

***iBuy - Fostering the role of public authorities as  
demanders of innovation through public procurement***

# **Action plan for Balearic Islands region**



# Introduction

Public authorities can and must act from the demand side for innovation as it has been conceptualized in the *Europe 2020 Strategy* and its *Innovation Union* Flagship initiative. Public demand policies allow completing the portfolio of instruments that a government can provide for the promotion of business competitiveness in its territory. In recent years, the Balearic Islands Government has been promoting Public Procurement of Innovation in the Balearic public sector, with the aspiration of becoming one of the leading European regions in this matter. A cornerstone within this strategy is their participation in the iBuy project.

iBuy is an interregional cooperation project to promote regional innovation through public procurement. Its main objective is to develop innovative models that mobilise the participation of public and private stakeholders in an “Entrepreneurial Discovery Process”, linked to research and innovation strategies for smart specialisation in the field of Public Procurement of Innovation (PPI). All of these while promoting the European perspective, the sustainability and the transferability of the project results.

Within the framework of the iBUY project, the Balearic Islands Government has developed since June 2018, several actions in close collaboration with all project partners, either in the areas of communication, awareness-raising, information and training, or in exchange of experiences and mutual learning activities.

The learning obtained from the analysis of the best practices of PPI at European level (several reports of good practices and best practices developed and disseminated within the framework of the project) and the knowledge acquired during the mutual learning events with all the partners, have inspired the actions included in this plan.

From the Balearic Islands Government, we are convinced that the implementation of this Action Plan will mean a leap in public policies to promote innovation in the Balearic Islands and an opportunity to foster business competitiveness and the ability to transfer R+D+i results to the market of the innovation ecosystem of our region.

*Núria Riera,*  
*Director General for Innovation, Regional Ministry of Energy Transition and Productive Sectors, Government of Balearic Islands*





# Part I – General information

<b>Project</b>	Fostering the role of public authorities as demanders of innovation through public procurement “iBuy.”
<b>Partner organisation</b>	Fundació Bit - Balearic Foundation of Innovation and Technology
<b>Other partner organisations involved (if relevant)</b>	
<b>Country</b>	Spain
<b>NUTS2 region</b>	ES53 Balearic Islands
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## Part II – Policy context

The Action Plan aims to impact:

- ☐ Investment for Growth and Jobs programme
- ☐ European Territorial Cooperation programme
- ☒ Other regional development policy instrument

**Name of the policy instrument addressed:**

**Programme for Public Procurement of Innovation in the Balearic Islands.** This policy instrument is included in the [ERDF Operational Programme 2014-2020](#) as a Specific Objective of the Investment Priority PI1.B of the Thematic Objective 1.

The Balearic Islands Government is currently establishing a public procurement programme to promote the procurements through this model by the regional administration and thus achieve the target set by the national government for this purpose. With this initiative, the regional government will boost the development of innovative new markets from the demand side in the sectors set in the Smart Specialization Strategy and in the Plan for Science, Technology, Innovation and Entrepreneurship of the Balearic Islands, such as marine science and technology; biomedical and health sciences; social sciences applied to tourism and information technology and communications; water resources, food and agriculture and energy; and knowledge-based digital content. This impulse will improve public services by incorporating innovative goods or services, will encourage business innovation and will promote the internationalisation of innovation using the local market public as a customer reference. Public bodies may contract services in the form of pre-commercial procurement (PCP) or public procurement of innovation (PPI).



## PRIORITY AXIS 1: PROMOTE RESEARCH, TECHNOLOGY DEVELOPMENT AND INNOVATION

### PI 1B

### INVESTMENT PRIORITY 1 B

- Fostering business investment in innovation and research, development of links and synergies between companies, research centers and the higher education sector, in particular investment in product and service development, technology transfer, social innovation, eco-innovation, public service applications, demand stimulation, networking, clustering and innovation open through an smart specialization and support for technological and applied research, pilot lines, early product validation actions, advanced manufacturing capabilities, in particular, in Key Enabling Technologies and dissemination of multipurpose technologies.

### OE 1.2.2

### SPECIFIC OBJECTIVE 1.2.2

- The typology of actions contemplated is aimed at promoting business innovation, especially in the regional projects indicated in the Balearic Islands Smart Specialization Strategy (S3-IB). To this end, ERDF support will be allocated to various actions, including the **promotion of public procurement of innovation** in the area of S3-IB, as an **innovative tool to facilitate the entry into the market of innovative companies**, following the recommendations made by the European Commission. The **participation of companies from the Balearic Islands in public procurement of innovation procedures will be encouraged**, including the **implementation of precommercial procurement procedures** for the development of new products, processes, services, marketing models or organization of companies or significantly improved. This line of action emanates directly from S3-IB, which aims to transform the social and economic challenges of the region into opportunities for the generation of knowledge, technological development and new business niches exploitation, for the generation of quality employment. and growth.



