



# Innovation Procurement in SPACE

HORIZON 2020

DG GROW - Internal Market, Industry Entrepreneurship and SMEs

GROW/I1 - Space Policy and Research Unit

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NEREUS Standing Committee meeting, Milan, 21 October 2015



1. Horizon 2020 programme
2. Space research in Horizon 2020
  - H2020 Space Work Programme 2016-2017
3. Copernicus
4. Innovation Procurement
  - Overview on Innovation Procurement
  - Innovation Procurement in Horizon 2020
  - Synergies with ESIF
5. PCP in Horizon 2020 Space WP 2016-2017
  - Downstream services for public authorities (PCP)
6. Additional information



# 1. HORIZON 2020

European Union programme for  
research and innovation for 2014-2020





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## 2. Space research in Horizon 2020

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## 6. Additional information

## Multiannual Financial Framework 2014-2020

~ 12.000 M€



~ 1.400 M€



~ 3.800 M€

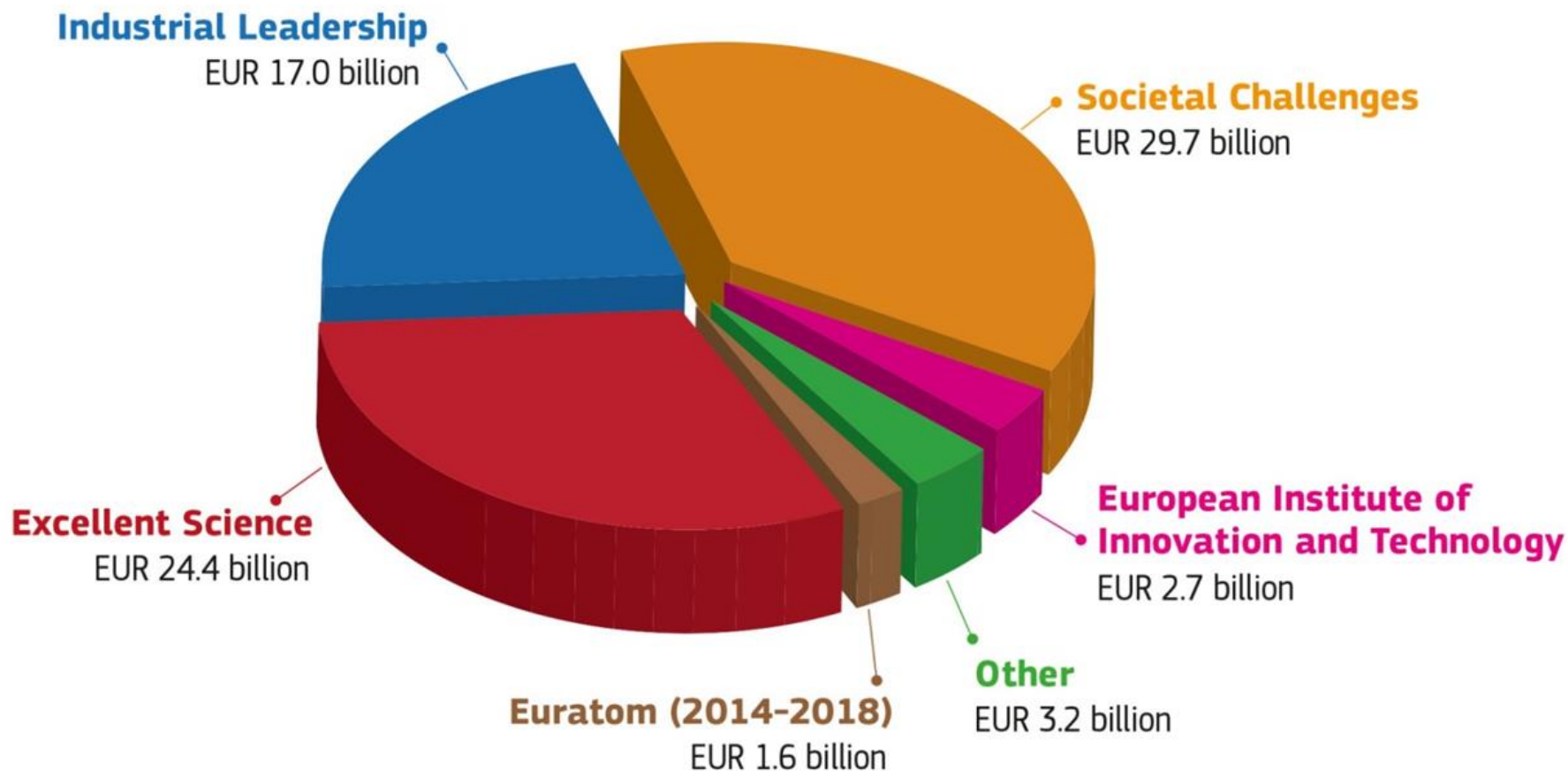


~ 6.300 M€



## HORIZON 2020 BUDGET (in current prices)

€ 79 billion from 2014 to 2020



## Excellent science

### Priority 1 – Excellent science

- European Research Council (ERC)
- Future and Emerging Technologies (FET)
- Marie Skłodowska-Curie Actions
- Research Infrastructures

### Why?

- World class science is the foundation of tomorrow's technologies, jobs and wellbeing
- Europe needs to develop, attract and retain research talent
- Researchers need access to the best infrastructures

## Industrial leadership

### Priority 2 – Industrial leadership

- Leadership in enabling and industrial technologies (LEIT)
  - Information and Communication Technologies (ICT)
  - Nanotechnologies
  - Biotechnology
  - Advanced manufacturing and Processing
  - Space
- Access to risk finance
- Innovation in SMEs

### Why?

- Strategic investments in key technologies (e.g. advanced manufacturing, micro-electronics) underpin innovation across existing and emerging sectors
- Europe needs to attract more private investment in research and innovation
- Europe needs more innovative small and medium-sized enterprises (SMEs) to create growth and jobs



## Societal challenges

### Priority 3 – Societal Challenges

- Health, demographic change and well-being
- Food security, sustainable agriculture and forestry, Marine, Maritime and Inland water research, and Bioeconomy
- Secure, clean and efficient energy
- Smart, green and integrated transport
- Climate action, Environment, Resource efficiency and Raw materials
- Europe in a changing world – Inclusive, Innovative and Reflective societies
- Secure societies – Protecting freedom and Security of Europe and its citizens

#### Why?

- Concerns of citizens and society/EU policy objectives (climate, environment, energy, transport, etc) cannot be achieved without innovation
- Breakthrough solutions come from multi-disciplinary collaborations, including social sciences & humanities
- Promising solutions need to be tested, demonstrated and scaled up

## 2. Space Research in HORIZON 2020

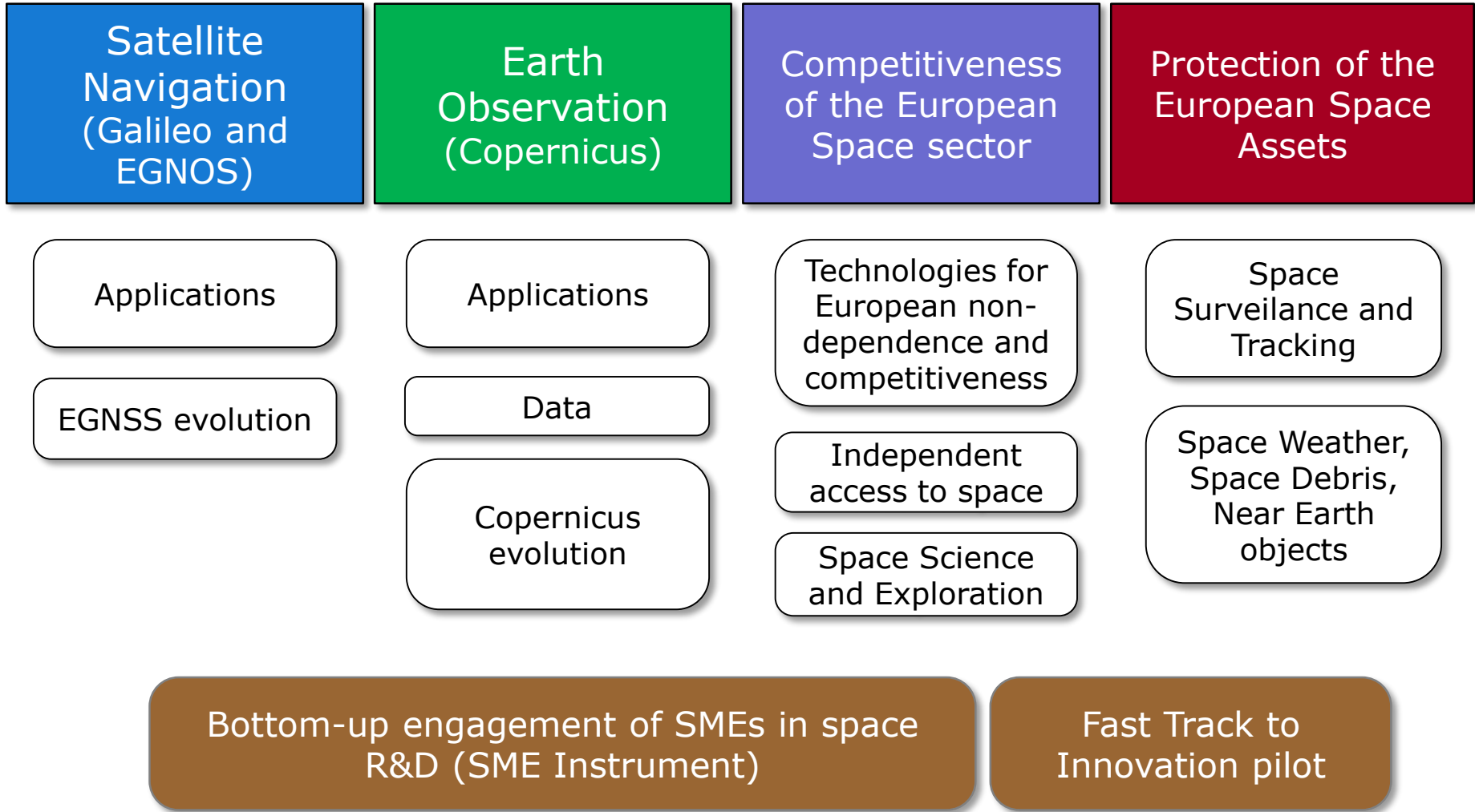


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- Enabling European competitiveness, non-dependence and innovation of the European space sector
  - ✓ Safeguard and further develop a competitive, sustainable and entrepreneurial space industry and research community and strengthen European non-dependence in space systems
  - ✓ Boost innovation between space and non-space sectors
- Enabling advances in space technologies
- Enabling the exploitation of space data
- Enabling European research in support of international space partnerships
- The application of space technologies shall be supported through the respective specific objectives of the priority "Societal challenges", where appropriate

For more information please consult Council Decision of 3 December 2013, [OJ L 347/993](#).



Horizon 2020 is being implemented through a sequence of work programmes (WP)



**Work programme 2016-2017: Published on 13th October 2015**

## EU agencies involved

- ***Research Executive Agency (REA)***
- ***European GNSS Agency (GSA)***
- ***Executive Agency for SMEs (EASME)***

### **TASKS**

Call handling, receipt of proposals, evaluation process, grant agreement preparation, grant agreements signature, receipt of reporting, reviews, payments, audits...

## Horizon 2020 Space projects

- [H2020 Space Projects at REA webpage](#)
- [H2020 Space Projects in the GSA webpage](#)



RESEARCH EXECUTIVE AGENCY (REA)

European Commission > REA > About REA > Activities > Space

Home About us Apply for Funding Manage Your Project Breakthroughs Jobs News Sign Up as an Expert

### About us - Activities - H2020 Space projects

2014

Earth observation (EO)	Protection of European assets in and from Space (PROTEC)	Competitiveness of European Space Technology (COMPET)
<a href="#">BACI</a> (149 kB) <a href="#">EGSIEM</a> (105 kB) <a href="#">EUSTACE</a> (104 kB) <a href="#">FIDUCEO</a> (108 kB) <a href="#">GAIA-CLIM</a> (110 kB) <a href="#">URBANLUXES</a> (40 kB)	<a href="#">NEOShield-2</a> (96 kB) <a href="#">FLARECAST</a> (30 kB) <a href="#">PROGRESS</a> (30 kB)	<a href="#">COSMOS2020</a> (101 kB) <a href="#">EDEN ISS</a> (108 kB) <a href="#">EPIC</a> (96 kB) <a href="#">EURO-CARES</a> (108 kB) <a href="#">EUSPACE-AWE</a> (97 kB) <a href="#">GOTOFLY</a> (94 kB) <a href="#">GRAIL</a> (38 kB) <a href="#">HYPROGEO</a> (45 kB) <a href="#">INVEST</a> (37 kB) <a href="#">IODISPlay</a> (100 kB) <a href="#">IRENA</a> (96 kB) <a href="#">Odysseus II</a> (32 kB) <a href="#">PAMPA</a> (37 kB) <a href="#">PEGASUS</a> (38 kB) <a href="#">PERASPERA</a> (94 kB) <a href="#">PHYSIS</a> (38 kB) <a href="#">PLUGIN</a> (36 kB) <a href="#">R2RAM</a> (100 kB) <a href="#">REACT</a> (40 kB) <a href="#">Rheform</a> (40 kB) <a href="#">SCREEN</a> (38 kB) <a href="#">TCLS ARM FOR SPACE</a> (38 kB) <a href="#">TIME SCALE</a> (94 kB) <a href="#">UPWARDS</a> (96 kB)

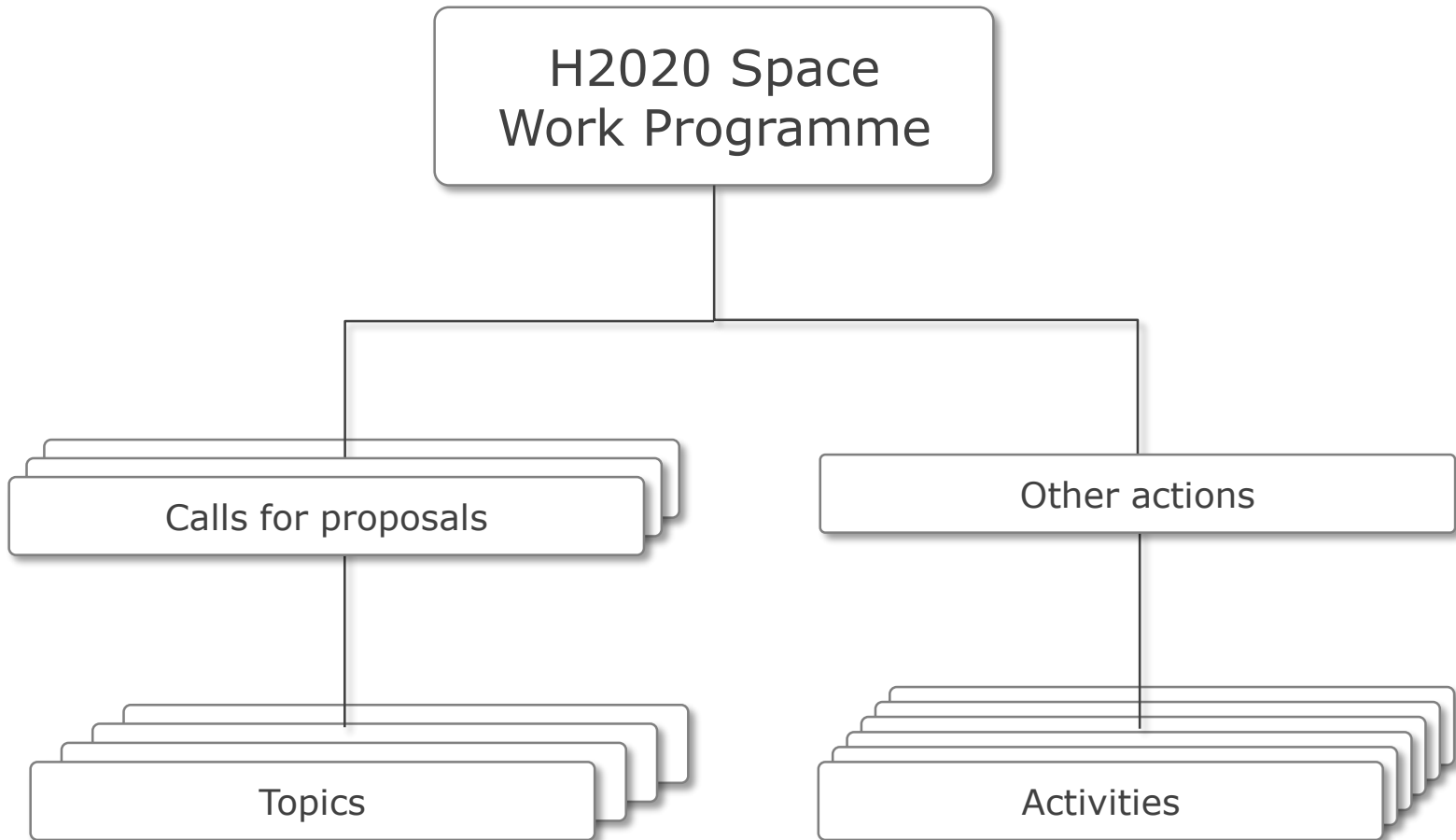
**Other actions:**

[MACC-III](#) (127 kB), [MyOcean-FO](#) (77 kB), [PASS](#) (95 kB)





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## EGNSS

Galileo & EGNOS applications and infrastructure

### Calls for proposals:

- EGNSS applications

### Other actions:

- Evolution of EGNSS infrastructure, mission and services

## EO

Earth Observation applications and services

### Calls for proposals:

- EO downstream applications
- Evolution of Copernicus services
- EO "big data" shift

## COMPET

Competitiveness of the European Space sector: Technology and Science (incl. Space Weather)

### Calls for proposals:

- Critical space technologies
- Strategic research clusters
- EO & SatCom technologies
- Science and Exploration
- **Space Weather**
- Space Portal
- Technology transfer

### Other actions:

- ESA Engineering support
- Horizon prize on low-cost access to space

## SST

Space Surveillance and Tracking support framework

### Other actions:

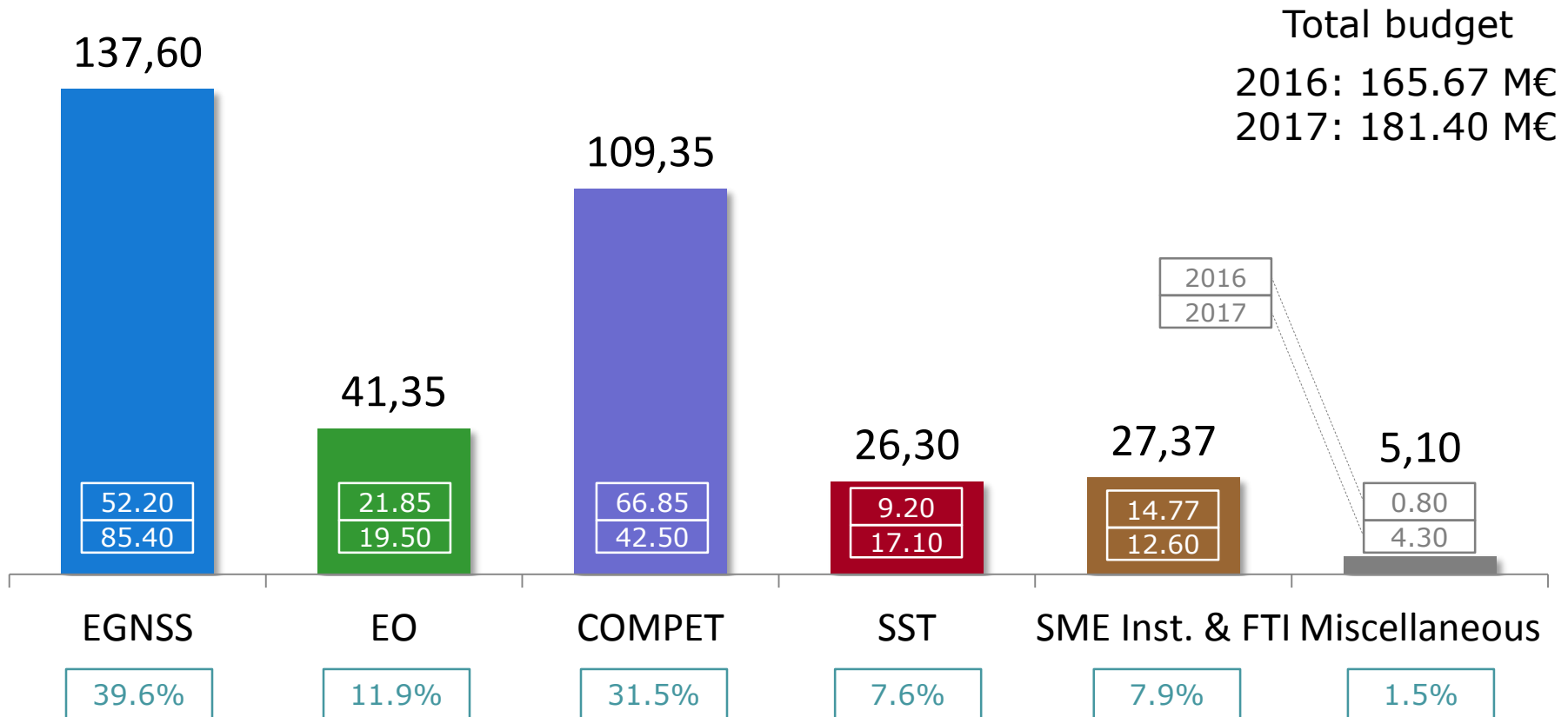
- Contribution to the SST support framework
- Improving the performance of SST at European level

SME Instrument

Fast Track to Innovation 'pilot'



## LEIT-Space 2016-2017 WP **indicative budget** (figures in M€) Calls for proposals + "Other actions"



# Horizon 2020 Space 2016-2017 'calls'



Horizon 2020  
Participants Portal:

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/>

RESEARCH & INNOVATION  
Participant Portal

European Commission > Research & Innovation > Participant Portal > Calls

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EU Programmes 2014-2020

Search Topics

Updates

Calls

H2020

Research Fund for Coal & Steel

COSME

3rd Health Programme

Consumer Programme

FP7 & CIP Programmes 2007-2013

Calls

Other Funding Opportunities

### Calls for Proposals

Horizon 2020

Advanced search for topics  
Calls for tenders on TED

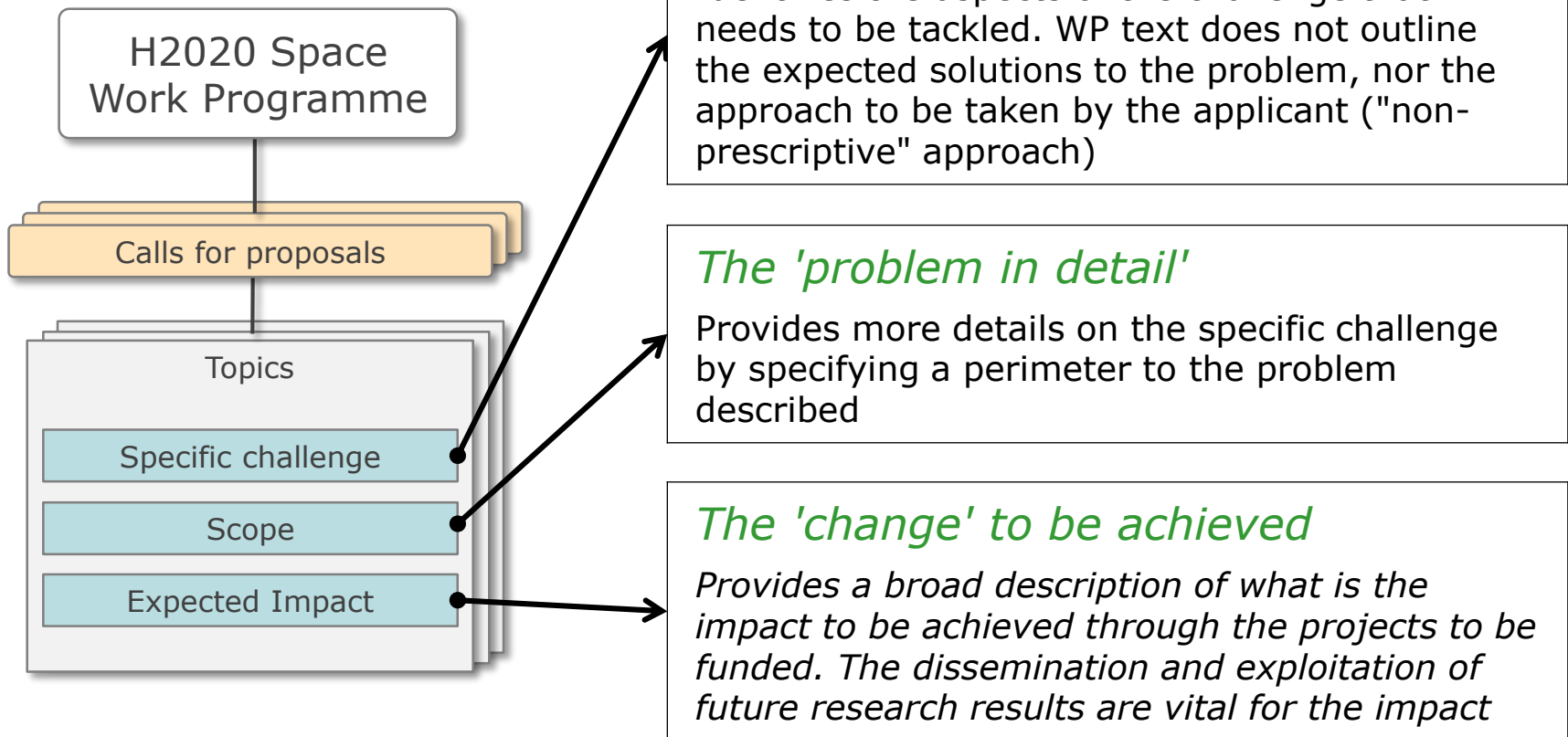
- Advanced materials
- Biotechnology
- Advanced manufacturing and processing
- Space
- Access to risk finance
- Innovation in SMEs
- Societal Challenges
- Health, demographic change and wellbeing

Sort by Call title Call identifier Publication date Filter a call FILTER

<b>Industrial Leadership</b> Applications in Satellite Navigation-Galileo 2014-2015 H2020-Galileo-GSA-2014-2015 Publication date: 11-12-2013	<b>Industrial Leadership</b> Horizon 2020 dedicated SME Instrument Phase 1 and 2, 2014-2015 H2020-SMEInst-2014-2015 Publication date: 11-12-2013	<b>Industrial Leadership</b> H2020-LEIT-Space-Competitiveness of the European Space Sector-2014 H2020-COMPET-2014 Publication date: 11-12-2013
<b>Industrial Leadership</b> H2020-LEIT-Space-Competitiveness of the European Space Sector-2015 H2020-COMPET-2015 Publication date: 11-12-2013	<b>Industrial Leadership</b> Earth Observation-2014-LEIT SPACE H2020-EO-2014 Publication date: 11-12-2013	<b>Industrial Leadership</b> Earth Observation-2015-LEIT SPACE H2020-EO-2015 Publication date: 11-12-2013
<b>Industrial Leadership</b> Protection of European assets in and from Space-2014-LEIT SPACE H2020-PROTEC-2014 Publication date: 11-12-2013	<b>Industrial Leadership</b> Protection of European assets in and from Space-2015-LEIT SPACE H2020-PROTEC-2015 Publication date: 11-12-2013	

H2020 Space  
Work Programme

Calls for  
proposals



## Earth observation calls for proposals: summary

<b>'Space' WP 2016/2017</b>		
	2016	2017
Call for proposals	Indicative budget (M€)	Indicative budget (M€)
<b>EO-1-2016/2017: Downstream applications</b>	<b>9.85</b>	<b>12.0</b>
<b>EO-2-2016: Downstream services for public authorities</b>	<b>3.0</b>	<b>-</b>
<b>EO-3-2016: Evolution of Copernicus services</b>	<b>9.0</b>	<b>-</b>
<b>EO-4-2017: EO Big Data Shift</b>	<b>-</b>	<b>7.5</b>
<b>Sub-total EO-2016/2017</b>	<b>21.85</b>	<b>19.5</b>
<b>COMPET-2-2017: Competitiveness in Earth observation mission technologies</b>		<b>7.0</b>
<b>Total EO related 'Space' (2016/2017)</b>	<b>21.85</b>	<b>26.5</b>



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# 3. COPERNICUS



HORIZON 2020





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*The **Copernicus programme** is a cornerstone of the European Union's efforts to monitor **the Earth** and its many ecosystems, whilst ensuring that its citizens are prepared and protected in the face of **crises** and **natural or man-made disasters**.*

*The Copernicus programme places a world of insight about our planet at the disposal of citizens, public authorities and policy makers, scientists, entrepreneurs and businesses on **a full, free and open basis**.*





*The Copernicus programme entered its **operational phase** with the launch of Sentinel-1A in 2014 and its governance is based on the **Copernicus Regulation** adopted the same year which establishes the Commission as the Programme manager owning the infrastructure and data rights on behalf of the Union;*

*Copernicus services are based on information from a dedicated constellation of satellites, known as "**Sentinels**", as well as tens of third-party satellites known as "**contributing space missions**", complemented by "**in situ**" (meaning local or on-site) measurement data;*

*By making the vast majority of its **data, analyses, forecasts and maps freely available and accessible**, Copernicus contributes towards the development of new innovative applications and services, tailored to the needs of specific groups of users, which touch on a variety of economic and cultural or recreational activities, from urban planning, sailing and insurance to archaeology.*



## COPERNICUS SERVICES

<http://www.copernicus.eu/main/overview/>

Address six main thematic areas:

- Land monitoring
- Marine monitoring
- Atmosphere monitoring
- Emergency management
- Security
- Climate change

Data access

- Copernicus users can also have a direct access to satellite data

## COPERNICUS SPACE COMPONENT

- Earth Observation Satellites
- <http://www.copernicus.eu/main/satellites>



## NEW COPERNICUS Brochure

<http://www.copernicus.eu/main/Brochure>





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# 4. INNOVATION PROCUREMENT



HORIZON 2020



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# Pre-commercial procurement (PCP) versus public procurement of innovative solutions (PPI)



Public sector is faced with important challenges.

To tackle these challenges often public sector transformations are needed.

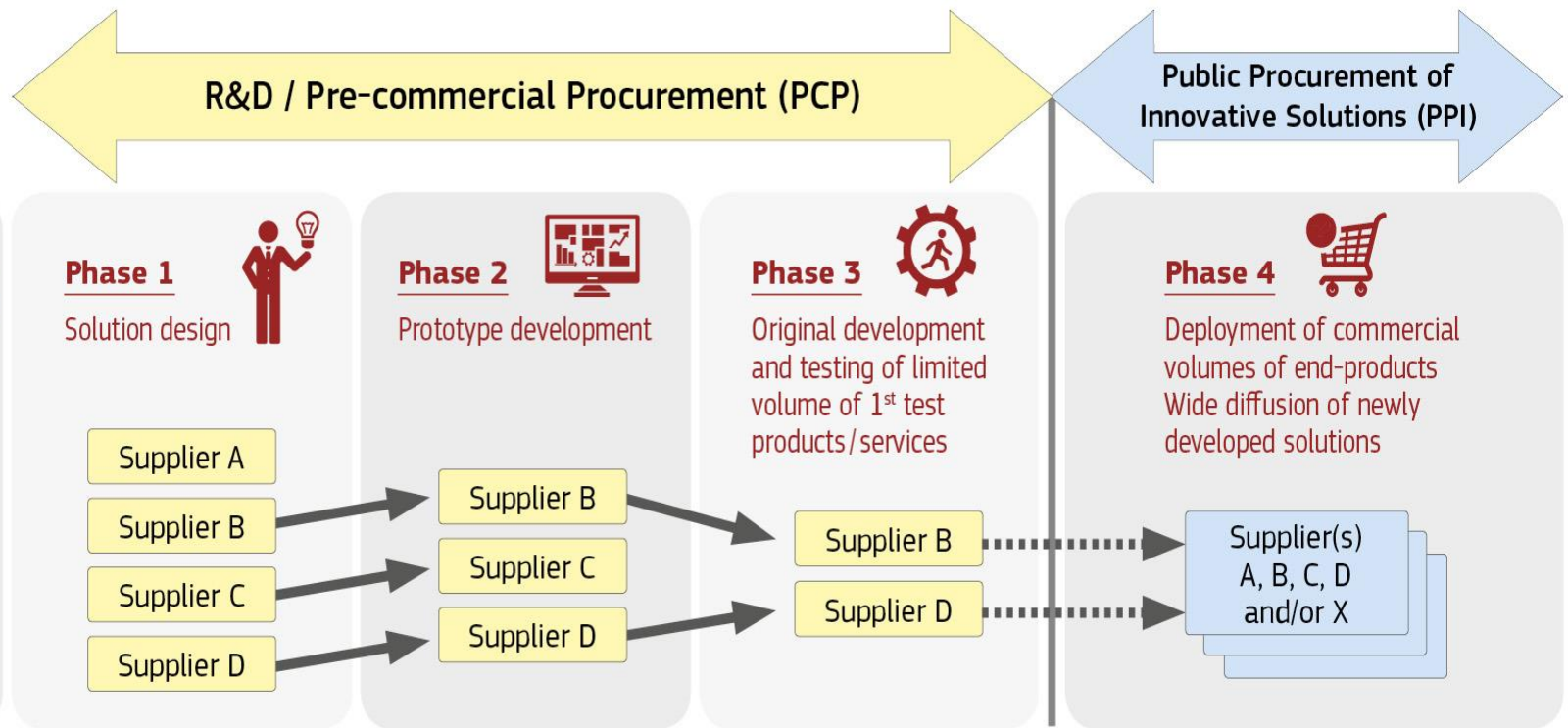
*- In many cases, solutions are close to the market and would be provided if clear requirements/sufficient demand expressed by market. Incremental innovation (product adaptation, scaling up of production...) or non-R&D innovation (e.g. service innovation) can deliver required quality/price, so no need for R&D procurement. Public sector provides seal of approval for innovative solution by acting as launching customer/early adopter **(PPI)***

*- In other cases, addressing the problem requires radical innovation, there is no available solution 'on' or 'close to' the market yet. There are different competing potential solution approaches but R&D still needed to de-risk and compare different technological alternatives before committing to large scale deployment. Procurer wants to induce step change in market (e.g. moving from proprietary/vendor lock-in to better open systems with multiple vendors incl. new players) **(PCP)***

# Innovation Procurement = PCP + PPI / Complementarity



- **PCP** to steer the development of new solutions towards concrete public sector needs, whilst comparing/validating alternative solution approaches from various vendors and enabling new players to prove themselves against established ones
- **PPI** to act as launching customer / early adopter / first buyer of innovative commercial end-solutions newly arriving on the market





# Growing impact at Member State level



*PCP and PPI in ESIF: PL, FR,...  
EE, LV develop innov. proc. strategy*

*DE, PL put innov. proc. in R&D&I strategy  
IT (€ 150M), ES (€ 250M) to PCP/PPI struct funds  
Baltics (LT, LV, EE) join Norden agreement  
FR sets 2% target for innov proc.*

*NO, FI, SE, DK, IS min. agreement on cross border innov.  
proc. collaboration (including 2,5% target)*

*AT, NO, DK, IS, IT include innov. proc. in R&D&I strategy  
ES (3%), NL and UK (2,5%) set expenditure target for innov. proc.*

*FI, SE, ES, Flanders (BE) launch support program & competence center for procurers*

*FI, SE, ES, Flander (BE) include innov. Proc. in R&D&I strategy*

*UK NHS and MOD PCPs and PPIs, NL launching customer (PPI)*

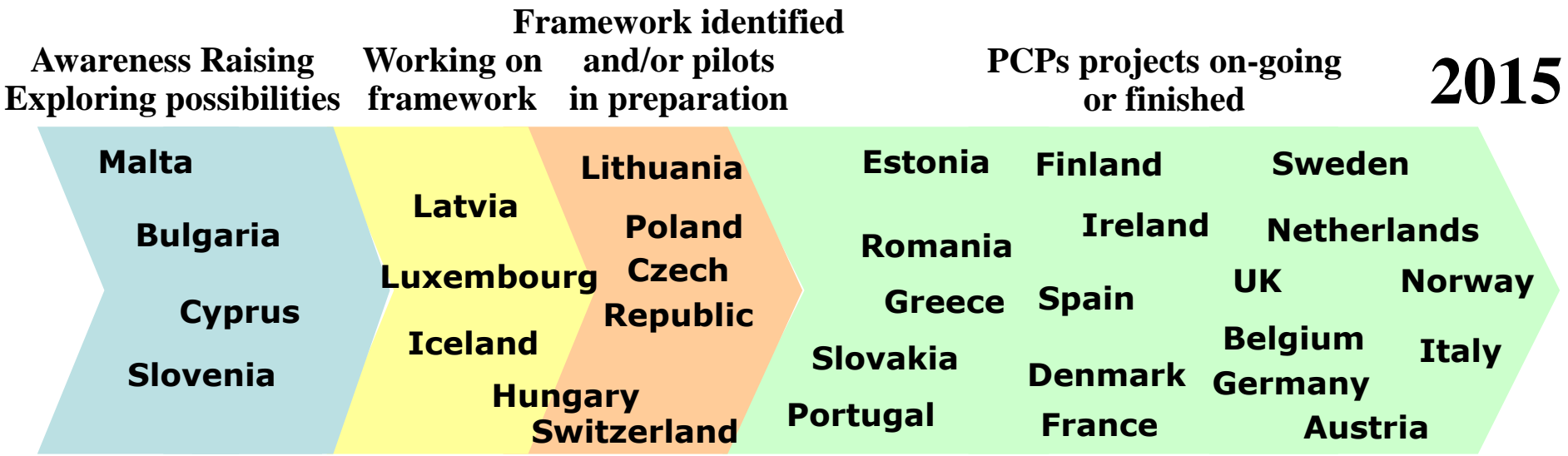
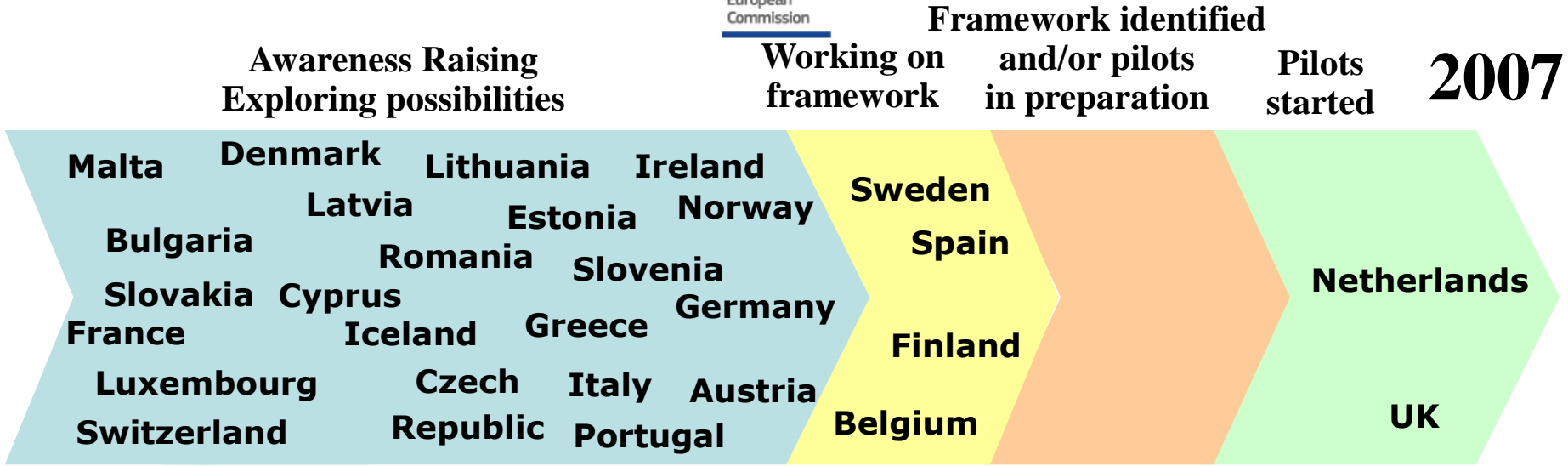
2008 2009 2010 2011 2012 2013 2014-15

# Progress PCP implementation

## Learn from first movers



European Commission



# What can countries/regions do?



## Political encouragement

- Modernising public sector 'a priority'  
Quality-efficiency improvement targets  
e.g. Lombardia/IT, UK, Flanders/BE
- Target % proc budgets to innovation  
Monitoring framework  
e.g. UK, NL, ES, Nordics, FR

## Implementation

- Innov Proc Competence center  
Training / assisting procurers  
(e.g. SE, FI, ES, Flanders/BE, DE)
- Innov Proc financial support program  
(e.g. SE, FI, ES, Flanders/BE, DE)

## Encourage demand side to meet supply side

- Early notification innov proc needs
- Open market consultations  
Meet the buyers events

