.

Afterwards, he presented the main steps for the procurer before the tendering phase. The main aim is to define the future needs, to promote them in the local market through a convincing and efficient way and finally to allow suppliers to give an adequate and innovative response to these needs. Moreover, he highlighted the main barriers in order for the small municipalities to prepare and publish PPI. Those barriers can be summarized as follows:

- Capability gap: lack of skills of small municipalities.
- Price rather than quality: delivery period and price becomes priority when awarding contracts for equipment or renovating public buildings.
- Excessive detailed specifications: the lack of openness to unsolicited ideas.
- Weight of habits: most procurers prefer to follow the usual processes and to keep their habits instead of developing new approaches.

- Reluctance and difficulty to hire external consultants: small municipalities frequently lack capacities to launch PPI.

Finally, Mr. Bennouna closed his first presentation by declaring that even if GPP and PPI has different approaches, their goals are common since both procedures seek to achieve energy efficiency in public buildings, procure in a more efficient way and lead the supply chain to best practices use.

Then, **Mr. Bennouna** proceeded with the presentation of MED PPI network by analysing its main goals which are: the dissemination of knowledge, the sharing of best practices and the exchange platform. The main actors involved in MED PPI Network are public bodies, local authorities, universities / research centers, suppliers (mainly SMEs and start-up), experts and others. MED PPI Network was set up to organise virtual meeting, networking, learning and peer exchange space and to enhance understanding and capability. Network use:

<u>For local authorities</u>

- To have access to guidance on the legislative, administrative and regulatory frameworks;
- To develop realistic solutions;
- To facilitate feedbacks

<u>For suppliers</u>

- To know about market access, financial opportunities;
- To build collaborative partnerships;

Mr. Bennouna stated that MED PPI Network supports the wider uptake of pre-innovation approaches to public procurement in the MED region and beyond. Prominent MED is using two platforms for the network: the procurement forum, dedicated to public players and Linkedin to attract a wider audience and in particular suppliers. Prominent MED uses two platforms for the network: the procurement forum, dedicated to public players and LinkedIn to attract a wider audience and in particular suppliers.

Finally, he presented the difficulties in creating a dynamic and representative network of suppliers and procurers. Prominent MED needs to share practices and discuss communication strategies. Mr. Bennouna declared that one way of making this, is for GRASPINNO to help their project by exchanging its experience on creating the GPP network – Transnational Mediterranean Network (TMN) and if possible to create a common synergetic network.

Mr. Plàcid Madramany, from Consorci de la Ribera which is partner of Prominent MED project presented Spain case study and more specifically a preliminary market analysis in Innovation Procurement. First of all, Mr. Madramany said that the Spain case includes the refurbishment of an Old Orange Storage Building. The Spanish clusters which have been developed for this purpose, consisted of:

- PROMINENT MED PARTNERS
  - CRIB: Consorci de la Ribera
  - UPV: Universitat Politècnica de València
- IMPLEMENTING MUNICIPALITY
- ALZIRA: Ajuntament d'Alzira
- TECHNICAL ASSISTANCE
- ENERLIS (hired by CRIB): Expert assistance in PPI framework

- TECNALIA (hired by CRIB): Expert assistance in PPI + Energy efficiency / Market analysis
- THIRD PARTIES
- AVAESEN: Energy Companies Cluster of Valencian Region (Associated Partner – Companies)
- GV: Generalitat Valenciana (Associated Partner - Municipalities)

The building is located in Alzira and it was built on 1891. For proceeding with the PPI in this building, the Spanish partners had to make a preliminary market analysis. This is a procedure that:

- permits stablishing the state of the art of a specific area of knowledge or technique
- to define, specify and foresee the most profitable outcome-oriented requirements of a procurement of innovation
- focuses on the increase of the value of the future solutions.

The preliminary market analysis has some main steps:

- needs analysis (what)
- settlement of base scenario (from)
- analysis of supply-chain (who)
- state of the art (to)
- qualification of innovation (how)

Mr. Madramany presented and explained in detail the abovementioned steps in order for the participants to comprehend the market analysis process. In this pilot, the following requirements have been identified:

- Maximize the use of natural light.
- Minimize heat gains in summer, to avoid overheating.
- Minimize heat losses

- Provide ventilation (either by opening windows, or by integrated ventilation system).
- Soundproofing (Acoustic insulation).
- Ensure the quality of the assembly with the opaque envelope.
- Easy maintenance and cleaning.
- Sustainable product, guarantee to minimize waste, use of sustainable materials, consider the life cycle of the installation.
- Provide security against vandalism.