## Part III – Details of the actions envisaged

### Action 1: Definition of PPI Strategy, Management and Roles in the Balearic Islands

#### Background

As explained under Part II, the Balearic Islands Government is committed to promoting the Public Procurement of Innovation (onwards PPI), a key instrument for innovation boosting, included in the RIS3 strategy of the Balearic Islands, in accordance with our ERDF Operational Programme 2014-2020.


Between November 2018 and May 2019, the Balearic Islands Government carried out a *PPI Opportunities Diagnosis and Needs Map*, which yielded very promising results in the sense that many diverse uncovered needs from different regional public institutions were compiled providing an overview of potential PPI projects.

Also between 2018 and 2019, the Balearic Islands Government was one of the first regions in Spain to successfully execute PPI projects. Specifically, two projects in the health sector were successfully tendered. However, these actions had an opportunistic character, meaning, they did not respond to a structured or planned policy.

That is why, the General Directorate of Innovation of the Balearic Islands Government, with the support of the BIT Foundation, considers of paramount importance to establish a unified PPI regional strategy. To this end, it is fundamental to define the roles and responsibilities of all key players, to draft a PPI working protocol, to form executive and work groups and to design a strong support structure in order to successfully plan and implement future PPI projects.

The definition of the strategic vision of PPI in the Balearic Islands has been inspired by the analysis of the good practices made in other regions and by the conclusions extracted of the mutual learning activities of the iBUY project.

Specifically, relating to the aspects of strategic planning of the PPI's financing, the conclusions obtained during the event that was held in Palma de Mallorca on 23 and 24 April 2019, "*Funding IPP: Challenges and Opportunities*", took a special relevance. Experts of seven countries shared their experiences in the PPI and PCP financing models used by



each region, as an example to other initiatives, debating eight best practices related to the PPI financing possibilities. The presentations and the open discussion with speakers, partners and participants, allowed obtaining relevant learnings that were used to design this Action.

The event held in Tampere in February 2019, Workshop on policy instrument (re)design, gave us useful details on the Tampere City Hall **Roadmap**, “Roadmap to PPI”, a tool to connect all the agents of the procurement process with the city development plans, communicating with the market the development demands and needs in R+D+I in the future. This vision and approach inspire the strategic design of the institutional architecture in PPI processes of the Balearic Islands Government and the model of governance (structures, functioning, roles definition, management protocol...).

Also, the mutual learning workshop in PPI policies held in Vilnius in February 2020, where the partners presented and debated their policy instruments helped the design of this action.

This action will allow the Balearic Islands Government to comply with the objectives set in the OP 2014-2020 and to properly execute and monitor projects throughout the period 2021-2027, promoting PPI as an innovative tool.

## Action

The action consists of designing and defining the following in order to better plan and implement future PPI projects:

- The strategic vision for PPI in the Balearic Islands.
- The assignment of roles and responsibilities to key actors.
- A PPI working protocol considering the regional specificities.
- Executive and work groups in charge of PPI projects.
- The service portfolio of the General Directorate of Innovation and Bit Foundation as PPI regional adviser and supporter.

### *Action 1.1. Definition of PPI's strategic vision in the Balearic Islands*

The strategic vision definition requires not only an analysis of the good practices made in other regions, but also a strategic reflection process through **high-level meetings with the Government Departments of the Balearic Islands involved in PPI**. Two sessions of strategic reflection were held in 2020, one with the **General Directorate of Innovation** (June) and another with the **General Directorate of European Funds** (July).

- In the session held in June 2020, five people of the General Directorate of Innovation participated in defining the PPI vision and the role of the Government of

the Balearic Islands. In this session, the strategic goals to reach through PPI were discussed and prioritised:



It was likewise discussed the bet on PPI of the Balearic Government **to boost the digitalisation** of the touristic sector.


- The goal of the **meeting with the General Directorate of European Funds** (July 2020) was to assess the ERDF budget of the program period 2021-2027. In the beginning, the ERDF Operative Program 2021-2027 will not include a specific item assigned to PPI projects; however, the General Directorate confirmed that this ERDF Operative Program will be open to PPI if and when specific projects start. The need to approach the planning of ERDF funds assignment within a PPI comprehensive strategy was raised, creating a PPI support instrument in the Balearic Islands, not only to provide support to the planned PPI Pilots but also to all the questions related with the PPI: search of financing, advice, training and qualification, etc.

The strategic vision will be laid down in a document together with a SWOT of the PPI in the region that will allow defining the goals, governance, deployment roadmap, financing plan and evaluation methodology of PPI in the Balearic Islands Government.

