

Deliverable 5.2.1

REPORT OF KNOWLEDGE TRANSFER AND MUTUAL LEARNING ACTION.

WP5 – Transferring

Activity 5.2: Target engagement.

Partner in charge: Consorci de la Ribera

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Interreg 
Mediterranean



Prominent MED

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AUTHORS AND CONTRIBUTORS

Partner Name	Country	Acronym	Authors and contributors
BAIXO ALENTEJO INTERMUNICIPAL COMMUNITY	Portugal	CIMBAL	
CITY OF KOPRIVNICA	Croatia	KOP	Maja Balaško Kiš
CONSORCI DE LA RIBERA	Spain	RIBERA CONSORTIUM	Plàcid Madramany Sanchis, M ^a Isabel Serrano Cantó
CSTB	France	CSTB	Frédéric BOUGRAIN
IRRADIARE	Portugal	IRR	
MUNICIPALITY OF NARNI	Italy	NARNI	
POLYTECHNIC UNIVERSITY OF VALENCIA	Spain	UPV	José Badia, Víctor Cloquell Ballester, José Manuel Navarro Jover, Françoise Olmo Cazeville, Amparo Ribes Greus
REA NORTH	Croatia	REAN	Denis Premec
SVILUPUMBRIA	Italy	SVIL	Diego Mattioli, Consuelo Benedetti

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Madramany-Sanchis P., Serrano-Cantó I., Badia JD., Bougrain F., Balaško Kiš M., Cloquell-Ballester V., Flori P., Licul Martinčić M., Maio B., Martins S., Navarro-Jover J.M., Nunes E., Pacheco P., Premec D., Ribes-Greus A., Šimić I. and D. Mattioli, 2020, *Public procurement innovation implementation strategy in MED countries*, Prominent MED, Interreg Mediterranean, Project co-financed by the European Regional Development Fund.

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1. Introduction to Prominent MED project

The main idea of Prominent Med project focuses on the use of Public Procurement of Innovation (PPI) procedures supported by the European Union in order to stimulate the development of innovative technology systems and solutions in the field of energy efficiency and their market uptake. When it comes to innovation, local authorities were mainly involved in development of the infrastructure required to enable and speed up establishment of various institutions directed to innovation, like incubators, RDI centers etc. with main aim to support innovative companies.

Local authorities are rarely directly involved in targeted RDI activities as they were always perceived as buyers and users of mature products and solutions. The challenge that partners are facing is to study and implement (test) PPI procedures that can be transferred in similar contexts of the MED area.

Project is going to enable the areas involved to procure and implement innovation and boost development of a wide range of innovative products and solutions customized and tailored to their needs. Learning areas will have the opportunity to introduce or catalyze PPI procedures into their public procurement policies enabling faster implementation of local strategies and plans aiming at sustainable development through green growth. At the same time partners and involved clusters will get an opportunity to establish close peer-to-peer cooperation on one side and creation of new networks on the other side.

Prominent Med project embraces 3 main different stages: studying, testing and transferring. The first stage called 'studying' was dedicated to learn about innovation procedure from a legal and technical point of view and to prepare the pilot building tender procedure. By means of 'testing' module, the innovative tender procedures were launched and pilot buildings works were conducted and monitored.

The last Prominent Med project module called 'transferring' was devoted to export the PPI methodology, country pilot results and, in general, the knowledge gained by project partners through the organization of dedicated dissemination events and individual meetings.

This report will deal with the organization of the thematic workshops (10 in total) and the final International event (replaced by the PPI webinars due to COVID 19 pandemic). This e-doc will detail an analysis of the actions conducted indicating the results obtained in terms of involvement of the targets and their engagement in apply and replicate the PPI methodologies and in joining in the PPI MED Network.

2. Transferring know-how on PPI in Med countries

The Plan of results transferability agreed by all Prominent Med actors delimits the commitments of providing an added value to this EU project by the following knowledge transfer actions:

- promote the adhesion of public authorities, clusters, enterprises, academia and research centres to the MED PPI Network;
- exchange know how on public procurement of innovation (PPI) and promoting its adoption;
- sharing experiences and practices on how to deal with PPI;
- transfer the knowledge and methods developed during the project at national scale and MED scale through the organization of dedicated workshops and individual meetings;
- sign transferability protocols in order to set a common agreement and detailed transfer measures with public and private interested actors.

It is a priority as well, to go on the transferability activities after the project end, in order to:

- guarantee the long-term applicability and transfer of Prominent MED outputs and results at local level through i.e. organization of training sessions, study visits, provision of technical and legal support etc.;
- keep on collaborating in the MED PPI Network and via EU Thematic Communities;
- keep on promoting the use of PPI procedures also beyond the project areas: i.e. sharing the Prominent MED methodology and experience in external events or other initiatives.

3. Prominent Med thematic workshops

3.1. Knowledge transfer vents organized at Croatia

3.1.1. PROMINENT MED / PPI2INNOVATE INNOVATION PROCUREMENT POLICY ROUNDTABLES

Description of the event

The "Prominent MED / PPI2Innovate Innovation procurement policy roundtables" thematic workshop was carried out in cooperation with similar project PPI2Innovate from Interreg Central Europe and was attended by public procurers and local governments' representatives.

- **Date and place of the workshop:** 5th June 2019, Zagreb Innovation Center, Zagreb, Croatia
- **Type of event:** Workshop for public authorities
- **Main organizers:** Regional Energy Agency North; Croatian Agency for SMEs, Innovations and Investments (HAMAG-BICRO)
- **Objectives:** To present good practice and application of innovation procurement procedures, i.e. Public Procurement of Innovation as a new procurement model in addressing the needs of public institutions. The capitalized knowledge of the Prominent MED project and PPI2Innovate project and the Innovation Procurement Competence Center in the Republic of Croatia were presented, as well as practical experiences from the application of public procurement of innovation on two ongoing Croatian projects. Through practical work in the form of round tables the participants such as representatives of contracting authorities had the opportunity to map the needs within their own institutions and gain insight into the practical application of the public procurement process for innovation.

Agenda of the workshop

09:30 - 10:00	Registration
10:00 - 10:15	Welcome speeches <ul style="list-style-type: none"> • Frane Šesnić, Director, ZICER, Zagreb Innovation Center • Tamara Sarvaš, Director of the Sector for Development and Customer Support, HAMAG-BICRO • Ivan Šimić, General Manager, Regional Energy Agency North
10:15 - 11:00	Capitalization of knowledge of public procurement of innovation on the PPI2Innovate project - guides to public procurement of innovative solutions and the establishment of the Competence Center in the Republic of Croatia <ul style="list-style-type: none"> • Tihana Jelača, PPI2Innovate project manager, HAMAG-BICRO
11:00 - 11:25	Projekt javne nabave inovativnih rješenja R2Integrate Presentation of the project on public procurement project of innovative solutions R2Integrate <ul style="list-style-type: none"> • Boris Kuharić, LOBRUX
11:25 - 11:45	Practical experiences from the implementation of public procurement of innovative solutions on the project Prominent MED <ul style="list-style-type: none"> • Denis Premec, REA North
11:45 - 12:05	Coffee break
12:05 - 12:20	Start of the workshop - introduction and instructions for joint work in groups <ul style="list-style-type: none"> • Manuela Licul Martinčić • Denis Premec, REA North
12:20 - 13:00	Work in groups (1 group = max 10 participants)
13:00 - 14:00	Lunch break
14:00 - 14:45	Presentation of work results by groups (1 representative from each group presents results, up to 5 min)
14:45 - 15:00	Conclusions of results
15:00 - 15:15	Questions and answers

Speakers profile

Tihana Jelača, HAMAG-BICRO: She was at the time the PPI2Innovate project manager and her specialization was capitalization of the knowledge of innovation procurement within the PPI2Innovate

project. She was also key person in establishment of the first Competence Center for procurement of innovative solutions.

Boris Kuharić, LOBRUX: He was at the time a consultant for public procurement of innovation at presented project and has more than 10 years of experience from procurement in public authorities.

Denis Premec, REA North: He is project manager with 20+ years of experience and at the time was responsible for preparing and executing the PPI process in the project Prominent MED.

Manuela Licul Martinčić: She is top Croatian procurement consultant with 20+ years of experience and was at the time engaged as national procurement expert for the support of PPI in the project Prominent MED.

Target group & participants

Target groups: Public procurers from local authorities / municipalities / cities, ministries, government bodies and government companies and universities.

Participants: Exactly 60 participants attended the workshop.

Summary of the event

The event was organized in two parts: presentations of practical cases with important PPI guidelines and practical group work.

At the beginning of the workshop there was an introduction and instructions were given for working in groups. Each participant was given a chance to nominate a topic for group work when registering for the workshop so at the beginning of the workshop participants were grouped according to selected topics. The organizers prepared the structure of the form for the preliminary nomination of the topic. Nominated topics could be from the health, ICT or energy sector and participants could also suggest to analyse their own practical example. The organizers reserved the right to choose topics in case of a large number of received proposals.

Participants received guidelines on how to prepare the concept of their own case of a public procurement procedure for innovation with special emphasis on:

- identifying and defining needs
- defining the outcome of the request for an innovative solution
- defining activities in the procurement process
- defining the necessary knowledge for the implementation of the procedure
- defining risks and ways to mitigate risks

At the end the participants prepared and wrapped-up their case.

Materials & pictures

Total of five presentations were prepared and executed, as follows (covers shown). All presentations, agenda and attendance sheets are attached to this report in annex.

Interreg
CENTRAL EUROPE
PPI2Innovate

TAKING
COOPERATION
FORWARD

Zagrebački inovacijski centar (ZICER) | 05. lipanj 2019.

Kapitalizacija znanja nabave inovacija na projektu PPI2Innovate - vodiči javne nabave inovativnih rješenja i uspostava Kompetencijskog centra u Republici Hrvatskoj

Tihana Jelača, Sektor za razvoj i podršku korisnicima | HAMAG-BICRO

Interreg
Danube Transnational Programme
RI2Integrate

Zagreb, 5.6.2019.

Danube Transnational Programme

RI2Integrate

Ustanova za razvoj kompetencija, inovacija i specijalizacije Zadarske Županije INOVAcija

A stream of cooperation

Interreg
CENTRAL EUROPE
PPI2Innovate

Interreg
Mediterranean
Prominent MED

Praktična iskustva iz provedbe javne nabave inovacija u projektu Prominent MED

Zagreb, 5.6.2019. REA Sjever, Denis Premec

HAMAG BICRO Regionalna energetska agencija Sjever DŠJU ZICER

Interreg
CENTRAL EUROPE
PPI2Innovate

Interreg
Mediterranean
Prominent MED

Rad u grupama: uvod i upute

Zagreb, 5. lipnja 2019. REA Sjever, Denis Premec i Manuela Licul Martinčić

HAMAG BICRO Regionalna energetska agencija Sjever DŠJU ZICER

HAMAG BICRO Regionalna energetska agencija Sjever DŠJU **Interreg** Mediterranean Prominent MED **Interreg** CENTRAL EUROPE PPI2Innovate

PPI u sektoru energetike Nabava pametnih spremnika za prikupljanje javnog otpada

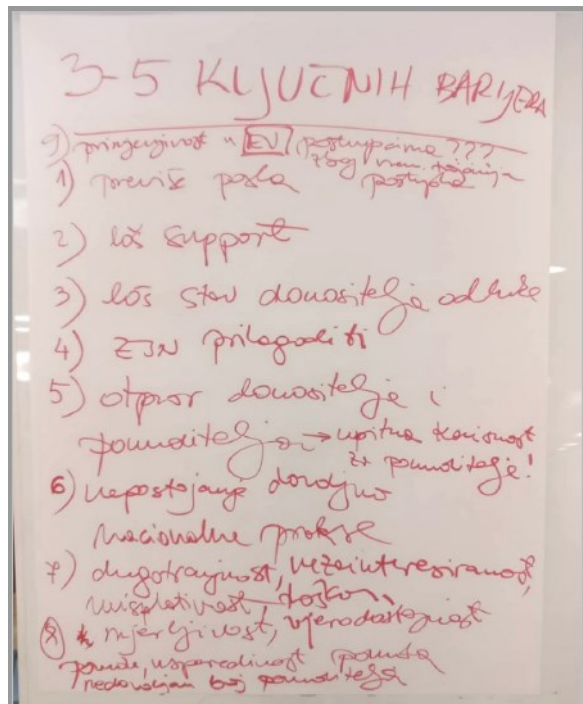
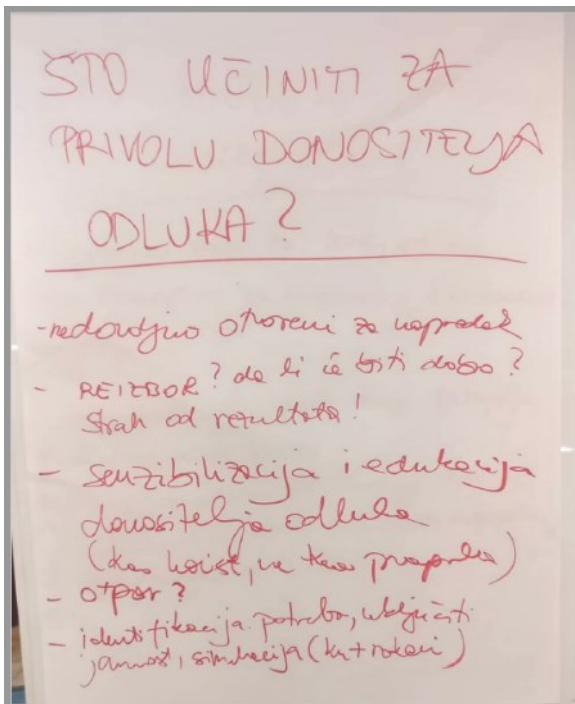
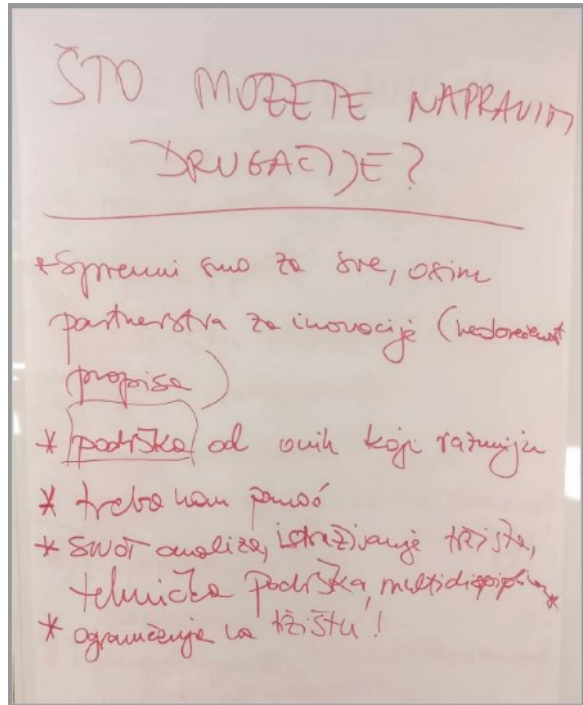
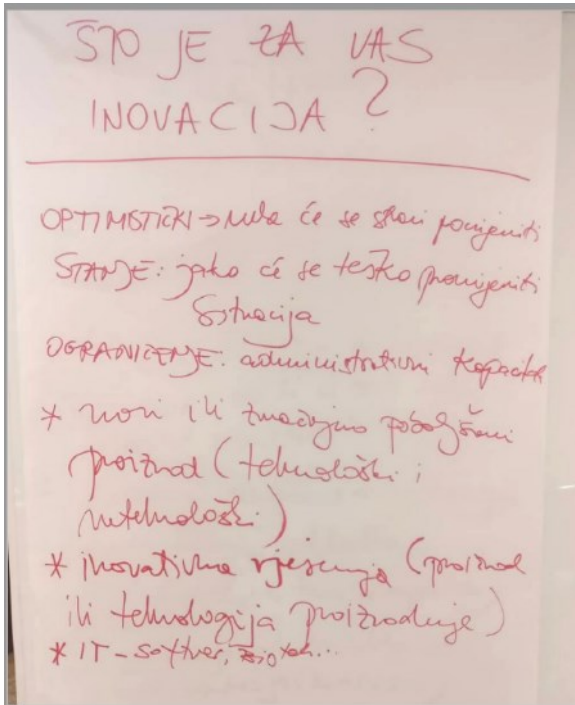
PPI u sektoru graditeljstva Plan nabave u PPI postupku

PPI u nabavi rješenja inovativnih printera

TAKING COOPERATION FORWARD

Results & conclusions

The conclusions were noted down and later analysed by organizers' experts:



Some pictures from the event:







3.1.2. WORKSHOP FOR PUBLIC PROCUREMENT OF INNOVATION

Description of the event

The "Public Procurement of Innovation" thematic workshop was carried out in cooperation with similar project INOVAcija RI2integrate from Interreg Danube programme and was attended by mainly private actors, but also by some public procurers.

- **Date and place of the workshop:** 11th June 2019, Zadar, Croatia
- **Type of event:** Workshop for private actors
- **Main organizers:** Regional Energy Agency North; INOVAcija - Institution for the development of competencies, innovations and specializations of Zadar County
- **Objectives:** The aim of the workshop was to bring the participants closer to Public Procurement of Innovation as a new concept of public procurement based on the principle of "design and build". PPI is conceived as one of the tools that contracting authorities can use in order to procure innovative solutions and services with higher quality and capabilities at the right price (best value for money). Among other things, the PPI is one of the ways in which the EU wants to encourage the development and piloting of innovations and thus enable / stimulate the growth of small and medium-sized enterprises.

Agenda of the workshop

10:00 – 10:10	Welcome speeches <ul style="list-style-type: none"> • <i>Tonija Miletić, INOVAcija</i> • <i>Ivan Šimić, General Manager REA North</i>
10:10 – 10:20	Presentation of the RI2integrate project <ul style="list-style-type: none"> • <i>Tonija Miletić, savjetnica INOVAcija</i>
10:20 – 10:30	Presentation of the Prominent MED project <ul style="list-style-type: none"> • <i>Ivan Šimić, General Manager REA North</i>
10:30 – 10:50	The use of public procurement of innovations in the field of IT on the project "Greeting to the Sun" <ul style="list-style-type: none"> • <i>Boris Kuharić, Lobrux</i>

10:50 – 11:20	<i>The first and only investment in Croatia based on public procurement of innovations - renovation of a prefabricated kindergarten</i> <ul style="list-style-type: none"> <i>Ivan Šimić, General Manager REA North</i>
11:20 – 12:00	<i>Work in groups</i>
12:00 – 13:00	<i>Lunch break</i>
	
	

Speakers profile

Tonija Miletić, INOVAcija: She is responsible for the projects to fit into the strategic goals and financial resources of the Zadar county and for planning and coordinating a comprehensive and harmonized set of goals, priorities, measures and activities aimed at strengthening the competitiveness of the area.

Boris Kuharić, LOBRUX: He was at the time a consultant for public procurement of innovation at presented project and has more than 10 years of experience from procurement in public authorities.

Ivan Šimić, General Manager REA North: He is manager with 20+ years of experience and at the time was co-responsible for preparing and executing the PPI process in the project Prominent MED.

Target group & participants

Target groups: Private actors mainly, some public procurers.

Participants: Exactly 20 participants attended the workshop.

Summary of the event

The workshop was the result of cooperation between three co-organizers implementing two EU projects, INNOVATION RI2integrate co-financed through the Interreg Danube program and REA North with the City of Koprivnica Prominent MED co-financed through the Interreg Mediterranean program.

At the end of the workshop instructions were given for working in groups. Each group was given a chance to nominate a topic for discussing. Nominated topics could be from the health, ICT or energy sector and participants could also suggest to analyse their own practical example.

Participants received guidelines on how to prepare the concept of their own case of a procurement procedure for innovation with special emphasis on:

- identifying and defining needs
- defining the outcome of the request for an innovative solution

- defining activities in the procurement process
- defining the necessary knowledge for the implementation of the procedure
- defining risks and ways to mitigate risks

At the end the participants prepared and wrapped-up their case.

Materials & pictures

Some presentation slides are shown as follows. All presentations and attendance sheets are attached to this report.

