

Deliverable 5.3.1 REPORT OF TRANSFERABILITY PROTOCOLS IN SPAIN.

WP5 – Transferring
Activity 5.3: Knowledge transfer
& mutual learning.

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1. Introduction to Prominent MED project and transferring activities

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.

The present report is dealing with the activity 5.3 knowledge transfer and mutual learning, a task whose aim is to activate the transfer process between project partners and other actors which express the interest to apply the PPI model. The know-how transfer will need the execution of national transfer meetings during which both counterparts would sign a transferability protocol in order to set a common agreement and detailing transfer measures.

2. Introduction to knowledge transfer and mutual learning activities a Spain

In Valencia Region (Spain), the dissemination of Public Procurement of Innovation (PPI) information and the lessons learnt during the implementation of city of Alzira pilot was conducted by two Prominent Med project partners: Consorci de la Ribera and Universitat Politècnica de València.

Consorci de la Ribera (Ribera Consortium) knowledge transfer activities main aim has been to strengthen the capacity of la Ribera municipalities in institutionalizing PPI into their daily procurement operations. That is the reason why the majority of transferability protocols have been signed with municipalities of la Ribera county. 5 knowledge transfer protocols have been signed by la Ribera municipalities and Consorci de la Ribera. There is only one protocol signed with another sort of entity, the one agreed with the Valencia Municipalities Federation (FVMP).

On the other hand, the Universitat Politècnica de València has focused on the transfer activities towards poles of knowledge and technology for enterprises. In this sense, 2 technological institutes, who were born as an association of companies for the development in research, development and innovation of two regional industrial clusters in Spain (Plastics in Valencian Region, and Textile in Catalanian Region), have agreed the transferability protocol.

3. Overall aim of transferability activities.

La Ribera municipalities involved in transferability activities with Consorci de la Ribera were willing to get best practices knowledge about the following issues:

- PPI methodology for small/medium sized of Mediterranean area, developed during Prominent MED project and presented in the guidance “PPI implementation strategy in MED countries”;
- Definition of terms of reference (TOR) related to ‘Magatzem de Cucó’ building renovation and, more specifically, about the criteria used to assess the economic and technical offers submitted by the bidders;

It is worthy including a short description of the PPI learning municipalities, such as follows:

1. **Municipality of Albalat de la Ribera.** <http://www.albalatdelaribera.es/>. Albalat de la Ribera counts on 3360 inhabitants (2019). Albalat de la Ribera joined the Covenant of Mayors for Energy and Climate action on 2016.
2. **Municipality of Alfarp.** <http://www.alfarp.es/>. Alfarp is a small municipality with 1544 inhabitants located at the north-west part of la Ribera region. Alfarp joined the Covenant of Mayors for Energy and Climate action on 2016.
3. **Municipality of Riola.** <https://ajuntamentderiola.es/>. Municipality of Riola is a small village with 1759 inhabitants (2019) located at the east part of la Ribera county. Riola council is processing their adhesion to Covenant of Mayors initiative.
4. **Municipality of Favara.** <https://www.ajuntamentfavara.es/>. Favara is a small sized municipality with 2519 inhabitants (2019). Favara also joined the Covenant of Mayors on 2016.

Moreover, the Valencian Federation of Municipalities (FVMP). <https://www.fvmp.es/>. FVMP is formed by all Valencia Region municipalities and also the 3 provinces that formed the Valencia Autonomous Region. FVMP was mainly interested in the experience acquired by Consorci de la Ribera with the implementation of PPI at local authorities’ level. It is important to mention that FVMP is promoting the PPI among the Valencia Region municipalities. For instance, FVMP has been offering their associates a course about PPI. So that, the main topic selected was:

- PPI methodology for small/medium sized of Mediterranean area, developed during Prominent MED project and presented in the guidance “PPI implementation strategy in MED countries”;

The technological institutes involved in transferability activities with Universitat Politècnica de València were interested in obtaining best practices knowledge about the following issues:

- Needs identification to elaborate the functional/performance-based specifications;
- Procurement procedure such as the competitive dialogue and the competitive procedure with negotiation;
- Definition of TORs and, more specifically, about the criteria used to assess the economic and technical offers submitted by the bidders;

It is worthy including a short description of the PPI learning technological institutes, such as follows:

1. **AIMPLAS. Institute of Technology of Plastic** <https://www.aimplas.es/>. AIMPLAS was born as an association of enterprises of the plastic sector in the Valencian Region, devoted to group their research, development and innovation activities in a hotspot center. It has become part of the Network of Research Institutes of R+D+i of the Valencian Region (REDIT) and Federation of Research Institutes at national level (FEDIT). It currently serves to more than 600 enterprises of the plastic sector (producers, transformers, recyclers...), with more than 2500 clients/year, and is focused on the development of innovation at different TRL (Technology Readiness Levels), and therefore it is interested in knowing all mechanisms and funding opportunities to bring innovation to the society.
2. **LEITAT Technological center** <https://www.leitat.org/>. LEITAT was created as an association of enterprises of the textile sector in the Catalan region, aimed at joining their strengths in research, development and innovation activities in a knowledge pole. During its growth, the LEITAT center has widespread their sectorial portfolio, becoming transversal and acting in frameworks such as environment, building, packaging, energy or materials, among others. It currently serves to more than 500 enterprises, with more than 2000 clients/year, and is focused on the impulse of innovation and competitiveness of the region. They were thus interested in catalysing the knowledge of initiatives to bring innovation to the society.