#### *Action 1.2 Establishment of a PPI Executive and Work Group*

The experiences developed in other Spanish and European regions indicate that the implementation of governance models, definition of responsibilities and management protocols in PPI start with the development of at least one PPI Pilot Project.





To facilitate this Pilot, it will be necessary to create adequate governance structures and organize information and awareness raising activities, so that the actors of the regional system of R+D+I are familiar with PPI and its possibilities.

A Strategic Group and a high-level Executive Work Group will be created through a Political Mandate (Governments Agreement or similar) to boost PPI. Likewise, an ad-hoc Work Group will be created to develop the first PPI Pilot (described in Action 2).

### *Action 1.3. Formalisation and systematisation of the PPI support structure*

Once a few PPI projects are executed, the formalisation process will be approached, which includes the creation of new support structures to PPI and the adaptation of the existing ones, to allow the organisation of all the necessary activities for PPI.

Based on the experience of the PPI pilots and with the support of the developed guides, efficient and formal mechanisms of early demand identification and management of non-requested offers will be established. Mechanisms like the Early Demand Maps or the Preliminary Market Consultations, contribute to inform the market about the orientation of the public demand.

Complementary support programs will be designed, like for example the establishment of the catalytic PPI (the one in which the public buyer is not acting as a final user of the acquired solution but as a catalyser of the necessary innovation to develop it) as one of the industrial or cluster development programs of the General Directorate of Innovation.

The recipients of these PPI services offered by Bit Foundation are, from the demand side, the buyers/technicians of the Balearic public sector (Regional and Local Government) and from the offer side, the regional companies interested in participating in PPI processes.

### *Action 1.4 The BIT Foundation as the adviser and supporter of PPI in the Balearic Islands*

The BIT Foundation will design and develop a working protocol and a service portfolio directed to advising and boosting PPI in the region. The range of potential support services to PPI processes includes:

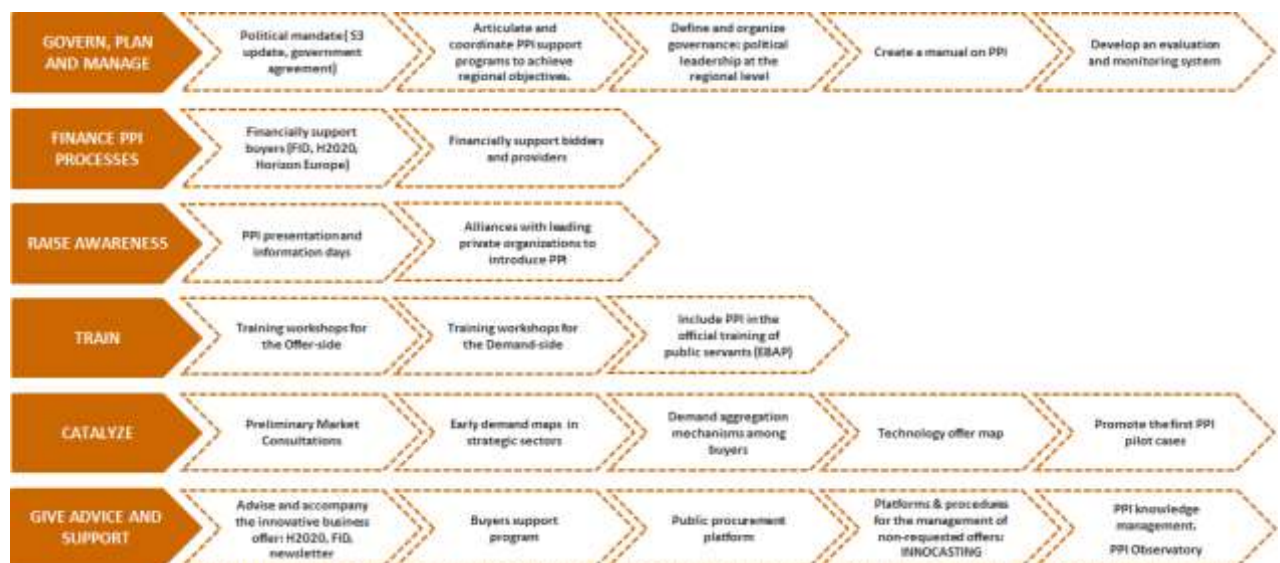
- Project design, characterisation (needs) and planning
- Support in the phase of Preliminary Market Consultations
- Identification of funding sources for PPI (both internal and external).
- Advice on the preparation of project specifications
- Support in the bidding and award phase
- Training, awareness, communication, information, and dissemination

- Identification of PPI tenders (regional, national and European), making them known to innovative regional companies
- Preparation of reports, statistics, follow-up, and monitoring

Once the working protocol and the service portfolio are designed, they will be formally presented to the purchasing departments of the Balearic Government and the companies in the region.