Interreg
Mediterranean
Prominent MED

Praktična iskustva iz provedbe javne nabave inovacija u projektu Prominent MED

Zadar, 11.6.2019. REA Sjever, Ivan Šimic

Regionalna energetska agencija Sjever

NEISPUNJENA POTREBA

Svaki postupak javne nabave inovacije (PPI) započinje s
KLJUČNOM NEISPUNJENOM POTREBOM

Unutarnja i vanjska transformacija dječjeg vrtića koja će unaprijediti uvjete za skrb i odgoj djece te poboljšati energetska učinkovitost

Što je dovelo do ovakve potrebe:

- sustav vodovoda i odvodnje propušta i uništava unutarnje zidove
- pre malo dnevnog svjetla u dječjim sobama
- loše energetska stanje objekta uzrokuje osjet hladnoće zimi i vruće prostore u ljetno vrijeme

PRISTUP KROZ 3 FAZE

IDENTIFIKACIJA

Naručitelj treba ispravno i točno odrediti svoje ključne neispunjene i buduće potrebe

AKTIVIRANJE TRŽIŠTA

Naručitelj vrlo rano započinje komunikaciju na jasan i uvjerljiv način prema potencijalnim ponuditeljima

PRO-INOVAČJSKO NADMETANJE

Ponuditeljima omogućiti da nude nova rješenja pod jednakim i svima prihvatljivim uvjetima

U OČEKIVANJU (INOVAČIVNOG) RJEŠENJA

Stvarna ograničenja

Inovativna rješenja

Napredni zahtjevi

<ul style="list-style-type: none"> • Unutarnji invazivni građevinski radovi za sanaciju vodovoda i odvodnje dozvoljeni samo u sanitarijama i uzduž trasa odvodnje. • Podizanje razine tla nije dozvoljeno. • Izmještanje glavnog vodovodnog priključka nije dozvoljeno. • Izvođenje vanjskog razvoda kanalizacije nije dozvoljeno, sanacija dozvoljena. 	<p>Specifikacija vašeg prijedloga inovativnog rješenja?</p>	<ul style="list-style-type: none"> • Glavnim projektom zaobidena sva poznata ograničenja. • Unatoč ograničenjima tražimo potpunu funkcionalnost rješenja. • Novo postavljene cijevi vodovoda i odvoda ne smiju biti vidljive, moraju biti zaštićene od atmosferskih utjecaja, utjecaja korisnika zgrade i utjecaja niskih vanjskih temperatura.
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NATJECATELJSKI POSTUPAK S PREGOVORIMA - TIJEK

Kriteriji za odabir, ponderi:

- Cijena 50 %
- Jamstvo 20 % (do 60 mjeseci)
- Inovativne specifikacije ponudjenih rješenja 30 %

Prvi stupanj - Upute za izradu natjecateljskih zahtjeva za sudjelovanjem

- Zahtjevi za sudjelovanjem
- Formalna dokumentacija

Drugi stupanj - Poziv na dostavu ponuda

- Ponude natjecatelja
- Pregovori
- Odabir
- Zapisnik

Living Lab Koprivnica

PRVI HRVATSKI LIVING LAB ZA VANJSKU RASVJETU

Creating an environment where competitive partners have the conditions to test, compare and promote their products, and users can try and evaluate their products in the real environment. By the help of PPI principles

Take part in the development of smart outdoor lighting

New solutions for sustainable energy development by using technological innovations.

Some pictures from the event:





Results & conclusions

During and after the workshop participants had to think about and then answer some challenges and questions:

- What are the most important conclusions you would draw from the presentations you saw?
- What is an innovation for you?
- How would you assess the situation in your organization (list 3 things you could do differently in your institution)?

- State down your conclusions and after that express your opinions and invite other participants to comment.
- What do you do differently in the procurement process comparing to others, and what can be applied now in the tendering procedure?
- What should be done to persuade decision makers to apply innovation to the procurement procedures that you normally carry out in usual way?

3.2. *Knowledge transfer events organized at France*

3.2.1. L'ACHAT PUBLIC D'INNOVATION : QUELLES PERSPECTIVES POUR L'ÉCONOMIE CIRCULAIRE ET LES MARCHÉS DE DÉCONSTRUCTION" ("PUBLIC PROCUREMENT OF INNOVATION : WHICH PERSPECTIVES FOR CIRCULAR ECONOMY AND DEMOLITION PROJECTS")

Description of the event

The webinar was organized for public servants involved in the network "Performance of Public Buildings" which is coordinated by DREAL Grand-Est. DREAL Grand-Est represents at the regional level national public authorities involved in issues dealing with environment, construction and housing. The Grand-Est Region is located in the East of France and has over 750 kilometers of borders running from Belgium to Switzerland via Luxembourg and Germany. It covers 57,441 km² and gathers 5,559,051 inhabitants or 8.4% of the French population.

CSTB contacted DREAL Grand Est in February 2020. A workshop was planned in April but was postponed for sanitary reason. Finally, it was decided to organise a webinar which was hosted by DREAL on its platform.

Date: Friday 10 July 2020 from 9.30 am to 11.30 am.

Objective: The aim of the webinar was to present PPI, the importance of needs identification in PPI, the advantages of market engagement, procurement procedures such as the competitive dialogue. The results of the Prominent MED pilot projects were presented. Then the goal was to explore how PPI which was used for the renovation of public buildings owned by small municipalities could be applied to demolition projects aiming at maximizing the reuse and recycling of construction and demolition waste which represent the heaviest waste stream in France with 227.5 million tons (42.2 million tons for the building sector).

Programme: The agenda of the presentation was organized around 5 items: 1/ public procurement in France; 2/ How to define innovation in PPI; 3/ Needs identification and market engagement; 4/ Procurement procedures; 5/ Case studies (Prominent MED and other projects with circular economy targets). These different points were presented by Frédéric BOUGRAIN who is project manager at CSTB and was involved in Prominent MED.

Before the presentation of the procurement procedures, Ms. Nicole FABRIZI, presented the regional public procurement of innovation strategy for national public bodies implemented in the “Grand Est Region”.

Speakers profile

Frédéric BOUGRAIN is researcher at CSTB and involved in Prominent MED. He contacted DREAL Grand Est and was the main speaker.

Nicole FABRIZI is vice-director of the Public Procurement Platform the “Grand Est” Region and oversees the promotion of innovation in public procurement. She was in charge of presenting the regional public procurement of innovation policy.

Target group & participants

DREAL Grand-Est contacted the members of its network: “Performance of Public Buildings”. The network gathers public servants working mainly for regional authorities and involved in the construction, maintenance and operation of public buildings (mainly offices).

Based on the operational experiences of the network members, and in connection with public policy, this regional network aims at:

- the promotion of environmental quality in construction for public buildings (offices);
- the research of technical and financial methods and tools for sustainable buildings;
- the implementation of an innovative asset management policy within public authorities in order to improve the energy performance of public buildings;
- the promotion of innovation (e.g.; digital technology, BIM, reuse of materials and products).

This network was launched in 2013. It was first limited to Alsace (a region on the East side of France) and was extended to the Greater Eastern region in 2017. Twice a year, a specific event is organised to gather the members of the network around a specific issue connected to the needs of the members. The workshop was one of these events.

20 members took part to the event.

Summary of the event

Frédéric BOUGRAIN briefly presented public procurement in France (percentage of public procurement in GDP, percentages of SMEs in public procurement, percentages of social and environmental criteria in public procurement) and explained how to define and consider innovation in

public procurement. The definition provided by the Oslo Manual and the approach of the National Department for Public Procurement were explained and used as references.

Then the presentation focused on the heart of PPI: needs identification and market engagement. Needs identification was presented as a prerequisite before the launch of any call for tenders. The role and tools used during market engagement were also exposed. Several cases and the experience of the four municipalities involved in Prominent MED were mentioned as well as the key lessons.

Ms. Nicole FABRIZI presented the strategy that public bodies representing the State must adopt in the field of public procurement. The goal is to gather procurements concerning the same needs in order to make the market wider and to benefit from economies of scale. This approach only concerns standardized market. For innovative procurement a platform has been established and will be tested soon.

The virtual floor was taken again by Frédéric BOUGRAIN who detailed the procurement procedures used in PPI. The main characteristics of the pre-commercial procurement, the innovation partnership, the competitive procedure with negotiation and the competitive dialogue were presented. Cases were used to present the advantages and limits of each approach. Finally, several projects focusing on circular procurement were displayed to illustrate the similarities between green procurement and PPI.

Results & conclusions

The two presentations were complementary. It was interesting for the participants to see that the approach followed in different countries (Croatia, Italy, Portugal and Spain) during Prominent MED is also implemented in France.

All of them did not have experience with public procurement of innovation. However, some elements linked to PPI were mastered. Procedures such as the competitive dialogue or the competitive procedure with negotiation were familiar for some of them. Conversely, the market engagement was new. It was also interesting to examine how this approach could be used in deconstruction projects. Indeed, several solutions are already tested or implemented for the renovation of public buildings. For example, energy performance contracting (EPC) is well diffused in France among regional public authorities for renovations projects aiming at reducing energy consumptions of public buildings in operation; Conversely, the implementation of circular economy principles in deconstruction projects is still in its infancy. PPI is seen as one way to maximize the reuse and recycling of materials and products coming from renovation or deconstruction.

The people who attended the webinar received the PowerPoint documents used by the two speakers.

As conclusions, public servants who attended the webinar were very satisfied. PPI is at the crossroads of several issues: innovation management, public procurement, renovation of public buildings.

The webinar improved their knowledge in public procurement since all of them were not aware of the specificities of PPI.

3.2.2. L'EXPÉRIMENTATION "ACHAT PUBLIC INNOVANT" (THE EXPERIMENTATION DEDICATED TO SMALL PUBLIC PROCUREMENT OF INNOVATION")

Description of the event

The aim of the webinar was to present briefly Prominent MED and then the French experimentation dedicated to small PPI (https://www.economie.gouv.fr/files/files/directions_services/daj/marches_publics/conseil_acheteurs/fiches-techniques/mise-en-oeuvre-procedure/experimentation-achats-innovants-2019.pdf): In January 2019, the French government launched an experimentation aiming at promoting small PPI (the value of the contract must be below 100,000 euros). The goal is to promote the diffusion of innovative products / services developed by SMEs / start-up within the public sphere. Under this framework public buyers can buy innovative solutions without launching formal call for tenders. They are not forced to advertise and competitively tender contracts when the value remains below the threshold of 100,000 euros.

Date: Friday 7 May 2020

Programme: Prominent MED was set out. Then a lawyer specialized in PPI presented the French experimentation and answered to the questions of the audience. The webinar lasted for about 1h50 minutes (one hour was scheduled).

Speakers profile

Frédéric BOUGRAIN who is researcher at CSTB and involved in Prominent MED organized the webinar and briefly presented the European project.

Laurent BIDAULT who is a lawyer (<https://www.bidault-avocat.fr/cabinet-avocat.php>) and has published articles on PPI in French, was the main speaker <https://www.maddyness.com/2019/06/17/achats-publics-innovants-opportunit-e-developpement-startups/>; <https://www.maddyness.com/2019/10/29/dispositif-achats-publics-innovants-determiner-eligibilite/>; <https://www.village-justice.com/articles/achats-publics-innovants-une-opportunit-e-developpement-saisir-pour-les,31971.html>.

Target group & participants

18 start-up hosted by CSTB'Lab were contacted <http://www.cstb-lab.fr/les-start-up-du-cstb-lab>.

Four companies which are also supporting these start-up (social-housing companies and contractors) were also invited.

Summary of the event

The event briefly summarized the overall goal of Prominent MED and mentioned the four pilot projects. Then the main speaker (the lawyer) presented the specificities of the French experimentation aiming at promoting small PPI. He provided guidelines to start-up and SMEs and warned them about the advantages and limits of public procurement. He also defined how innovative solutions are taken into account into this framework and examples of strategies developed by public authorities to promote innovative solutions in their call for tenders.

Results & conclusions

Four start-up, two social housing companies and the director of the “incubator” attended the event.

All of them have almost no experience with public procurement. The lack of references and financial guarantees is perceived as a barrier by these entrepreneurs. The presentation indicated that public authorities seldom promote innovation in their call for tenders and that SMEs have difficulties to access to public procurement. The speaker was able to convince entrepreneurs that public procurement should be considered with more attention by SMEs. Indeed, the experimentation is mainly targeted at this category of firm.

The 18 start-ups received the PowerPoint presented by the lawyer.

What refers to the main conclusions, company owners were very satisfied with this webinar since all of them were not aware of the possibility to benefit from PPI. All of them have difficulties to access to public procurement and they realised that the ongoing experimentation is adapted to their constraints.

3.3. Knowledge transfer event at Italy

3.3.1. WEBINAR – PUBLIC PROCUREMENT OF INNOVATIVE AND SUSTAINABLE BUILDINGS

Description of the event

On June 12th 2020 Sviluppumbria and the Municipality of Narni organized the webinar “PUBLIC PROCUREMENT FOR INNOVATIVE AND SUSTAINABLE BUILDING” with the support of the Association of Engineers of Terni municipality and the environmental organization, Legambiente.

The event, dedicated to the innovative procurement procedures for energy efficiency in small Mediterranean municipalities, was organized virtually on GoToMeeting platform instead of in presence due to Covid19 emergency.

Following the detailed programme:

LIVE WEBINAR
Appalti pubblici per un'edilizia innovativa e sostenibile

12 giugno 2020
 h 10.00/12.00

Interreg 
Mediterranean

 **Prominent MED**

Project co-financed by the European Regional Development Fund

What?!



con la coorganizzazione di



ORDINE degli INGEGNERI della PROVINCIA di TERNI



LEGAMBIENTE UMBRIA

Agenda 12 Giugno 2020 APPALTI PUBBLICI PER UN'EDILIZIA INNOVATIVA E SOSTENIBILE	
LIVE WEBINAR	
<i>Introduce: Dott. Diego Mattio II - Noesis Srl</i>	
Apertura dei lavori	
10.00 - 10.10	Il progetto PROMINENT MED - modelli virtuosi di sviluppo delle comunità locali Dott. Francesco De Rebotti - Sindaco di Narni e Presidente ANCI UMBRIA
10.10 - 10.20	Il procurement innovativo: una leva di investimento per la P.A. Dott. Mauro Agostini - Direttore Generale Sviluppumbria S.p.A.
I Sessione L'applicazione delle procedure d'appalto innovative nei piccoli comuni	
10.20 - 10.40	Il ruolo delle stazioni uniche appaltanti Dott. Giovanni Maggi - Responsabile Ufficio Appalti e Contratti della Provincia di Terni
10.40 - 11.00	Il caso studio della Scuola di Narni Ing. Pietro Flori - Dirigente Settore Lavori Pubblici Comune di Narni
II Sessione Le procedure d'appalto innovative: una concreta opportunità per lo sviluppo innovativo	
11.00 - 11.20	Le procedure d'appalto innovative: normativa nazionale e casi applicativi Avv. Daniele Spinelli - Studio Legale Spinelli, esperto in procedure di appalto pubblico
11.20 - 11.35	Promuovere l'innovazione nel settore edile con le procedure d'appalto innovative Ing. Andrea Terenzi - European Centre for Nanostructured Polymer
11.35 - 11.50	La tracciabilità nei test di accettazione del calcestruzzo secondo la NTC 2018 e relativa circolare esplicativa - Il sistema C ² Ing. Federico Mecarelli - C ² Concrete Cube Certainty Srl
11.50 - 12.00	Domande e risposte
<p>La partecipazione è gratuita.</p> <p>L'evento è co-organizzato con l'Ordine degli Ingegneri di Terni. Agli iscritti di questo ordine verranno riconosciuti n. 2 CFP, come da regolamento FAD.</p> <p>I professionisti interessati dovranno iscriversi sulla Piattaforma Formazione dell'ordine http://formazione.ordingtr.it - Tel. 0744/403284 e-mail: segreteria@ordingtr.it</p> <p>Gli altri interessati possono aderire inviando una mail all'indirizzo direzione@legambienteumbria.it entro il 10 giugno.</p> <p>Saranno accettate le iscrizioni fino ad un massimo di 250 persone.</p>	

Mr. Francesco De Rebotti, Mayor of Narni municipality and President of ANCI Umbria (National Association of Local Authorities in Umbria Region) and Mr. Mauro Agostini, General Director of Sviluppumbria, introduced the Prominent Med project and the virtuous models of development of the local communities presenting this innovative procurement as an investment lever for the public administration.

The event was divided in two sessions. The first one, entitled "The application of innovative procurement procedures in small municipalities" focused on the role of the unique contracting stations and on the description of the pilot case study of the "Gianni Rodari" school in Narni. The speakers were: Mr. Giovanni Maggi, respectively Head of the Procurement and Contracts Office of the Province of Terni and the Engineer Pietro Flori, Manager of the Public Works Sector of the Municipality of Narni.

The second session was dedicated to "Innovative procurement procedures as a concrete opportunity for innovative development". The topic explored by the Lawyer Daniele Spinelli, expert in public procurement procedures, focused on national legislation and application cases. Then, the Engineer Andrea Terenzi of the European Center for Nanostructured Polymers talked about the promotion of innovation in the construction sector through innovative procurement procedures. Finally, the Engineer Federico Mecarelli of C³Concrete Cube Certainty Srl, talked about the C³ system and the traceability in the acceptance tests of concrete according to the Technical Standards for Construction.

The webinar ended with a final discussion to give participants the opportunity to ask questions to the speakers.

Speakers profile

The main objective of the webinar was to inform local authorities and PPI technicians on how to improve public services and the level of innovation of the territories. The invited speakers had suitable profiles to achieve these objectives.

Following speakers' profiles:

Dott. Francesco De Rebotti – Mayor of Municipality of Narni: since his graduation in Philosophy, Mr. Francesco De Rebotti started to cover various institutional positions in the Narni area, as Councilor at the Municipality of Narni and ANCI youth policy manager, until in 2012, thanks to his good organizational and relational skills, he became Mayor of Narni and President of ANCI UMBRIA. He is also a member of the Council of Local Autonomies of Umbria.

More details about the speaker: <https://www.comune.narni.tr.it/Pagina.php?id=1>

Dott. Mauro Agostini - Sviluppumbria General Director: degree in Political Science, General manager of Sviluppumbria since the mid-eighties, director and auditor in institutions and company, on July 5th, 1994 is placed on leave for elective positions. He is elected for three terms in the Chamber of Deputies (1994-2006) and one in the Senate (2008-2013). He holds important positions parliamentarians, politicians and government. In the Chamber of Deputies, he is the Parent Company and Vice-President of the Finance Commission, in the 2001-2006 legislature he is Vice-President of the DS-L'Ulivo Parliamentary Group (President L. Violante) with responsibility for economic and budgetary policy. In the Prodi government (2006-2008) it is Undersecretary for International Trade with Minister Emma Bonino. He is one of the founders of the Party Democrat of which he is the first National Treasurer in the period of the secretariat of Walter Veltroni. In this experience, in which he will introduce important innovations in the management of the finances of a political party (including the budget certification), collaborates with Luigi Spaventa, Renzo Costi and Livia Salvini in their as auditing auditors. Concludes the parliamentary experience as the Commission's Parent Company Senate budget. He returns to

Sviluppumbria as General Manager upon expiry of the leave. He is a member of the Council of Administration of the University of Perugia. He is also on the Sase Board of Directors Spa, management company of Umbria's S. Francesco di Assisi International Airport.

More details about the speaker: <http://www.sviluppumbria.it/documents/20182/31085/CV-Direttore/2f6b6aca-cb03-4935-af5c-aaa63601c98a>

Dott. Giovanni Maggi - Head of the Procurement and Contracts Office of the Province of Terni:

Degree in law, from 1991 head of the Procurement and Contracts Office with the profile of Administrative Officer. He has held numerous assignments from 2010 to date as expert in commissions for the award of contracts for supplies and services. He has been invited as a speaker to numerous seminars as an expert in public administration procurement and contract.

Entity website: <http://cms.provincia.terni.it/on-line/Home.html>

Ing. Pietro Flori – Municipality of Narni: with a bachelor degree in building engineering - Laurea in Ingegneria Civile Edile - specialized in Structures, followed by several professional and updating courses, Mr. Pietro FLORI is since 2003 supervisor of the whole department of public work in the Municipality of Narni, mainly dealing with assets, drivability, public services (lightening, transports, parks and gardens, water etc), drainage system and purification plants etc. His personal background experience covers planning and structural analysis of buildings, safety in stable or movable building sites, risk prevention and management, diagnostics of historical buildings. He is currently involved, as partner coordinator, in an Interreg MED Project – Prominent MED.

Entity website: <https://www.comune.narni.tr.it/Pagina.php?id=11>

Avv. Daniele Spinelli – Studio Legale Spinelli, expert in public procurement procedures: lawyer since 1995 and from 2007 advocate in the Supreme Court, he was the first classified in the professional qualification examination of Lawyer of the Court of Appeal of Perugia and he was the first classified at the annual Master "De Franceschi" organized by the Institute for Foreign Trade (ICE) on international trade. Member of the team of legal experts of the Public Real Estate Management Knowledge Center of the BOCCONI University; he carries out his professional activity in Italy (with reference to public contracts, public and private partnerships, project finance) and abroad (with particular regard to contracts in the construction sector).