Mr. Denis Premec, from Regional Energy Agency North-REA North which is partner of Prominent MED project presented the Croatian case study and more specifically its market engagement in innovation procurement. First of all, Mr. Premec said that the Croatian example refers to the PPI pilot through retrofitting project of prefabricated kindergarten building. The building is approaching its lifetime end and it's time to be refurbished for extended its lifetime. REA North had defined Outcome Based Requirements. The, Mr. Premec presented the time plan of the pilot and proceeded with analyzing the pre-market consultation activities which included the publishment of articles and news in various media and the presentation of the planned investment on various conferences and workshops. Their Prior Information Notice had been published in the Croatian and the English version. Mr. Premec declared that they made a lot of effort to create this document, which has been published on March 2018 at PIN publication in National Official Journal and in EU Official Journal (TED, Tenders Electronic Daily). The Croatian partner of Prominent MED project has also developed a website for the pilot. In this website the stakeholders can participate in the open market consultation and to send their expression of interest for the procurement. Till now the Croatians have 30 expressions filled in and sent to them. Some of the expressions were basic, whereas

some others were quite detailed. Finally, Mr. Premec presented the next steps of the PPI pilot according to the time plan and the expected risks when proceeding with those steps.

Mr. Pietro Flori, from Municipality of Narni which is partner of Prominent MED project, presented the Italian case study and more specifically its innovation dimensions - mixing available ESI funding and innovation procurement - selecting procedures for PPI. The identified building is the Kindergarten "Gianni Rodari" located in Narni Scalo, Terni, Italy. It hosts about 200 people (pupils, teachers and assistants). The building consists only from ground floor (net floor area 1248.83 m²) and it was built with a structure in reinforced concrete and the slab is in cemented: brick blocks combined with reinforced concrete. Afterwards, Mr. Flori presented the Open Market Consultation results, where they received 6 questionnaires:

- 3 traditional technical solutions.
- 2 innovative solutions (1 patent) lacking of the sensitive elements.
- 1 integrated solution with less effective technical solution for seismic resilience.

The main issues to be addressed have been identified in how to ensure the best result in terms of seismic improvement and thermal insulation. They found the solutions in mixing available ESI Funds. The Region of Umbria ROP ERDF 2014-2020, Axis 8 – Actions 8.3.1 - 8.4.1 with the aim, respectively, to reduce energy consumption and seismic risk in public buildings for school use, in the areas at greatest risk (zones 1 and 2) identified by the D.G.R. n. 111/1. Finally, they manage to gain this funding and now they are ready to proceed with the interventions. Moreover, Mr. Flori stated that within the project, the traditional

external interventions will be combined with internal cladding and wall coverings interventions in order to obtain the best result in terms of thermal insulation, seismic resilience, acoustic insulation, without forgetting the learning environment for pupils. They have already selected the competitive procedure with negotiation. Finally, Mr. Flori provided to the participants the final time plan for their next activities.

The last presentation was made by **Mrs. Elsa Nunes,** from IrRADIARE which is partner of Prominent MED project, presented the Portuguese case study. Her presentation, titled: "Public Procurement for Innovation: A tool to respond to challenges of historic buildings", emphasized on the use of PPI in historic buildings which are located in some Portuguese Unesco heritage sites. Mrs. Nunes stated that they get involved with 2 pilots, but in her presentation she gave more details on one of them. She pointed out that their pilot is dealing with the measurements of energy efficiency and urban refurbishment. Each intervention is not applicable in Unesco areas, thus they had to overcome the difficulties on making it possible. Afterwards, she presented the pilot building (Municipality City Hall in Mertola) which is located in Praça Luís de Camões, in municipality of Mértola. Located at an altitude of 135 m, this building has work areas, meeting rooms, toilets and support zones distributed over 2 floors above ground and presents itself without significant solar and wind obstacles, with large exterior areas and with no significant shading. The ground floor of this building operates as a museum since 2004, thus this building has many specific needs. Prior to the tender, IrRADIARE organization had to go through several steps: need analysis, surveys, meetings, interviews regarding users' needs and energy audit. Mrs. Nunes then presented the work done so far for their pilot. They have already published the prior information notice and they get one answer, they performed also

the market sounding (quest), the open market consultation workshop and finally they defined the type of procedure which was the competitive dialogue. Finally, Mrs. Nunes announced the next steps of their pilot.

After Mrs. Nunes presentation, the partners of the two projects had the chance to **discuss on how GRASPINNO and Prominent MED could build a sustainable network**. The ideas shared between the partners of the two projects can be summarized as follows:

- Both GRASPINNO and Prominent MED intend to develop a short e-newsletter for inviting each projects' target groups, stakeholders and readers to participate in MED PPI network and Transnational Mediterranean Network respectively.
- GRASPINNO Networking tool, the Transnational Mediterranean Network-TMN, could add a link referring to MED PPI network in order for the participants of TMN to use also the Prominent MED communication tool.
- Prominent MED Networking tool, the MED PPI network, could add a link referring to GRASPINNO Transnational Mediterranean Network-TMN in order for the participants of MED PPI network to use also GRASPINNO TMN.
- Both project shared the idea of promoting each other in order to get more attention and communicate their ideas and results in MED community.
- An ambitious idea which was shared between the partners of the two projects was the development of a join platform for these two projects.