With this action, the Balearic Government intends to replicate the working model of technical support offices of regions like Galicia, Catalonia and the Netherlands (Piano) where a separate entity tracks, studies, boosts, inspires, supports and trains all the regional government actors when approaching PPI projects.

It is intended that the Bit Foundation will also help to establish strategic relationships and permanent channels of communication with other regional entities (especially in key sectors like health, transports, environment, security...), funding institutions and agencies (national and European) and all stakeholders.





## Players involved

The General Directorate of Innovation, the BIT Foundation, the General Directorate of European Funds and the purchasing departments of the different regional ministries and entities within the Balearic Islands Government.

## Timeframe

The definition of the strategic vision and the establishment of the executive and working group is expected to be finalised by the end of 2020.

The definition of the PPI support structure will be done upon the implementation of a few pilot PPI projects that are expected to start in 2021.

Action 1.4 will be implemented in two phases: launching and consolidation. In the launching phase (2020-2023), the development of PPI support functions through the BIT Foundation will be promoted (2020), the PPI working group managed by the BIT Foundation will be created, and, if necessary, external technical assistance will be hired (Q1-2021). The first PPI pilots (2021, Action 2) will be launched, looking for internal funding and also from FID's 2021-2027 funds allocated to the region. New challenges and opportunities will be identified in a participatory process with the Regional Ministries, Preliminary Market Consultations (2021-2022) and Early Demand Maps (2022) will be carried out, tendering, awarding, and initiating more projects in 2023. During the **consolidation phase** (2023- 2025), the structures and working groups created will work more efficiently and autonomously, and the designed programs will be institutionalised.

## Funding sources

This action is and will continue to be financed with funds from General Directorate of Innovation and Bit Foundation.

Subsequently, it is intended to finance the projects that arise from this action, with both internal and external funds:

- Remaining 2014-2020 regional ERDF.
- 2021-2027 regional ERDF.
- ERDF at national level, through programmes as FID and the PPI CDTI's Office, from the Ministry of Science and Innovation of the Spanish Government.
- Next Generation EU.

- Horizon Europe; Other European Programmes.

 <b>European Commission (H2020)</b> <ul style="list-style-type: none"> <li>• Thematic calls, Consortia Projects (Public Buyers)</li> <li>• Funding Rates: PCP (80%), PPI (30%), CSA (100%)</li> </ul>	 <b>European Comisión Programs</b> <ul style="list-style-type: none"> <li>• Regional Cooperation (Cross-Border, Interregional)</li> <li>• CEF</li> </ul>
 <b>Ministry of Science (ERDF Pluriregional) 2014-2020</b> <ul style="list-style-type: none"> <li>• Regional Funding rates variable (50 – 85%)</li> <li>• Periodic calls</li> </ul>	 <b>Regional Structural Funds</b> <ul style="list-style-type: none"> <li>• ERDF (EJ, DUSI, City Councils)</li> <li>• EAFRD</li> <li>• EMFF</li> </ul>
 <b>CDTI (ERDF Pluriregional) 2014-2020</b> <ul style="list-style-type: none"> <li>• CDTI Buyer + 30 M€ 14-20</li> <li>• CPP, End User</li> <li>• INNOVEMANDA</li> </ul>	 <b>Own Funds</b> <ul style="list-style-type: none"> <li>• Ordinary</li> <li>• FSI (Financially Sustainable Investments)</li> <li>• EJ, GABI, Madrid Council, Fuerteventura Tech Park</li> </ul>
 <b>ERDF Regional 2014-2020</b> <ul style="list-style-type: none"> <li>• Regional Governments' Strategies</li> <li>• Different funding capture formulas</li> </ul>	 <b>Private Funds</b> <ul style="list-style-type: none"> <li>• Donations (ej: Córdoba University)</li> <li>• Co-Funding Agreements (ej: CRUE)</li> <li>• Fiscal Instruments</li> </ul>





## Action 2: PPI PILOTS OF INNOVATIVE SOLUTIONS AGAINST COVID-19 IN THE FIELDS OF TOURISM, IT AND HEALTH

### Background


The sanitary emergency generated by the Covid-19 spread in 2020, forced governments from all over the world to adopt all type of measures to fight against contagions, the disease and mitigate its socio-economic effects. In the Balearic Islands, in Government's Council, on 13 March session, adopted the Agreement through which approved the plan of exceptional measures to limit the spread and contagion, and in 16 March session, the concrete organizational measures and public services provision from the Administration of the Region and its instrumental public sector. In parallel to these actions, measures of economic, social and administrative nature were taken, to fight effectively against the virus expansion from all fronts and, at the same time, to avoid or reduce its impact in the economy. In this context, Law Decree 4/202<sup>a</sup>, of 20 March, was approved, thus establishing urgent measures in matters of purchasing, administrative procedures, and budgets to face the economic and social impact of the Covid-19.

