



D.2.1 Exploring Public Procurement – Training on Public Tenders Types & Features

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| Short Description | Report on 4 local knowledge-building workshops for clusters and their SMEs (organised by CICAT, CL, LIV, Biz-Up) and 2 international online webinars (organised by ELCA) raising awareness on different types of public procurement, with particular focus on tenders for services, tenders for products, innovation procurement, circular procurement and LCA - LCC approaches in public tenders. | | |
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| V2 | 18.03.2022 | MH, MK | Collection of inputs and survey's SMEs from Partners |
| V3 | 26.04.2022 | FB, MH, MK | Advanced version |
| V4 | 02.05.2022 | MH, MK | Final version |
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PREMISES

The main objective of the WP2 is to provide comprehensive and customized public procurement knowledge and capacity building for both clusters managers and SMEs to increase their awareness of all the aspects of the public tendering and improve their comprehension of specific procurement characteristics at the EU and extra-EU level.

The goal of Task 2.1 was to deliver a know-how building training introducing the topic of public tenders' types and features implemented by the public buyers, also at the EU and national level of the project partners. The training, including two international online webinars for cluster managers, and four local online workshops for SMEs, provided information on different typologies of the public procurement regarding both products and services, with particular focus on the emerging tendering approaches applied by public buyers such as Green Public Procurement (GPP), Pre-commercial Public Procurement (PCP) and Public Procurement of Innovation (PPI).

The focus was also put on the role that SMEs can and shall play in the current public purchasing process, especially used by municipal and regional authorities in the context of the Smart Cities that requires a continuous innovation process involving high numbers and different categories of stakeholders.

The following training activities were carried out by Partners within Task 2.1:

- ✓ 1st International training webinar *“How is the public sector modernizing public procurement in Europe, supporting innovation, green and social goals?”*, 14.02.2022 (Part 1), organised by ELCA
- ✓ 2nd International training webinar *“How is the public sector modernizing public procurement in Europe, supporting innovation, green and social goals?”*, 08.03.2022 (Part 2), organised by ELCA
- ✓ 1 local online workshop *“Innovation Public Procurement”*, 01.03.2022 organised by CICAT
- ✓ 1 local online workshop *“Business opportunities in the context of European Public procurement - Analysis of real case studies”*, 21.03.2022, organized by Rete di Imprese Luce in Veneto
- ✓ 1 local online workshop *“The (successful) participation in public tenders in third countries”* – organized on 20.04.2022 by BIZ-UP Building Innovation Cluster.
- ✓ 1 local online workshop *“International Public procurement opportunities for SMEs”* was organized by Cluster Lumière on 26.04.2022





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1. International online webinars on public procurement

Two international webinars raising awareness on different types of public procurement have been organised by ELCA for project partners and other interested cluster managers and SMEs (external to the consortium) on 14.02 and 08.03. 2022.

These online workshops (2h each) were organised with support of the international expert in public procurement – Mrs. Sara Bedin, European Independent Expert on Innovation Procurement Evaluator and reviewer of EU funded projects (PCP, PPI).

| | |
|---|---|
|  <p>First EXTRA LIGHT project webinar!</p> <p>Monday 14.02.22 h. 10.00-12.00</p> <p>How is the public sector modernizing public procurement in Europe, supporting innovation, green and social goals?</p> <ul style="list-style-type: none"> Public procurement vs. subsidies Public procurement of goods vs. procurement of (commercial or R&D) services Public procurement for innovation vs. public procurement of innovation (Applied) research and development vs. incremental innovation Innovation public procurement vs. innovative public procurement Sustainable public procurement vs. green public procurement vs. circular procurement <p>with SARA BEDIN <i>Independent expert on innovation public procurement and IPRs management</i></p> |  <p>Second EXTRA LIGHT project webinar!</p> <p>Tuesday 08.03.22 h. 10.00-12.00</p> <p>How is the public sector facilitating SME participation in public procurement?</p> <ul style="list-style-type: none"> Demand-side and supply side collaboration schema Companies feedback and lessons learned End-to-end process to procure R&D&I Best practices <p>with SARA BEDIN <i>Independent expert on innovation public procurement and IPRs management</i></p> |
|---|---|

2 Trainings focused on the following key definitions and concepts:

- Public procurement vs. subsidies
- Public procurement of goods vs. procurement of (commercial or R&D) services
- Public procurement for innovation vs. public procurement of innovation
- (Applied) research and development vs. incremental innovation
- Innovation public procurement vs. innovative public procurement
- Sustainable public procurement vs. green public procurement vs. circular procurement
- Key instruments and schemes addressing innovation (legal framework and empirical evidence about results and market impacts)
 - o Pre-commercial public procurement vs. traditional procurement of R&D services
 - o Public procurement of innovative solutions vs. public procurement of commercial solutions
 - o Innovation partnership vs. separation of R&D procurement from the deployment of commercial volumes of end-products/services

Both webinars were organised on the Zoom platform.

