



EUCLUSTERS TALKS ★

Procurement Meets Innovation:

The Power of Innovation Partnerships

13 November 2024

08:30-09:45 CET

Online

Agenda

1. News from the European Cluster Collaboration Platform
Ángela Negrete Benedí, Team Member European Cluster Collaboration Platform
2. Introduction to Innovation Partnerships
Anita Poort, Innovation Procurement Policy Officer, DG GROW, European Commission
3. Innovation Partnership used by the city of Amsterdam for the Quay Wall Renewal
Tim van de Laar, Senior Project Manager, Gemeente Amsterdam
3. Panel debate
Corien Struijk, Advisor Cluster Policy and Innovation Procurement, VLAIO
Joan Juul, Project Manager, Clean – The Danish Water and Environmental Cluster
Joan Escudero, Digital Health Director, Evidenze Group
Luis Noguera Coll, Public Sector & Legal Director, Science & Innovation Link Office (SILO), Smart City Cluster
4. Funding opportunities
Ángela Negrete Benedí, Team Member European Cluster Collaboration Platform

Housekeeping rules

Jennifer Baker, presenter

- We will use **slido** to launch polls. Please scan the QR code to answer.
- Please use the **Zoom Q&A function to ask questions**, and the **chat function** to comment or share links.
- If you want to speak: Please **raise your hand** and we will give you the floor.
- Please note that the session is being **recorded** and that the recording will be **published** on the European Cluster Collaboration Platform.

NEWS FROM THE EUROPEAN CLUSTER COLLABORATION PLATFORM

Call for Expression of Interest: Clusters meet Regions



The European Cluster Collaboration Platform, on behalf of the European Commission, will be coordinating a further **10 European 'Clusters meet Regions'** workshops throughout 2025.

The **objective** of this [Call for Expression of Interest](#) is organising a European workshop 'Clusters Meet Regions' with the aim to strengthen EU industrial ecosystems and regional economies by **fostering collaboration** between **clusters** and **regional authorities**.

Who can apply?

This call for applications is addressed to **any cluster stakeholder** who is either actively participating in, or interested in, the economic development of their region. It is open to institutions such as **clusters, regional agencies for economic development, and business network groups**. Please note that a **letter of support** from your **regional authority is needed** if you want to apply. **Proposals from national and/or regional authorities** are also welcomed.

The application must be filled out in English.

 **DEADLINE 20 December 2024 – 18:00 CET**

EU BUSINESS HUB

Japan and the Republic of Korea

The [EU Business Hub](#) is an EU-funded programme which supports EU companies active in **the green and low-carbon technologies, digital solutions, and healthcare and medical equipment** sectors to enter the two Asian markets by organising 10 business missions to **Japan** and 10 business missions to the **Republic of Korea** over the next four years. 50 EU SMEs and startups will be selected for each business mission. The objective of this programme is to **assist EU SMEs and start-ups in their expansion to these Asian countries.**

Upcoming business missions:

[EU Business Hub @ Semicon Japan](#), Digital solutions, Tokyo 9 – 13 Dec 2024

[EU Business Hub @ Smart Energy Week Spring 2025](#), Green & Low-Carbon, Tokyo, 17-21 Feb 2025

[Healthcare and Medical Equipment Korea 2025](#), Healthcare - Seoul, 17 – 21 Mar 2025

Participants also benefit from logistical assistance, a € 1,000 EU contribution for accommodation, and optional co-financed services like legal, translation, and printing support.

Introduction to Innovation Partnerships

Anita Poort

DG GROW, European Commission



Procurement Meets Innovation

The Power of Innovation Partnerships

DG GROW-UNIT C2
13 November 2024

What are Innovation Partnerships?