As indicated in part II of the Plan, the 2014-2020 ERDF Operative Program of the Balearic Islands includes in its specific objective 1.2.1, the support to the Public Procurement of Innovation, especially in the scope of the RIS3 of the Balearic Islands.

The opportunities diagnosis developed in 2018-2019, has allowed identifying several priority sectors in which the PPI has a high potential in the Balearic Islands, like the **health, environment and territory, telecommunications** areas, but above all, the binomial **tourism and ICT sector**.

For all the above, it was decided to choose as a PPI Pilot Project, the search of innovative solutions that help to reduce the Covid-19 crisis impact in tourism, a relevant sector in the economy of the Balearic Islands. This pilot project is being executed in coordination between four General Directorates of the Balearic Islands Government and the AETIB, which have agreed to jointly search for innovative solutions in the touristic, health and ICT areas, to face the Covid-19 answering to uncovered needs of the public sector of the Balearic Islands, through PPI Pilots.

The knowledge obtained during the mutual learning event held in Vilnius (where the partners presented its instruments and obtained feedback of the others), allowed for the elaboration of an interregional SWOT analysis (integrating 7 SWOT from partners). These conclusions have inspired the design of the activities of this Action.

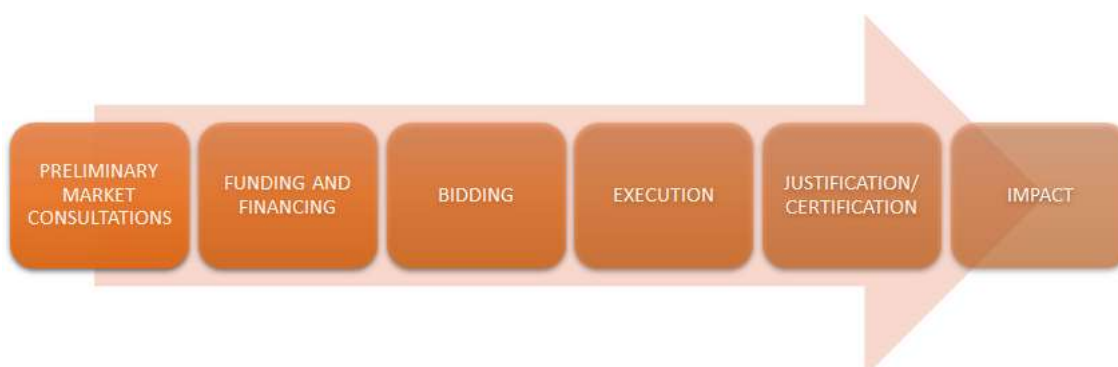


The Good Practice of Finland, Innovation procurement in Ventspils Reiss– Prior market consultation process has left in evidence the importance of consulting the market before beginning an innovation procurement process. Ventspils Reiss conducted a Previous Consultation to know the market offer, the opportunities and availability of a highly innovative product. The advantage of a market previous consultation process is that it prepares the market for such an acquisition. The potential providers can collect the information they need and complement the specification of the product developed by the applicant.

### Action

The Balearic Islands Government is conducting a preliminary market consultation to identify innovative solutions that can answer the challenges of the region and will acquire and implement some of them as PPI pilot actions. Even if the PPI is open to any RIS3 challenge, this PPI action specifically addresses the search of solutions in the scope of ICT-Tourism-Health to answer the Covid-19 crisis impact in the region.

The Public Procurement of Innovation process consists of the following phases:



Several examples of PPI good practices and success cases have been analysed and discussed during the several activities and mutual learning events of the iBUY project. The PPI process and its stages were discussed with the partners and compared with the best practices at a European level. The acquired learning and the conclusions were considered to design the activities included in the current Action and are detailed below, as a basis adopted in the execution of this action.

#### *Action 3.1. Design of the Preliminary Market Consultation (PMC)*

The PMC has the goal of discovering the existing offer in the market for the identified need or challenge. The PMC phase is the success key of a PPI project. One of the main goals of a PMC is to design a tender that obtains the best offer from the best consortium, for which the PMC will try to answer the following questions, information to be reflected in the bidding documents:



WHAT IS INTENDED TO BE BOUGHT?	<ul style="list-style-type: none"> <li>•Object</li> <li>•Technical Prescriptions, Functional Specifications</li> </ul>
HOW TO CHOOSE THE RIGHT CONTRACTOR?	<ul style="list-style-type: none"> <li>•Conditions for Participation</li> <li>•Award procedure</li> </ul>
HOW TO CHOOSE THE BEST PROPOSAL?	<ul style="list-style-type: none"> <li>•Content of the offer, aspects to be negotiated, dialogue</li> <li>•Award criteria</li> </ul>
HOW MUCH WILL IT COST?	<ul style="list-style-type: none"> <li>•Estimated value</li> <li>•Breakdown by work packages</li> </ul>
WHAT PHASES WILL THE PROJECT HAVE?	<ul style="list-style-type: none"> <li>•Work plan and deliverables</li> <li>•Validation test</li> </ul>
HOW WILL THE RESULTS BE MANAGED?	<ul style="list-style-type: none"> <li>•Management of Intellectual Property Rights (IPR)</li> <li>•Royalties</li> </ul>

With this information, the **PMC call** was drafted, coordinated amongst the four Directorate Generals involved and then published in the [State Public Procurement Platform](#) on 29 July 2020. The call included: the basis of participation, the description of the challenges that are meant to be solved and a form to describe the proposal by the proponents.

### *Action 3.2. Preliminary Market Consultation (PMC) dissemination and launching*


The result of the PMC is determined by the interest shown by the market; therefore, the activities of communication and diffusion are key tools in this PMC Launching phase.

A Communication Plan for the PMC was made, including a dissemination campaign **via email** to all the interested actors to announce the launch of the Consultation. Additionally, a support **web page** was published to articulate the information of the PMC and the PPI project, with an address and contact telephone for information requests and doubts resolution.

Moreover, a meeting with key clusters and association was carried out on 07 September 2020 in order to explain the specificities of the PMC for them to target their associated companies for an interest in the PMC, intending to increase their level of participation and to help that offers are better oriented in regard of the challenges to be solved.

### *Action 3.3. Information analysis and proposal management*

As the deadline for the reception of proposals was 30 September 2020, the PMC working team is currently collecting, reviewing and arranging the 60 proposals received so that the technical evaluation committee can start analysing them as soon as possible.



The technical evaluation committee will analyse and evaluate each proposal based on an objective-based checklist and after the sign off of an impartiality and confidentiality form in order to preserve the integrity of the evaluation process.

Upon the committee's evaluation, a certain number of proposals may be deemed as interesting and viable for potential tenders and, therefore, the start of PPI pilots.

#### *Action 3.4. Closing*

Finally, a **Conclusions Report** of the Preliminary Market Consultation will be drafted and published through the project website and other diffusion media.

#### *Action 3.5. Funding and Financing*

A Financing Plan will be made for each pilot project that is deemed as viable. A minimum budget provision will be assigned to the project and, in case that more resources are needed to carry it out, new formulas will be sought to increase the available resources. For example: additional resources of the Balearic Islands (coming from another departments of the Government); ERDF; capitalisation of the future savings; private Funds; etc.

The PMC call already foresaw, as indicated by the Directorate General of European Funds, the possibility to fund these pilot actions via ERDF.

#### *Action 3.6. Preparation of specifications and tenders*

The PPI tender documents related to the needs to be satisfied will be drawn up, processed and published, considering all the obtained information during the Preliminary Market Consultation. The documents will contain the following points, among others:

- Solvency criteria, minimum and/or scoring (restricted procedures or negotiated procedures), which will allow selecting the more experienced candidates.
- Award criteria (quality-price), including the possibility to value the percentage and volume of offered royalties.
- Phases of execution of the solution proposed (exploration of solutions, feasibility studies, proof of concept, prototypes development, full development of the proposed solutions, etc.) Phase Change Criteria, especially in Pre Commercial Procurement and Innovation Partnership processes.
- Intellectual Property Rights (IPR) management.

#### *Action 3.7. Award*

At this stage, the received offers will be evaluated, the winning offer will be selected (or several offers in the case of the Pre-Commercial Procurement and the Innovation Partnership), and the contract will be awarded according to the terms of the tender.





### *Action 3.8. Project execution and management*

During this phase, it will be fundamental to prove that the bidder will develop a solution according to the offer submitted, to prove that it is still innovative and that it has potential to be deployed, having the contracting body enough flexibility to manage the concerning modifications of the R+D+i processes.

### *Action 3.9. Evaluation and change management*

Considering that the innovative solution will imply a change in the public service, in order to implement a new process or how-to in the public sector, a good results evaluation process and change management that guarantees the successful solution deployment and that all efforts made until this phase are not lost is fundamental.

### *Action 3.10. Funds Certification*

If the PPI is finally financed with European funds (ERDF at regional or national level, Next Generation EU or Horizon Europa), it is fundamental that all the process has complied with the funding rules, with special attention to the funds' certification phase in order to avoid financial corrections.