Participants of the 1st webinar of 14.02.2022:

1. Marta Krakowiak, ELCA
2. Alberto Sozza, ELCA
3. Antonella Venza, LIV





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- 4. Eleonora Berno, LIV
- 5. Angela Lalatta, CICAT
- 6. Laura Marti, CICAT
- 7. Francois Brunet, CL
- 8. Laura Smith, Biz-Up
- 9. Stephan Hölzl, Biz-up
- 10. Clara Hurtado, HABIC – external to EXTRA LIGHT Consortium
- 11. Irena Lobočka, SIC - external to EXTRA LIGHT Consortium

All the participants gave their explicit consent to make public their name and pictures visible in the screenshots reported below.

Screenshots from the 1° international webinar – 14.02.2022

The screenshots show a Zoom webinar interface with four slides displayed:

- Slide 1: Public procurement**

Public procurement refers to the purchase by governments and state-owned enterprises of **goods, services and works**.

As public procurement accounts for a substantial portion of the taxpayers' money, governments are expected to carry it out efficiently and with high standards of conduct in order to ensure high quality of service delivery, safeguard the public interest and obtain **best-value for money**.

Competition between private companies increases a government's chances of getting better value for money and makes the use of public resources more efficient.
- Slide 2: Grant vs. Procurement**

| Subsidies or grant Call for proposal | Public procurement Call for tender |
|--|---|
| A grant or call for proposals is a public invitation by the Contracting Authority, addressed to clearly identified categories of applicants , to propose operations within the framework of a specific programme . | Public procurement is used by the Procuring Authority for the purchase of services and/or material and/or works necessary to the working of the PA itself . Those include both intellectual and non-intellectual services (statistical reporting and analysis, consultancy work, maintenance of the buildings, etc.) or material and products (office stationary, IT equipment...) or works (building work, etc.). |
| The Contracting Authority makes direct financial contributions (% of funding) in the form of grants, to support projects or organisations which help implement a programme or policy. | |
- Slide 3: Innovation procurement = competition**

Illustration showing a group of people running towards a finish line. A sign on the left reads "NOT CAPABLE TO INNOVATE". The runner in the foreground is labeled "INNOVATION CAPACITY". The runner in the background is labeled "COMMERCIAL VISION". The illustration is signed "Botta & Tundo".
- Slide 4: The policy mix**

Diagram illustrating the policy mix, showing the relationship between Offer Side and Demand Side across five stages.

1) OFFER SIDE (Top): Shows a curve that starts high and decreases over time. Stages: Stage 1 (Mission of value), Stage 2 (Study of feasibility), Stage 3 (Research application), Stage 4 (Service operational), Stage 5 (Product commercial).

2) DEMAND SIDE (Bottom): Shows a curve that starts low and increases over time. Stages: Stage 1 (Mission of value), Stage 2 (Study of feasibility), Stage 3 (Research application), Stage 4 (Service operational), Stage 5 (Product commercial).

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Benchmarking of national innovation procurement policy frameworks

Innovation Procurement

purchase a combination of both R&D services and the resulting innovative solutions.

RESEARCH AND DEVELOPMENT procurement (e.g. PCP) → «radically new» solution

procurement of DEPLOYMENT + innovative solution (product, service, work) (PPI) → «improved solutions»

procurement of R&D results / procurement of R&D / supplies

Innovation Procurement vs Innovative Procurement

- Innovation procurement is a public procurement in which a public procurer buys 'innovation' (process and/or result of innovation process).
- Innovative procurement is a public procurement in which a public procurer implements tools and 'innovation' in the process of procurement (e.g. AI, machine learning, e-procurement systems...)

QUESTIONS

- Which is the most used procurement in EU for Lighting in your experience ? OPEN PROCEDURE / RESTRICTED PROCEDURE /COMPETITIVE PROCEDURE WITH NEGOTIATION / COMPETITIVE DIALOGUE / INNOVATION PARTNERSHIP ?
- Do you have any example of Innovation Procurement in lighting where the Public Authority bought a service (e.g. a business model to use lighting poles to "sell" information to municipalities) or just products (e.g. innovative lighting poles with LEDs, communications, ...)?
- How the "innovation" level is defined and calculated in the procurement of innovation? Very often public authorities are not prepared to evaluate the innovation properly – how this gap between the "need of innovation" and capacity to recognise the innovation is solved by public authorities?

