Innovation Partnership

IDENTIFY YOUR NEEDS

REQUIREMENTS FOR PARTICIPANTS

- ✓ One or more
- ✓ participants ✓ Capacity to do Research &
- ✓ Opportunities to enter for new market parties



DETERMINE SCOPE



- √ Make analysis of needs
- ✓ Connect to innovation agenda

COOPERATION WITH OTHER CONTRACTING AUTHORITIES

- ✓ What are the goals?
- ✓ How to share the costs?



MARKET EXPLORATION

- ✓ What does the market offer?
- ✓ Is innovation necessary?
- ