



PROCURE INNOVATION EU – TRAINING PROGRAMME

Big Buyers Working Together (BBWT)
Annual event

24th April 2024



EISMEA/2023/OP/0012-Lot 1





Introduction.

Procure Innovation EU- Training Programme



Building an internal culture addressed to innovation through specialized trainings tailored for public buyers and decision-makers.

Introduction. Team



Science & Innovation Link Office- LEAD CONTRACTOR

Spanish management consultancy firm working on innovation policy and business development with a focus on public-private collaboration.

- Project Coordinator.
- Knowledge and wide experience in Public Procurement, especially in Public Procurement of Innovation.
- Wide experience in project development and innovation project methodologies.

Escuela 21

Company with extensive experience underpinning the development of all types of training courses. Laboratory of educational innovation.

- Experts in trainings and learning development and dynamization.
- Methodological and pedagogical approach and Training Facilitators.

Introduction. Current projects of relevance

PROCURE- Public Procurement Assessment In The Healthcare Sector

- ✓ Are you a **contracting authority** or **healthcare public provider** or responsible for healthcare procurement? Are you a **supplier to healthcare public providers**?
- ✓ This is your opportunity to inform EU healthcare public procurement practices and develop a future framework for healthcare public procurement.

Healthcare stakeholders survey: 4 types of questionnaires

- Contracting Authorities: <https://lnkd.in/d6AnUiXZ>
- Other Procurers (private): <https://lnkd.in/dSFy2FQp>
- Healthcare Institutions: <https://lnkd.in/d2rYmU4P>
- Suppliers: <https://lnkd.in/dtj5fPvj>



Calling all Healthcare Stakeholders!

Introduction. Overview

Procure Innovation EU aims to **support the uptake of procurement of innovation in public authorities**. Through training sessions and support activities, participating public authorities and their staff will gain comprehensive and cross-cutting knowledge in public procurement, enabling them to better understand and manage the procurement of innovation processes.

Procure Innovation EU aims to build capacities at individual level and organisational level to **foster the procurement of innovation in various strategic sectors**.

Two training levels:

- **LEVEL 1**- Public Buyers' staff
- **LEVEL 2**- Decision-Makers



Introduction. General objectives



Enhance the uptake of strategic public procurement in the European Economic Area (EEA).



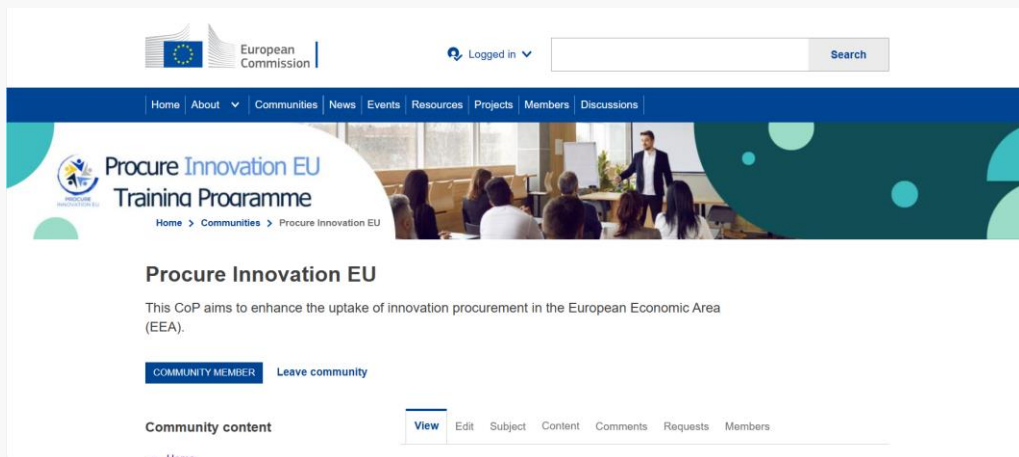
Contribute to the economic recovery of the EU by stimulating innovation and start-ups.



Improve the business environment of the small and medium-sized enterprises (SMEs) by facilitating access of SMEs to public procurement.

The programme participants will **learn how to manage their risks, understand where future challenges lie, meet peers from all over EEA and learn latest developments on EU public procurement.**

Procure Innovation EU. Community of Practice



The screenshot shows the website interface for the Procure Innovation EU community. At the top, there is the European Commission logo and a search bar. Below the navigation menu, a banner features the Procure Innovation EU Training Programme logo and a photo of a training session. The main content area displays the community title 'Procure Innovation EU' and a description: 'This CoP aims to enhance the uptake of innovation procurement in the European Economic Area (EEA)'. There is a 'COMMUNITY MEMBER' button with a 'Leave community' link. At the bottom, there is a 'Community content' section with a 'View' button and a list of options: Edit, Subject, Content, Comments, Requests, Members.

This CoP aims to enhance the uptake of innovation procurement in the European Economic Area (EEA)



<https://public-buyers-community.ec.europa.eu/communities/procure-innovation-eu>

Procure Innovation EU. Community of Practice

What will you find?

- ✓ News
- ✓ Events
- ✓ Resources
- ✓ Discussions
- ✓ Members

**Procure Innovation EU
Training Programme**

APRIL 2024





In this issue:
Public procurement without strategy?

In the complex world of public policy, the procurement of goods and services through strategic public procurement emerges as a vital component. However, a crucial question arises:

Is it possible to carry out this purchase effectively without a clearly defined strategy?

The answer seems obvious: No. Public procurement requires meticulous planning and a well-developed strategy to achieve its objectives efficiently. Without a strategy, there is a risk of improvisation, which can result in costly and ineffective decisions.

Interesting Fact

According to the European Commission, "public procurement strategy is being rethought towards a focus on procurement, **professionalising public purchasers**, cutting red tape and harnessing the benefits of the digital revolution to make public administrators more efficient, effective and accessible to citizens and businesses. It also includes policies aimed at creating a more innovative, greener and socially inclusive economy".*

Case Study

The essence of strategic public procurement lies in its ability to align procurement with broader public policy objectives. This involves not only seeking the best value for money, but also considering how each purchase contributes to achieving specific goals, whether in terms of economic development, environmental sustainability or social inclusion.*

Moreover, strategic public procurement is a powerful instrument for the implementation of public policies. By focusing on the procurement of goods and services that promote the objectives of these policies, it can drive change and generate tangible impacts on society.

But do most contracting authorities in the Member States apply strategic public procurement?

According to the European Court of Auditors' 2023 Special Report assessing the level of competition in EU single market public procurement over the ten-year period and the actions taken by the Commission and Member States, it considers that strategic public procurement is applied in a very limited way. It states that, in practice, strategic public procurement means that "contracting authorities can go beyond the criterion of the lowest price and seek "the most economically advantageous tender". To do so, contracting authorities must specify the selection criteria and technical specifications that will produce the intended result without artificially restricting competition".

In data, this analysis shows that "the proportion of contracts awarded in favour of the lowest tender still accounts for the vast majority of awards in all Member States. In 2023 there were eight Member States where the level of awards in favour of the lowest bid exceeded 80%". They also state that "the incidence of this lowest price award criterion increased even in the period under review, indicating that the promotion of strategic public procurement has had a limited impact at best". *

Despite the challenges facing the implementation of strategic public procurement, it is important to maintain an optimistic outlook on its transformative potential in the public policy arena, accounting for 14% of the EU's gross domestic product per year. While the current level of implementation may be limited, the recognition of its importance by the European Commission and other bodies is a crucial step towards its more widespread adoption.

Learn more about

- Do you want to contribute to improving the quality of your spending?
- Do you want to transform spending into investment through public procurement where it impacts on society?

✓ Let's help create robust and effective strategies that can adapt to a changing environment.

✓ Let us use strategic public procurement to achieve goals and drive change and improve the lives of citizens.

