



DIRECTORATE GENERAL FOR ENTERPRISE AND INDUSTRY

High Level Meeting on

# The Power of the Purse Public Procurement of Innovation – Feasibility of an EU scheme

Brussels, Thursday 9 February 2012 – 13h30 to 17h50  
Venue: European Parliament Altiero Spinelli Building A5E-2

## Context

The "Innovation Union" Flagship of the Europe 2020 strategy called for the European Commission to provide guidance and set up a financial support mechanism to help contracting authorities to implement procurement of innovation. This is to be achieved in a non-discriminatory and open manner, to pool demand, to draw up common specifications, and to promote SME access.

In December 2011, the publication of the EC proposal: "Horizon 2020 - The Framework Programme for Research and Innovation (2014-2020)"<sup>1</sup> confirmed procurement of innovation, with both Pre-Commercial Procurement & Public Procurement of Innovation, as a new policy tools to support smart, sustainable and inclusive growth and to foster the business competitiveness in the European Union.

In order to prepare the implementation of this policy, Directorate General Enterprise & Industry launched a study to define "A European Scheme to Support Public Procurement of Innovation". It presents and analyses two scenarios, based on a large consultation of European stakeholders (involving more than 100 interviews, several expert workshops and European conferences), an assessment of current EU and national policy experiments. These scenarios are also shaped in a very dense policy context with the on-going revision of the 2004 procurement directives and the future development of guidance on joint procurement by DG Internal Market.

The feasibility study conducted by Manchester University Business School, with the support of Corvers Procurement Services, ICLEI, and the Technopolis Group, analysed existing activities. These activities are the development of demand side innovation policies since the adoption of the Commission's Broad Based Innovation Strategy in 2006; the DG Enterprise and Industry LMI public procurement networks (launched in 2009 under the CIP-EIP); the pre-commercial procurement dynamic is led by DG Information Society and developed under the FP7; DG Environment is in the lead on green public procurement and green public procurement networks. The study also drew on the work within the European Enterprise Network (public procurement group and specific actions) and the analysis of national innovation demand side policies under the Innovation Policy TrendChart.

## Aim of the meeting

In order to prepare the future developments in the field of innovation procurement, Daniel Calleja Crespo (Deputy Director General of DG enterprise and Industry) and Malcolm Harbour (MEP, Chairman of the IMCO Committee) will co-Chair the exchange of views based on for the findings of the study. They will engage discussion with IMCO and ITRE Members and receive views from European procurers, innovation agencies, venture capitalists, academics and researchers, SME organisation and industry representatives. Scenarios sketched by the study will be discussed, as well as three main aspects: implementation structure, budget figures and fields of deployment (inline with Societal Challenges or industrial policy sectors).

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<sup>1</sup> The EU Framework Programme for Research and Innovation; refer to: [http://ec.europa.eu/research/horizon2020/index\\_en.cfm](http://ec.europa.eu/research/horizon2020/index_en.cfm)



- 13:30: – 13:45 Welcome and Introductions: Daniel Calleja Crespo (EU SME Envoy and Deputy Director General of DG Enterprise and Industry), Malcolm Harbour (MEP, Chairman of the IMCO Committee) & Georg Riekeles (DG MARKT, Member of Commissioner Michel Barnier cabinet)
- 13:45 – 14:00 Key note speech on new innovation support policies "From demand-led innovation policies and innovation procurement to industrial policies", Luke Georghiou (Manchester University Business School)
- 14:00 – 14:15 Presentation of the feasibility study on the "EU scheme to support public procurement of innovative solutions": Patries Boekholt (Technopolis) & John Rigby (Manchester University Business School)
- 14:15 – 15:40 1<sup>st</sup> Panel Session: Linking Innovation Procurement to industrial policy and to innovative SME support:  
How the European innovation procurement scheme could support industrial policy? How innovation procurement for industrial policy could be developed within Horizon 2020 and COSME<sup>2</sup>? How to optimise the impact on innovative SMEs? How to link EU innovation procurement support with national schemes? (e.g. SBRI (UK), SBIR (NL), PCP scheme (BE, Flanders); INNODEMANDA (SP), etc.)
- Moderator: Maria Da Graça Carvalho (MEP, member of ITRE Committee), tbc.
- Panel:
- o Silvia Bartolini (DG ENTR, Member of Commissioner and Vice-President Antonio Tajani cabinet)
  - o Collan Murray (Transport For London – Public Procurer)
  - o Fergus Harradence (Business Innovation & Skills (UK) - Innovation Agency)
  - o Lutz Walter (EURATEX – The European Apparel and Textile Confederation)
  - o Christophe Veys (Flemish Innovation Agency IWT)
  - o Dolores Adamski (GREX – Chamber of Commerce, Grenoble, SME organisation)
  - o Juan Manuel Garrido (Spanish National Ministry)
- Rapporteur: Katja Reppel, Deputy Head of Unit, DG ENTR
- 15:40 – 16:00 Coffee break
- 16:00 – 16:10 Key note speech on linking Innovation Procurement and SBIR type European scheme, David Connell, Senior Research Fellow, Centre for Business Research, University of Cambridge, Venture capitalist
- 16:10 – 17:35 2<sup>nd</sup> Panel Session: Horizon2020 - What's in store for Innovation Procurement?  
How to use Innovation Procurement within Horizon 2020? How Innovation Procurement scheme could serve European Innovation Partnerships? Could an EU SBIR type support and Innovation Procurement scheme deserve innovative SMEs? How to link up innovation procurement and SBIR type schemes? How to use Innovation Procurement within Structural Funds (e.g. Észak-Alföld region (HU), Spanish national scheme, etc.)?
- Moderator: Teresa Riera Madurell (MEP, member of ITRE Committee, Horizon 2020 Rapporteur)

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<sup>2</sup> COSME: Programme for the Competitiveness of enterprises and SMEs; refer to <http://ec.europa.eu/cip/cosme/>



Panel:

- Marion Dewar (DG RTD, Member of Commissioner Maire Geoghegan-Quinn cabinet)
- Lieve Bos (DG INFSO)
- Marek Havrda (DG SANCO)
- Alexandra Donny (Réseau Des Acheteurs Hospitaliers d'Ile de France – Public Procurer)
- Mark Hidson (ICLEI Sustainable Cities – Sectoral Organisation)
- Jan van den Biesen (Philips – Industry Representative)
- Andre Roos (Dutch National ministry of Economy and Agriculture)

Rapporteur: Peter Droell, Head of Unit, DG RTD

17:35 – 17:45

Closing remarks: Malcolm Harbour (MEP, Chairman of the IMCO Committee)

- END OF THE MEETING -

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Number of people planning to attend: 120  
Working language of the workshop: English