



PROCURE INNOVATION EU TRAINING PROGRAMME

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What are the main recommendations on PPI?

Public Procurement of Innovation (PPI) is a strategic tool that drives innovation through procurement, enabling the public buyers acquire cutting-edge technologies and services. A successful PPI process can be complex, but with a structured approach, the public buyers can achieve a tremendous value. Here are some key steps and recommendations for ensuring successful PPI strategy and projects.

1

Identify unmet needs and market potential

Before initiating a PPI process, it is essential to thoroughly assess the needs that cannot be met by existing solutions. Early engagement with possible suppliers can help identify innovative opportunities, while shaping procurement objectives that truly meet these needs. It is also important in these early stages to have trained and motivated staff to emphasise the importance of PPI in seeking for joint actions and collaboration schemes in order to find these unmet needs.

Engage with the market

Engagement with stakeholders—both internally within the public entity and externally with potential suppliers and end users—is critical to define expectations and ensure alignment. Early market consultation and Early Demand Maps, help to clarify market capabilities and align innovation goals with realistic outcomes and finding possible matches between scientific institutions and companies.

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Foster collaboration and cross-border projects

In the context of European PPI, cooperation between public authorities in different Member States can create synergies, facilitate knowledge sharing, and improve access to innovation. Cross-border projects also benefit from the possible suppliers, fostering competitive innovation.

Ensure transparency and fair competition

Establishing a transparent procurement process that encourages competition is key to ensuring equal access for innovative suppliers. Clear communication and fairness must guide the process from the tendering to implementation.

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Leverage funding and support programs

EU offers several funding opportunities to support PPI projects, including, for example, the Horizon Europe. Utilizing these resources can offset risks and encourage greater participation from suppliers who might otherwise be hesitant to engage.

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Monitor and measure the impact

A robust evaluation framework should be established from the outset to measure the success of a PPI project. This includes defining key performance indicators (KPI) and continuously tracking progress, allowing for agile adjustments as needed.

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Develop innovation procurement skills and expertise

Specific procurement teams, specialized training in PPI processes and innovation-friendly strategies ensure that the organisations can manage the complexities of PPI. This knowledge can be in areas such as early market engagement or managing intellectual property rights, searching improve their ability to drive impactful innovation.

By following these steps, the public buyers can maximize the impact of their PPI projects, driving innovation and delivering superior public services. The European Commission has published relevant information on these steps, which you can find in the links below:

- [Innovation procurement - European Commission](#)
- [New practical guidance to help public buyers boost innovation procurement - European Commission](#)
- [Horizon Europe funding for PCP and PPI - European Commission](#)

Learn more about

Do you want to understand how can public entities in Europe support innovation procurement effectively?

- Let's help create an innovation ecosystem that can adapt to a changing environment.
- Let us use PPI to achieve goals and drive change and improve the lives of citizens.

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

Coming up next:

DEC 2024 - Benefits and risks on developing PPI projects.