A quick overview



Innovation Partnership

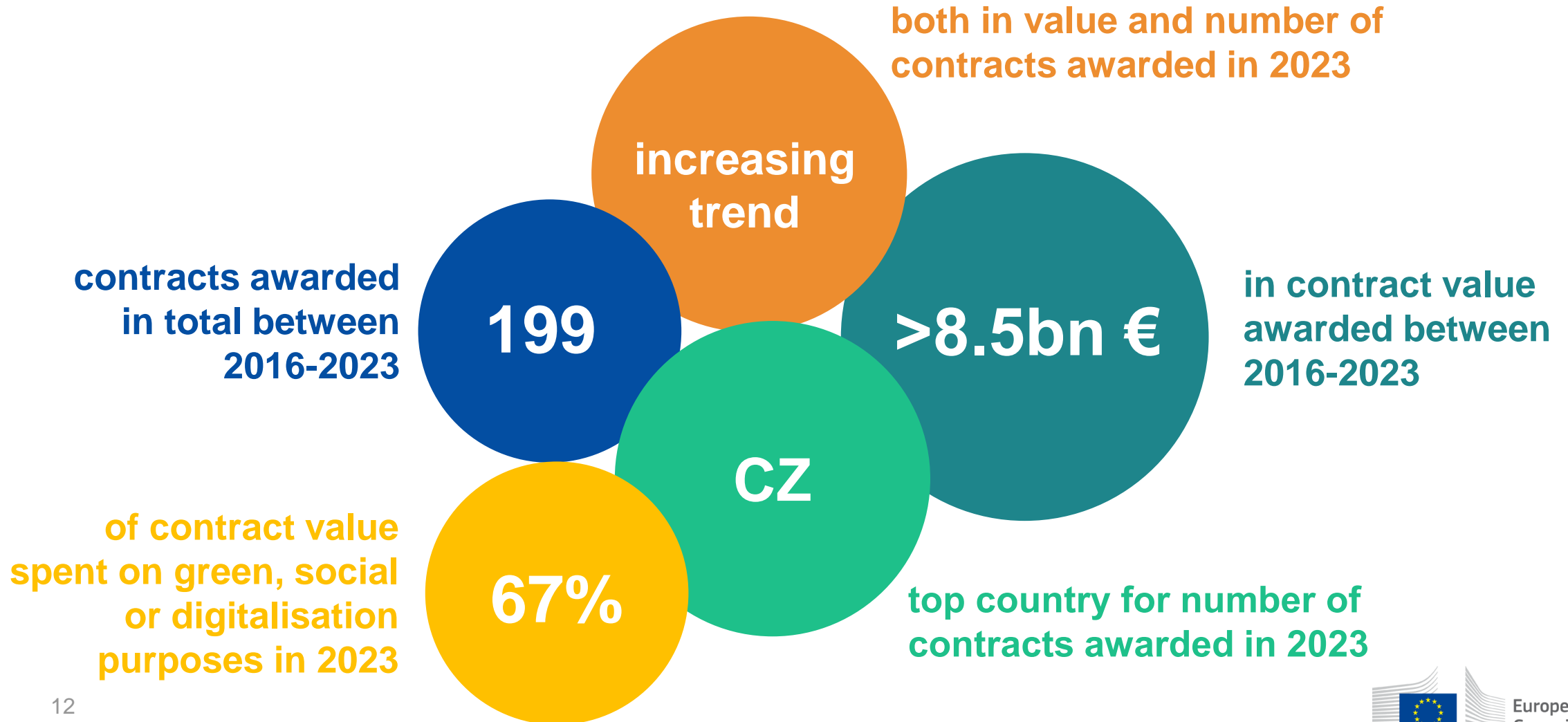
An **Innovation Partnership** is a type of **public procurement procedure** designed to **support** public authorities work with companies to develop and produce innovative products, services, or solutions that are **not yet available** on the market and then act as a launching customer of that solution.

PPI Explained in Brief



- The Innovation Partnership is described in **Article 31 of Directive 2014/24/EU** on public procurement.
- It is a tool designed to foster innovation through public procurement.
- When a solution to meet a specific need is not readily available on the market, **public procurement of innovation (PPI)** provides a pathway for public buyers to find or develop new solutions.
- By engaging in PPI, public buyers become '**launch customers**'.