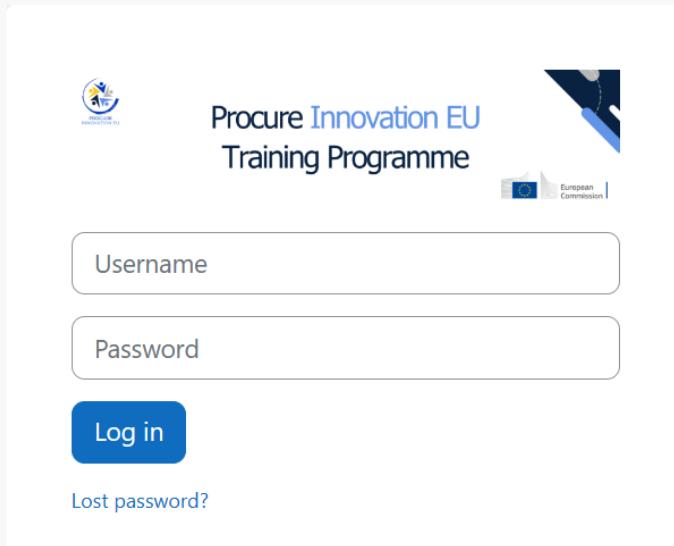
[If you are interested, join this community!](#) 

Coming up next:
MAY 2024- Fostering innovation through public procurement.




Insight #1: Public Procurement without strategy?

Procure Innovation EU. Learning Platform



The screenshot shows the login interface for the Procure Innovation EU Training Programme. It features the Procure Innovation EU logo and the European Commission logo. The text reads "Procure Innovation EU Training Programme". There are two input fields: "Username" and "Password". Below the fields is a blue "Log in" button and a link for "Lost password?".

LEVEL 1- Public Buyers' staff

- 5 days on-site course
- One section per edition
- Forum between editions

LEVEL 2- Decision-Makers

- 2 hours online workshop
- One common section for all editions
- Webinars, materials, extra resources...



<https://procureinnovationeu.com/>

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Level 1 Trainings – Who are they for?



Designed for Public Procurers' technical staff

General Information

- **2 Workshops** per year.
- **30 participants**/edition.
- **In-person, 5 day trainings**
- **Paid travel and accomodation.**
- **1st Edition: from 14th to 18th October 2024.**
- **2nd Edition: from 4th to 8th November 2024.**

- **Will acquire** all the skills and competences needed to carry out innovation procurement projects.
- **Will be able** to understand the challenges of public procurement of innovation.
- **Will acquire** the analytical and evaluation skills needed to initiate and monitor innovation procurement projects.
- **Will acquire** the soft skills needed for innovation development.
- **Will learn** about the present and future challenges of PPI, best practices and red flags.



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Level 1 Trainings – What will they be about?

Cooperate				
Day 1 - Connect	Day 2 - Contextualize	Day 3 - Understand	Day 4 - Prototype and Feedback	Day 5 - Generalize and Apply
<i>Innovation Procurement: A strategic perspective. Introduction to the course</i>	<i>Design and implementation of Innovation Procurement</i>	<i>Challenges and best practices in tendering procedures</i>	<i>Recommendations and red flags</i>	<i>The future of PPI</i>
Overview the key aspects in the design of a successful PPI strategy.	Key aspects in the design and implementation of a PPI process and Visualize Success	Look at the challenges and good practices in PPI	Recommendations to increase the strategic role that innovation procurement can play.	Addressing the challenges of the future

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Level 2 Trainings – Who are they for?



Designed for Public Procurers' decision makers and elected representatives

General Information

- **4 Workshops** per year.
- **Online, up to 2 hour trainings**
- **1st Edition:**



May 22, 2024

13:00 - 14:30

CET

- **Will acquire** the motivation needed to carry out innovation procurement projects.
- **Will be able** to understand the challenges and success stories from other decision-makers
- **Will be given** access to a common space with like-minded colleagues.
- **Will learn** from people who have already faced challenges they may be currently facing.

Procure Innovation EU. Level 2 Trainings – First Edition.

"Implementation of a national PPI strategy: The perspective of the Spanish Ministry of Science, Innovation and Universities"



Teresa Riesgo:

General Director of Planning, Coordination and Knowledge Transfer (Ministry of Science, Innovation and Universities, Spain, 2023 - onwards).



Diego Moñux:

Member of the Spanish Advisory Board on Science, Technology and Innovation, Deputy Head, Cabinet of the Minister of Science and Innovation 2008 – 2011; Co-Founder and Executive Partner at SILO.

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How can I join the Level 2 Trainings?

Level 2 - Decision-makers

 Sing up form



May 22, 2024

13:00 - 14:30

CET



Procure Innovation EU. Communication channels

For more information you may find
Procure Innovation EU on:



iGracias!
Thank you!
Merci!