4. Description of the action/process.

The organization of the National Transfer Meetings has the purpose to formally launch the knowledge transfer procedure, notifying and bringing together all counterparts' team members and making sure both entities (learning and experienced ones) have a common understanding of the tasks and their roles. During this first meeting, Consorci de la Ribera and Universitat Politècnica de València summarize the Prominent Med project objectives, activities and results and both counterparts will discuss about the collaboration work plan and will have to reach an agreement and, as a result, to sign the formal work plan. In order to formalize the PPI transfer protocol and design a work plan that will drive the partnership to accomplish the identified expectations, partners agreed to sign a transferability protocol.

It's important to highlight that previously to the National Transfer Meetings, the Prominent Med Spanish partners and the different learning entities exchanged information and documents via email and conducting face-to-face meeting and lastly, because of COVID 19 mobility restrictions, teleconferences.

Once the transfer protocol is prepared and agreed by the Prominent Med Spanish partners and the learning entities, the persons in charge would formally sign it. Previously, a Steering Committee, involving at least one representative of each entity, was created with the aim to manage the transferring activities and acting as a contact person.

Up to date, as agreed at signed knowledge transfer protocol the most relevant activities organized are the following:

- Exchange of information and documents about Prominent MED guide and all documents produced about the pilot developed in la Ribera region. The basic document to be used for transferring activities is the 'D4.3.1.PPI implementation strategy in Med Countries', that is a set of findings, lessons learned, and recommendations collected during Prominent Med project execution. For that purpose, Consorci de la Ribera has prepared in our own language a summary document entitled "*Guia per a l'aplicació de la compra pública d'innovació en municipis menuts*". This is a reduced guide, based on the experience acquired by Consorci de

la Ribera with Prominent Med project, prepared to accompany small municipalities through PPI procedure. Furthermore, different Prominent Med materials such as PPT presentations and communication materials were used.

- Training activities with the aim at improving the recipient's performance and helping him/her attain an expected level of knowledge. At the moment, due to the unexpected general health problems, those activities were reduced to different teleconferences where the PPI methodology guide prepared has been shown up.
- Lastly, Consorci de la Ribera has been promoting among la Ribera municipalities the Valencia Innovation Agency (AVI) subsidies program line to enhance public procurement of innovation (PPI) from the demand side. During the knowledge transfer meetings, Consorci de la Ribera has been explaining the objective and the main features of this PPI regional funding program. It is worth mentioning that the municipality of Albalat de la Ribera, one of the protocol signatories, has submitted its candidacy to renovate the primary school 'Ausiàs March' buildings by carrying out a public procurement of innovation procedure. This action, developed by Consorci de la Ribera, will be supported by the Valencia Innovation Agency (AVI) PPI program 2020-2021.

Major difficulties identified were as a consequence of the reluctance showed by technical and legal municipal personnel to conduct in a different way the purchase of services and works procured by their municipalities. Municipal board are used to choose by themselves the technical option to solve a problem, they are sceptical about the idea of the large market providing 'the best option'.

On the other hand, legal municipal advisory board are still accustomed (and because it is easier to avoid legal appeals) to include the criteria 'price' weight as the most important one (actually the lower price option). So that, it is tough to make them understand that public entities buyers must choose 'the best quality-price ratio' proposal, such as stated at current European Union law for public authorities.

Those remarks have been overtaken showing them the tender documents (TORs) designed for 'Magatzem de Cucó' Alzira's pilot. The novelty of the procurement, based on new criterion such as Life Cycle Cost assessment and a previous deep market information exchange stage, surely will require external supporting bodies to carry a PPI tender procedure on for both SME and small and medium sized municipalities and

Concerning the barriers identified by the innovation providers, they are principally focused on the appropriateness of each PPI procedure or the reluctance to uncover current innovations without guaranties of non-disclosure. However, the technological institutes agree in the fact that PPI is a fast-tracking tool to reduce the innovation gap between the lab and the market, and has a potential to pull the intensification of knowledge, and increase the competitiveness of the enterprises, at all levels.

5. Results & conclusions

Prominent Med Spanish partners have finally achieved to involve 4 municipalities, 1 association of municipalities (involving 542 municipalities of Valencia Autonomous Community, FVMP) and 2 technology centres with the agreement reached by the Prominent Med knowledge transferring protocols.

As a conclusion it is important to highlight that public procurement of innovation (PPI) tool that is difficult to fit into the current scenario of small municipalities characterized by low skilled staff. These

insufficient human resources don't help attract innovation of procurement or goods/works. But the effort put in transferring the experience acquired with Prominent Med project is getting some other small municipalities on board.

It is also worthy highlighting that the offer-side is also expectant for the deployment and normalisation of the PPI procedures, since they feel confident of their abilities to adapt to new situations and funding opportunities, since they are usually more used to changes. A regulation about the management of the protection of the innovation should be strengthened, in order to offer warranties of security to the innovation providers.

6. Annex I. Transferability protocols signed