More details about the speaker: <http://lnx.studiolegalespinelli.it/site/en/>

Ing. Andrea Terenzi - European Centre for Nanostructured Polymer: graduated in Materials Engineering at University of Perugia in July 2001 with a final project in rheology of natural fibre reinforced composites. In 2002 employed as collaborator in Materials Science and technology group of University of Perugia for a project on reinforcing and monitoring of civil structures with carbon fibre composites and optical fibre sensors. In 2003 charter member of MDP S.r.l. employed in project development and management. In 2003-2006 PhD studies in Industrial Engineering at University of Perugia with the main interest in the research on relation between structures and properties of nanocomposites, and nanotechnology. From 2006 post doc and contract researcher at University of Perugia in Materials Science and Technology research group; main interest in Composites, Nanocomposites, Rheology of polymer suspensions. Management and development of Industrial project financed in different program at regional, national and European level, such as: SMARTCOMP, PRONACOM, DECOPLAST, NANFUN-POLY, SLC, HIVOCOMP and HIFIVENT. More than 30 publications in scientific papers and international conferences. From 2004 Vice-president of MDP S.r.l. and activities on development of fast RTM and LFT technology for automotive application, composites and adhesives for aerospace applications and LCA in nanocomposites. From April 2005 up to now Scientific and Technical responsible of MDP S.r.l. for FP6 project NAPOLYDE, FP7 NEAT and CARBOPREC. From 2007 Collaborator of ECNP for the management and development of European projects MULTIHYBRIDS, POCO, COMPNANOCOMP and ECNP-GROWTH. From 2010 member of the working team for the constitution of the Regional Innovation Center on Materials and Nanotechnologies.

More details about the speaker: <https://www.ing1.unipg.it/ricerca/gruppi-di-ricerca/gruppo-di-ricerca-di-scienza-e-tecnologia-dei-materiali>

Ing. Federico Mecarelli - C3 Concrete Cube Certainty Srl: graduated in Materials Engineering at the University of Perugia. Registered professional engineer in the Order of Engineers of Terni from 03/03/2003.

From September 2000 until July 2001 engineer at Garofoli SpA in charge of the design of military equipment.

From August 2001 to May 2003 engineer at SICMA srl of Terni in charge of the design of industrial machinery for the paper sector.

Since May 2003 freelance, partner and director of the company MDP srl in which he holds the position of Head of design.

Since 2010 founding member of UBE Engineering Consulting Srl operating in the detailed engineering of industrial and civil structures.

Since December 2018 Founding Member of C3 Concrete Cube Certainty Srl operating in the traceability sector with particular reference to concrete and materials used in construction.

Expert in Finite Element Software Packages: Sargon, Ansys; Specific packages: Inventor, Pro Engineer, SolidEdge, C-Mold. More details about the speaker: <https://www.linkedin.com/in/federico-mecarelli-27883758/?originalSubdomain=it>

Target group & participants

The target audience of the webinar were local Municipalities/Regional Authorities and technicians, interested in Public Procurement of Innovation. The webinar had a local technicians-centered approach, while it focused on promoting innovative procurement procedures in small municipalities as a concrete opportunity for innovative development. So among the attendees there were the main representatives of local municipalities, private companies providing PPI advice and several engineers from the Association of Engineers of Terni.

Summary of the event

Through innovative procurement, the public administration launches a "challenge" to the market, expressing its needs in functional terms, so that the operators concerned offered the solution most in line with the PA's needs.

The PROMINENT MED Project has actually tested the application of these procedures in small municipalities in the Mediterranean area in projects for the energy efficiency of public buildings. The present thematic workshop aims at illustrating the key results of Prominent Med project, based on PPI implementation strategy to public authorities and technicians potentially interested in applying PPI initiatives and tools of this project.

Since the event, originally scheduled in presence, was organized online in the form of WEBINAR, due to Covid-19 pandemic restrictions, it was necessary to reduce the time of speeches.

The event was opened by Mr. Francesco De Rebotti, Mayor of Narni and president of ANCI Umbria and Mr. Mauro Agostini, General Director of Sviluppumbria.

The first speaker of the session "The application of innovative procurement procedures in small municipalities" was Mr. Giovanni Maggi, Head of the Procurement and Contracts Office of the Province of Terni and focused on the role of the unique contracting stations (*centrale unica di committenza*).

The Engineer Pietro Flori, Manager of the Public Works Sector of the Municipality of Narni, focused on the description of the case study of the “Gianni Rodari” nursery school of Narni.



Figure 1. Sights showed by Pietro Flori – the Gianni Rodari Nursery School

He described the experimentation of these new forms of procurement on the Italian pilot building of the project.

The Municipality of Narni defined the improvement criteria in collaboration with the users of the structure and managed an open consultation of the market. Therefore, with the support of the Province of Terni, it implemented a competitive procedure with negotiation pursuant to art. 62. (DLGS 50/2016). The works, started in September 2019, effectively demonstrate how usable these tools are and what benefits they bring for public administrations and the beneficiaries of the services they manage.

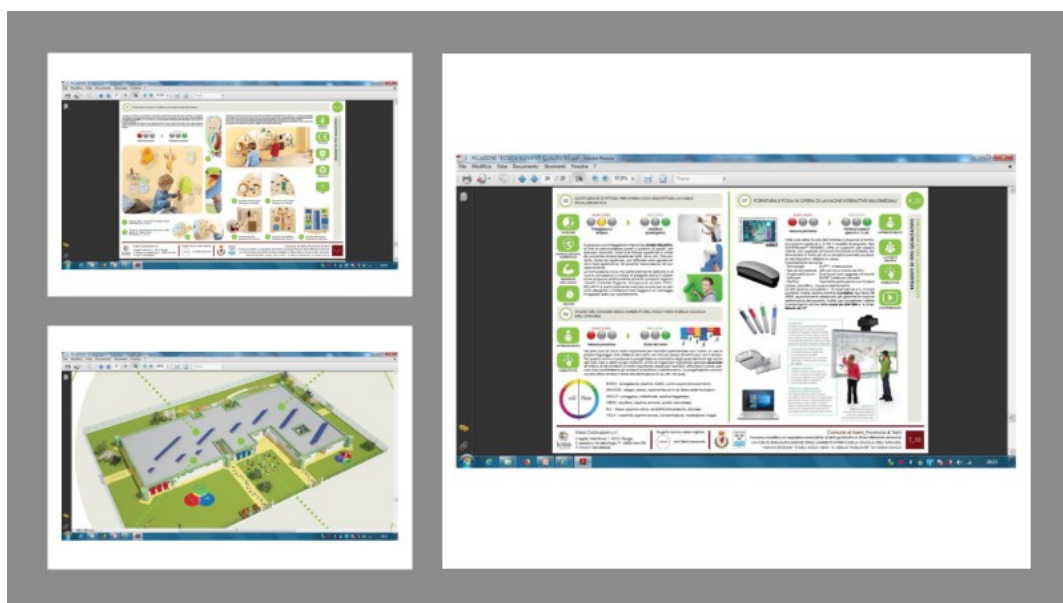


Figure 2. Sights showed by Pietro Flori- the Gianni Rodari Nursery School: suggestions for improvement

Then the lawyer Daniele Spinelli, expert in public procurement procedures, opened the second session, dedicated to "innovative procurement procedures as a concrete opportunity for innovative development". He focused on national legislation and application cases.



Figure 3. Slight showed by Daniele Spinelli – Studio Legale Spinelli

In the same session the Engineer Andrea Terenzi of the European Center for Nanostructured Polymers talked about promoting innovation in the construction sector with innovative procurement procedures. Finally, the engineer Federico Mecarelli of C³Concrete Cube Certainty Srl, talked about the C³ system and the traceability in the acceptance tests of concrete according to the Technical Standards for Construction.

At the end of the webinar a generous space was granted for Q&A time.

Materials & pictures

Being an event online it was only possible to make a series of screenshots to witness the webinar. The images below retrace the highlights:

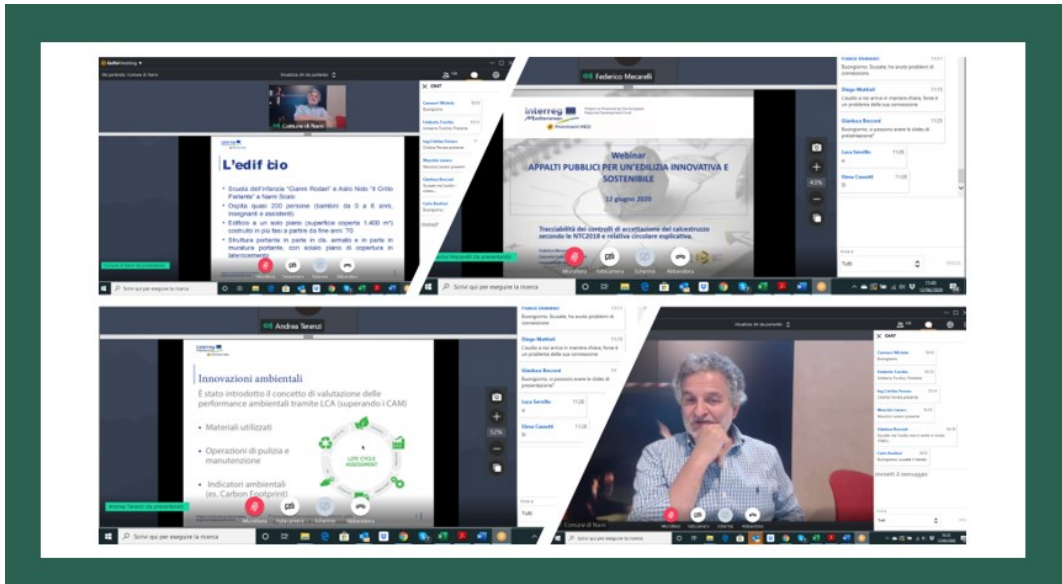


Figure 4. Mix of screenshots made during the webinar

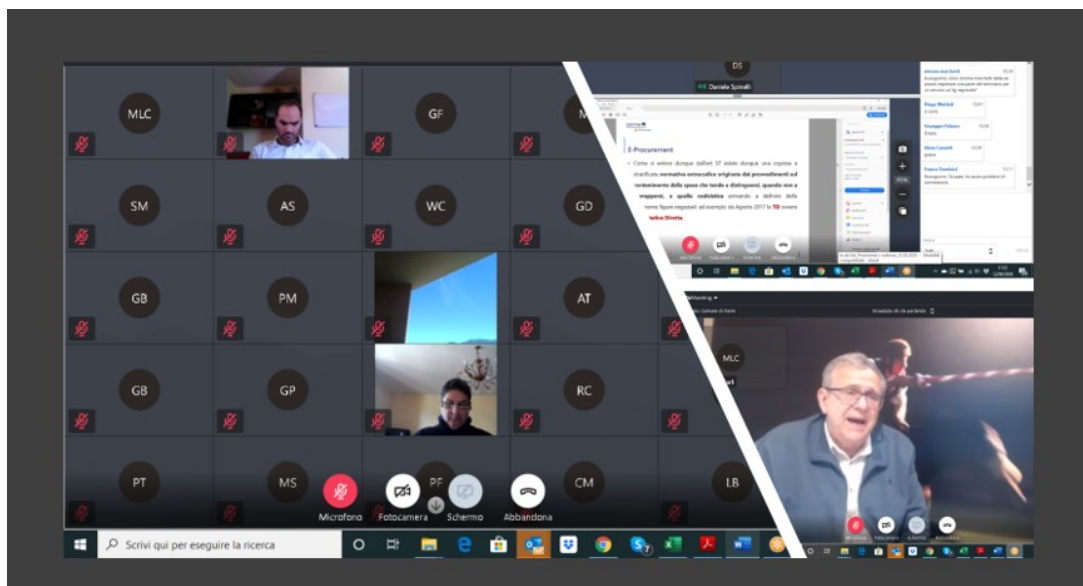


Figure 5. Mix of screenshots made during the webinar

Results & conclusions

As a good result, many technical & political representatives of municipality and PPI local technicians such as engineers took part on this event to learn about PPI.

This webinar in fact was intended for local authorities and PPI technicians who are initiating public procurement innovation assessments.

This event was organized to establish a solid base, evaluating and deepening new methods and sources that aligned with the needs of the invited public.

Practical guidance was provided to turn into conclusions the significant data on the Prominent Med project's progress, quality and impact. Finally, the practical and feasible strategies and tools for improving public procurement procedures were shared, to motivate them to be part of a new network for promoting innovation and green growth.

3.4. Knowledge transfer event at Portugal

3.4.1. WEBINAR – PUBLIC PROCUREMENT FOR INNOVATION WORKSHOP

Description of the event

On 29.07.2020, CIMBAL and IrRADIARE organized the webinar “PUBLIC PROCUREMENT FOR INNOVATION– PROMINENT MED EXAMPLE”.

The event, dedicated to the innovative procurement procedures for energy efficiency in small Mediterranean municipalities, was organized virtually on ZOOM platform and also LIVE on CIMBAL’s Facebook instead of in presence due to Covid19 emergency.

Following the detailed programme:

Webinar

29.07.2020 // 10:30

Neste webinar apresentam-se os resultados do projeto Prominent MED em Portugal, e promove-se o debate em torno dos elementos chave na integração da inovação nos procedimentos de contratação pública.

// Agenda

- 10:30** Boas vindas
- 10:35** O Projeto PROMINENT MED – Ponto de partida, desafios e metas
Sofia Martins, IrRADIARE, Science for evolution
- 10:50** Experiência da CIMBAL no projeto PROMINENT MED: Expetativas e resultados
Fernando Romba, CIMBAL
- 11:05** Intervalo
- 11:15** *Case Study* PPI no Baixo Alentejo
A confirmar
- 11:30** MED PPI Network – Apresentação, estratégia de transferência de conhecimento e protocolos
Elsa Ferreira Nunes, IrRADIARE, Science for evolution
- 11:45** Alentejo, cooperação europeia em inovação e sustentabilidade
Marcos Nogueira, Head of pemanent representation
- 12:00** Perguntas e respostas
- 12:15** Encerramento

// Inscrições

go.irradiare.com/20200729-ProminentMEDwebinar



Project co-financed by the European
Regional Development Fund

Organizado por:



Mr. Fernando Romba from CIMBAL and Ms. Elsa Nunes from IrRADIARE opened the session. Sofia Martins from IrRADIARE introduced the Prominent Med project, namely the starting point, The challenges and the outcomes of the project. Mr. Fernando Romba presented CIMBAL's experience in the project and the results for the region and the advantages for local communities from this innovative procurement as an investment lever for the public administration. Also Mr. Rui Esteves from JTomé, the selected company that performed the works in the 2 buildings. Mr. Rui Esteves presented the point of view and the challenges for the companies regarding a PPI.

The event was divided in two sessions. The first one, dedicated to the project results and advantages of the methodologies and the challenges and the second one dedicated to the MED PPI Network. Ms. Elsa Nunes presented the network.

The event had also the intervention of Mr. Marcos Nogueira, Alentejo's region representative in Brussels that talk about the cooperation and innovation and the region future challenges and opportunities and the necessity of learn from projects like PROMINENT MED.

The webinar ended with a final discussion to give participants the opportunity to ask questions to the speakers.

Speakers profile

The main objective of the webinar was to inform local authorities and companies on how to improve public services and the level of innovation of the territories. The invited speakers had suitable profiles to achieve these objectives.

Following speakers' profiles:

Fernando Romba – CIMBAL's 1st Secretary: Fernando Romba has a law degree, with special competence in the area of Public Administration and Regional Development from the perspective of the European Union. Develop functions as First Secretary of CIMBAL.

Elsa Nunes – IrRADIARE CEO: Elsa Ferreira Nunes graduated in Sociology in 1992. She completed an MSc in Sociology. Between 1995 and 2003 her occupation was fundamentally linked to training and training management. She also developed consultancy activity, especially in IAPMEI (the Portuguese national institute to support SME) where she had responsibility for the GERIR program (supported by the POEFDS -Operational Programme for Employment, Training and Social Development), and QI-PME. Since 2003 she performs management functions at IrRADIARE Ltd where she is also responsible for project management.

Sofia Martins – IrRADIARE Project Manager: Ana Sofia Martins is graduated in Environmental Engineering, at Lusófona University in Lisbon. She has worked on energetic regulation. More recently she has participated in the management of projects of national and international programs in the areas of Energy, Environment and Climate Sustainability. She also participates in a relevant number of energy, environment and climate sustainability projects. On other areas she has been working also on Events Organization as Coordination assistant.

Marcos Nogueira: Marcos António Nogueira completed an MSc in Mechanical Engineering and Energy at Lisbon Technical University in 2001. As a researcher in the Energy and Sustainable Development Research Group (until 2003) was co-authored a significant number of scientific papers, organized several post-graduate courses and specializations, developed studies for new projects and research and development several programs. Since then, Marcos Nogueira kept the mathematical modeling as

a central area, having been extended the scope of his activity to greater complexity and scale systems, such as the ones that apply in the management and planning of sustainable development including urban or regional scale. In these areas has been involved in several interventions, namely around two hundred projects, which resulted in more than 100 publications included technical reports, scientific papers, editing materials and interventions at conferences.

As a researcher developed three-dimensional mathematical models applicable to industrial processes with a intensive use of energy such as processes with presence of thermal radiation, turbulence, combustion, fusion and convection. Some of these models had global leadership in the optimization of industrial furnaces field, having been used in different applications by some major international industrial groups such as PRAXAIR, the Saint-gobain rearch, Samsung, PPG, Gaz de France among others.

Rui Esteves – Manager at JTomé: Rui Esteves is graduated in Mechanical Engineering, at Nova University in Lisbon. Woks at JTomé since 2009 as manager and is also an energy certify expert.

Target group & participants

The target audience of the webinar were local Municipalities/Regional Authorities and technicians, interested in Public Procurement of Innovation and companies. The webinar was divided in 2 sessions, one for municipalities and regional authorities and another to companies. The main focus was to promote innovative procurement procedures in small municipalities as a concrete opportunity for innovative development. So, among the attendees there were representatives of local municipalities, and companies that want to learn with the experience of CIMBAL and the selected company that performed the works.

Summary of the event

Through innovative procurement, the public administration launches a "challenge" to the market, expressing its needs in functional terms, so that the operators concerned offered the solution most in line with the PA's needs.

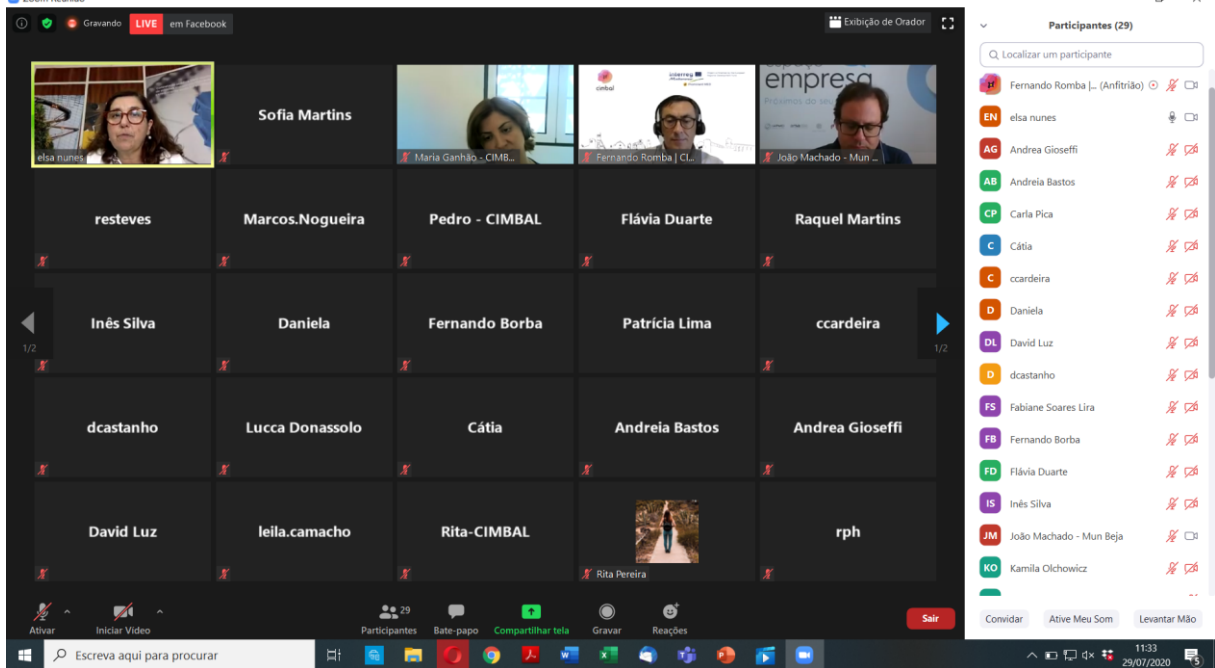
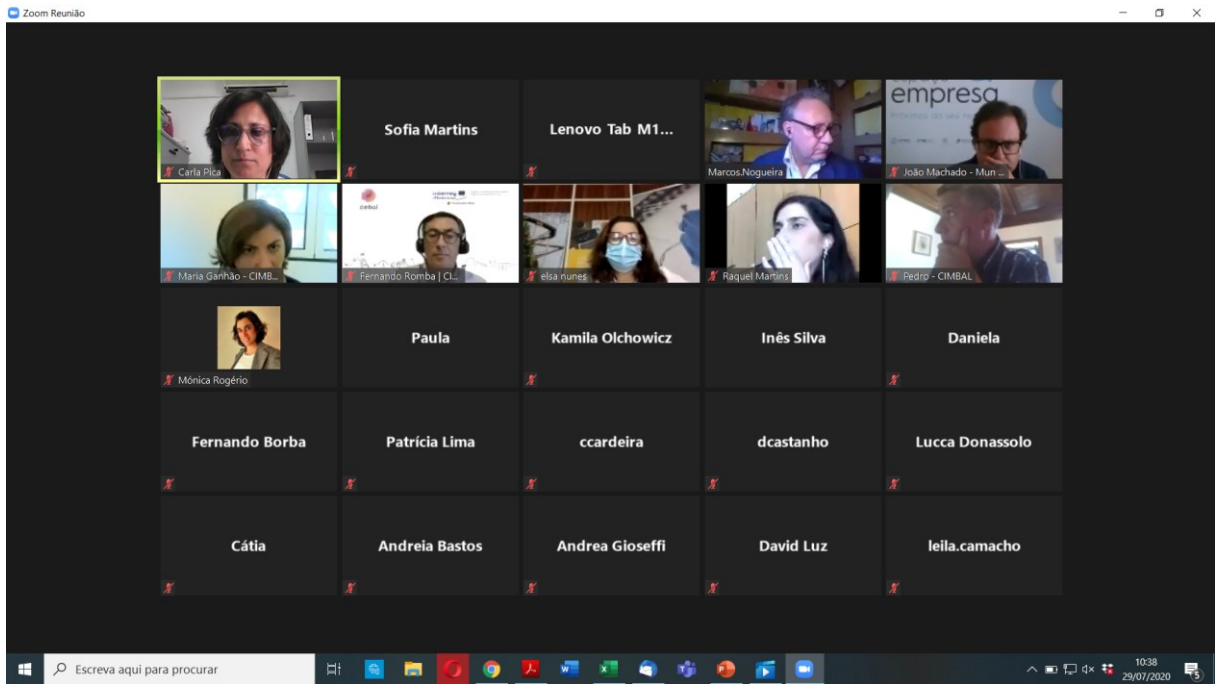
The PROMINENT MED Project has actually tested the application of these procedures in small municipalities in the Mediterranean area in projects for the energy efficiency of public buildings. The present thematic workshop aims at illustrating the key results of Prominent Med project, based on PPI implementation strategy to public authorities and technicians potentially interested in applying PPI initiatives and tools of this project.