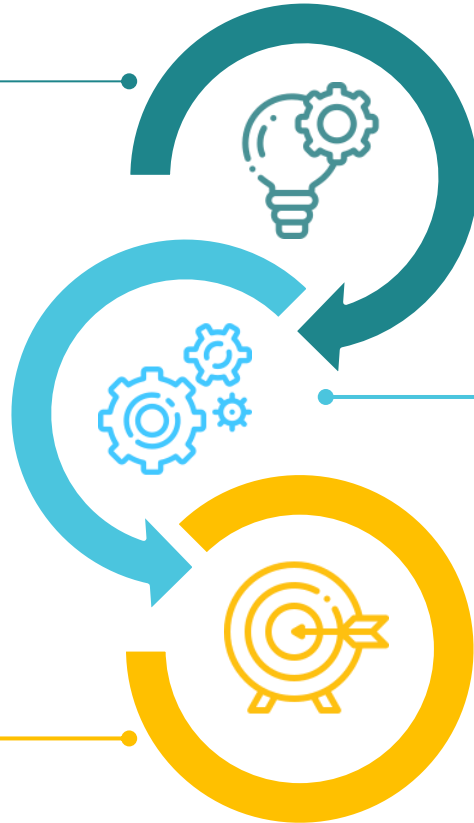
Innovation Partnership (IP) at a glance



Innovation Partnership in 3 phases

Tendering

Partners are selected based on their **ability** and **capacity** to fulfil the contract on the basis of their **tenders**.



Solution development

Partners work with the buyer to **develop** the **solution**, with the option to reduce the number of partners as **targets** are met.

Commercial

The final **solution** is produced and purchased by the buyer and **deployed** in public service.

Benefits of Innovation Partnership



1. Promotes Innovation

- Combines R&D and public procurement into one process
- Enables faster adoption of innovative, eco-friendly solutions



2. Meeting Unmet Public Needs

- Delivers better public services by addressing complex challenges
- Supports the procurement of AI-driven solutions



3. Reduced Market Risk for Suppliers

- Allows for continuous adjustments during procurement



4. Stimulates Market Competition

- Encourages participation from SMEs

Why deploy an Innovation Partnership?



Harness innovation to support the EU's shift to a greener, more digital economy.

Modernise procurement by encouraging demand for innovative solutions across Europe.

Improve the efficiency and effectiveness of public administration through innovation.

Want to know more about Innovation Partnerships?

Join here! [Participation | Public Buyers Community](#)

Keep in touch



[Homepage | Public Buyers Community](#)



Newsletter: [INTERNAL MARKET, INDUSTRY, ENTREPRENEURSHIP AND SMES - Newsroom Subscription Form](#)



[European Commission](#)

Thank you



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Innovation Partnership used by the city of Amsterdam for the Quay Wall Renewal

Tim van de Laar,
Senior Project Manager, Gemeente Amsterdam



City of
Amsterdam

The background of the slide is a photograph of a canal in Amsterdam. On the left, a green metal railing runs along the edge of the canal. In the foreground, several bicycles are parked along the railing. The canal water reflects the buildings and sky. On the right side of the canal, there is a row of multi-story brick buildings with many windows. Some ground-floor shops are visible, including one with a sign that says 'Optiek'. The sky is blue with some white clouds.

Innovation partnership Quay wall renewal

Tim van de Laar

13th November 2024



Personal introduction

Tim van de Laar

University of Groningen

MSc Infrastructure and Environmental Planning

City of Amsterdam

Project manager (2012 – now)

Innovation projects:

- Innovation partnership Quay Wall renewal (2018 – 2023)
- Scale up future proof sports pitches (2023 – 2024)





Content of the presentation

1. Problem definition
2. What is an innovation partnership?
3. Innovation partnership Quay wall renewal
4. Questions?



City of
Amsterdam



de Volkskrant

Maintenance of bridges is not sexy. But because Amsterdam cut back on it for decades, it will now cost hundreds of millions

In the coming years, Amsterdam will have to allocate hundreds of millions of euros extra to renovate the dying quays and bridges in the city. It will be an operation that will cause major inconvenience to residents and businesses in Amsterdam's city center. The setback was the result of decades of overdue maintenance by administrators who preferred to spend their money on topics with which they could score more.





City of
Amsterdam





City of Amsterdam





Quay walls in Amsterdam



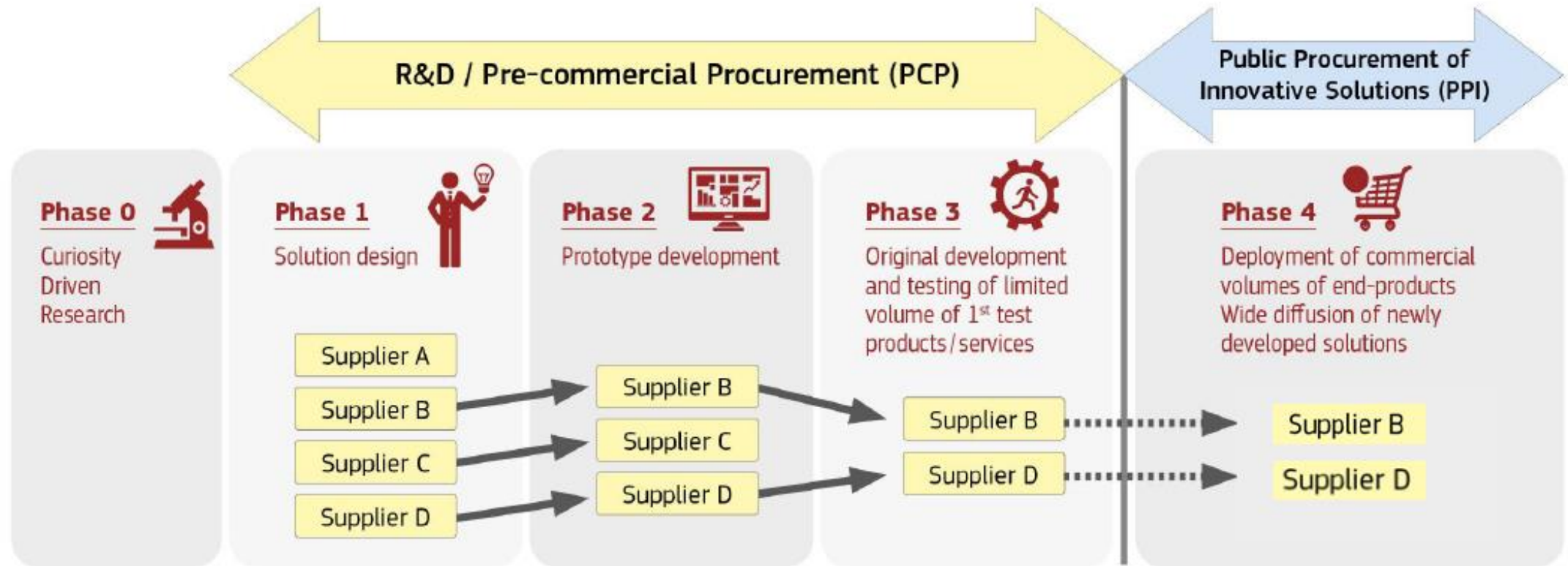
Total length of quay walls
Total property of the City
Goal per year
Average in

Budget needed



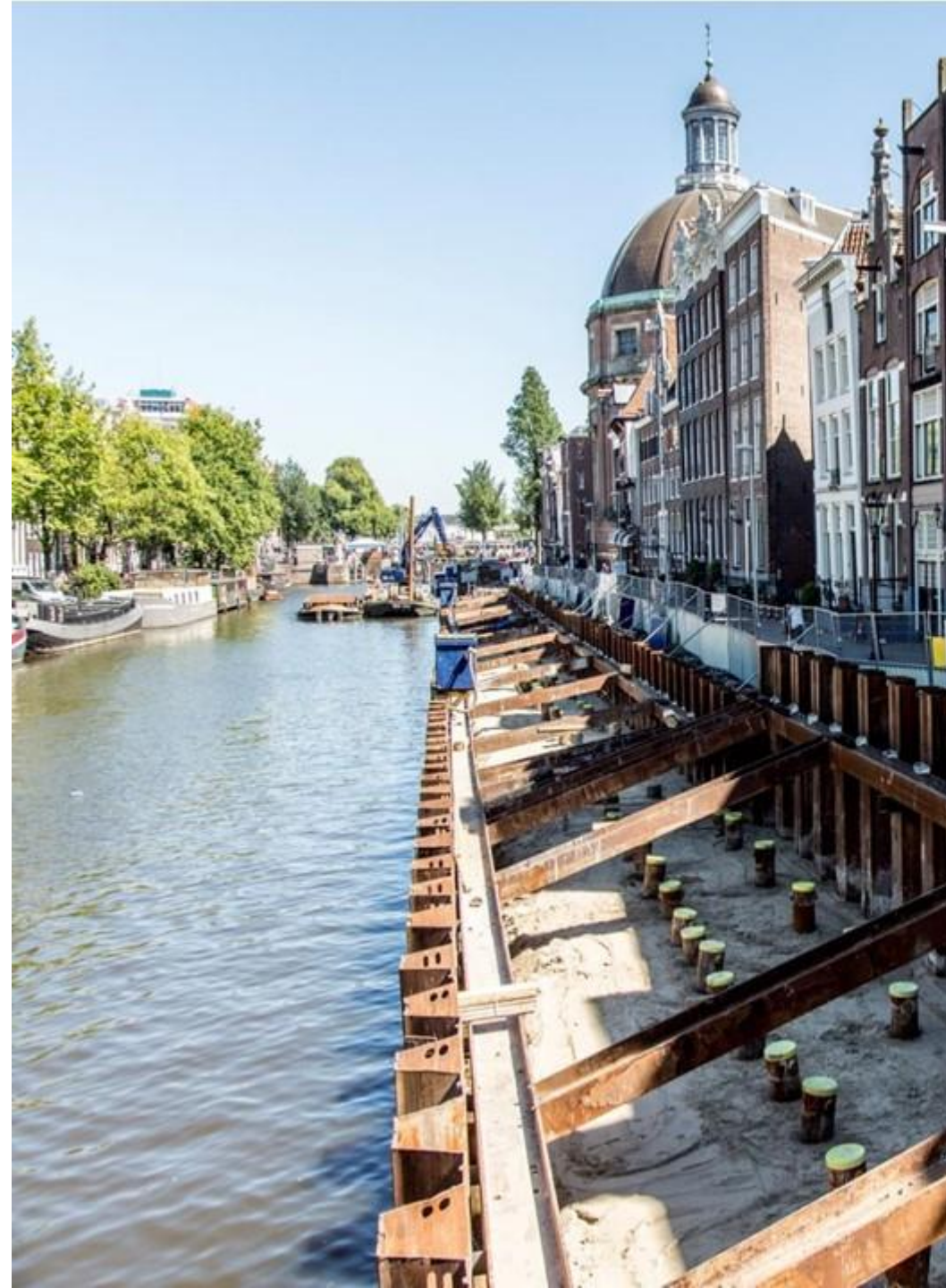


What is an innovation partnership?



XXX Why an innovation partnership?

- Traditional techniques not suitable for upscaling
- Quay walls are very suitable for innovation partnership
 - > repetitive work = scalable
- No clear vision of the favoured solution
- No existing products / methods in the market