## Leverage EU funding

- Horizon 2020
  - ESIF
  - EIB loans
- } Increased support for innov proc

# Why European cooperation on PCP-PPI?

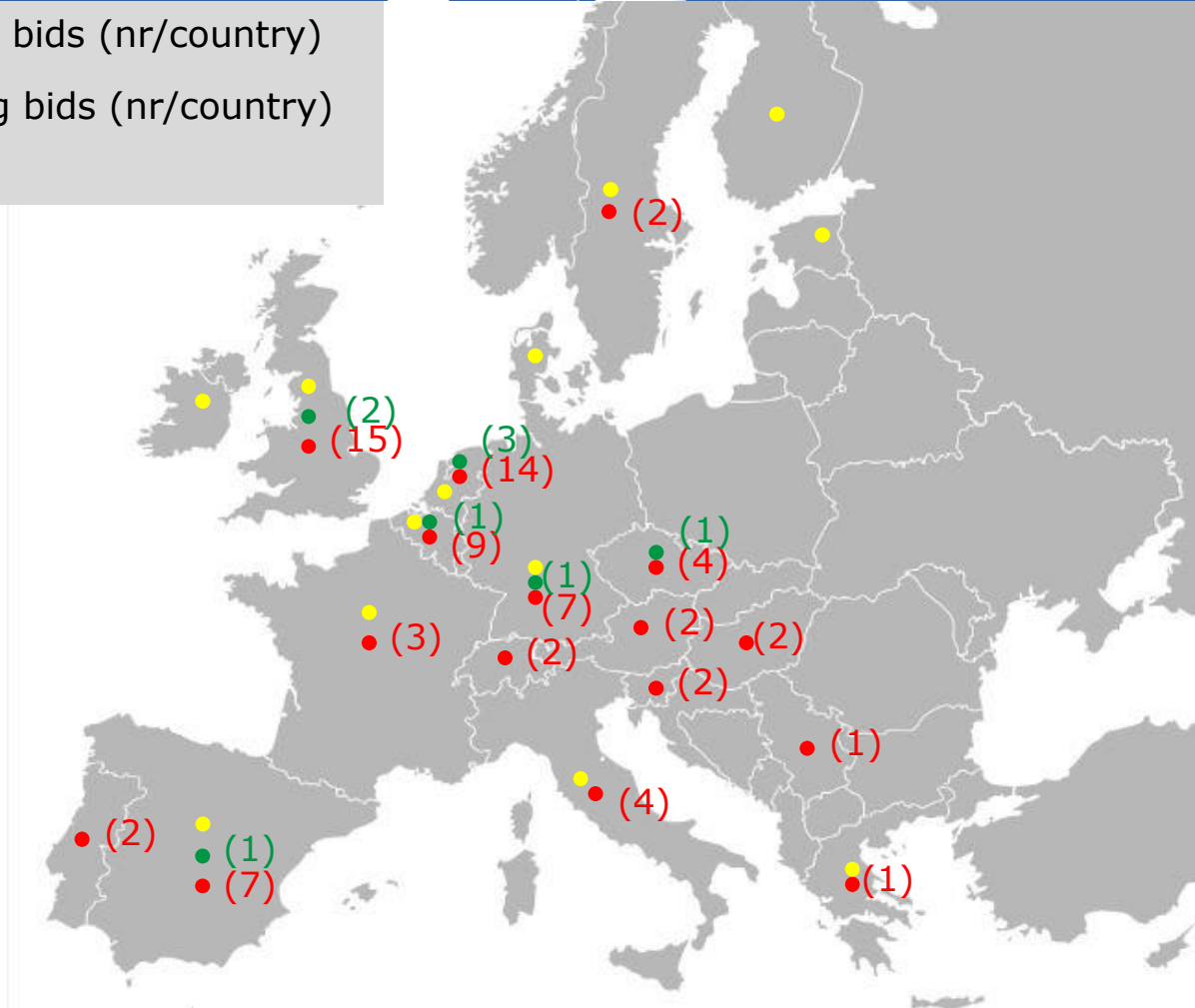


- **Speed up public sector modernisation** – improve quality and efficiency of public services with breakthrough solutions
- **Get better value for money through cooperation** - enable public sector around Europe to share cost + experience to buy new solutions that can respond to concrete public needs
- **Address issues of common interest together** – e.g. where interoperability and coherence of solutions across borders, pooling of resources or market defragmentation is required
- **Create growth and jobs in Europe** – help innovators bring European R&D to the market (the majority of R&D in H2020 funded PCPs should take place in Europe, ltd set of first test products can be bought in the PPI from companies in the PCP)

# Geographic location winning bidders



- Companies in winning bids (nr/country)
- Universities in winning bids (nr/country)
- Procurers



Still companies out there that don't know about these procurement opportunities. Remaining 7 out of 14 FP7 PCPs will launch their call for tenders this year.

Who can help promote upcoming PCP/PPI call for tenders in their countries?

Overview on-going projects: <http://ec.europa.eu/digital-agenda/en/eu-funded-projects>



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- ❖ **Coordination and Support Actions (100% funding rate):**
  - Support only coordination activities e.g. preparation of a PCP or PPI by a group of procurers (identifying common challenges, open market consultation with industry before initiating a concrete PCP or PPI etc)
  - CSAs do not provide EU co-financing for an actual PCP or PPI procurement
  
- ❖ **PCP Actions (90% funding rate):**
  - Provide EU co-financing for an actual PCP procurement (one joint PCP procurement per action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PCP call for tender)
  
- ❖ **PPI Actions (35% funding rate):**
  - Provide EU co-financing for an actual PPI procurement (one joint PPI procurement per action) + for related coordination and networking activities (e.g. to prepare, manage and follow-up the PPI call for tender)

# PCP and PPI actions – participation requirement



**Minimum 3 independent participants from 3 different MS or AC, of which minimum 2 public procurers (buyers group) from 2 different MS or AC**

In addition, other entities can also participate

- In buyers group: also private/NGO procurers providing services of public interest
- In coordination/networking activities: any private/public type of entity (e.g. experts, end-users, certification bodies that assist procurers) that has no conflict of interest (no potential suppliers of solutions for the PCP/PPI)

Public procurers are contracting authorities or contracting entities as defined by the EU public procurement directives

MS = Member States

AC = Countries Associated to Horizon 2020





## ❑ **Buyers group**

- Beneficiaries that provide the financial commitments for the PCP or PPI.
- Min 2 public procurers from 2 different Member States or associated countries
- Shall represent the demand side for the innovations, a critical mass of procurers that can trigger wide implementation of the innovations, shall aim for ambitious quality/efficiency improvements in area of public interest.

## ❑ **Lead procurer**

- Public procurer in project appointed by the buyers group to lead and coordinate the PCP or PPI. Can be part of buyers group or not.

## ❑ **Subcontractors**

- Successful tenderers, selected by the buyers group & lead procurer as result of the PCP or PPI call for tender, to provide the R&D services (PCP) or innovative solutions (PPI).
- They do 'NOT' enter the grant agreement with the EC.

# PCP and PPI actions – Proposal preparation



In the proposal, the consortium shall already identify

- **A concrete 'common challenge' on which the PCP/PPI will focus**  
(e.g. new solution needed to improve energy efficiency of data centres)
- **KPIs (targeted quality/efficiency improvements) for the PCP/PPI**  
(e.g. target is energy efficiency improvement of min 30%)
- **Illustrating how this challenge fits in the innovation strategy / plans of the participating procurers that require innovative solutions**  
(e.g. city procurer a/b/x aims to upgrade x/y/z data centres by 2018)
- Requested budget per participant and plan for preparing and executing the procurement + for the coordination and networking activities

Example proposal: contact IMAILE PCP project ([www.imaile.eu](http://www.imaile.eu))

Note this is an FP7 not H2020 proposal (differences in funding rates & proposal template)

Material Info day: Practical info how to find partners, how to prepare a proposal etc ([ppts + video](#))

**Attractive success rates for proposers**

# PCP and PPI actions - Eligible activities



## ❑ **Preparation stage**

- Preparation of **one** joint PCP or PPI procurement per action
  - Open market consultation /verification of market readiness to meet procurement need
- Outcome
  - Agreed common tender specifications + Joint procurement agreement
  - Confirmation of availability of financial commitments to start PCP/PPI

## ❑ **Execution stage**

- Joint procurement of the R&D services (PCP) or innovative solutions (PPI)
- Follow-up of suppliers and validation of results
  - PCP: Validation/comparison of the performance of the competing PCP solutions against jointly defined criteria in real-life operational conditions
  - PPI: Evaluation of results of deploying and operating the procured solutions in real-life operating conditions
- Dissemination/exploitation of results

Other coordination/networking activities relevant to the action (e.g. preparation of follow-up PPI, contribution to standardisation / regulation / certification)

# PCP and PPI actions – EU contribution

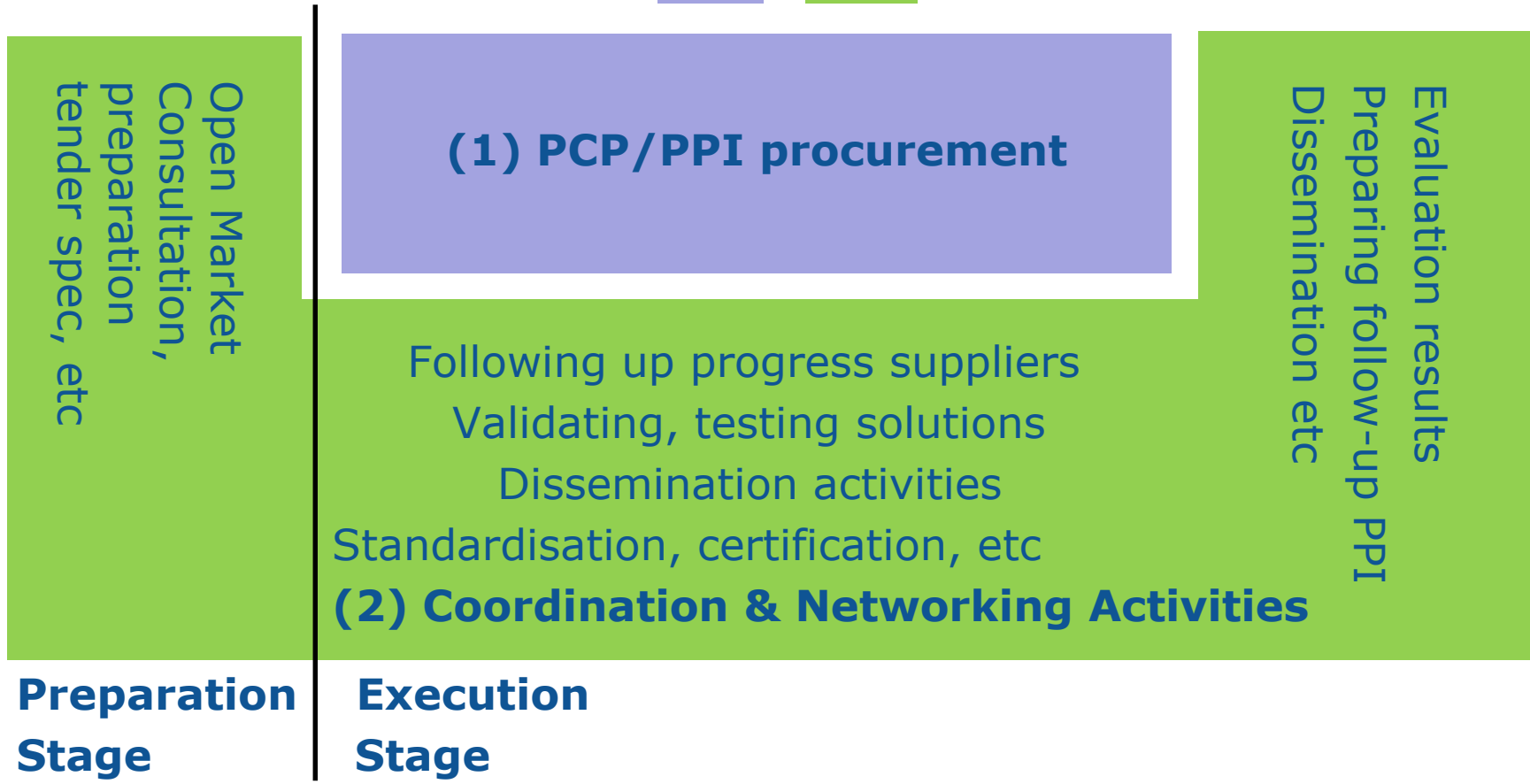


- ❑ **Reimbursement rate direct costs: Max 90% respectively 35% of eligible costs for PCP respectively PPI actions**
  - Eligible direct costs to carry out eligible activities defined in WP include:
    - Price of the R&D services (PCP) or innovative solutions (PPI) procured (if procurement conducted in compliance with requirements in Annex E WP)
    - Eligible coordination and networking activities
    - May include in-kind contributions (e.g. third parties putting resources at disposal of beneficiaries e.g. for testing of solutions)
    - VAT is an eligible cost unless for beneficiaries that can deduct it
  - Requested reimbursement for coordination and networking activities can comprise max 30% (for PCP) / max 50% (for PPI) of total requested grant
- ❑ **Plus 25% for indirect costs.** But, no indirect costs on the price of the PCP/PPI procurement or on 3<sup>rd</sup> party resources not used at the beneficiary premises
- ❑ **Pre-financing:** Yes, 1<sup>st</sup> pre-financing at start project for costs for preparation stage, 2<sup>nd</sup> pre-financing before execution stage for rest of costs (incl. call for tender)

# PCP and PPI actions – What is covered



## PCP/PPI actions co-finance (1) + (2)



Every project goes through a preparation stage and an execution stage



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## GENERAL RULE

### **IT IS NOT ALLOWED !!!!!**

- To use ESIF and H2020 funding accumulatively to finance the same cost/expenditure item
- To finance the own contribution of the participant from H2020 or ESIF

## CATEGORIES OF POSSIBLE SYNERGIES BETWEEN H2020 AND ESIF ON PCP/PPI

**Joint or  
simultaneous  
use of funds**

**Sequential  
funding**

**Additional  
funding**

**Alternative  
funding**





## A. JOINT OR SIMULTANEOUS USE OF FUNDS

**Different funding sources in the same project.  
This is only possible if the cost items (eligible and submitted)  
are NOT the same.**

Requires very strict financial management to separate the cost items clearly from the conception phase of the project and will only work if the funding decisions of H2020 and ESIF are synchronised.

The rules of both funding sources (ESIF – H2020) should be respected by all beneficiaries even if they receive co-financing from only one funding source.

A partner who receives co-financing from ESIF to participate in a H2020 project should also respect the H2020 rules and vice versa.



## Possible scenario on PCP

- Preparation of the PCP procurement is supported by H2020 or ESIF
- In the framework of PCP action calls, some participants of the buyers group may receive co-funding from the ESIF and others from H2020.
- This case is applicable only if there is a clear distinction between budgets offered per OP and between expenditures co-funded by the ESIF (per OP) vs expenditures co-funded by H2020.

*Example - each R&D provider is paid pro rata by each procurer in the buyers group according to the share of each procurer's contribution to the jointly committed budget.*

**Condition for success : synchronization between the ESIF calls and the H2020 PCP action calls**

# Synergies with ESIF



Coordination, Preparatory etc. activities are co-funded by H2020 (CSAs)

**CO-FUNDING RATE 100% + 25% for eligible indirect costs**

**OR**

Coordination, Preparatory etc. activities are co-funded by the ESIF (ESIF OPs or European Territorial Cooperation Programs)

**DIFFERENT CO-FUNDING RATE PER PROGRAM AND/OR PARTICIPANT**



<p><b>PROCURER A (Less developed Region)</b></p> <p>CO-FUNDS HIS CONTRIBUTION TO THE JOINTLY COMMITTED BUDGET THROUGH THE ESIF</p> <p><b>CO-FUNDING RATE up to 85% (for his contribution)</b></p>	<p><b>PROCURER C</b></p> <p>CO-FUNDS HIS CONTRIBUTION TO THE JOINTLY COMMITTED BUDGET THROUGH H2020</p> <p><b>CO-FUNDING RATE 90%* + 25% for eligible indirect costs (for his contribution)</b></p>
<p><b>EXECUTION OF A JOINT PCP</b></p>	
<p><b>PROCURER B (Transitional Region)</b></p> <p>CO-FUNDS HIS CONTRIBUTION TO THE JOINTLY COMMITTED BUDGET THROUGH THE ESIF</p> <p><b>CO-FUNDING RATE up to 60% (for his contribution)</b></p>	<p><b>PROCURER D</b></p> <p>CO-FUNDS HIS CONTRIBUTION TO THE JOINTLY COMMITTED BUDGET THROUGH H2020</p> <p><b>CO-FUNDING RATE 90% + 25% for eligible indirect costs (for his contribution)</b></p>

\* New from 2016-2017 Horizon 2020 work programmes onward

## B. SEQUENTIAL FUNDING

**Separate successive and legally/financially not linked projects with alternating H2020 or ESIF support –**  
**- First PCP and then PPI –**

**This is an easier way to combine funds with less risk of (involuntarily) creating double co-funding scenarios.**

Sequential funding can go in both directions:  
First ESIF and then H2020 or vice versa.



## Possible Scenario

**First PCP (H2020) to develop and test the innovative solution and then PPI (ESIF) for the deployment of the innovative solutions developed and tested through PCP and vice versa (ESIF for PCP and H2020 for PPI)**

### **Example:**

**A group of Public Procurers from different cities are looking for a new sustainable public water supply system. It requires R&D. At first they implement a PCP (Phases 1,2,3) with the support of H2020 and different solutions are developed and tested.**

**Thereafter they implement a PPI with the support of ESIF/ERDF to co-fund the preparation of the call for tender and the purchase of these new solutions (each MA for the territory covered by its OP).**

## C. ADDITIONAL/PARALLEL USE OF FUNDS

**ESIF money is not linked to a H2020 project (PCP/PPI), but a regional/national authority decides to co-fund a regional/national project or beneficiaries to enhance the H2020 project or programme in its region.**

This may be particularly relevant to skills development or capacity building in innovation and cooperation

### *Example*

Skills enhancement of the public procurer focused on the use of the innovative product that is purchased in the framework of a PPI that is co-funded by H2020

## D. ALTERNATIVE FUNDING

- ESIF Funds could be used for project proposals that have received positive evaluation under H2020 and could not be co-funded due to lack of H2020 funds under the call.**
- These proposals could be reoriented towards ESIF requirements and submitted at national/regional level, if this type and topic of project fits into the operational programmes of the concerned territories.

# CONDITIONS FOR SUCCESS

- Include innovation procurement in the RIS3 SWOT and policy mix.
- Build PCP/PPI references into OPs in every relevant thematic objective.
- Ensure support of public demand driven innovation in the framework of the European Territorial Cooperation.
- Involve MA from the beginning to ensure availability of ESIF & synchronisation.





# 5. PCP in Horizon 2020 Space WP 2016-2017





1. Horizon 2020 programme
2. Space research in Horizon 2020
  - H2020 Space Work Programme 2016-2017
3. Copernicus
4. Innovation Procurement
  - Overview on Innovation Procurement
  - Innovation Procurement in Horizon 2020
  - Synergies with ESIF
5. **PCP in Horizon 2020 Space WP 2016-2017**
  - **Downstream services for public authorities (PCP)**
6. Additional information

## EO-2-2016

### Downstream services for public authorities

*Specific Challenge: Copernicus [...] produces a wealth of data and information regarding the Earth sub-systems (land, atmosphere, oceans) and cross-cutting processes (climate change, emergency and security).*

*...to deepen user integration and thus foster exploitation of Copernicus information to match the needs of public authorities at national, regional or local levels.*

*New and innovative solutions are needed to address the existing and emerging societal challenges faced among others by public sector. Some of these societal challenges require public sector transformations for which no commercial stable solution exists.*

*Recommened project size  
Indicative budget  
Type of action*

**3 M€**

**Pre-commercial  
Procurement**

(90% funding  
rate + 25%  
indirect costs)

[More info on the  
Participant Portal](#)

## EO-2-2016

### Downstream services for public authorities

*Scope: to launch demand-driven innovation actions by public authorities aiming at customising Copernicus information as part of the solution for their needs...*

*...Application products are expected to adopt open standards for data documentation, data models and services...*

*The choice of Copernicus service and associated downstream EO-based services left to the proposer...*

*Coupling with European Structural and Investment Fund (ESIF) actions could facilitate this process and can ensure continuity*

*Recommened project size  
Indicative budget  
Type of action*

**3 M€**

**Pre-commercial  
Procurement**

(90% funding  
rate + 25%  
indirect costs)

[More info on the  
Participant Portal](#)

## EO-2-2016

### Downstream services for public authorities

#### Expected Impact:

*The establishment of buyers group for Earth observation services;*

*Copernicus-enabled regional or local applications in support of public authorities;*

*Fostering the emergence of similar EO-based actions in smart specialisation strategies;*

*Establish sustainable supply chains for delivery of downstream EO-based services to public authorities.*

*Recommened project size  
Indicative budget  
Type of action*

**3 M€**

**Pre-commercial  
Procurement**

(90% funding  
rate + 25%  
indirect costs)

[More info on the  
Participant Portal](#)

## EO-2-2016

### Downstream services for public authorities

#### Award criteria (PCP):

**Excellence.** *Progress beyond the state of the art in terms of the degree of innovation needed to satisfy the procurement need*

**Impact.** *Strengthening the competitiveness and growth of companies by developing innovations meeting the needs of European and global procurement markets*

*Quality of the proposed measures to*

- *Exploit and disseminate the project results (including management of IPR) and to manage research data where relevant.*

- *Communicate the project activities to different target audiences*

*More forward-looking concerted procurement approaches that reduce fragmentation of demand for innovative solutions*

*Recommened project size*  
*Indicative budget*  
*Type of action*

**3 M€**

**Pre-commercial  
Procurement**

(90% funding rate  
+ 25% indirect  
costs)

[More info on the  
Participant Portal](#)

# 6. Additional information





1. Horizon 2020 programme
2. Space research in Horizon 2020
  - H2020 Space Work Programme 2016-2017
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- 6. Additional information**





Calls	Opening dates	Deadlines
EO-2016 COMPET-2016	10 November 2015	3 March 2016
GALILEO-2017 EO-2017 COMPET-2017	8 November 2016	1 March 2017

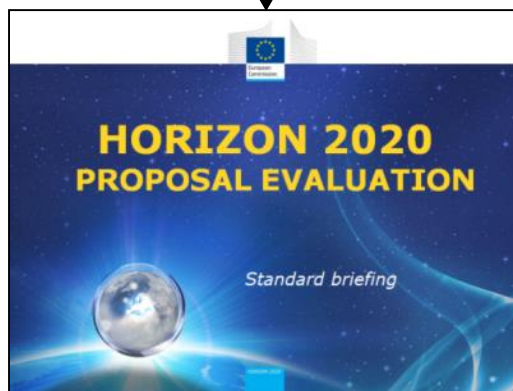
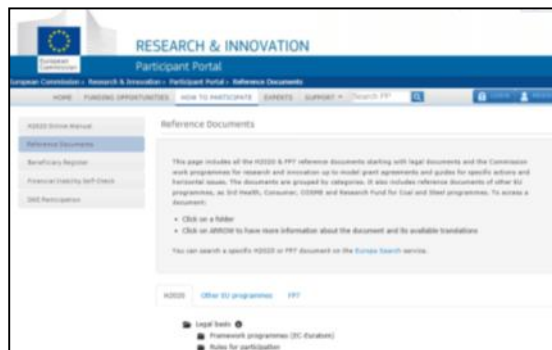
# Proposals preparation

# Some useful links



Link to reference documents:

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>



[http://ec.europa.eu/newsroom/dae/document.cfm?doc\\_id=5235](http://ec.europa.eu/newsroom/dae/document.cfm?doc_id=5235)



[http://ec.europa.eu/research/participants/data/ref/h2020/call\\_ptef/ef/h2020-call-ef-ria-ia-csa\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/call_ptef/ef/h2020-call-ef-ria-ia-csa_en.pdf)

[http://ec.europa.eu/research/participants/data/ref/h2020/call\\_ptef/pt/h2020-call-pt-ria-ia\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/call_ptef/pt/h2020-call-pt-ria-ia_en.pdf)

# Horizon 2020 Space Info days in 2015



Venue	Type of event	Date
<b>FR (Paris)</b>	National info day	17 September 2015
<b>UK (London)</b>	National info day	22 September 2015
<b>PL (Warsaw)</b>	National info day	28-29 September 2015
<b>FR (Toulouse)</b>	National info day	9 October 2015
<b>ES (Madrid)</b>	National info day	20 October 2015
<b>Brussels</b>	Space NCPs meeting	13 October 2015
<b>IT (Rome)</b>	National info day	21-23 October 2015
<b>FR (Paris)</b>	Horizon 2020 Innovation Procurement Event	27, 28 October 2015
<b>PT (Lisbon)</b>	National info day	28 October 2015
<b>GR (Athens)</b>	National info day	2 November 2015
<b>Brussels</b>	H2020 Space Infoday	9-10 November 2015
<b>SE (Stockholm)</b>	National info day	9 December 2015

# Next EU innovation procurement event



**October  
27 | 28  
2015**

**Paris City Hall**

**PCP-PPI case examples from around Europe  
European Assistance for Innovation Procurement  
Networking on H2020 calls on innovation procurement**

**Online programme and registration**

<http://eafip.eu/events/major-events/eafip-major-event-paris/>



**Thank you very much for your  
attention**