Since the event, originally scheduled in presence, was organized online in the form of WEBINAR, due to Covid-19 pandemic restrictions, it was necessary to reduce the time of speeches.

The event was opened by Mr. Fernando Romba, 1st secretary of CIMBAL and Ms. Elsa Nunes from IrRADIARE. The main point of the event was to present the challenges and the results of the project implementation, namely in terms of the region case study, and also to present and promote the MED PPI Network

Materials & pictures

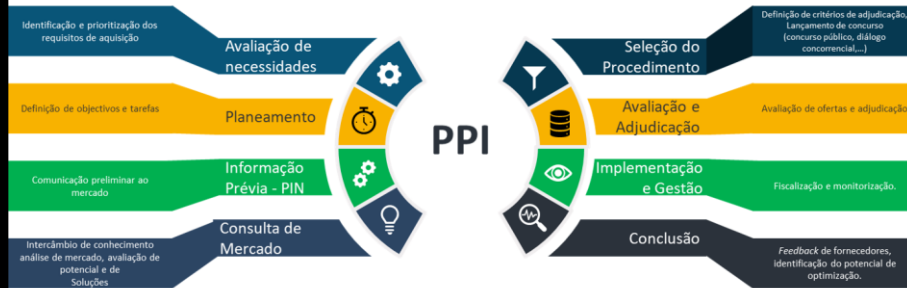
Being an event online it was only possible to make a series of screenshots to witness the webinar. The EVENT has been also transmitted live on CIMBAL's Facebook.



PROMINENT MED

Public pROcurement of INnovation boosting greEN growTh in MED area
**Contratação pública para aquisição de soluções inovadoras
 favorecendo o crescimento verde no espaço MED**

Procedimento





Project co-financed by the European Regional Development Fund

Zoom Reunião Você está visualizando a tela de **elsa nunes** Visualizar Opções

Gravando **LIVE** em Facebook Exibição de Orador



Interreg Mediterranean Project co-financed by the European Regional Development Fund
Prominent MED

PPI no contexto do Projeto Prominent MED
MED PPI Network
Apresentação, estratégia de transferência de conhecimento e protocolos

Participantes (28)

Localizar um participante

- Fernando Romba [...] (Anfitrião)
- EN elsa nunes
- AG Andrea Gioseffi
- AB Andreia Bastos
- CP Carla Pica
- C Cátia
- C ccardeira
- D Daniela
- DL David Luz
- FS Fabiane Soares Lira
- FB Fernando Borba
- FD Flávia Duarte
- IS Inês Silva
- JM João Machado - Mun Beja
- KO Kamila Olchowicz
- I leila.camacho

Ativar Iniciar Vídeo Participantes Bate-papo Compartilhar tela Gravar Reações Sair

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Pesquisa

Sofia Página Inicial Criar

DIRETO

cimbal

Interreg Mediterranean Project co-financed by the European Regional Development Fund
Prominent MED

Comunidade Intermunicipal do Baixo Alentejo está agora em direto. há 22 segundos

Convidar amigos para verem

7

Gosto Comentar Partilhar

Comentários A seguir

Recebe notificações quando Comunidade Intermunicipal do Baixo Alentejo entrar em direto. Ativar

Partilha este vídeo com amigos. Partilhar

Valentina Russo está a ver contigo.

Escreve um comentário...

Fernando Romba | CMBAL

Chat Partilhar Comentar

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Pesquisa

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Escreve um comentário...

élsa nunes

Contratação pública para aquisição de soluções inovadoras favorece o crescimento verde no espaço

Results & conclusions

As a good result, many technical & political representatives of municipalities took part on this event to learn about PPI.

This webinar in fact was intended for local authorities who are interested in learning and initiate public procurement innovation assessments.

This event was organized to establish a solid base, evaluating and deepening new methods and sources that aligned with the needs of the invited public.

CIMBAL's Practical example was presented and specific guidelines were provided to turn into conclusions the significant data on the Prominent Med project's progress, quality and impact. Finally, tools for improving public procurement procedures were shared in order to motivate them to be part of a new network for promoting innovation and green growth.

3.5. Knowledge transfer event at Spain

3.5.1. PUBLIC AUTHORITIES EVENT: PUBLIC PROCUREMENT OF INNOVATION (PPI) AS A TOOL TO IMPROVE THE COMPETITIVENESS OF THE TERRITORY

Description of the event

The 8th of February of 2019, Consorci de la Ribera with the support of València Politechnical University organized at Spain the first Public Procurement of Innovation (PPI) thematic workshop addressed to disseminate Prominent MED experience and PPI basis through public authorities. The event was hosted in the 'Museu Municipal d'Alzira (MUMA, Alzira's Municipal Museum, Alzira).

This event was part of Prominent Med project target engagement activities and, at the same time, it feeds the MED PPI Network (activity 3.1) with the promotion of the adhesion of public local authorities at the Prominent Med network. The main objective of the dissemination event was to illustrate the key results and findings of Prominent Med project based on the deliverable "PPI implementation strategy in Med countries". Another objective was to bring together different international/national/regional public authorities interested in applying the mentioned strategy and tools of the project.

This event was the opportunity to present the experiences related to the different public procurement of innovation (PPI) initiatives carried out in the region of Valencia by local authorities during the last years. This event was organized into two parts, the first of which gave the voice to different networks or organizations such as the Valencian Innovation Agency (AVI – Valencia Regional Government) that showed the advantages and the existing supporting mechanisms to encourage the purchase of innovation through PPI. On the second part, different towns and cities of the Valencian Community explained their experience deploying PPI projects.

PPI promotion event was scheduled coinciding with the 6th Prominent Med transnational project meeting.

The event content details were as follows:

- 1) "Opening". Consorci de la Ribera President and Major of Alzira welcome.
- 2) "Prominent Med project short presentation". This part was due to explanation about the Prominent Med basis.
- 3) "Public Procurement of Innovation (PPI) and local authority procurement". This part of the workshop was dedicated to explain what PPI is, its importance, the motivation to promote the PPI between the local authorities, and to explain regional and Spanish national supporting programs and existing financial instruments to support its implementation.
- 4) "Success stories and best practices of local authorities at Valencia Region". This part was due to explain different PPI projects realized by local authorities of Valencia Region.
- 5) Experts' panel discussion.

Speakers profile

Taking into consideration that main objective was to inform local authorities about PPI such as a tool to improve public services and innovation level of territories showing them the different 'best practices' at regional level and to list the existing supporting schemes to boost PPI, the speakers invited were sought to reach this objective.

Here below may you observe the list of main speakers:

Plàcid Madramany (Sustainable Energy Department – Consorci de la Ribera)

Consorci de la Ribera Energy Department Director. He is coordinating the PROMINENT MED project action of Spanish pilot. His most relevant experience is focused on designing and management of renewable energy (RES) and energy efficiency (EE) strategies and projects at local (municipal), regional and EU level (e.g IEE or MED programme), as well as promotion and preparation of sustainable energy strategies. Joint procurement of la Ribera municipalities and Energy Performance Contract (EPC) procedures are some of the innovative solutions developed. More details about the speaker <https://www.linkedin.com/in/placidmadramany/>. Consorci de la Ribera website: www.consorcidelaribera.com

Yolanda Cárcel (Agència Valenciana de la Innovació – Generalitat Valenciana).

Head of Innovation at Public services and procurement of Valencia Region Innovation Agency (AVI). AVI mission is to promote the improvement of the production model of Valencia Region through the mobilization of all the knowledge available in the whole of the Valencian system of innovation, to achieve a smart, economic sustainable and cohesive social growth. AVI main objectives are to design and coordinate the innovation strategy of Valencian Community and to promote the strengthening and development of Valencian innovation system as a whole. All of this in closed collaboration with other R&D agencies and entities. Ms Carcel is managing public procurement of innovation promotion activities and funding lines of Valencian Regional Government. More details about the speaker: <https://www.linkedin.com/in/yolanda-c%C3%A1rcel-fons-6a123711/> . AVI website: www.innoavi.es

Edurne Zubiria (Xarxa Valenciana de Ciutats de la Innovació).

Ms. Zubiria represented this network of Valencian municipalities of Innovation, as a representative of Vila-Real city, whose is a city member of the network. This is network willing to instigate innovation activities at local level by means of collaboration of local authorities, citizenship and SME. The network is formed by 12 Valencian Region municipalities that has been recognized by Spanish Ministry of Economy and Competitiveness with the award "City of science and innovation", that rewards municipalities that are characterized by supporting innovation in their territories, defining policies, strengthening structures, institutions and local companies with a strong scientific, technological and

innovative profile. This network seeks to improve local authorities' potential of innovation, promoting actions favouring mutual collaboration between network members. The network must be take an exemplary role to assist other Valencian municipalities to foster a new economic model growth based on knowledge and innovation. More details about the speaker: <https://www.linkedin.com/in/edurnezubiria/>. Entity website : <http://xarxainnovacio.com/>

Sergio Serna (Red INNpulso Network)

An urban strategic planning expert. Partner-Director of Techfriendly SL, he is a manager with more than 13 years of experience in the sector of Consulting and Advanced Services, his professional activity experience is based on identification and definition of new projects and opportunities for our institutional and business customers in Competitive Improvement, Innovation and Development of Intelligent Territories. At the project development level, his participation as a Project Manager of the Technical Secretary, this offers technical assistance to the municipalities that take part in Red INNpulso Network. Likewise, in the area of PPI, he leads the team that provides technical advice to the Pilot Group of PPI, consisting of pioneer local governments, such as, the City Council of Málaga, the City Council of Santiago de Compostela, the City Council of Valencia or the City Council of Madrid. More details about the speaker: <https://www.linkedin.com/in/sergio-serna-220b6815/> . Red INNpulso website: <https://redinnpulso.net/>

Francisca Hipólito (Las Naves – City of València)

Head of public procurement of innovation of Las Naves public entity depending of City of Valencia Council. Las Naves is a body promoted by the Valencia Town Council with the aim of supporting and encouraging development in the city by innovation in its various forms. Las Naves acts on the business system, in which it favours innovation in the productive sectors of the city of Valencia; on local administration, promoting urban innovation applications to modernize municipal services and give citizens a faster and more efficient response; and on the city, making it both habitable and sustainable and at the same time an international point of reference. All the actions carried out by the Foundation aim to encourage development and urban innovation to the benefit of citizens so as to improve their quality of life. Entity website: <https://www.lasnaves.com/>

Target group & participants

Main interest of the present PPI public authorities' promotional event was to bring together local and Valencia regional authorities interested in promoting innovation from the municipal demand side were the main target group. Mainly focusing on the 47 municipalities of la Ribera country that formed Consorci de la Ribera entity. Moreover, the invitation was widened to other municipalities.

All Prominent Med project partners were invited to attend the meeting with the aim of getting the knowledge basis about PPI.

Among the attendees, several Valencia Regional Government departments and agencies such as the General Directorate of European Funds (<http://www.hisenda.gva.es/es>) and the Valencia Innovation Agency (<http://innoavi.es/en/>). At local level, the following municipalities of la Ribera: Benimuslem (<http://www.benimuslem.es/>), Carcaixent (<http://www.carcaixent.es/>), Manuel (<http://www.manuel.es/portada>), l'Alcúdia (<https://www.lalcudia.com/web/>), Alzira (http://www.alzira.es/alzira_vpm/index.php/val) and Polinyà de Xúquer (<http://www.polinyadexuquer.es/>). Besides them, other local authorities' attendees were the city of Valencia (<https://www.lasnaves.com/>) and Vila-Real (<https://www.vila-real.es>).

Other relevant participants were a pair of association of municipalities (Mancomunitat de la Ribera Alta, <https://manra.org/en/> and Mancomunitat de la Ribera Baixa, <https://mancomunitatriberaibaixa.sedelectronica.es/info.1>), and several private companies providing PPI advice (such as Tantum Consultores SL, <https://www.tantumconsultores.com>).

Summary of the event

As foreseen in Prominent Med project action plan, WP5 or transferring component embraces those activities that let the partnership to transferring project results to our target audiences. The present thematic workshop aims at illustrating the key results and findings of Prominent Med project, based on PPI implementation strategy defined previously, to public authorities potentially interested in applying PPI initiatives and tools of this project.

This thematic event was into two different sessions: the first one illustrated the public procurement of innovation general framework, showing up the audience about why and how might local authorities implement innovation procurement and the existing funding instruments that support PPI projects execution.

At the second part of this workshop, was the moment to present different best practices carried out in Valencian Region about the realization of PPI initiatives by municipalities.

The event was opened by Mr. Diego Gómez, Mayor of the city of Alzira and Mr. Òscar Navarro, President of Consorci de la Ribera.

The first speaker was Ms. Yolanda Cárcel, Head of Innovation at Public services and procurement of Valencia Region Innovation Agency (AVI). Ms. Carcel started her speak illustrating attendances about Valencia Region Innovation Agency (AVI), a new public entity in charge of catalyzing innovation initiatives at public and private level at Valencia Region territory. Then, Ms. Carcel gave a brief overview about what is public procurement of innovation, the different typology of PPI and its procedures. The last part of her intervention was dedicated to show up the AVI funding programmes and supporting lines that are willing to promote the implementation of PPI projects from demand side, directly addressed to public authorities, and offer side (SMEs as applicants).

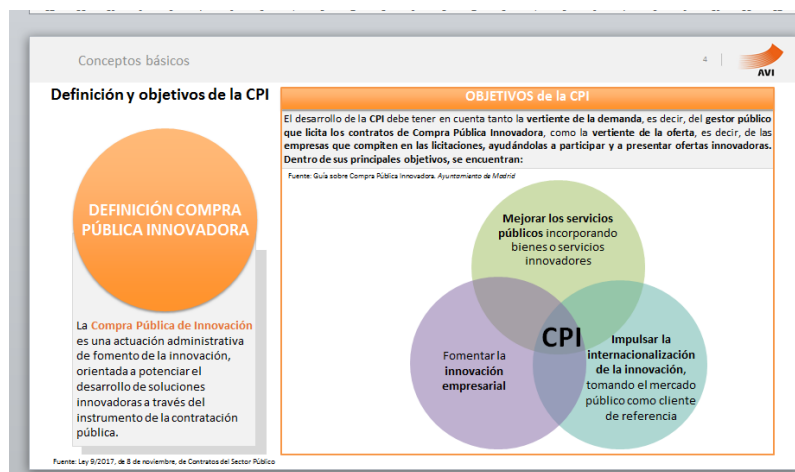


Figure 6. PPI definition slight showed by Yolanda Cárcel (AVI).

Afterwards, Ms. Edurne Zubiria as representant of Vila-Real City Council and member of Steering Committee of Valencian Region Network of Innovation Municipalities carried on with a presentation about the objectives, members and activities of this innovation network of local authorities. Ms.

Zubiria explained that this network includes 12 municipalities of Valencia Region but also Valencian universities and public technological institutes. She also made reference to main activities conducted to propel the modernization of local authorities through the exchange of experiences, methodologies for innovation and technological solutions and organizing and coordinating seminars, conferences, workshops, research and studies on R&D.



Figure 7. Valencia Region cities Innovation network.

The last presentation of this first part of the workshop was due to Mr. Sergio Serna on behalf of Red INNpulso Network. Mr. Serna was in charge of presenting the PPI supporting framework deployed by Spanish national government. Mr. Serna explained how PPI and FID programme (FID is the innovation promotion by the demand side programme ERDF regional programme managed by Spain national government) are supported, which are the priorities of FID programme, how it is managed and current projects being implemented.

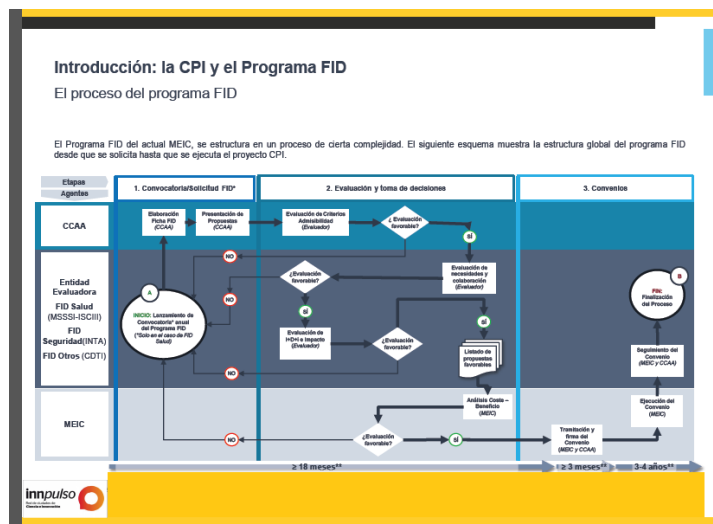


Figure 8. INNpulso Network and FID programme.

The second part of the event was dedicated to public procurement of innovation best practices at Valencia Region level.

The first speech was done by Ms. Francisca Hipólito on behalf of Las Naves public entity depending of City of València Council. Ms. Hipólito showed the experience of València City city CEPPI project that is a H2020 programme project to foster energy efficiency through innovation procurement by public

entities. Ms. Hipólito explained the pilot developed by City of València through the CEPPI project by which Valencia City Council launched its first public procurement of innovation process, aiming to improve the energy efficiency of the Central Fire Station. València City, through the Fire Service and the Las Naves Foundation, took the opening step with a market sounding prospectus and preliminary market consultation. This was aimed at generating a space for technical dialogue with all economic and innovation agents who want to participate. The procurement is intended to improve the Fire Station facilities, as well as increase the wellbeing of a workforce that spends 24 hours a day, seven days a week in the building. The consultation in Valencia tested what the current market can offer and obtain the feedback of professionals and technical experts in the sector in order to better shape the subsequent call for tender. A supplier information day took place in February 2018 in the Central Fire Station alongside a published Prior Information Notice (PIN) in Tenders Electronic Daily. A video was released that explains the needs and background to the procurement. Further details about the project: <http://www.ceppi.eu/home/>



Figure 9. CEPPI project presentation slight.

Then, Ms. Edurne Zubiria on behalf of the municipality of Vila-Real, had the pleasure of presenting the experience of Vila-Real with the implementation of PPI at local level and the creation of an innovation cluster. Ms. Zubiria showed how the council and the association of Vila-Real companies created this cluster with the aim of increasing those local companies' competitiveness and to foster R&D solutions. Moreover, she explained that Vila-Real council conducted on 2018 a project dealing with the preparatory actions for the implementation of projects PPI and mapping the innovative offers potentially interesting for municipality of Vila-real. Those preparatory actions drove them to identify several 'needs' or challenges to be solved by Vila-Real municipality through innovative solutions.