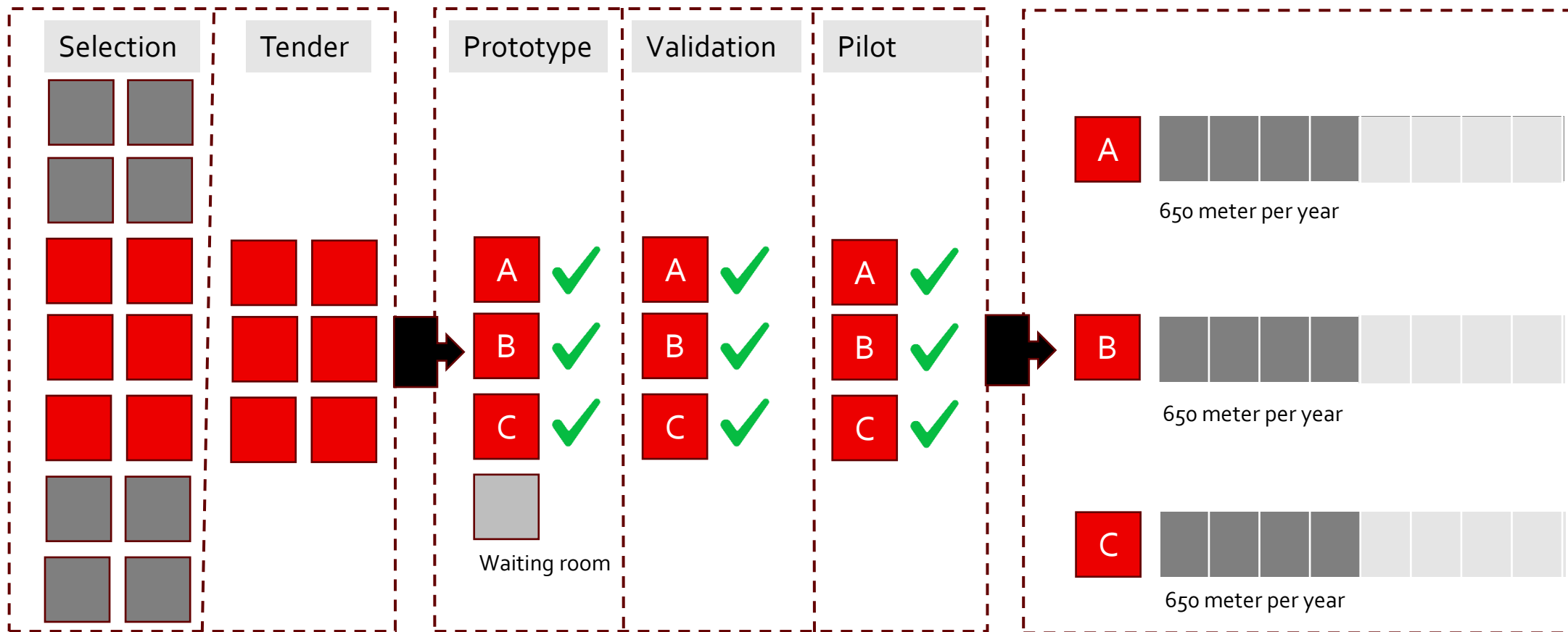




1. Tender phase - 1 year

2. R&D phase - 3 years

3. Commercial phase - 4 + 4 years



Selection criterion
Innovative capacity

Award criteria
1. Scalability
2. Impact on the environment
3. Future value
4. Collaboration

Partnership
Competition has ended
Open and transparent collaboration between client, contractor and stakeholders

Prototype and validation
Validation that all requirements can be achieved

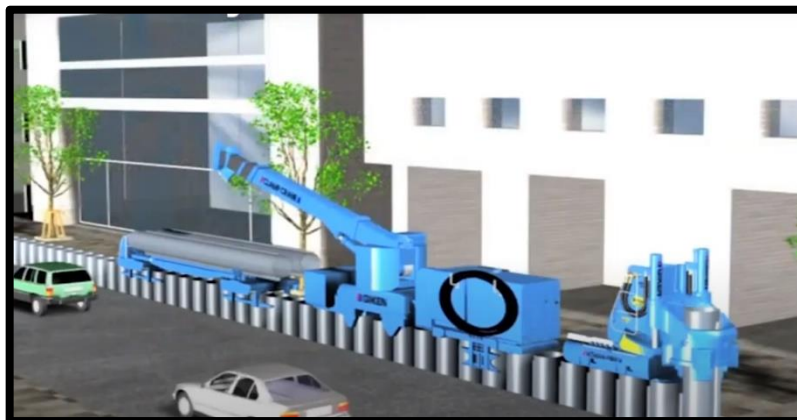
Framework agreement
With each of the 3 winning market parties who successfully succeeded the R&D phase, 4 to 8 years

Why a framework agreement?
Learning curve: every next project higher quality
Better collaboration through long term relationship
More profitable for market parties (return on investment)



The three winners

G-kracht



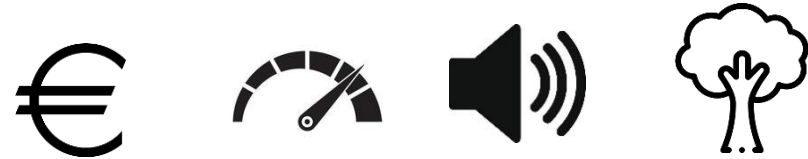
Kade 2.020



Koningsgracht



Phase 2: R&D phase
final evaluations pilots (2024)



0 %	+ 50%	- 90%	15
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0 %	- 10 %	- 90%	9
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- 20 %	- 10 %	- 70%	2
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The financial side