Innovation procurement procedures and approaches:

PCP + PPI (separation and complementarity)

Innovation partnership (integration)

Phase 0: Capacity, Design, Research

Phase 1: Solution design

Phase 2: Prototype development

Phase 3: Original development and testing of limited volume of IP-like products/services

Phase 4: Deployment of commercial volumes of end-products with diffusion of newly developed solutions

Suppliers: Supplier A, B, C, D

Supplier(s) A, B, C, D and/or X

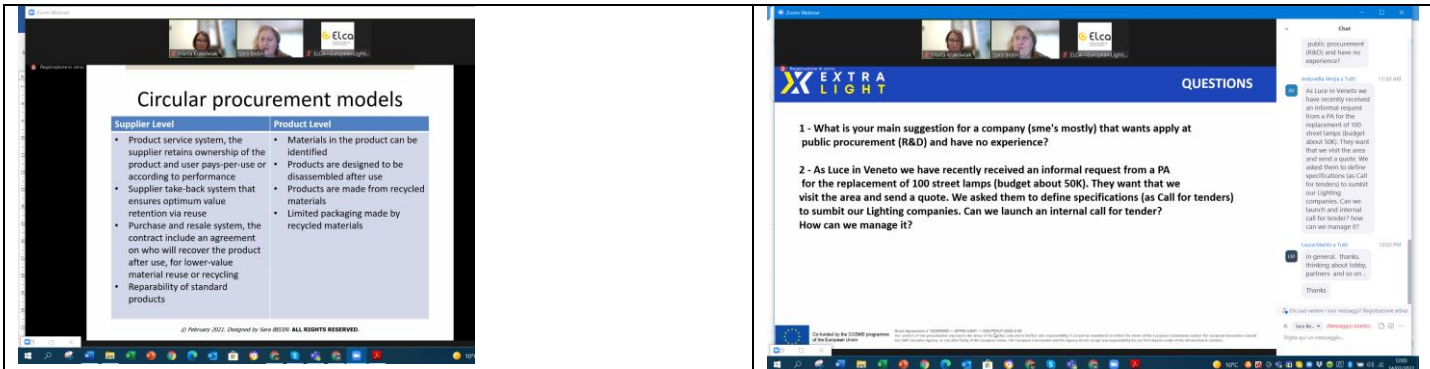




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Link to the 1° webinar recording: https://www.youtube.com/watch?v=vpTk5I5nR_8

Participants of the 2nd webinar of 08.03.2022:

1. Marta Krakowiak, ELCA
2. Alberto Sozza, ELCA
3. Antonella Venza, LIV
4. Eleonora Berno, LIV
5. Angela Lalatta, CICAT
6. Laura Marti, CICAT
7. Laura Smith, Biz-Up
8. Mary Hadidi, CL
9. Ashish Garde – external to project consortium
10. Celia Sanchez, Fade – external to project consortium
11. Margaux Sommier EA-Ecoentreprises – external to project consortium
12. Cristina Casian, EA-Ecoentreprises – external to project consortium
13. Irina Vescu, Ditecfer – external to project consortium

All the participants gave their explicit consent to make public their name and pictures visible in the screenshots reported below.

Link to the 2° webinar recording: https://www.youtube.com/watch?v=wXYXoHO_5xA





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Screenshots from the 2° international webinar – 08.03.2022

Demand side cooperation schema

1) Light form of cooperation, called **COORDINATED** procurement, implemented through the preparation of common specifications and requirements for works, supplies or services that will be procured by a number of contracting authorities, each conducting a separate procurement procedure based on the national legislation and direct and fully managed contractual relations with suppliers. In coordinated procurement each procurer award his own contract or contracts directly himself.

- There are no implications for contracting authorities, (particularly from a legal perspective) because their scheme remains entirely domestic as far as they are concerned.
- Synergies and economies of scope could be determined both for the CAs and suppliers.
- No reduction of transaction costs, because the number of procedures is not reduced.
- No significant coordination costs for what concerns the procedure and contractual definition.

Allowing SMEs to grow and compete in global market

weight in public procurement (29% of GVA, 2009-2011)
vs.
overall weight in the economy (58% of GVA, 2009-2011)

Enlarging the participation and looking also beyond the regular suppliers

PROBLEM
INTERPRETING THE STANDARD FUNCTIONAL REQUIREMENT

Immediate impacts of EU funded PCP on supply side
(132 procurers, 349 companies, 63 univs involved)

- **Opening a route-to-market for new players/SMEs**
 - 61,5% of the total value of all PCP contracts goes directly to SMEs
 - Compared to 29% average in public procurements across Europe
 - Mostly small young SMEs: 31% below 10 people, 48% below 50 people, 69% less than 10 years old
- **Helping also larger market players bring products to the market**
 - 16% of PCP contracts won by large companies as single bidder
 - 19% of PCP contracts won by consortia of larger companies plus SMEs
 - 73,5% of the PCP contracts won by SMEs (SMEs alone, or as lead bidder)
- **Stimulating cross-border company growth**
 - 33,1% of contracts are won by bidders that are not from a country of any of the procurers in the buyers group (e.g. DE company + ES+NL procurers)
 - Compared to 1,7% average in public procurements across Europe
- **Creating growth and jobs in Europe**
 - 99,5% of contractors do 100% of R&D activities for PCP in Europe
 - (I have committed to do minimum 60% resp. 80% of R&D in Europe)

End-to-end process

- 01 Problem analysis and need assessment
- 02 Baseline definition and business case elaboration (cost-benefit analysis)
- 03 Needs, Prioritization and Elicitation
- 04 State of the art analysis (Open market consultation, patent search, scouting...)
- 05 Gap analysis

Life-cycle costing (LCC) approach

Life-cycle costing (LCC) means considering all the costs that will be incurred during the lifetime of the product, work or service:

- Purchase price and all associated costs (delivery, installation, insurance, etc.)
- Operating costs, including energy, fuel and water use, spares, and maintenance
- End-of-life costs (such as decommissioning or disposal) or residual value (i.e. revenue from sale of product)
- LCC may also include the cost of externalities (such as greenhouse gas emissions) under specific conditions laid out in the directives.

For further details on how LCC approaches can be used as part of public procurement procedures see Article 68(2) of Directive 2014/24/EU and Article 83(2) of Directive 2014/25/EU.



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EXTRA LIGHT QUESTIONS

- 1 - If the procurer asks for a financial guarantees for the participation in a tender, is there a difference between the "Joint Collaborative Procurement" and the "Joint centralized and delegated procurement"? how has to submit the required guarantees?
- 2 - As the open market consultation shall be "open" to all interested suppliers, where SMEs can look for information about such consultations? Where public buyers publish information about this kind of consultations?
- 3 - How the IPR of specific supplier (SME) is protected in the open market consultation process?

Life-cycle costing (LCC) tool

LCC tool for procurement of indoor lighting <https://ec.europa.eu/environment/gpp/lcc.htm>

- Luminaire and its components information:
 - Number of luminaires type X
 - Luminaire cost - including all elements
 - Luminaire installation cost - including all tasks and resources (cf. tender specifications)
 - Luminaire power (including operating losses and other)
 - Reduction factor
 - Luminaire useful lifetime
 - Light source useful lifetime
 - Light source cost
 - Light source replacement cost - including all tasks and resources
 - Ballast/control gear useful lifetime
 - Ballast/control gear cost
 - Ballast/control gear replacement cost - including all tasks and resources
- External control gears and devices information:
 - External control gears and devices cost
 - Gear/devices installation cost - including all tasks and resources (cf. tender specifications)
- Other maintenance/variable costs:
 - Other initial one-off costs (delivery, training courses, manuals, extended guarantees, etc.)
 - Other annual costs - for inspections and others (cf. tender specifications)

Excel spreadsheet showing the LCC tool interface with columns for 'Luminaire and its components information', 'External control gears and devices information', and 'Other maintenance/variable costs'. The spreadsheet lists various cost categories and their corresponding values.

| Category | Value |
|---|-------|
| Number of luminaires type 1 | 1000 |
| Luminaire cost - including all elements | 10000 |
| Luminaire installation cost - including all tasks and resources (cf. tender specifications) | 5000 |
| Luminaire power (including operating losses and other) | 1000 |
| Reduction factor | 0.8 |
| Luminaire useful lifetime | 10000 |
| Light source useful lifetime | 10000 |
| Light source cost | 1000 |
| Light source replacement cost - including all tasks and resources | 5000 |
| Ballast/control gear useful lifetime | 10000 |
| Ballast/control gear cost | 1000 |
| Ballast/control gear replacement cost - including all tasks and resources | 5000 |

Business case: Understanding where costs are

| Scenario | Energy (EUR) | Material (EUR) | Labour (EUR) |
|--------------------|--------------|----------------|--------------|
| Reference Scenario | ~35,000 | ~10,000 | ~5,000 |
| Profitable | ~30,000 | ~10,000 | ~5,000 |
| High Access Rate | ~35,000 | ~10,000 | ~5,000 |
| Low Access Rate | ~35,000 | ~10,000 | ~5,000 |
| Back office | ~35,000 | ~10,000 | ~5,000 |





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2. Local training webinar of CICAT

CICAT organised its local training webinar on public procurement for its SMEs on 1st of March 2022, on the Zoom Platform.

The training was organised with support of the Transformation and Technological Disruption Unit of ACCIÓ, the Agency for Business Competitiveness of the Generalitat de Catalunya.

PROGRAMA:

- 10.30 – 11.00: Bienvenida e introducción del proyecto EXTRALIGHT. Angela Lalatta - CICAT
- 11.00 – 12.15: Presentación Compra Pública Innovadora. Anna Monistrol - ACCIÓ
- 12.15 - 12.30: Intercambio de Información CICAT - Empresas

Recorded session: <https://youtu.be/1x2joiOnhUM>

Agenda:

| | |
|------------------|--|
| 10.30 – 11.00 am | Welcome and Short presentation of EXTRALIGHT Angela Lalatta – Cluster Manager CICAT |
| 11.00 – 12.15 pm | Presentation of Innovation Public Procurement Anna Monistrol – Acció |
| 12.15 – 12.30 pm | Questions and Answers |

Speaker:

Anna Monistrol: Innovation Consultant to the Transformation and Technological Disruption Unit of ACCIÓ, the Agency for Business Competitiveness of the Generalitat de Catalunya. Since 2015, she has been responsible for ACCIÓ's Public Procurement Program for Innovation, focusing mainly on solution providers, start-ups, companies, and technology centers. She collaborates with the School of Public Administration of Catalonia for training on Public Procurement of Innovation since 2019, has participated as a speaker at different conferences and events, with the Ibero-American Forum of Public Procurement of Innovation, is an





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active member of the Enterprise Europe Network and, every year organizes a special program at the Smart City World Congress in Barcelona, with public entities of the world presenting the severe demands of Innovation and the providers of solutions that participate can meet both the buyers.

21 Spanish lighting companies (SMEs) – members of CICAT attended the webinar

The list of companies and their representatives who took part in the webinar is available upon request.

The webinar has been focused on the public procurement of innovation where the expert, Anna Monistrol, drove the companies in a very friendly way in how to learn the keys to successfully addressing an Innovative Public Procurement procedure. In addition, we have introduced the "Catalonia Open Challenges" platform (<https://openchallenges.accio.gencat.cat/>) where all the updated CPI opportunities can be found. Most of attendees were not aware about the opportunities offered by the CPI. At local level, we had a well-structured service provided by the Generalitat de Catalunya at disposal of the interested companies.

During the webinar, CICAT gave the floor also to COSME PPOUT sister-project GOOSE to introduce also its services and opportunities supporting the SMEs access to public procurement outside EU.

Screenshots of the webinar:

Innovació Oberta

Proposa que les idees valuoses poden provenir de la pròpia organització o de fora i alhora poden anar al mercat a través d'aquesta o d'una altra. Els fluxos en ambdues direccions, cap a dintre i cap a fora de l'organització, són clau a l'hora d'accelerar la innovació interna i expandir els mercats per a l'ús extern de la innovació.

Objectiu: Innovar més ràpid

ACCIO Generalitat de Catalunya

Compra Pública d'Innovació

La compra pública d'innovació és una actuació administrativa de foment de la innovació, orientada a potenciar el desenvolupament de solucions innovadores mitjançant la compra pública.

Objectiu: donar resposta a una necessitat o a un repte, i millorar l'eficàcia i l'eficiència dels serveis públics

ACCIO Generalitat de Catalunya

Els instruments de Compra Pública d'Innovació

Diagrama de funil que mostra els instruments de compra pública d'innovació des de la investigació fins al mercat. Els instruments són: System Test, Launch & Operations; Startup, Business Model; Technology Demonstration; Scale-up; Research to Proof of Feasibility; Basic Technology Research.

| Instrument | CPP (Serveis de R+D) | CPI (Comercialització inicial) |
|--------------------------------------|----------------------|--------------------------------|
| Contracte d'Innovació i Valor | 90% | 10% |
| Implementació, desplegament i suport | 10% | 90% |