Figure 10. Vila-Real city local SME cluster.

Finally, Mr Plàcid Madramany (on behalf of Ribera Consortium) experiences presentation was due to two projects: the first one about Prominent Med project and the Alzira case study and the second one that dealt with the CPI BUILDING project.

Most of the time was dedicated to explain the status of implementation of Prominent Med pilot action dealing with PPI and building energy renovation of 'Magatzem de Cucó' from the point of view of small & medium-sized Mediterranean municipalities. An explanation about the aim, objectives and procedure followed was showed up. Then, details about terms of reference documents and the awarding criteria used were given and about the results of the call for innovative proposals. And to conclude it was explained that the intervention was expected to be initiated by March-April 2019.

The second part of Mr Madramany presentation was due to BUILDING CPI project, another PPI experience deployed by Ribera Consortium on 2018. This project funded by AVI is willing to replicate Prominent Med action in another municipality of la Ribera region. BUILDING CPI covered the preliminary actions consisting on the evaluation of a municipal building of energy & user needs, in that case the owner is the city of Sueca, towards nearly zero-emissions building renovation emissions target.

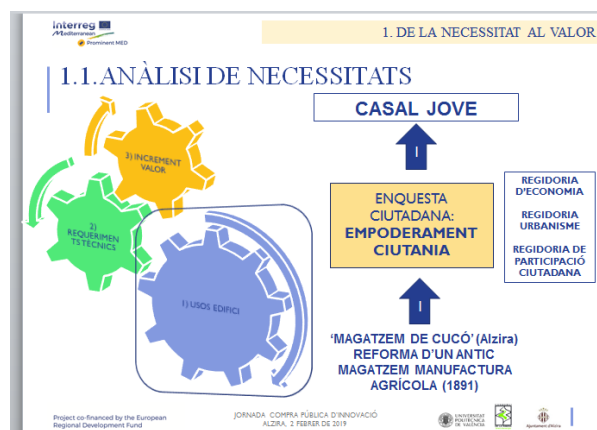


Figure 11. Alzira pilot presentation slight.

A final time slot was due for questions and comments.

Materials & pictures



Figure 12. Welcoming speech of political representatives.



Figure 13. A picture shot during the event.

Results & conclusions

As explained previously, this thematic workshop aim was to gather local public authorities together to present PPI roadmap and strategy developed with Prominent Med project and, at the same time, to motivate them to be part of la Ribera cluster network for promoting innovation and green growth.

As a result, technical & political representatives of municipality such as Alzira, Carcaixent, l'Alcúdia, Benimuslem, Manuel and Polinyà de Xúquer took part of this event to learn about PPI.

At higher administrative level there were several representatives of la Ribera Alta association of municipalities' entity. Furthermore, one representative of Valencian regional government (Directorate for General Financing and European Funds. Valencian Regional Government – GVA).

Moreover, a representative of a consultant company focused on management of public aid, funding, grants and R & D, innovation and industrial investment also participated in the event.

As a conclusion just to confirm the achievement of the event objectives because of the participation of a relevant number of local authorities interested in PPI learning.

3.5.2. WORKSHOP FOR COMPANIES AND INNOVATION LEADERS: OPPORTUNITIES OF THE PUBLIC PROCUREMENT OF INNOVATION

Description of the event

The 26th of November of 2019, the Universitat Politècnica de València, with the support of Consorci de la Ribera organized at Spain the second Public Procurement of Innovation (PPI) thematic workshop addressed to disseminate Prominent MED experience and PPI basis through companies and innovation leaders from technological centers and research groups. The event was hosted in the City of Polytechnic Innovation (<https://innovacion.upv.es/en/ciudad-politecnica-de-la-innovacion-parque-cientifico-de-la-universitat-politecnica-de-valencia/>) of the Polytechnic University of Valencia, Spain, as a scientific and technological knowledge pole for innovation in the Valencian region.

The main objective of the dissemination event was to illustrate the key results and findings of Prominent Med project in a holistic view, from the needs analysis to the installation and validation of the innovation. Another objective was to bring together different national/regional public authorities interested in applying the mentioned strategy and tools of the project. This event was also the opportunity to present the experiences related to the different public procurement of innovation (PPI) initiatives carried out in the region of Valencia by local authorities during the last years.

This event was organized into four parts. The first one conceived the official welcoming and institutional perspectives about PPI from different public actors. The second part was focused on the explanation and potential of PPI focused on the companies and innovation providers. The third section was particularly focused on the funding resources and support instruments for the companies. The last one was a showcase section in which different actors presented their experience in PPI, in order to motivate the attendees' interest.

PPI promotion event was scheduled individually. The event content details were as follows:

- 1) "Opening". Valencian Regional Minister of Finances and Economic Model, Vice-Rector of Employability and Entrepreneurship of the Universitat Politècnica de València, Vice-Rector of Digital Resources and Documentation of the Universitat Politècnica de València, President of the Consorci de la Ribera.

- 2) “Public Procurement of Innovation (PPI)“. Director of Promotion and Support to Research, Innovation and Transfer of Knowledge of the Universitat Politècnica de València, Director of Consultancy of ENERLIS Technology – Secretariat of Spanish Network of Cities for the Innovation, Red INNPULSO-, Director of Entrepreneurship of the Municipality of Valencia.
- 3) “Funding and Support Instruments of PPI for Companies“. Director of Innovation at Public Sector and PPI of the Valencian Agency of innovation, Coordinator of Public Procurement of Innovation at the Spanish Centre for Technological and Industrial Development.
- 4) “Success stories and best practices of local authorities at Valencia Region“. Technical responsible of Prominent Med project in Spain, Municipality of Alzira, Awarded company by the Prominent MED PPI process, Counselor of Universal and Public Health, Municipality of Vinaròs.
- 5) Experts’ panel discussion.

Speakers profile

Taking into consideration that main objective was to inform innovation providers about PPI such as a tool to improve public services and innovation level of territories showing them the different ‘best practices’ at regional level and to list the existing supporting schemes to boost PPI, the speakers invited were sought to reach this objectives.

Here below may you observe the list of main speakers:

Vicent Soler (Valencian Regional Minister of Finances and Economic Model)

Valencian Regional Minister of Finances and Economic Model. He is Full Professor of Applied Economics by the Universitat de València, Spain. Director of the Department of Applied Economy and Dean of the Faculty of Economics until 2015. Politician since 1974, related to the socialist party, he has been responsible of different institutions, related to economic affairs and public administration. Since 2015, he is appointed as Regional Minister of Finances and Economic Model. His talk was focused on three pillars: (i) The support of Administration to European projects that seek into new mechanisms and methodologies that involve all relevant stakeholders of the quadruple helix of knowledge; (ii) the political models of joint cooperation between small municipalities and innovation providers as economic model; and (iii) The relevant role of public service for the economy set, in order to motivate changes in the productive network and compete in a globalise world. More details about the speaker <http://www.gvaoberta.gva.es/es/ficha-alto-cargo?articleId=7845505>.

Virginia Vega (Vice-Rector of Digital Resources and Documentation at Universitat Politècnica de València)

Associate Professor of the Department of Economy and Social Sciences of the Universitat Politècnica de València. Vice-Dean of the Faculty of Management and Direction of Enterprises until 2010 and Dean of the Faculty until 2017. Currently Vice-Rector of Digital Resources and Documentation and Executive Secretary of the Spanish Conference of Rectors in the field of Information and Communication Technologies. Her talk was focused on the power that Public Procurement of Innovation has to strengthen the role of public institutions, and renovates the compromise of the Research and Technological Organisations as supporting partner to add value to innovation proposals. More details about the speaker <https://www.linkedin.com/in/virginia-vega-6b589b156/?originalSubdomain=es>.

Óscar Navarro (President of Consorci de la Ribera)-

Major of Polinyà del Xúquer and President of the Consorci de la Ribera, in charge of the PROMINENT MED project action of Spanish pilot. His talk was focused on the importance to take sustainability into account as a cornerstone for the development of public measures, as well as the motivation of the administration to overcome the reluctance to change the mindset to acquire new work methodologies, as public procurement of innovation. More details about the speaker Consorci de la Ribera website: www.consorcidelaribera.com

Carmina Gil (Representative of the Vice-Principal of Entrepreneurship and Employment of the Universitat Politècnica de València)

Ph.D in Employment by the Universitat Politècnica de València. Sub-director of the Foundation of the Valencian Service for the Employment in Alicante, Spain, until 2000, in which she became Director of the Agency for the Employment of the Universitat Politècnica de València. Her talk was motivated by the mindset of innovation and entrepreneurship in the training of future professionals. She highlighted that innovation has been included as transversal soft skill among all technological degrees, and several workshops and events are taking place along the academic year to offer the students an attractive scenario and ecosystem for innovation. More details about the speaker <https://www.linkedin.com/in/carminagil/>

Fernando Conesa (Director of the Service of Research, Innovation and Transference of the Universitat Politècnica de València)

Ph.D. in Interface Structures and Innovation Systems by the Universitat Politècnica de València. Working in technology transfer since 1990. Director of the Service of Research, Innovation and Transference of the Universitat Politècnica de València. He has been Coordinator of RedOTRI (Network of Offices for Transfer of Results of Research) and President RedTransfer, an association of professionals in the field of knowledge management, both from public and private sectors. His talk was focused on the importance of transference of knowledge to the companies and society. Technological surveillance, development of procurement and technical criteria, as well as technical monitoring is a section where researchers can assist to municipalities and companies. The dialogue between the relevant agents in the quadruple helix of knowledge has to be promoted, in order to effectively explore the opportunities of transference and development. More details about the speaker <https://www.linkedin.com/in/fernando-conesa-rttp-8312323/>.

Sonia Ortuondo (Representative of ENERLIS Technology, Secretariat of the Network of Cities for the Innovation)

Director of Consultancy area of ENERLIS Technology, company in charge of the Secretariat of Red INNPULSO, Spanish Network of Cities for the Innovation. ENERLIS 's mindset is to help clients work intelligently and grow sustainably. They offer advise on how to build effective and efficient cities, territories and organizations; on how to innovate and grow; on how to reduce energy costs and consumption; on how to manage resources and new sources of financing; and, most importantly, on how to harness local talent and technology. Her talk was focused on the binomial between the local administration and the innovator ecosystem, as one of the keys for the developing of new solutions to help cope with the upcoming challenges, by means of the mechanisms of public procurement. She

presented the different mechanisms of Public Procurement of Innovation and highlighted the benefits for the companies.

Javier Mateo (Director of Entrepreneurship of the Municipality of Valencia)

B.Sc. Eng in Technical Engineering in Computer Managements, Multimedia, Industrial Development by the Universitat Politècnica de València, and Entrepreneurship Studies by the Massachusetts Institute of Technology. Currently Director of Entrepreneurship of the Municipality of Valencia, through the Agency Valencia Activa / VIT emprende (<https://vitemprende.es/es/>). VIT Emprende is Valencia's network of innovative entrepreneurs launched by the València City Council to share knowledge, collaborate in R&D activities, transfer technology and create synergies by networking and maintaining contact with prominent bodies in the field of Valencian entrepreneurship. His talk was focused on the benefits of promoting dialogue between stakeholders to grow in a virtuous circle between needs and solutions, and the role that the incorporation of mechanisms of Public Procurement of Innovation can impact with high relevance. More details about the speaker <https://www.linkedin.com/in/javier-mateo-garcia-32938917/>

Juan Carot (Representative of the Valencian Agency of Innovation in Spain)

M.Sc in Engineering in Industrial Organization by the Universitat Politècnica de València. M. Sc. In Business Administration. Experience as analyst in international commerce and project development. Currently Technical consultant in Innovation at the Valencian Agency of Innovation (AVI) in Spain. AVI mission is to promote the improvement of the production model of Valencia Region through the mobilization of all the knowledge available in the whole of the Valencian system of innovation, to achieve a smart, economic sustainable and cohesive social growth. AVI main objectives are to design and coordinate the innovation strategy of Valencian Community and to promote the strengthening and development of Valencian innovation system as a whole. All of this in closed collaboration with other R&D agencies and entities. His talk was focused on the different funding calls open for companies, RTOs and administration at regional level. In addition, he presented the practical guide for Public Procurement of innovation, with definitions, case studies and templates of documentation. More details about the speaker <https://www.linkedin.com/in/juan-francisco-carot-mart%C3%ADn-53615813/>

Miguel Ortiz (Responsible of Public Procurement of Innovation Programs at the Centre of Technological and Industrial Development (CDTI) of Spain)

M.Sc in Engineering in Industrial Organization by the Universidad Politécnica de Madrid and M. Sc. In Industrial Management by the Eindhoven University of Technology. Manager of International Programs and Projects at the Centre of Technological and Industrial Development (CDTI) of Spain until 2010 and responsible of EU programs until 2016. Currently coordinator of Innovative Public Procurement. His talk was focused on the specific funds to boost Public Procurement of Innovation from the demand-side and the offer-side. In addition, he expressed the interest of the administration to involve municipalities as showcases for the demonstration of innovations by companies. More details about the speaker <https://www.linkedin.com/in/miguel-ortiz-pajares-0130786a/>

Amparo Ribes (Technical responsible Prominent MED program in Spain)

Ph. D. in Chemistry by the Universitat de València. Full Professor at the Department of Thermal Engines and Machines of the Universitat Politècnica de València. Researcher at the Institute of Technology of Materials and Leader of the RDT group of Degradation, Functionalisation and REcycling of Polymer Materials. Technical responsible Prominent MED program in Spain. Her talk was focused on the importance of the quadruple helix of knowledge in order to develop solutions for the society which has to bring value. PROMINENT MED has been an example of real collaboration in the joint definition and execution of tasks. The focus is to develop specific criteria and robust resources and assessment procedures in order to ensure high quality results with transparency, objectivity and competitiveness. The PROMINENT MED consortium develops transfer activities to incorporate relevant stakeholders in the MED PPI FORUM, as well as Transferability protocols, focused both on administration and companies. More details about the speaker http://www.upv.es/pls/oalu/sic_per.info_persona?PE=Z7a6R0gGVjW9wC1zvW0EU4VANiRcfVMdTVftG%2FKMVP0i7IVQyCjFXaFOtRc0p0zNGRVGebK3vk1FNjTI9HHGlu9Bf5Ib5NHhUA2IisIVUzhyt%2FFoiUlfQ%3D%3D&P_TIPOBUS=0&P_VISTA=&P_IDIOMA=i

Carmen Herrero (Chief of Service of Economic Development, Employment, Commerce and European Projects of the Municipality of Alzira, involved in the Prominent MED project)

M.Sc. in Economic Science and Businesses, by the Universitat de València. Chief of Service of Economic Development, Employment, Commerce and European Projects of the Municipality of Alzira, location of the implementation of the Prominent MED project in Spain. Experience focused in local promotion and participation of the municipality in EU projects. Her talk was focused on the importance of the local administration to be linked to innovation actions, due to its close reality to citizens. More details about the speaker www.linkedin.com/in/carmenhp/.

Xelo Bisbal (Architect of the Municipality of Alzira, involved in the Prominent MED project)

B.Sc. Architects by the Universitat Politècnica de València. Architect of the Municipality of Alzira, location of the implementation of the Prominent MED project in Spain. Responsible for the project design, execution and monitorisation of refurbishing of different public buildings. Her talk was focused on the change of mindset in the technical department due to the implementation of the Public Procurement of Innovation. More details about the speaker <https://www.linkedin.com/in/xelo-bisbal-ferrer-17432a22/>

Juan Enrique Martínez (Representative of JEMCO S.L., company awarded by Public Procurement of Innovation of PROMINENT MED in Spain)

Director of JEMCO S.L., company awarded by Public Procurement of Innovation of PROMINENT MED in Spain. Experts in architecture, building, refurbishing and decoration in internal and external locations. His talk was focused on the advantages and overcome barriers facing the technical documentation to respond to the innovation requirements. JEMCO website: <http://www.jemcosl.com/>

Salvador Martínez (Representative of the Office of Development of the Valencian Regional Ministry of Universal Health)

B.Sc. Industrial Engineer. M.Sc. Economy and Management of Industrial Enterprises, by Universitat Politècnica de València. Currently Management Vice-Director of Management at the Hospital of Gandia, Representative of the Office of Development of the Valencian Regional Ministry of Universal Health and Assistant Professor at the Department of Management of Enterprises at the Universitat de València. His talk was focused on showcasing the experiences in Public Procurement of innovation at the health sector. More details about the speaker [https:// www.linkedin.com/in/salvador-martinez-part-a0043814](https://www.linkedin.com/in/salvador-martinez-part-a0043814).

César Monés (Representative of the Municipality of Vinarós, Spain, showcasing the project EFICENED)

M.Sc in Computer Science by Universitat Jaume I of Castellón and M.Sc by the Open unieivrsity of Catalonia in Computer Science : Free Software. Computing engineer at the municipality of Vinarós, at the Valencian Region in Spain. IT Director, systems management and e-government manager. His talk showcased the project EFICENED, which is framed under the Strategy of Urban Development between the municipalities of Vinaròs and Benicarló, funded by ERDF funds, and focused on the low carbon economy solutions. More details about the speaker <https://www.linkedin.com/in/c%C3%A9sar-mones-a90186141/>.

Target group & participants

Main interest of the present promotional event was to bring together innovation providers and companies interested in understanding the funding schemes of Public Procurement of Innovation to scale up and showcase the innovations and reduce the gap from lab to market. A total of 53 attendees was registered.

Among the attendees, several enterprises and start-ups were present, such as:

- Biotme (<https://biotme.com/>)
- Ecoinventame (<https://ecoinventame.com/>)
- Rover Maritime (<http://www.rovermaritime.com/>)
- Tantum Consulting (<https://www.tantumconsultores.com/>)
- Iproma (<http://www.iproma.com/>)
- Grupo Gimeno (<https://www.grupogimeno.com/>)
- Nutai (<http://nutai.com/>)
- Confederation of Companies of the Valencian Region (<https://www.cev.es/>)

Among innovation providers, different research institutes and research groups of the Universitat Politècnica de València (UPV) and Universitat de València (UV) were present:

- Office for the Promotion of Research, Innovation and Technology Transfer UPV (<https://www.upv.es/entidades/I2T/index-en.html>)
- Department of Chemical Engineering UV (<https://www.uv.es/uvweb/chemical-engineering-department/en/chemical-engineering-department-1285859468674.html>)

- School of Agricultural Engineering and Environment UPV (<http://www.upv.es/entidades/ETSIAMN/index-en.html>)
- Valencian Research Institute for Artificial Intelligence UPV (<http://vrain.upv.es/>)
- Department of Analytical Chemistry UV (<https://www.uv.es/uvweb/analytical-chemistry-department/en/analytical-chemistry-department-1285859984375.html>)
- Polytechnic City of Innovation UPV (<https://innovacion.upv.es/en/ciudad-politecnica-de-la-innovacion-parque-cientifico-de-la-universitat-politecnica-de-valencia/>)
- Institute INGENIO UPV (<https://www.ingenio.upv.es/en>)
- Career and Employment Office UPV (<http://www.upv.es/entidades/SIE/>)
- Faculty of Business Administration and Management UPV (<http://www.upv.es/entidades/ADE/>)
- Institute of Technology of Chemistry UPV-CSIC (<https://itq.upv-csic.es/en>)
- Institute of Biomechanics of Valencia UPV (<http://www.ibv.org/>)

Summary of the event

As foreseen in Prominent Med project action plan, WP5 or transferring component embraces those activities that let the partnership to transferring project results to our target audiences. The present thematic workshop was focused on small and medium enterprises, as well as research and technological organisations, to share the lessons learnt during the implementation of PROMINENT MED. A number of experts in the field contributed by their participation in order to discuss the concept, methodologies and resources to understand the necessities of Innovation of the demanding public institutions and match them with the capabilities of the innovation providers, from the lab to the market.

This event was organized into four parts. In the following lines, some quotations from the aforementioned speakers are highlighted:

The first part conceived the official welcoming and institutional perspectives about PPI from different public actors. Some ideas were given by the speakers:

- The Administration supports European projects that seek into new mechanisms and methodologies that involve all relevant stakeholders of the quadruple helix of knowledge, like PROMINENT MED.
- Talking about Public Procurement is discussing about very regulated and established procedure across Europe, and introducing Innovation is a challenge, which future value deserves the effort.
- The incorporation of factors of innovation where usually price is the criterion is not easy to implement. For that, in order to cope with the regulations of the legal framework, it is essential that the assessment relies on objective criteria.
- Sustainability is a hot topic that concerns to all inhabitants, and projects like PROMINENT MED represents a cornerstone to continue developing for the welfare of our society. Local administration are concerned about the difficulties of changing the administrative procedures like procurements. A strong network between small municipalities is essential, not only to share needs and common challenges, but also to collaborate with resources and knowledge, which is fundamental to face the compromise of public service to the inhabitants.