Costs comes before profit

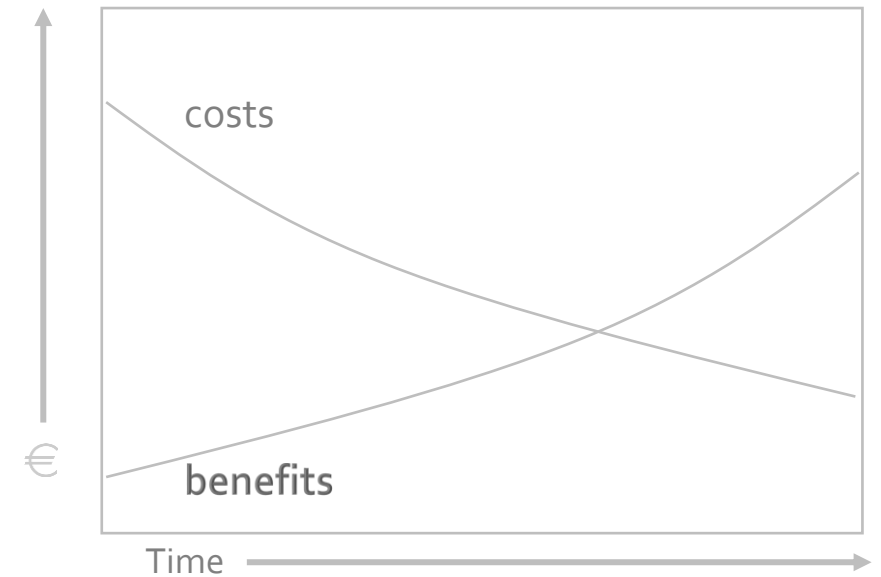
What did we do:

- Fixed price
- Development fee for each combination (€ 100.000)
- Not just 1 pilot project → framework agreement
 - Estimated value: € 60 million per combination
- Market parties own 100% of intellectual property of their solutions

What happened:

- Market parties stated development costs exceeded their budget and time
 - Development costs: € 1.4 million average

So we raised the fee from € 100.000 to € 600.000





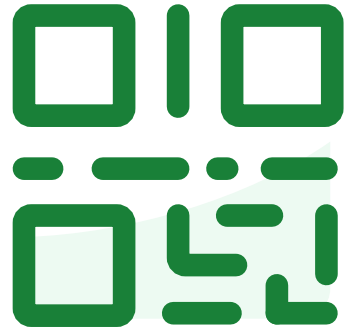
1. IPS garbage collection
2. IPS school building
3. Scale Up visitor facility
4. IPS sports pitch



Questions?

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Join at slido.com
#InnovationPartnership

① Start presenting to display the joining instructions on this slide.

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What is your organisation's experience with Innovation Partnership?

① Start presenting to display the poll results on this slide.

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What do you see as the biggest potential benefit of Innovation Partnerships for your organisation and/or your members?

① Start presenting to display the poll results on this slide.

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How can clusters contribute to building successful Innovation Partnerships?

① Start presenting to display the poll results on this slide.

Panel debate

Corien Struijk, Advisor Cluster Policy and Innovation Procurement, VLAIO

Joan Juul, Project Manager, Clean - The International Cleantech Network

Joan Escudero, Digital Health Director, Evidenze Group

Luis Noguera Coll, Public Sector & Legal Director, Science & Innovation Link Office (SILO),
Smart City Cluster

FUNDING OPPORTUNITIES

Demand-led innovation through public procurement

- End-users and public procurers from several countries are invited to send proposals for launching a Pre-Commercial Procurement action for the acquisition of R&D services for the development of innovative civil security technology solutions. Expected outcomes are:
 - **An identifiable community of** EU civil security authorities with common user/functional needs for innovative technology solutions
 - **Tested and validated capacity of EU technology** and **industrial base** to develop and produce technology prototypes that meet the needs of the EU user community;
 - **Improved delineation of the EU market** (including demand and supply) for innovative **civil security systems** that can articulate alternative options for uptake in function of different industrialisation needs, commercialisation needs, acquisition needs, deployment needs and additional funding needs (beyond R&I funding).
- Topic ID: HORIZON-CL3-2024-SSRI-01-01
- Deadline: 20 November 2024 17:00 Brussels time
- Published on [EU Funding & Tenders Portal](#)