ANNEX I – Participation List

Interreg Mediterranean GRASPINNO

Project co-financed by the European Regional Development Fund

SEEP

Evènement de Transfert du projet GRASPINNO

GRASPINNO Transfering Event

Bastia, 26 Octobre 2018

Feuille d'émargement / *Attendance list*

ORGANISATION	PRENOM et NOM *NAME and SURNAME*	FONCTION *FUNCTION*	SIGNATURE
IRRADIARE	ELSA NUNES	PROJECT MANAGER	
RIBERA CONSORTIUM	PLACIDO MARRASMANY	MANAGER	
CSTB	Yacine BENNOUNA	Manager	
SVILUPPUMBRIA	CONSUELO BENEDETTI	FINANCIAL MANAGER	
CDI-AMO-SIEEP	Jullard Jean-Noël	AMO	

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ORGANISATION	PRENOM et NOM *NAME and SURNAME*	FONCTION *FUNCTION*	SIGNATURE
RAFFALLI TP	MAGNIN - FEYSOT Quilloni	Secretaire	
COMUNE DI NARNI (ITALIA)	PIETRO FLORI	Dirigente	
CDI	BOULANGER Albert	AUTO / SISTEP	
Communauté d'Agglomération de Bastia.	ANDREY SCOFFONI	Directeur des Services Techniques	
Spinosi CCI	SPINOSI Nicole	Res. actuelle	

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ORGANISATION	PRENOM et NOM *NAME and SURNAME*	FONCTION *FUNCTION*	SIGNATURE
University of Patras	Konstantina Marousi	GRASPINNO Lead Partner	
University of Patras	Marina Kouta	GRASPINNO Lead Partner	
University of Patras	Porgos Stephanedes	GRASPINNO LP	
UNIVERZITY OF MARIBOR	Sebastijan Seme	GRASPINNO PP	Seme
UNIVERSITY OF MARIBOR	MARŠENKA MARKSEL	GRASPINNO PP	

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ORGANISATION	PRENOM et NOM *NAME and SURNAME*	FONCTION *FUNCTION*	SIGNATURE
UNIVERSITY OF MARIBOR	PAVLETIĆ NINA	GRASPINNO	
UNIVERSITY OF MARIBOR	KLEMEN SREDENŠEK	GRASPINNO	
Mairie de Penta di Casinca.	CASTELLI YANNICK	Maire	
Entreprise Monte Stello	Marie-Th. Poggi	—	
Sogi SN	Cino Sabrine	-	

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ORGANISATION	PRENOM et NOM *NAME and SURNAME*	FONCTION *FUNCTION*	SIGNATURE
REA NORTH	2 PREMEC 1 DENIS	PROMINENT MED TEAM MEMBER	
CAPOZZI B BET	CAPOZZI	Ingénieur	
SIEEP - HC	Jean-Charles LUCIANI	Directeur	
SIEEP 2B	Yannick CASTELLI	Technicien	
MAIRIE DE BASTIA	Pierre SANTUCCI	MAIRE	

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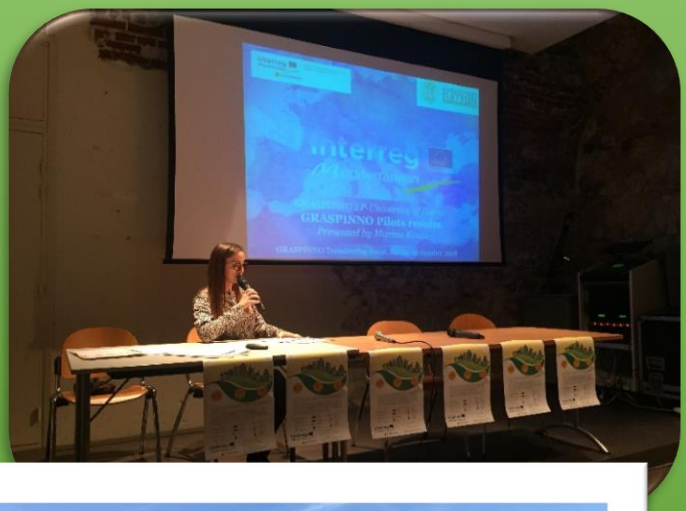
EDF Corse	Albertini DJ.	DIR Dep	
ESPACE ELEC	Parchetti Laurent	Dir. Com.	
ESPACE ELEC	Bianconi Regis	Responsable des ventes	
LSL - Le Studio LED	Corinne GRAPTON	Présidente	
LSL - LE STUDIO LED	Sophie TRIBONDEAU	Resp. Com & Mktg + études	

ANNEX II – Photos




GRASPINNO
LIVING LABS


Market Sounding Prospectus
Croatian and English language version
Even more effort to create the document (thank you Gaynor for support)
Published as an attachment to PIN and shortly after on the pilot project web page


What has been done so far?
Prior information notice
Market sounding (quest)
Market Consultation Workshop
Definition on the type of procedure