- Social innovation is also a new perspective to think about. The incorporation of social criteria such as gender aspects, or incorporation of disabled inhabitants has to be considered to go further than the simple acquisition of products, or even further than innovative products.
- The training of future professionals is therefore essential to boost innovative solutions to solve the challenges for the future society. Innovation has to be included as transversal soft skill among all university degrees, as well as to offer initiatives for the students, framed in an attractive scenario and ecosystem for innovation.
- Innovation implies risk, and therefore a control of risk is essential, even more when there are already well-established solutions. The innovation in the culture of public procedure can be complicated but is a must for the public sector to develop strategic policies. PROMINENT MED is an example about how to organise the management of a public procurement of innovation. The foreseeable future deserves the effort to control the risks.
- Transference of knowledge is in the mindset of researchers. Technological surveillance, development of procurement and technical criteria, as well as technical monitoring is a section where researchers can assist to municipalities and companies. Even more at the origin, the creation of innovations and start-ups produce new opportunities for the society. In the field of networking, there are several matching events between demand and offer, along with diffusion events with relevant stakeholders of innovation to impulse innovation focused on needs. Therefore, the dialogue between the relevant agents in the quadruple helix of knowledge has to be promoted, in order to effectively explore the opportunities of transference and development.



Figure 14. Layout of the opening presentation of the workshop

The second part was focused on the explanation and potential of PPI focused on the companies and innovation providers. Some ideas were given by the speakers:

- The binomial between the local administration and the innovator ecosystem is one of the keys for the developing of new solutions to help cope with the upcoming challenges, by means of the mechanisms of public procurement.
- Public procurement of innovation is an instrument that all public administration can use to solve present and future needs oriented for the service to the citizens that maybe cannot be solved by traditional solutions.
- By suggesting challenges, Public Procurement of Innovation provokes competence between companies to impulse innovation as an opportunity to get more share.
- Public Procurement of Innovation is not reactive, but active. It starts from the call of the administration. It becomes the core of boosting innovations on around the local administration and cross bordering.

- Public Procurement of Innovation helps impulse the modernisation of the local entities to add value not only from the perspective of solutions, but also to the administration procedures.
- There is an evident barrier to change in the administration in complicate procedures such as procurement. Nevertheless, there is a big opportunity to modernise the administration, with the objective of introducing criteria further than the price, which can help boost social innovations and technological innovations in the economic and industrial network.

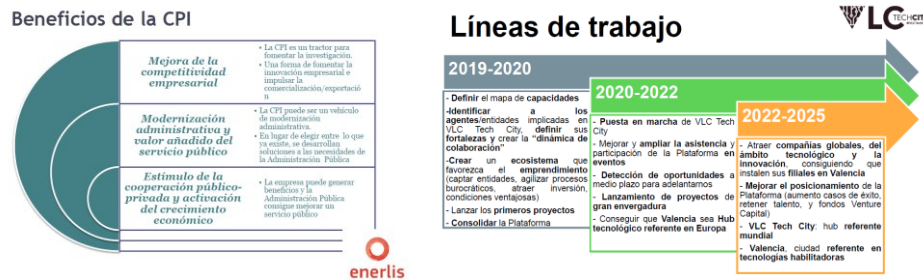


Figure 15. Screenshots of the presentations given by Sonia Ortuondo (ENERLIS) and Javier Mateo (VLC TECH)

The third section was particularly focused on the funding resources and support instruments for the companies. Some ideas were given by the speakers:

- Funding calls for companies, RTOs and administrations are being released at regional and national level. They are focused on boosting the real transformation of the administration by the creation of specific staff as teams to develop Public Procurement of Innovation.
- A practical guide for Public Procurement of Innovation was released by the Valencian Agency of innovation. It offers definitions, case studies and examples of procurement documents, in order to be easily replicated by municipalities to develop their own experiences. It is an important document for companies, in order to understand how the municipalities are going to address their needs, in order to adapt their internal procedures and orient their lines of industrial innovation.
- The Spanish government is concerned about the implementation of mechanisms for the development of Public Procurement of Innovation. In this sense, there exist economic and technical aids under the programs Innocompra and Innodemanda, for the development of PPI at national level, mainly focused on companies, in order to mainly promote technology-push schemes, to unveil innovation in companies that need to be validated at territorial level.
- The Spanish government, through the Centre of Industrial development, is in charge of looking for municipalities interested in participating as show-rooms and territories for demonstration of innovations by companies. The searched innovations are mainly focused on Technology Readiness Levels starting at 4/5 to get up to a 6/7.

Guía práctica de CPI

Contenido de la Guía: presentada 16 y 17 de abril

- ✓ Estudio y exposición del encaje de la CPI en la nueva Ley de Contratos del Sector Público 2018.
- ✓ Impacto esperado y mejoras que ofrece la CPI con respecto a los procesos de compra tradicionales.
- ✓ Ayudas y subvenciones para CPI a las que pueden optar las entidades públicas valencianas.
- ✓ Pasos a seguir para integrar la CPI dentro del procedimiento de compra de las entidades que forman parte del Sector Público valenciano.
- ✓ Procedimiento de contratación a poner en marcha y actores involucrados en el mismo.
- ✓ Mecanismos para el seguimiento de la ejecución del contrato y la evaluación de la CPI.
- ✓ Modelos de documentación para la correcta tramitación de las diferentes modalidades de CPI.

Innocompra / Convenios FID

3ª convocatoria – 4 al 19 de septiembre 2019

- **Objetivos:** mejorar servicios públicos, estimular I+D+i empresarial (PYMEs), cliente público lanzador
- **Solicitantes:** poderes adjudicadores que presten servicio público, y que ayuda no suponga distorsión del mercado
- **Condiciones básicas:**
 - ≥80% de ppto a CPI y ≥0,3% a publicidad
 - Informe Tecnológico de Patentes de la OEPM
 - Firma de Convenio si CPM realizada y pliegos redactados y aprobados

Figure 16. Screenshots of the presentations given by Juan Carot (AVI) and (ENERLIS) and Miguel Ortiz (CDTI)

The last one was a showcase section in which different actors presented their experience in PPI, in order to motivate the attendees' interest. Some ideas were given by the speakers:

- The importance of the quadruple helix of knowledge in order to develop solutions for the society has to bring value. PROMINENT MED has been an example of real collaboration in the joint definition and execution of tasks. The challenge of buying “the newest, the best, the cheapest” is in the skin of research organisations, and its transference to municipalities in terms of mechanisms is of relevance.
- The focus is to develop specific criteria and robust resources and assessment procedures in order to ensure high quality results with transparency, objectivity and competitiveness.
- The PROMINENT MED consortium develops transfer activities to incorporate relevant stakeholders in the MED PPI FORUM, as well as Transferability protocols, focused both on administration and companies.
- The administration MUST innovate, as a way of working to promote the mechanism to adapt to unmet necessities of the future society.
- PROMINENT MED was a good chance to develop coordination among departments inside the administration which worked usually in non-communicated departments, i.e. procurement, architects, engineering and economic intervention. In addition, PROMINENT MED has served as an experiential learning to help continue replicating and transferring the knowledge to other necessities.
- It was surprising for companies that they were not competing for price, but for quality. The assistance of the administration was essential to understand all the criteria and to find all solutions. The diffusion to be aware of these initiatives is fundamental to be ready for future
- A Map of demand is essential, so the companies can adapt to the future needs, which allows enough time for reorienting their efforts.

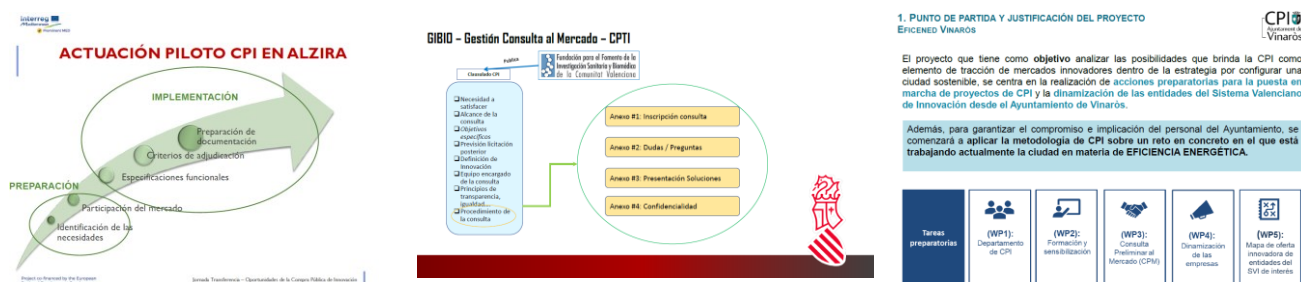


Figure 17. Screenshots of the presentations given by Amparo Ribes (UPV), Salvador Martínez (GVA) and César Monés (Municipality of Vinarós)

A final open round session was offered for debate and discussion.

Materials & pictures



Figure 18. Official welcoming of political representatives.



Figure 19. A picture shot during the event.

Results & conclusions

As explained previously, this thematic workshop aim was to gather innovation providers and companies with experts in PPI, in order to explain the mechanisms and funding opportunities to go from the lab to the market, boosting innovation at different geographical levels.

As a result, technical & management representatives of companies and associations of companies, along with innovation providers in terms of university departments and research institutes from the Valencian region were present.

At higher administrative level there were several representatives, coming from the Valencian Government, la Ribera Alta association of municipalities' entity, or different municipalities. In addition, several agencies in charge of the promotion and management of funds joined the event, both as speakers or attendees.

A high interest and relevant discussions were promoted during the event, as shown by the highlights given in each section of the workshop.

4. Final international webinars

Due to the Covid-19 pandemic the world experiences a new order including biosecurity rules and the need to use technology more widely for work and online meetings with the purpose to reduce possible contagious interactions.

The Prominent Med final conference was no exception, the event took the opportunity of a wide international dissemination using digital tools. The conference moved to a digital platform adapting the contents and the participation of authorities, experts, public procurers and interested parties to a virtual environment. The final result is the availability of the complete Digital Conference and 2 technical webinars available in video format in a YouTube channel for a broad outreach.

An overview of each event is offered below.

4.1. International Digital Conference: Boosting Innovation through Public Procurement in small Mediterranean municipalities

Introduction

The Interreg Med Programme Prominent MED International Dissemination Digital Conference shared lessons learned and results of 4 innovation procurement projects in small Mediterranean municipalities: Narni (Italy), Koprivnica (Croatia), Mértola (Portugal) and Alzira (Spain).

The International digital conference highlights how public procurement triggers innovation from the demand side. It shows how 4 small municipalities led 4 Public Procurement of Innovative solutions to get best value for public money while accelerating the time to market of innovative solutions to achieve energy efficiency policy targets.

An interesting combination of perspectives regarding public procurement as an effective policy instrument and recommendations for a practical approach were provided throughout the interventions of authorities, project coordinators and experts in the field of innovation procurement who shared their experience and knowledge.

Description of the webinar

The international digital conference “Boosting Innovation through public procurement in small Mediterranean municipality” took place online, using the zoom platform, on July 9th 2020 at 10.00 according to the program below. This high-level webinar focused on the topic of the strategic use of public procurement to boost innovation in small Mediterranean municipalities.

The event had the objective to:

- Provide a policy context and rationale for innovation procurement, particularly for small municipalities in the Mediterranean region.
- Share lessons learned of the municipalities from a methodological perspective.
- Identify opportunities, challenges and barriers in the implementation of innovation procurement projects in small municipalities.

It was divided into three parts:

1. First, the inspiring speech of Mr. Mauro Agostini, General Director of Sviluppo Umbria set up the political context and challenges ahead to illustrate how Public Procurement can be used as an effective tool. He emphasised on the need of innovative management and competition. He stressed that Italy is engaged in an ambitious transition particularly towards digitalisation of public services and underlined the values of transparency and accountability.
2. Secondly, Mr. Frédéric Bougrain from CSTB Paris made a concrete presentation of four key lessons learned, from the point of view of an observer partner of the Prominent Med Project (CSTB did not itself conducted a procurement of innovation).
3. The third part had the format of an online round table integrated by a panel of 4 experts, some of them also involved in the support of the Prominent Med public procurers. They discussed the challenges, barriers and opportunities of small municipalities regarding the strategic use of the Public Procurement of Innovative solutions (PPI) instrument to steer innovation and achieve policy goals.

A full detailed programme is included below.

INTERREG MED PROGRAMME

PROMINENT MED

International Dissemination Digital Conference

Boosting Innovation through public procurement in small Mediterranean municipality

July 9th 2020

- 10.00 Official welcome**
Mauro Agostini - Sviluppumbria General Director
Paola Agabiti – Umbria Region Councilor for European Programming, Human and Capital Resources. Tourism, Culture and Education
Christoph Maier – MED Programme Joint Secretariat - Project Officer of Prominent Med
- 10.30 Four key lessons from PPI in small Mediterranean municipalities**
Frédéric Bougrain – CSTB Paris - Scientific and Technical Centre for Building
- 10.45 Online Round Table: Procurement Innovation policy in Europe**
Ramona Apostol – CORVERS Commercial and Legal Affairs - Expert in International Law, Innovation Procurement and Digital Technologies
Mauro Draoli – AGID Italian Digital Agency - Expert in Procurement Strategies and Market Innovation
Gaynor Whytes – JERA Consulting - Expert in Innovation Procurement for Improving Public Services and Stimulating Economic Opportunities
Olatz Nicolas Buxens - TECNALIA - Expert in Integrated Rehabilitation and Urban Regeneration
- Ore 11.30 Q&A**

Coordinator: Valeria Tudisco - Sviluppumbria representative in Brussels

Registration: <https://prominentmed-internationaldisseminationconference.eventbrite.it/>

For any further information: prominentmed@sviluppumbria.it



Speakers profile

The International Digital Conference counted with the participation of an outstanding group of experts. A short profile of each of them is provided below.

Mr. Mauro Agostini, General Director of Sviluppumbria

Mr. Agostini holds a Degree in Political Science from La Sapienza University / Carlo Bo University with a thesis on the EIB - European Investment Bank. He is regularly enrolled in the Register of Auditors at the Ministry of Economy and Finance. He has been Director of Development in Umbria since the mid-1980s, administrator and auditor in entities and companies. He was elected for three terms in the Chamber of Deputies (1994-2006) and for one in the Senate (2008-2013). He holds important parliamentary, political and government posts.

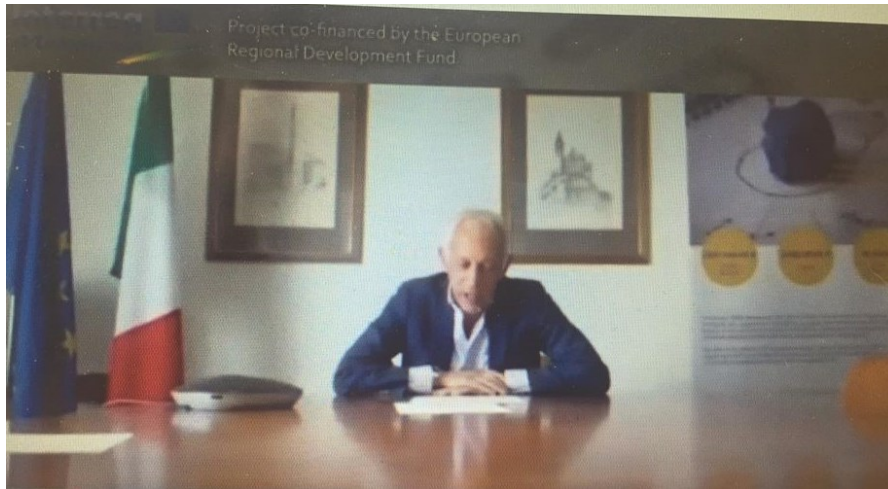


Figure 20. Mr. Agostini during the webinar

Mr. Frédéric Bougrain

Mr. Bougrain is a researcher at Center Scientifique Et Technique Du Batiment. He has 36 publications on topics such as: Turning energy data into actionable information: the case of energy performance contracting; Reuse of building components: an economic analysis; Impact of Green Public procurement on the market of recycled concrete; among other. He has experience participating in 17 projects, including: FCRBE (Facilitating the circulation of reclaimed building elements in Northwestern Europe); PROMINENT-MED (Public pROcureMent of INnovation boosting greEN growTh in the MED area); and Observatoire des CPE (Contrats de Performance Energétique).



Ms. Gaynor Whyles

Ms. Gaynor Whyles is Director of JERA Consulting; a UK based consultancy specialising in innovation, and is passionate about the role of innovation procurement in improving public services and stimulating economic opportunities. She has 20-year experience in the field specialising in demand driven innovation, working also as consultant and trainer.

As an independent consultant in the field of innovation procurement for the UK Department for Business Innovation Skills (2005-2012) she was responsible for developing the Forward Commitment Procurement concept into a practical tool for innovation procurement. She has subsequently initiated, facilitated and managed a number of successful and award winning FCP demonstration projects in UK and Europe and provides expert advice and training in innovation procurement for a number of organisations.



Figure 21. Pictures during the participation of Ms Whyles and Dr Apostol in the round table

Dr. Ramona Apostol

Dr. Ramona Apostol is Senior Legal Adviser at Corvers Commercial and Legal Affairs, based in the Netherlands. She advises European agencies and contracting authorities on the deployment of complex, cross-border or joint procurements focused on innovative solutions or R&D. In addition, as appointed independent expert, she regularly assists the European Commission in the implementation and design of policies and in the evaluation of proposals and monitoring of funded projects. Dr. Apostol previously received her doctorate from the e-Law department of the University of Leiden with a thesis on Pre-Commercial Procurement, and followed several specialization courses in the US and the Netherlands on European and World Bank procurement. As Honorary Research Fellow at Maastricht School of Management, she has conducted between 2017-2019 research and has lectured on various topics related to the legal and policy framework to public procurement.

Ms. Olatz Nicolas Buxens

Ms. Olatz Nicolas Buxens is a researcher at Tecnalia. She is an expert in Integrated Rehabilitation and Urban Regeneration. Olatz is an architect that holds a bachelor in environmental design in the USA. She has extensive experience in retrofitting construction and has participated in diverse European projects as coordinator and expert. She has provided technical assistance in Prominent Med in Alzira, Spain.

Mr. Mauro Draoli

Mr. Mauro Draoli is the Head of the Unit for Procurement Strategies and Market innovation at AGID. He is Professor of Computer Science at Tor Vergata University of Rome. He is an engineer from the University of Rome with extensive experience in advice at the highest political level. In his current position Mauro is promoting open innovation procurement, and the collaboration between academia, industry and government to enhance technological innovation.

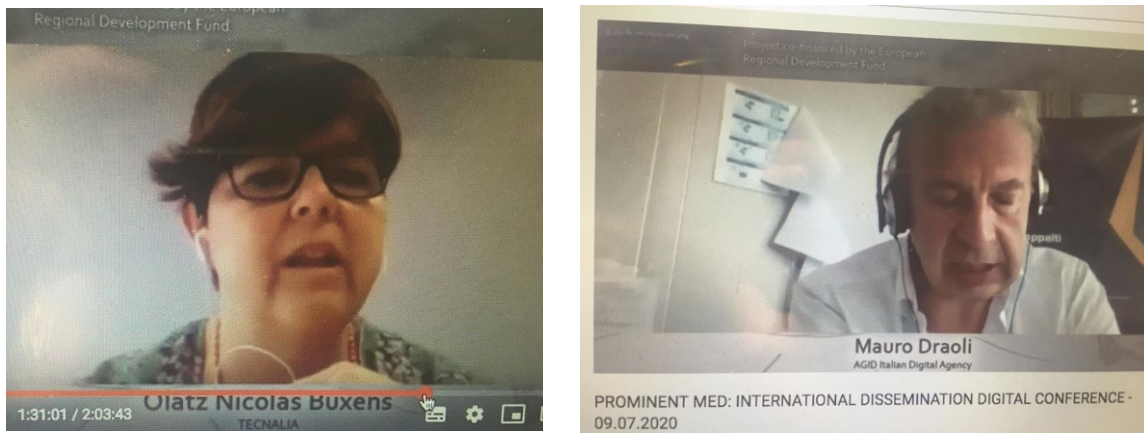


Figure 22. During the participation of Ms. Olatz Nicolas Buxens and Mr. Mauro Draoli in the round table

The Digital Conference was supported by the coordination of Ms. Valeria Tudisco, Sviluppumbria representative in Brussels.