Accelerating uptake through open proposals for advanced SME innovation

- Knowing that SMEs require additional support to reach the security buyers and that the collaboration opportunities offered by the projects of the Pillar II of Horizon Europe can be a catalyst for uptake, this topic aims to offer a **collaborative environment for small and medium innovators** to tailor their innovations to the specific needs of **civil security end-users**. Projects expected to contribute to the following outcomes:
 - Development of a **mature technological solution** addressing EU **security policy priorities** in the areas addressed by the Cluster 3 work programme;
 - Facilitated access to **civil security market** for small innovators;
 - Improved **cooperation between public buyers and small supply market actors** for a swifter uptake of innovation in response to short to mid-term needs;
 - Stronger **partnerships** between **small and medium EU security industry and technology actors** to ensure the sustainability of the EU innovation capacity in the civil security domain and reduce technological dependencies from non-EU suppliers in critical security areas.
- Deadline: 20 November 2024 17:00 Brussels time
- Topic ID: HORIZON-CL3-2024-SSRI-01-02
- Published on [EU Funding & Tenders Portal](#)

Innovative tools and business models

- This action is aimed at encouraging the development and/or the spread of innovative tools and business models to improve the **visibility, availability, audience and diversity of European works** in the digital age and/or the competitiveness and/or the greening process of the European audiovisual industry. Expected impacts are:
 - Improve the competitiveness of the European **audiovisual industry** and seize the benefits of the innovative developments in technology and business models;
 - Improve the adaptation of the European audiovisual industry to the opportunities offered by **Artificial Intelligence** and the development of virtual worlds (also called Metaverse(s));
 - Improve the **greening process** of the European audiovisual industry;
 - Improve the **production and circulation of European audiovisual** works in the digital era;
 - Increase the **number and diversity of European works available online** and increase their visibility in order to allow them to reach more audiences.
- Topic ID: CREA-MEDIA-2025-INNOVBUSMOD
- Deadline: 16 January 2025 17:00 Brussels time
- Published on [EU Funding & Tenders Portal](#)

Joint EUROCLUSTERS for Europe's recovery

- This call focuses on reinforcing innovation and adoption of new technologies for **strategic autonomy**. In particular, the emphasis is on **value chains** within or across one or more of the 14 industrial ecosystems identified in the European Industrial Strategy.
- The call is divided **into two strands**:
 - Strand 1 focuses on **net-zero technologies and critical raw materials**:
 - Strand 2 covers **value chains not covered in Strand 1**.
- Number of projects to be funded: **16** (with at least **8 projects for Strand 1**)
- Maximum project duration: **36 months**
- Budget: **42 million EUR**
- Topic ID: SMP-COSME-2024-CLUSTER-01
- Deadline: **05 February 2025**
- Functional Mailbox for applicants: EISMEA-SMP-COSME-ENQUIRIES@ec.europa.eu
- Published on [EU Funding & Tenders Portal](#)

Joint EUROCLUSTERS for Europe's recovery (info session)

- **Informative session:** On 14 November 2024, EISMEA will host an [informative session](#) about the call SMP-COSME-2024-CLUSTER.
- 📅 Thursday **14 November** 2024, 09:30 - 12:30 (CET)
- 📍 **Online only**
- FMB for applicants: [EISMEA-SMP-COSME-ENQUIRIES@ec.europa.eu](mailto:ENQUIRIES@ec.europa.eu)



Online Info Session:
14 November 2024, 09:30-12:30 CET

Call for proposals - Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery (SMP-COSME-2024-CLUSTER)

#SINGLEMARKET

Opportunities for SMEs: Calls from Euroclusters

- FRIEND CCI: Call for **providers** in the following areas: digitalization, green transition, service for internationalization; deadline 01 August 2025
- GEMSTONE: Financial support for **training** related to **Green Manufacturing**; deadline 31 December 2024
- INGENIOUS: **Training** grants to help SMEs improve their digital skills, green transition, resilience preparedness and reskilling and upskilling of the workforce; deadline 14 February 2025
- RESIST: **Training** FSTP for SMEs in the **Automotive – Mobility – Transport** ecosystem; deadline 30 November 2024
- RESIST: **Networking and marketing** FSTP for SMEs from the **Automotive – Mobility – Transport** ecosystem; deadline 20 December 2024
- RESIST: **Internationalisation** FSTP for activities in target markets; deadline 20 December 2024.
- SILEO: Best Company **Storytelling Video** Contest, deadline 13 December 2024.

All calls here: <https://clustercollaboration.eu/open-calls>

Register for the next Talks

Upcoming dates and topics!

27 November	Transition Pathway for Metals
4 December	Smart Specialisation Strategies and S3 Platform
11 December	Green Transition
18 December	State Aid

Continue the discussion



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THANK YOU