### *Action 3.11. Deployment and Impact*

Finally, the most important phase, the deployment of the innovative solution in the public service and at a medium-term, the establishment of an adequate methodology that allows measuring and evaluating the impact of the executed project or projects.

## **Players involved**

The actors involved in this action are the promoters of the PMC:

- Vice-president and counsellor of Energy Transition and Productive Sectors, through the General Directorate of Innovation and the BIT Foundation
- Minister of Health and Consumption
- Minister of Public Administrations and Modernization
- Director of the Tourism Strategy Agency of the Balearic Islands



### **Timeframe**

The PMC will finish before the end of 2020 with the evaluation of all the proposals and the publishing of the conclusions report.

The pilots will start as soon as the PMC is closed. Therefore, financing plans and drafting of tenders will start in 2021. The execution and implementation of the projects will vary depending on their specificities and their technology readiness levels.

### **Costs**

The cost of the pilot actions will depend on the projects identified in the PMC as they may vary in scope and cost.

### **Funding sources**

The PMC is being carried out with the involved actors' own resources.

ERDF and own funds are expected to be used to finance the identified projects/pilot actions. Both remaining 2014-2020 ERDF funds and 2021-2027 ERDF funds will be eligible as funding sources together with the involved actors' own resources.

## Action 3: PPI TRAINING AND AWARENESS

### Background

One of the main barriers of PPI as an instrument to boost innovation is the lack of knowledge and information of both the public and private sector agents.

Concerning the public sector agents, the Balearic Islands Government hired a “*Service to structure and provide training content on Public Procurement of Innovation for the iBuy European Project of the Interreg Europe program*” in 2019.

Through this service, the formative contents of a PPI course were developed with the purpose of providing key public sector agents with the necessary information to develop and manage PPI projects in all their stages.

Inspired in the **online library** prepared by all partners of the iBUY project, this action will prove fundamental in the preparation and execution of IPP projects with a minimized risk of failure.




Concerning the private sector agents, it is necessary to highlight the importance and relevance that Public Procurement of Innovation is acquiring in Spain. Taking into account the period 2011-2020:

- More than 140 PPI projects have been developed in Spain with an exponential increase since 2017.
- Around 700 million euros have been investment in innovation, development and technologies deployment.

The accelerated growth of this instrument is due to a progressive activation of the funding sources for PPI projects, especially with the European funds via the FID programme, which has boosted the development of PPI processes in some Regions adding this funding to their own resources.

This is why private companies are starting to see the potential of participating in PPI processes and tenders. PPI offers a unique opportunity for the private sector, not only to finance its research and development activities complementing other R+D+I grants, but also to bring to the market developed technologies and innovations, since PPI ensures the procurement of the results of its R+D+i effort.



However, the companies and entities in the regional ecosystem of the Balearic Islands that may compete in PPI tenders are not familiar with PPI processes and their specificities.

Inspired in one of the Good Practices identified in the iBuy Project, Consultations on Public Procurement of Innovation, Lithuania showcased consultancy services in pre-commercial procurements and other services provided to private companies through informative events and expert consultations to support innovation activities.

This action will allow the Balearic Islands Government to comply with the objectives set in the OP 2014-2020 and to properly execute and monitor projects throughout the period 2021-2027.

### Action

The Action consists of the design, programming and execution of training actions addressed to public buyers and technicians and also to the private sector of the Balearic Islands.

This Action has two main goals:

- In the public sector, training the public sector key agents in PPI as well as raising awareness.
- In the private sector, training R&D companies and entities so they can participate in and benefit from PPI projects.

#### *Action 3.1. Public sector training, evaluation and monitoring*

A PPI training course has been designed and developed in the open free online platform *Schoology*, taking the specificities of the Balearic Islands public sector into consideration.

The contents of the course will be permanently available through the *Schoology* platform. Announcements of the course will be programmed and executed at least once a year and also coinciding with the request phases of PPI projects, or with the opening of PPI financing calls.

It is expected to achieve, throughout time, an important critical mass of workers of the public sector trained in PPI.





The platform allows follow-up, to know the results of the tests, to download the pdf of the complete contents of the course and to advance theme to theme through charts, tests and extra resources. Good practices from other iBUY partners identified during the project have also been included as extra material and as references.

The following indicators will provide the most relevant information: number of enrolled public servants, number of public servants that completed the training, tests and qualifications and comments for improvement.

### ***Action 3.2. Cooperation Agreement with EBAP***

A meeting with the Balearic Islands School of Public Administration (EBAP) will be programmed, with the aim to invite them to include formal PPI training in their official courses catalogue for public sector workers. FBIT will provide the necessary support in training contents and materials and their active participation during the course lessons.


Agreements with the Balearic School of Public Administration (EBAP) are intended to be formalised and to coordinate the launch, execution and follow-up of successive calls of PPI training courses.

### ***Action 3.3. Private sector target group, awareness and training***

This sub action intends to identify companies in the Balearic Islands region that have the potential to participate in different PPI projects.

The final goal is to increase the potential of regional R&D companies to participate in PPI processes (regional, national and European) and to increase their success rate in contract awards.

Trainings, information and awareness sessions will be provided to the companies identified above.



As detected in the last few years, private companies are not necessarily constantly aware of opportunities in PPI nor of potential partnerships with other companies in order to increase capabilities for specific PPI tenders. This is why a system of electronic newsletters and alerts will be developed in order to spread all the information identified on PPI opportunities.

### Players involved

The General Directorate of Innovation, the BIT Foundation, the EBAP and all potential participants and recipients of trainings, newsletters and alerts from both from the public and the private sector of Balears.

### Timeframe

The PPI online course on *Schoology* was launched on 15 September 2020 coinciding with the 4<sup>th</sup> iBuy stakeholders' meeting. An official communication was also addressed to all public workers of the Balearic Islands with a role in PPI processes. The course will be available permanently and reviews will be done at least yearly to include potential new regulations, new good practices and improvements collected from users.

It is estimated that the formative actions with the EBAP will be designed and planned at the end of 2021 and executed in 2022.

The design of the Training and Advice Program and its execution will be carried out in 2021.

### Costs

A budget of € 15,000 in 2021 is expected to be allocated to the contracting of External Services (Technical Assistance) to help with the design and execution of the training and advice program for private companies (sub action 3.3).


### Funding sources

Funds from the involved players will be used.

## Part IV – Monitoring and Evaluation of the Action Plan

KEY PERFORMANCE INDICATORS- KPI			
ACTION	Unit	Value	Calculation method
1	Nº meetings, workshops and events		Sum
	Nº attendees to meetings, workshops and events		Sum
	Stakeholders contacted and participants		%contacted/Participant
	Nº Reports, Analysis developed		Sum
	Nº Structures/ Working Groups created		Sum
	Nº Agreements executed (Political Mandate, Government Agreement)		Sum
	Nº services analysed for the portfolio of services to be provided		Sum
	Stakeholders who requested and received support		% Requests/Users
2	Potential bidders identified / participants in the process (PCM, Bid)		% Potential Bidders Identified/Participants
	Expected and certified expenditure		% Expected/Certificated
	Remaining 2014-2020 ERDF used		Value
3	Nº Agreements/alliances/		Sum
	Training Course calls planned / executed		% Planned calls/Executed
	Enrolled/Trained		% Enrolled/Trained
	Tests Results Evaluation		Statistic
	Companies that have requested and received support (Non-financial)		% Requests/Users

RESULT INDICATORS			
ACTION	Unit	Value	Calculation method
1	Nº needs detected (forms)		Sum
	Nº stakeholders participants		Sum
	Nº new PPI opportunities and unmet needs detected		Sum
	Nº PPI processes designed and launched		Sum
	PPI Funding acquisition (extern)		Sum
	Procurement Expenditure		Value
	Nº working protocols developed		Sum
	Nº Services in Service Portfolio		Sum
	Nº recipients of services		Sum
	Nº users that received support		Sum
2	Contracts Budget		Sum / Value
	Total amount of certified expenditure		Value
	Remaining 2014-2020 ERDF used		Value
	Nº companies involved in the PPI Pilots		Sum
	Nº Researchers involved in the PPI Pilots		Sum
3	Nº Training course calls launched		Sum
	Nº Public workers trained		Sum
	Nº companies supported		Sum



ACTION	IMPACT INDICATORS		Calculation Method
	Unit	Value	
1	N <sup>0</sup> needs and opportunities detected		Sum
	N <sup>0</sup> stakeholders involved		Sum
	N <sup>0</sup> Processes and structures (new) o re-designed (ex-istent)		Sum
	N <sup>0</sup> PPI Processes/Projects designed and launched		Sum
	N <sup>0</sup> companies introducing new products		Sum
	N <sup>0</sup> researchers participating in PPI projects		Sum
	N <sup>0</sup> Public workers working or collaborating in CPI ac-tivities		Sum
	N <sup>0</sup> user that receive services		Sum
	N <sup>0</sup> services delivered by the TO		Sum
2	N <sup>0</sup> stakeholders and companies involved in PPI Pilot		Sum
	Amount of PPI Contracts		Value
	N <sup>0</sup> companies involved in Contracts		Sum
3	N <sup>0</sup> Public workers trained		Sum
	N <sup>0</sup> companies that received support		Sum
	N <sup>0</sup> stakeholders that receive information		Sum





**Date**

**Signature**

**Stamp of the organisation (if available)**

**Date**

**Signature**

**Stamp of the organisation (if available)**