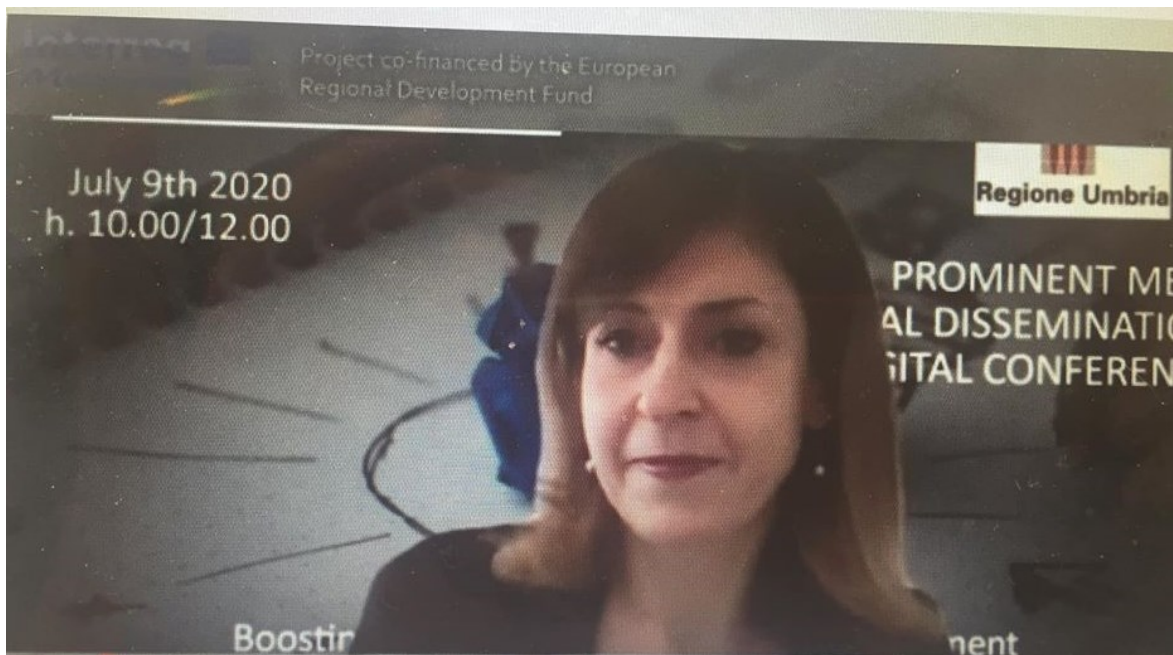


Figure 23. Ms. Valeria Tudisco during the webinar

Target group & participants

Public procurers of small municipalities, experts in public procurement, legal advisers.

Summary

The International Dissemination Digital Conference¹ “Boosting innovation through public procurement in small Mediterranean municipality” combined a global introduction to public procurement as a powerful instrument to achieve policy targets and best value for money while steering sustainable innovation, with the tangible experience of the Prominent Med small municipalities which followed a step by step methodology to meet their energy efficiency needs.

Ms. Valeria Tudisco from Sviluppumbria Brussels gave a warm welcome to all participants and informed on the rules of the webinar to then launch the Digital Conference. First, the speech of Mr. Mauro Agostini, General Director of Sviluppumbria set a clear background to understand the political context and relevance of the Prominent Med project, pointing at the role of innovation procurement at European and national level. Secondly, Mr. Frédéric Bougrain from CSTB Paris presented key lessons learned in the implementation of Public Procurement of Innovative solutions (PPI) in small Mediterranean municipalities. Finally, the round table of 4 experts discussed the challenges, barriers and opportunities of small municipalities regarding the strategic use of the Public Procurement of Innovative solutions (PPI) instrument to steer innovation and achieve policy goals. A short Q&A session was held at the end.

Official welcome

During the official welcome to the event, Mr. Mauro Agostini was proud to welcome government authorities and partners engaged in a 3-year cooperation of the Prominent Med Project. In his intervention, Mr. Agostini explained the importance of public procurement as a policy tool to achieve several objectives such as to stimulate economic activity, create employment, increase competitiveness and innovative capacity to reduce territorial disparities. He highlighted the need to encourage the dialogue between the market and public administration towards sustainability and eco-innovative goals. In the face of the challenges brought by the Covid-19 crisis, he sees more than ever the importance of innovative management built upon transparency and competition. He said that Italy is engaged in an ambitious transition where transparency and accountability are fundamental values.

Four key lessons from PPI in small Mediterranean municipalities

Mr. Frédéric Bougrain from CSTB Paris (Scientific and Technical Centre for Building) shared four key lessons from PPI in small Mediterranean municipalities. He underlined the potential of PPI in the context of the need for growth and innovation. He provided first a context and background of the Prominent Med Project which aimed to reduce energy consumption and their contribution to achieve collectively the target of 32% energy efficiency by 2030. Then he introduced the four projects in the small municipalities of Narni, Mértola, Koprivnica and Alzira.

¹ See the webinar video here: https://www.youtube.com/watch?v=eHdWd_C9EdU

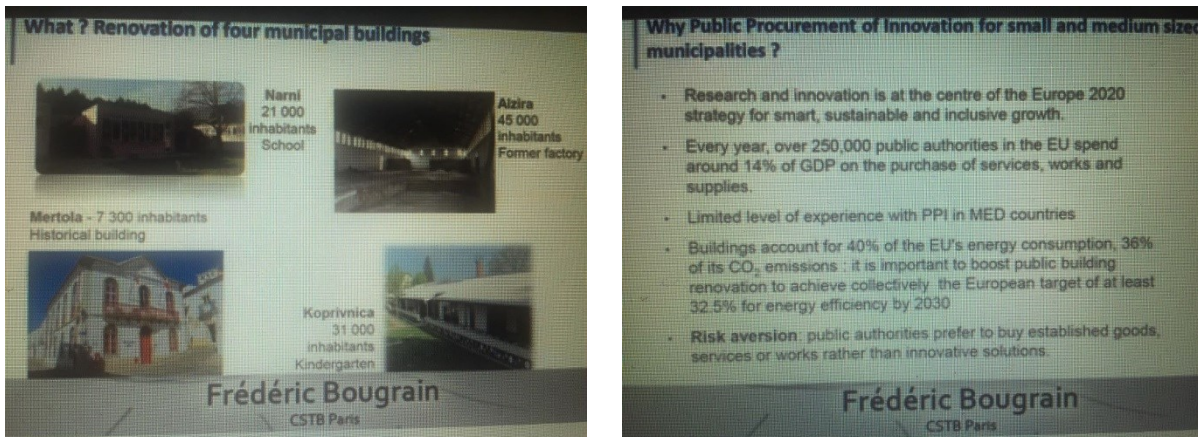


Figure 24. Slides of Mr. Bougrain during the webinar

Mr. Bougrain referred to the importance to stimulate innovative strategies and enhance the level of knowledge and experience in small municipalities. In particular, he stressed the crucial role of having knowledge of the market. In the case of PPI, solutions may be available in the market but not well diffused, so PPI can accelerate the time of innovations to the market. The choice of procedures is greatly defined upon the results of market engagement.

The four lessons learned are:

Lesson 1: The importance of having a strong multidisciplinary team that involves internal and external experts, both in the legal and energy efficiency fields, and the participation of both regional and national organisations to provide support. This also makes the tender more credible to the market.

Lesson 2: The identification of a wider market can provide incentives. Eg. In Croatia a bigger market for prefabricated buildings was identified. The participation of a supplier would give him a competitive advantage for the next generation of prefabricated buildings. He recommends to assure the supplier that by answering to the call or tender, there is an advantage for the next tender of innovative solutions.

Lesson 3: Market engagement is at the core of PPI. All suppliers said to have gained a lot with the market engagement to discuss openly under legal grounds. This allows to appreciate the appetite of the market and their capability to answer to requests. Each municipality project decided on a different procurement procedure based on the knowledge and capabilities of the market in each case. In Alzira, Spain, a very profound market analysis was performed and concluded in the use of an open procedure. In Croatia and Italy, a competitive procedure with negotiation was chosen because they needed to discuss the way to implement the solutions. Portugal used a competitive dialogue to address the challenge of innovation of a heritage building.

Lesson 4: The coherence between award criteria and the promotion of innovation. Go further than the award on price. Include quantity and qualitative criteria. The price criterion in the Prominent Med projects was of a minor % in the award criteria. The recommendation is to focus more on the quality, this promotes innovation and attract suppliers with innovative solutions.

As a final but not least important remark, Mr. Bougrain highlighted the importance of the Prominent Med team and agencies involved, in terms of their representation and the potential to diffuse knowledge and experiences.

[Online Round Table: Procurement Innovation policy in Europe](#)

The Round Table focused on PPI as the instrument used in Prominent Med.

During the Round Table, a fluid dialogue took place highlighting the perspective of several experts. Dr Ramona Apostol, legal public procurement expert from CORVERS, facilitated the interaction between, Ms Gaynor Whyles, expert in Innovation Procurement from JERA Consulting, Ms. Olatz Nicolas Buxens, expert in Integrated Rehabilitation and Urban Regeneration from TECNALIA, and Mr. Mauro Draoli, Expert in Procurement Strategies and Market Innovation from AGID - Italian Digital Agency.

The panel addressed several issues: (i) the challenge of innovation procurement for small municipalities; (ii) the importance of applying an innovation procurement methodology; (iii) the required legal and mind-set flexibility for an innovative approach; (iv) how to overcome potential obstacles and barriers; and (v) the role of innovation procurement policy.

Challenges of small municipalities (is it difficult for municipalities to implement PPI?)

As for the challenges that municipalities face when conducting innovation procurement, Ms. Whyles stressed the importance of the right leadership within the organisation; Ms. Buxens pointed out the need of a breakthrough of business as usual towards a creative approach; and for Mr. Draoli achieving the professionalization in the field of public procurement is a key issue.

Dr Apostol made emphasis on the benefits of applying a clear step by step methodology (such as the one provided by the EAFIP-initiative) starting at the identification and assessment of genuine unmet needs with the involvement of end-users, to the engagement with the market and the design of a sound procurement strategy for the success of the public procurement of innovative solutions.

Flexibility to conduct innovation procurement

On the topic of whether innovation procurement requires legal flexibility or a mind-set flexibility, participants had interesting insights to illustrate how to make the best out of the legal possibilities, but mostly all pointed out the need of having an open mind-set to seek for opportunities. While for Mr. Draoli it is fundamental to tap into available knowledge, for Ms. Whyles innovation procurement has a fun and engaging facet that can be transforming. On the other hand, Ms. Buxens mentioned the role of the legal framework, particularly the 2014 Directives, that provide assurances to previous uncertainties and encourage innovation (eg. the regulation of the market consultations). However, according to Ms. Buxens some legal issues remain as barriers, for example, at national level the annual municipal budgets may not serve the nature of a PPI which entails a longer process as the implementation periods are much longer. Dr Apostol concluded highlighting both the enjoyment of learning in the process of innovation procurement, and the need of authority guidance in those grey areas through a well-set methodology. A more agile way to engage as an organisation towards innovation can in the end create a culture of innovation where companies can flourish.

Obstacles and barriers

When addressing the obstacles encountered, Ms. Whyles focused on how to manage them with a constructive approach. She illustrated with experiences of several projects that Innovation Procurement is fun, that it is a creative process where engaging with the end users reveals many new ways of doing things, like in the example of heavy uniforms which were washed and paid by weight, turning into wonderful possibilities of new uniforms to meet the end users' needs. All speakers agreed on this positive view but also pointed out the importance to tackle barriers such as the intimidation of lack of knowledge and resistance to change. In that regard, some general recommendations are to build up step by step, define outcome-based specifications, reach out to the market. Dr Apostol

mentioned the need to provide a safe environment with an organisational culture that allows to know what you want, look at operations, talk to people, look at the value case.

Innovation procurement policy

On the role of innovation procurement policy Ms. Buxens highlighted a context of regional strategies, constrained by competences and driven by challenges such as the energy transition in the short-middle and long term with the help of innovation procurement (eg. Green Deal and Interreg that can support defined policies). Ms. Whyles pointed out the fact that procurement is rarely seen as strategic policy tool although it is a powerful instrument. Mr. Draoli referred to examples that illustrate the role of innovation procurement connected to central purchasing as in a large supermarket where innovative solutions may be blurred, and the need to encourage more demand-driven innovation. Dr Apostol stressed the importance of policy to give incentives, to tackle genuine needs, to build connections and scale up.

The general advice is to engage in the process, which will get easier if steps and stages are followed, let the end users explain problems, look at national agencies for guidance and learn from other experiences and similar needs, never hesitate to find support.

Final comments

As final comments, Ms. Whyles recommended to those starting innovation procurement projects to look for the support of experts and knowledge from other experiences, even remote mentoring is recommended, and also take into account the risk of not innovating. Ms. Buxens strongly advised to take away the fear of doing things in a different way and find guidance. Mr. Draoli pointed out that innovation procurement tends to be seen in a most complex way than it actually is, and recommends to keep a creative and exploratory behaviour such as the one to buy for our private use, and reminded the power of small demand.

Q&A

With regard to the questions made by participants, two main issues were addressed: (i) that Innovation Procurement can be applied to any sector, there is no limitation, it can target from high needs in the health sector to circular economy, waste management, urban issues, transport, Artificial Intelligence and social innovation; and (ii) SMEs are interested and aware in innovation procurement initiatives, certain tools such as the state of the art analysis and the use of search intelligent tools can help find innovative companies to target them, also organisations like EASME are willing to engage in providing the outreach to innovative companies.

Results & conclusions

Despite the impossibility to continue with the dissemination activities as initially planned due to the restrictions of the Covid-19 pandemic, Prominent Med made an opportunity out of it by organising a digital conference and 2 technical webinars to disseminate the experiences and lessons learned of the projects of 4 small municipalities in Italy, Spain, Portugal and Croatia. The events are available to the public and provide a great source of inspiration and guidance for other public procurers who want to start innovation procurement projects. The lessons learned and the success of the cases show that innovation procurement can be accomplished through a methodology and that it is a fun creative journey towards an outcome that ultimately satisfies a public need to enhance the public well-being in a sustainable and innovative manner. Public procurers get motivated by the results that reward their

commitment and hard work and are willing to share their experiences with enthusiasm. It is harder to start but following a step by step approach with an open mind-set and clear rules can result in accomplishments beyond expectations. Overall, the cases of success have in common a sound preparation phase to identify and assess the unmet needs and to establish the right communication with the market. The outcome of this preparatory phase is crucial to decide on the type of procedure based on the existent knowledge of the market capabilities and technical solutions, and further to design the tender's functional requirements and award criteria.

4.2. Webinar: PPI preliminary phase: from need analysis to open market consultation

Introduction

This webinar² addressed the topic of the preliminary phase of a PPI: from need analysis to open market consultation.³ The introduction to this webinar by Giuseppina Baldassarri, Sviluppumbria Project Leader, and Mr. Diego Mattioli, Project Manager of Prominent Med, offered a warm and engaging invitation to learn about the innovation procurement methodology and the experiences of success of the Prominent Med projects. The importance of the preparatory stage and prior market consultation in the successful implementation of an innovation procurement project is increasingly recognised, and indeed procurement regulations actively encourage prior market consultation. In this webinar we described how to conduct an effective analysis of unmet needs and then communicate these to the market in a credible way, thereby creating a firm foundation for the project.

Description of the webinar

The second webinar was conducted on the 15 July 2020 and attracted over 50 live participants, largely from public authorities or other public sector organisations. The aim of the webinar was to provide key insights into the methods and success factors of the preliminary phase, followed by illustrative case examples showing two Prominent Med innovation procurements.

A full detailed programme is included below.

² See the webinar video here: <https://www.youtube.com/watch?v=5thXRekFsj8>

³ See the webinar program here: <http://www.sviluppumbria.it/documents/20182/157627/15+luglio/244952fa-b73e-4a47-9576-e8f5753c0fdb>

INTERREG MED PROGRAMME
PROMINENT MED
International Dissemination Digital Conference

PPI preliminary phase: from need analysis to open market consultation

Webinar - July 15th 2020

- 10.00 Welcome:
 Giuseppina Baldassarri – Sviluppumbria Project Leader
 Diego Mattioli - Project Manager of Prominent Med
- From need analysis to open market consultation*
Gaynor Whyles - – JERA Consulting - Expert in innovation procurement for improving public services and stimulating economic opportunities.
- PROMINENT MED Study cases:*
- Denis Premec - Regional Energy Agency North - How to conduct a PPI oriented market engagement to enable extensive transformation of kindergarten
- Elsa Nunes – IrRADIARE - Science for Evolution - PPI as a relevant procurement procedure in areas of historical interest

11.10 Q&A

Registration: <https://sviluppumbria-prominentmed-july15th-conference.eventbrite.com>

For any further information: prominentmed@sviluppumbria.it



Speakers profile

Gaynor WHYLES Director of JERA Consulting, a consultancy specialising in demand driven innovation and innovation procurement. she has worked in the field of innovation procurement since 2005. In her role working as Consultant Programme Manager for the UK Department for Business, Innovation and Skills (BIS) and the UK Department of Health she was responsible for developing the Forward Commitment Procurement (FCP) innovation procurement methodology. Since 2005 she has initiated and facilitated numerous successful and award-winning FCP demonstration projects across Europe and authored / co-authored innovation procurement guidance and peer reviewed papers in the field. Working as an EC expert in a number of roles, in 2017 she was selected as one of four experts to support the European Commission’s Mutual Learning Exercise in innovation related procurement. As part of the coordination and implementation team for several European projects, she has led and facilitated award winning Public Procurement of Innovation (PPI) projects and has been involved in several innovation procurement related projects as an independent advisor, including Prominent MED, supporting the PPI pilot project in the City of Koprivnica.

Denis PREMEC is project manager in Regional Energy Agency North. One of his major tasks in agency is managing the energy retrofitting projects of public buildings. He is responsible for the development of all stages of this sort of projects – beginning with specifying the procurement of project designing services to works contracting and controlling the final results.

Elsa NUNES is graduate in Sociology, and later she got her Master also in Sociology, with focus on regional development, she is IrRADIARE's CEO and she is dealing with procurement issues in a daily basis. With Prominent MED, where she was the Portuguese project leader, she had a hands-on approach, and was involved in the whole process from the beginning. Elsa is particularly interested in communication issues and so she is delighted to have the possibility to spread the word on how PPI can be the right fit, even in small municipalities.

Target group & participants

The primary target group was small municipalities, followed by regional and City authorities, and other public sector organisations involved in delivering public services such as hospitals.

Summary

Introduction: Key points

The presentation of Ms. Whyles from JERA Consulting brought a clear idea of the initial fundamental steps to define an unmet need and engage with the market. She explained the 3 stages: Preparation, market engagement, pro-innovation tendering.

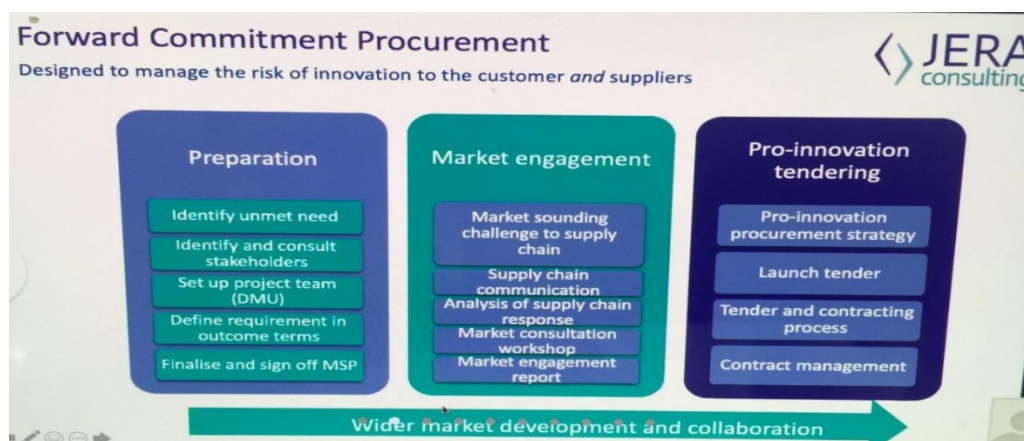


Figure 25. Slide of the presentation of Ms. Gaynor Whyles

- The innovation procurement process can be distinguished as three distinct stages:
- The preparation stage involves a number of activities:
- Unmet needs arise from problems that need a solution, or opportunities such as a building investment where improvement can be delivered.
- Stakeholder engagement is key to a successful preparation stage.
- Defining needs in terms of 'outcomes' is a corner stone of innovation procurement, allowing scope for innovation by focusing on the desired outcomes rather than *how* it will be achieved
- By the end of the preparation stage, the project team will have an accurate understanding of the unmet needs and requirements in outcome terms and the project will be embedded in the organisation
- Prior market engagement concerns pre-tender consultation with the supply-chain as a whole.
- It is not an assessment of suppliers

- It assesses the capacity, capability and critically appetite of the supply chain to deliver the required solution
- Suppliers value market engagement highly, giving them early warning of a requirement and key insights into the needs of the customer
- Respect transparency, maintain a level playing field and treat all suppliers equally and consistently

The underlying advice is no to do innovation for the sake of innovation but to achieve a function to tackle a genuine unmet need.