ACCIO Generalitat de Catalunya



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| | |
|---|--|
| <h3>Licitacions de compra pública en general</h3> <ul style="list-style-type: none"> • Igualtat • No discriminació • Publicitat • Transparència <ul style="list-style-type: none"> • Plataforma electrònica de contractació pública a Catalunya • Plataforma de contractació del sector públic a Espanya • Calls for tenders from the European institutions TED eTendering • digMarket Contractació Pública Internacional <p>Licitacions difícils de trobar per a les PIMES</p> | <h3>Què fem des d'ACCIÓ?</h3> <ul style="list-style-type: none"> • Identifiquem possibles proveïdors per a determinades licitacions des de la demanda pública. • Suport a empreses interessades: <ul style="list-style-type: none"> • Seguiment de licitacions obertes i tendents • Cerca de socis – ajuda EBH i oficines • Socis tecnològics - certificació ICT/ITG • Consultors valoris • Difusió i divulgació |
| <h3>Oficina Tècnica de Contractació Pública Internacional</h3> <p>Activitats</p> <ul style="list-style-type: none"> ➢ Sessions de Formació i capacitat per apropar el món de la Contractació Pública Int ➢ Resolució de dubtes i consultes específiques ➢ Sessions tècniques i de presentació d'oportunitats sobre els mercats amb més pot ➢ Implementar projectes europeus per millorar els serveis en Compra Pública Internacional (veure Project GOOSE www.projectgoose.eu) <p>Serveis personalitzats (veure pròximes slides per a més detall)</p> <ul style="list-style-type: none"> ▪ Capacitació (Estratègica & Tender Review Service) ▪ Accés a client públic ▪ Multilaterals <p>Per a qui? Actors amb experiència en client públic Internacional o amb potencial per accedir-hi</p> <p>Més informació: http://www.accio.gencat.cat/ca/serveis/internacional/taacu/serveis-sectorials-i-especialitzats/contractacio-publica-internacional/</p> | <h3>Project GOOSE</h3> <ul style="list-style-type: none"> ✓ Funded by COSME to test how much EU's FTAs are helping European firms gain access to third-countries public tenders ✓ 4 partners, ACCIÓ, as team leader, FIT (Flanders inv. and trade), ECCI (Estonian ch. com. and ind.) and HUP (Croatian Employers' Assoc.) ✓ 6 targets, Chile, Colombia, Norway, Serbia, Vietnam and Japan, and 4 sectors, Smart cities, Smart Health, ICT and Green economy ✓ Activities focused into disseminating real opportunities, offering the best professional advice to firms and setting meet-the-buyer events ✓ Expected results will be European firms bidding successfully abroad, helped by GOOSE's top-notch services and activities (see next slide) |



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3. Local training webinar of Luce in Veneto

On **21st March 2022**, Rete di Imprese Luce in Veneto organized a webinar titled “Business opportunities in the context of European Public procurement - Analysis of real case studies” focused on Public Procurement and regulations in the European Union. The primary objective of the meeting was to share good practices and provide interesting insights to stimulate the participation of SMEs in public procurement so that they can make the most of the opportunities offered by the sector.

Lunedì 21/03/2022 | ore 16:00 - 18:00

Opportunità di business nel contesto degli appalti europei
Analisi di casi studio reali

Agenda:

16:00 – 16:10 Saluti introduttivi
Ing. Alberto Sozza, *Presidente Luce in Veneto*

16:10 – 17:45 - Approfondimento sugli appalti pubblici in Europa e analisi di casi studio reali
Dott.ssa Sara Bedin, *Esperta indipendente in materia di appalti pubblici per l'innovazione e gestione dei diritti di proprietà intellettuale*

17:45 - 18:00 Sessione di domande

Sara Bedin

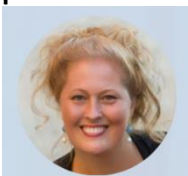
Alberto Sozza

Evento Online su piattaforma Zoom riservato alle aziende retiste

Agenda

| Monday 21 st march 2022 from 16:00 to 18:00 | |
|--|--|
| ore 16:00 – 16:10 | Greetings and introduction of the EXTRA LIGHT project Alberto Sozza, <i>President Luce in Veneto</i> |
| Ore 16:10 – 17:45 | Insight into public procurement in Europe and analysis of real case studies Sara Bedin, <i>Independent expert on innovation public procurement and IPRs management</i> |
| Ore 17:45 – 18:00 | Q&A session |

Speaker



Sara Bedin is an independent expert in innovation procurement. Strategic-technical-legal consultancy addressed to the European, national, regional and local Public Administration for the design, implementation and evaluation of policies / strategies of public demand for innovation and optimization of public spending, with particular specialization in the field of pre-public procurement commercial and innovative solutions.



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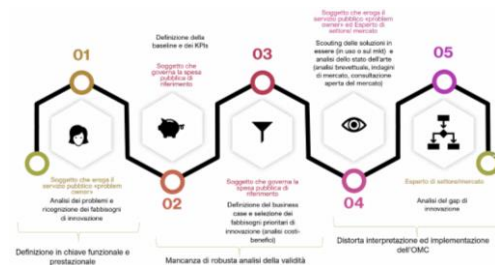
The expert Sara Bedin presented the issues relating to the tender procedures under the Directives 2014/24/EU and 2014/25/EU that provide a choice between five procurement procedures:

- *Open procedure*, bids can be submitted by any operator
- *Restricted procedure*, at least five bidders are selected to submit bids based on objective criteria
- *Negotiated procedure after publication of a call for tenders*, at least 3 bidders are selected to submit bids based on objective criteria; bids can be negotiated
- *Competitive dialogue*, at least 3 candidates are chosen to supply solutions based on a description of the public buyer's requirements
- *Innovation partnership* – at least 3 candidates are chosen to develop and supply goods or services which do not yet exist on the market, using a phased contract structure

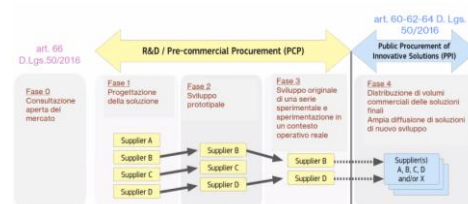
Then she exposed the ratio the innovation-oriented procurements:

- *Why* - existence of a problem / need of public interest
- *How* - collection of proposal ensuring competitive pressure and conditions of effective and open competition
- *So what* - speeding up the time required for innovation to enter the market; strengthening of the single European market; creating participation opportunities ...

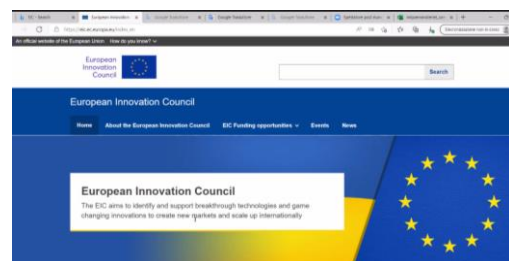
Subsequently she explained the innovation application process in 5 different steps from the analysis of the problems / needs to the scouting of the existing solutions. The analysis also includes the procedures for any problems to be solved during the completion of the tender



She explained also the constituent elements of the different procurement tools for innovation as described in the slide shown on the side



Finally she highlighted the importance of the “European Innovation Council” platform to identify and support breakthrough technologies and game changing to create new markets and scale up internationally





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As requested by LIV, the expert exposed some show cases:

- One tender promoted by the Danish ministry for the indoor lighting systems or street and outdoor lighting, with its innovative tender scheme and selection criteria
- One tender issued by the City of Turin (IT) standing out for the creation of an interdisciplinary group of designers to study three schools based on the different needs expressed by teachers and students

Participants: 8 Italian lighting SMEs – members of the cluster Luce in Veneto + 3 cluster managers of LIV and ELCA

The list of companies and their representatives who took part in the webinar is available upon request.

The panelists and experts gave their explicit consent to make public their name and pictures visible in the screenshots reported below.

Registration link: <https://www.youtube.com/watch?v=xpbEdNs4nLE>

Screenshots



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4. Local training webinar of BIZ-UP

The local knowledge building training for cluster managers and its SMEs, was organized by Biz-Up BIC cluster on **20.04.2022** as an online workshop.

Agenda:

11.00-11.15: Welcome and Introduction of EXTRA LIGHT project by Laura Smith (Biz-Up)

11.15-11.45: Public Procurement: Requirements and tips for a successful participation by Florian Hüttner (BBG)

11.45-12.15: Innovations and innovative companies and public procurement by Viktoria Holler (IÖB)

12.15-12.30: Q&A

Speakers and experts:

Florian Hüttner: BBG, Legal Department, Procurement Lawyer

BBG: The Bundesbeschaffung GmbH (Austrian Federal Procurement Agency, BBG) is the solution partner in procurement issues for ministries, federal states, cities and municipalities, as well as for outsourced federal organisations, universities and healthcare facilities. The BBG is 100% owned by the federal government. Shareholder is the Republic of Austria, represented by the Federal Ministry of Finance.

Viktoria Holler: IÖB, project manager

IÖB: Financed by the Austrian Ministry of Digital and Economic Affairs (BMDW) and by the Federal Ministry for Climate Action, Environment, Energy, Mobility, Innovation and Technology (BMK), the PPPI Service Center or (national competence center for innovation procurement) acts as the single point of contact for pre-commercial procurement and innovation procurement issues in Austria. It also initiates and conducts





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pilot projects and offers services in the fields of further education and training, in addition to running the innovation platform www.ioeb-innovationsplattform.at.

Participants – 9 lighting SMEs – members of the BIC cluster attended the workshop

The list of companies and their representatives who took part in the webinar is available upon request.

The panelists and experts gave their explicit consent to make public their name and pictures visible in the screenshots reported below.

The online workshop was recorded and uploaded on the Youtube channel of Biz-Up: <https://www.youtube.com/watch?v=UJzUzABBOt8>

The recording was later sent to a pre-defined list of 50 companies of the lighting sector in Austria, which are targeted for the EXTRA LIGHT project.