Case example 1: Overview, outcomes and success factors

The didactic approach of Ms. Whyles was nicely contrasted by the experience shared by Mr. Denis Premec of the Regional Energy Agency North on their market sounding and engagement to enable extensive transformation of a kindergarten, as a pilot project in the City of Koprivnica, Croatia. It is a story of success, which is visible in the photos of a before and after the successful procurement to innovate and transform buildings which were 35-year-old and at the end of their life-time. The solution avoids demolition and construction of a new building and achieve 66% less CO2 emissions per year.



Figure 26. Pictures of the kindergarten project in Croatia

This case example concerned the extensive and innovative transformation of a kindergarten in the City of Koprivnica. One of the City's kindergartens was suffering from serious structural defects that should have led to its demolition. However, demolishing it to reconstruct a new building would have resulted in high economic and environmental costs that the city was keen to avoid. Consequently, it used a PPI process with competitive dialogue to procure a solution to enhance the lifetime of the building. The intent was also to create a concept that would be replicable in other buildings.

Key outcomes included:

- Improved building with extended lifetime of 25+ more years
- For the cost of less than 500,00 € per square meter, approx. 50 % cost of a new building
- 61 % savings on heating energy, 66 % savings on primary energy and 66 % less CO2 emissions, all per year
- Diverted from landfill the whole building with net area of 820 m2
- Enhanced the learning and play environment for children, including safety and comfort
- The supplier upgraded its knowledge in public procurement, is now more confident and motivated to participate in similar demanding tenders

Key success factors:

- The production of effective market engagement tools combined with highly proactive communication.
- The identification of a wider market to demonstrate a scalable demand
- Stakeholder engagement that secured the support of the parents and increased investment by the authority
- The flexibility of possible innovative solutions ("floating" output-based requirements) stimulated the supplier to develop simple, but effective innovative solutions
- An opportunity for supplier (and client) to perfect the work in Design & Build

"Through those results, Koprivnica has demonstrated that small municipalities can be true leaders in the field of innovation procurement". (Denis Premec).

City of Koprivnica gained the Procura+ award prize "Innovation Procurement of the Year" for the activities carried out within Prominent MED project.

[Case example 2: Overview, outcomes and success factors](#)

Ms. Elsa Nunes of IrRADIARE addressed PPI as a relevant procurement procedure in areas of historical interest. The experience in Portugal shows the challenge of reaching the right balance when dealing with innovation and heritage, and the success of a small Portuguese city, Mértola.

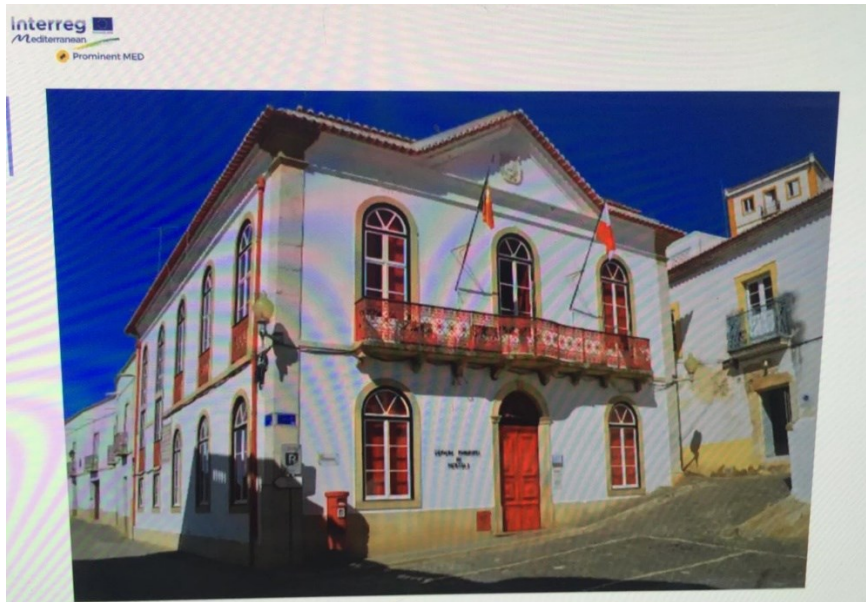


Figure 27. The museum in Mértola, Portugal of 685.40 m²– the Roman part of the museum is under the City Hall

This case example concerned an innovative refurbishment of two historical municipal buildings in Praça Luís de Camões, in the municipality of Mértola, the City Hall and the Museum.

The project aims were to:

- improve the working environment in the building air quality, temperature
- reduce Energy Consumption and energy bill
- improve overall quality of the building
- modernise while maintaining historical interest and paying attention to the specific needs and functions of the building.

Notable features of the project and success factors included:

- Operating PPI within the rule book of the municipality
- Paying close attention to stakeholder engagement
- Extensive prior market engagement and consultation
- Transparency and information sharing among all interested parties
- Careful planning, monitoring and management of the PPI process, and persistence
- Maintaining an open mind and listening to supplier feedback added real value
- The use of the Competitive Dialogue procedure was a key success factor

"We realised that we needed to enter into a dialogue with market parties, working together to find a solution that would not be the cheapest, easiest or tested but would be that would enable us to answer all the specific requirements". (Elsa Nunes)

During the Q&A session, Mr. Premec explained how the time employed in the market sounding prospective to establish communication and prepare with a year ahead, was key to their success. He recommends to plan with time and talk to the people. *"With a good market engagement process you eliminate uncertainties"* – Mr Premec said. He remarked that it was quite a challenge, but enjoyed it

as something new. *“I felt like a pioneer, it was an interesting feeling...”* was the compelling insight from Mr. Premec. Ms Gaynor finalised with an inspiring expression: *“this is great stuff...”*

Results & conclusions

Both case examples delivered excellent outcomes and introduced a progressive approach to procurement in the municipalities involved, demonstrating what was possible when supply chain innovation is actively enabled.

While awareness and experience of innovation procurement is generally rather low in small municipalities, these case examples show that it can be a highly effective mechanisms for delivering better outcomes and market opportunities, even for projects considered small.

Although the project leads agreed that the PPI approach is more time consuming than a ‘traditional’ procurement, especially when adopting this approach for the first time, the benefits are in most cases considerable. It was essential have the help and support of experts who were well versed in the PPI process.

4.3. *Webinar: PPI implementing phase: from the procedure selection to works realization*

Introduction

The last webinar⁴ focused on the PPI implementing phase: from the procedure selection to works realization⁵ showcasing the successful cases of Narni, Italy and Alzira, Spain.

Public Procurement of Innovation (PPI) is a policy instrument to boost innovation as well as a new way of purchasing for the administration; the administration purchases and buys innovative technology through public contracts. Innovation procurement supports public authorities to promote more efficient and effective public services and provide more environmentally friendly solutions.

This webinar covers the perspective of the PPI process that was set in previous webinars and presents an operational scheme to follow for the implementation of the PPI system in its different phases.

The importance of a good definition of needs based on functionalities as an initial step to complete a successful process of PPI is highlighted and how it has been achieved in the Prominent Med pilot cases.

The welcome words of Ms. Giuseppina Baldassarri and Mr. Diego Mattioli set the right atmosphere and background for an interesting session.

⁴ See the webinar video on the Prominent Med facebook page: https://www.facebook.com/689579467752483/videos/281958816463052/?q=svilupumbria&epa=SEARCH_BOX

⁵ See the webinar program here: <http://www.sviluppumbria.it/documents/20182/157627/22+luglio/cea6599b-bb70-4849-a174-3d896027ec78>

Description of the webinar

The 22nd of July 2020, the last of three webinars of the International Dissemination Digital Conference took place at 10 am title “PPI implementing phase: from the procedure selection to works realization”, according to the program below.

This event as part of Prominent Med project’s final event deal with how to implement a PPI once the preparation phase has been achieved and provided some good tips to do so. PROMINENT MED Study cases were good examples of the implementation process and they showed evidence of the results.



INTERREG MED PROGRAMME
PROMINENT MED
International Dissemination Digital Conference

PPI implementing phase: from the procedure selection to works realization

Webinar - July 22nd 2020

- 10.00 Welcome:
 Giuseppina Baldassarri - Sviluppumbria Project Leader
 Diego Mattioli - Project Manager of Prominent Med
- From the procedure selection to works realization*
Olatz Nicolas Buxens - TECNALIA - Expert in Integrated Rehabilitation and Urban Regeneration
- PROMINENT MED Study cases:*
- Pietro Flori – Municipality of Narni - Inspiring innovation with PPI: To combine Seismic resilience, thermal insulation and Sensory learning for kindergarten new concept
Plàcid Madramany - Consorci de la Ribera - PPI as an example of energy renewal to achieve a sustainable Youth Center towards nZEB

11.10 Q&A

Registration: <https://sviluppumbria-prominentmed-july22nd-conference.eventbrite.com>

For any further information: prominentmed@sviluppumbria.it



Speakers profile

The speaker invited for the general presentation on the implementation phase participated in the implementation of the Spanish PROMINENT MED Study case and has an extensive experience on implementing Public Procurement of Innovation (PPI) processes related to the construction sector specially to NzeB, while the PROMINENT MED Study cases (Spain and Italy) were presented by each project’s responsible. Thus, the main speakers were:

Olatz Nicolas has a background in architecture. She works as a researcher in Tecnia's Building Technologies division and participates in international projects, UNDP, WB and EU-funded projects related to energy both at building as well as urban level and has an extensive experience in retrofitting construction projects.

Olatz participated as coordinator and technical expert in the PAPIRUS project (Public Administration Procurement Innovation to Reach Ultimate Sustainability), one of the pilot projects in the area of Public Procurement of Innovation (PPI) co-financed by the European Commission within the Entrepreneurship and Innovation Framework Programme. From this experience Olatz has given many lectures related to Public Procurement of Innovation and works with different administrations as a consultant with on implementing PPI in the construction sector. She participated as technical assistance of the Prominent MED project, supporting the Consorci de la Ribera in the definition of needs, market engagement, procedure selection, design and launching of the PPI procedure for the improvement of the energy efficiency of the municipal storehouse of Cuco de Alzira (Valencia). Recent projects on PPI are BUILDING PPI project, Smart Building PPI as consultants for Consorci de la Ribera in the frame of the calls launched by the Innovation Agency of Valencia in Spain.

Plàcid Madramany is an engineer and he was pointed Director of Sustainable Energy Department of Consorci de la Ribera 12 years ago.

Placid has been dealing with environmental projects, focused mainly in renewable energies and energy efficiency promotion at la Ribera region. Experience gained in involving stakeholders in public-private partnerships (PPP) and public-private-people partnerships (PPPP) and in the promotion of sustainable development local strategies (such as Covenant of Mayors, Local Agenda 21). Consorci de la Ribera is the supporting structure of Covenant of Mayors at our region.

Pietro Flori: with a bachelor degree in building engineering - Laurea in Ingegneria Civile Edile - specialized in Structures, followed by several professional and updating courses, Mr. Pietro FLORI is since 2003 supervisor of the whole department of public work in the Municipality of Narni, mainly dealing with assets, drivability, public services (lightening, transports, parks and gardens, water etc), drainage system and purification plants etc. His personal background experience covers planning and structural analysis of buildings, safety in stable or movable building sites, risk prevention and management, diagnostics of historical buildings. He is currently involved, as partner coordinator, in an Interreg MED Project – Prominent MED.

Target group & participants

Public procurers of small municipalities, experts in public procurement, legal advisers.

As the previous online events, this webinar was addressed as well to European public authorities and entities interested in promoting innovative purchasing and launching PPI processes, innovation market as the main target group, but it was open in general to people interested in learning about new Public Procurement models to implement environmental policies, social integration and innovation and specially to the construction sector.

About 45 people attended the webinar.

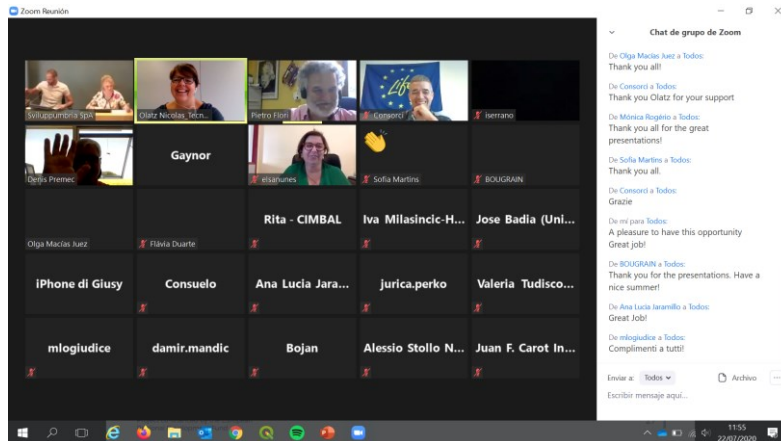


Figure 28. Capture of the webinar session

Summary

The webinar highlighted briefly what the PPI is and some PPI general principles and how it should be addressed as a public policy strategy to spur innovation. The presentation focused on PPI but Pre-commercial Procurement (PCP) which covers the procurement of R&D services and falls outside the scope of the Directives was also mentioned.

Public procurement of innovation (PPI) on the other hand is regulated by the Directive 2014/24/UE and occurs when public authorities act as a launch customer for innovative goods or services. These innovations are typically not available on a large-scale commercial basis but can be developed in a reasonable time.

It is emphasized the importance that PPI **requires a mind change** specially regarding draw up of technical specifications, the definition of award criteria and provision of contract performance conditions.

Following the preparation phase which covers the needs identification and importance of market engagement explained in the previous webinars, the implementation phase deals with the process from defining functional specifications based on the information gathered through the market engagement, award criteria and document preparation (can't use templates) up to the publication of the procurement.

Some good tips for a successful PPI implementation are:

- Selection of the right team where coordination is the key.
- Good definition the subject of the contract_ what is the purpose of the contract
- Definition of functional specifications vs technical specifications
- Good selection of procedure: which are more suitable for PPI?
- Request a balanced solvency: Too many technical and financial solvency criteria undermine innovation
- **Good definition of the award criteria**
- Provide a protocol for the control of the execution

Following this general presentation, PROMINENT MED Study cases were presented to provide evidence of the PPI implementation processes followed by applying two different type of procedures,

competitive procedure with negotiation in the case of Narni (Italy) and Open procedure in the case of Alzira (Spain).

Mr. Pietro Fiori presented the case of Narni that combined seismic resilience, thermal insulation and sensory learning for a new kindergarten concept.

The case study located in the Municipality of Narni was applied in a building used as a Kindergarten in which needed of a combination of some structural and constructive improvements (seismic resilience, thermal and acoustic insulation) combined with sensory learning.

An "Anti-seismic exoskeleton" structure capable of protecting the building against seismic actions and an insulation "box system" with double internal and external walls and interposed air cavity to improve the energy efficiency were finally installed.

"Tactile" and "acoustic" aspects of the internal environment of the building were part of the Prominent MED procurement in which Quantitative Evaluation Requirements were defined and evaluated through a competitive procedure with negotiation.

The project of Narni is a good example of combining strong and light ESI funds.

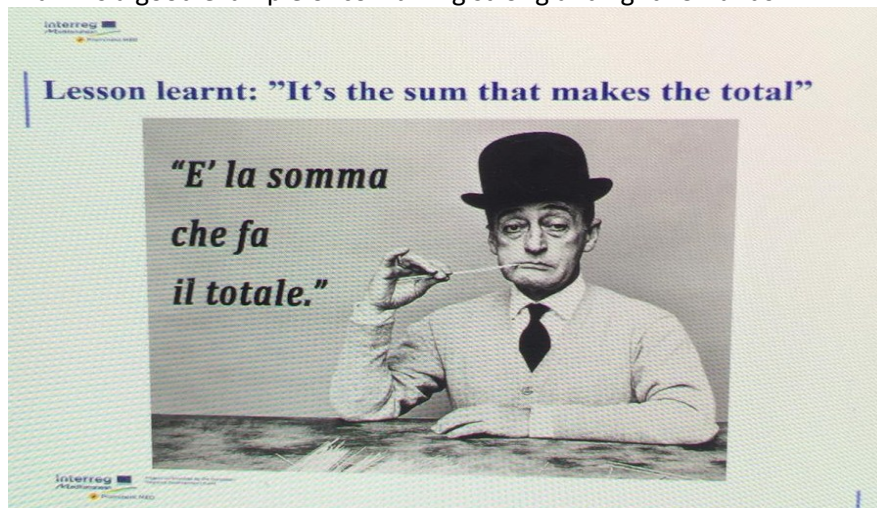


Figure 29. From the presentation of Mr. Pietro Fiori

The Case study of Alzira in Spain implemented an open procedure for the refurbishment old (1891) orange storage building (Magatzem de Cucó) in a NZEB to allocated anew use as youth centre.

Mr. Plàcid Madramany illustrates a technical and methodological approach to energy renewal to achieve a sustainable Youth Center towards nZEB. The project followed an interesting and participative initial phase to define the needs and analyse different possibilities leading to focus on the materials of windows. Significant data was obtained during the interactions of the preparatory phase which allowed an informed approach towards an open procedure.

From the preparatory phase, preparation and launch of tender and the analysis of bids it is important to emphasize the importance of the dialogue with market and the contents of the tender. Regarding the award criteria is relevant to mention the use of the Lyfe Cycle Cost (CCV) instead of the price only. CCV considers not only the price but:

- Cost of acquisition: supply and installation
- Cost of use related to the energy consumption of the building
- Cost of maintenance: preventive and corrective
- Cost of end-of-life, including recovery and recycling

The project is a good example of how the functional requirements were translated in the tender specifications to undertake a mathematical analysis.

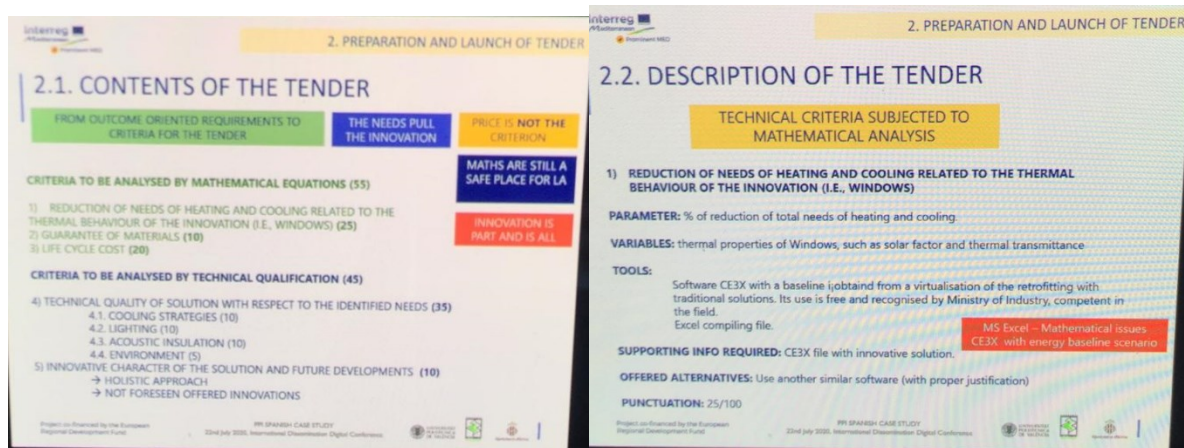


Figure 30. Slides from Mr. Madramany's presentation

In both case examples it is clear how the initial phases helped prepare and inform the strategic choice of a procurement procedure. In each case a different procedure was chosen illustrating the underlying reasons for it. In Narni, the choice was a competitive dialogue, while the project in Alzira followed an open procedure. Basically, the choice depends on the level of knowledge/information available, particularly based on the results of the market consultation.

Ms Olatz Nicolas Buxens made a compelling call to change 3 things:

1. technical specifications to → functional requirements
2. award criteria to → meet → life cycle cost LCC
3. contract performance conditions to → greater control over subcontracting parties

A key remark is to look closely at the award criteria as a factor of failure or success. Innovation implies risk and the challenge is to find out how to minimize it through a good plan and indicators, anticipating responsibilities, indemnities, etc.

A final session for questions and answers was provided following the presentations.

Results & conclusions

This last, but not least important, webinar is the conclusion of the PROMINENT MED project's objective on showing the opportunity and relevance of the PPI on the MED area's small municipalities.

As mentioned before the webinar addressed the closure of the PPI process and aimed to present the implementation phase and some good tips on the steps needed to be taken to motivate public authorities to go for PPI not only as a policy instrument to boost innovation but also in a way to solve their unmet needs and provide best services to their citizens.

Conclusion of the presentations on both study cases that implemented PPI processes from different approaches and lessons learned were similar:

- Municipalities and economic operators are not familiar with PPI and required some training

- Market specially SMEs is not mature yet for this kind of procurement, but the previous dialogue is crucial for:
 - orient requirements
 - define tender award criteria
 - define evaluation ranks

Prominent MED was a pioneer in the exploitation of PPI procedures for all the beneficiaries involved, but it has demonstrated that *doing things differently* is possible, even in small territories which can make the difference.