Screenshots:

At the end, the participants were asked to provide feedback on the workshop through a mentimeter survey:

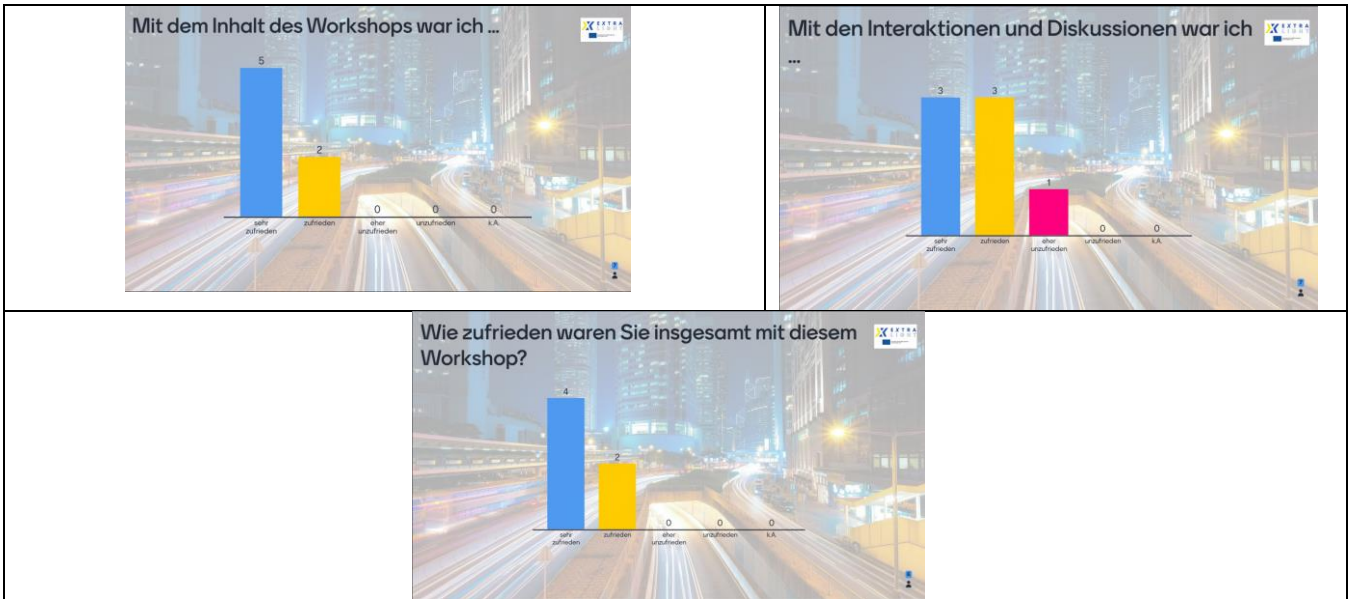
| How satisfied were you with ... | Very satisfied | Satisfied | Rather unsatisfied | Very unsatisfied | n.A. |
|------------------------------------|----------------|-----------|--------------------|------------------|------|
| ... the content | 5 | 2 | - | - | - |
| ... the interaction and discussion | 3 | 3 | 1 | - | - |
| ... all together | 4 | 2 | - | - | - |



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D.2.1 Exploring Public Procurement – Training on Public Tenders Types & Features

5. Local training webinar of Cluster Lumière

The local knowledge building training on public procurement “*International Public procurement opportunities for SMEs*” was organized by Cluster Lumière on **26.04.2022** for its cluster managers and SMEs, as an online workshop.



The workshop was chaired by Cluster Lumière with support of Mr. Laurent Attali, expert in international public procurement. For the past 20 years, Laurent Attali has been helping companies to identify markets and find partners and resellers. Mr. Attali presented the various types of PP tenders, how to search for the international tenders and shared suggestions on how to optimize SMEs files, the various types of tenders, typical bidders. He introduced also to SMEs the portal TendersPage (<https://tenderspage.com/fr>) - a leading search engine for public and semi-public markets around the world, which detects more than 50,000 new public tenders every day.

The workshop agenda:

14:00 – Introduction of the EXTRA LIGHT project by Francois Brunet and Mary Hadidi, CL

14:10 – 14:50 Public procurement opportunities for SMEs:

- How to conduct international market research via public procurement in different countries
- How to detect lighting industry tenders
- How to implement a sales growth strategy to increase export sales

14:50 Questions and Answers

List of Participants :

12 French lighting companies (11 SMEs and 1 large company) and 2 representatives of Cluster Lumière attended the webinar.

The list of companies and their representatives who took part in the webinar is available upon request.





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The panelists and experts gave their explicit consent to make public their name and pictures visible in the screenshots reported below.

Screenshots:

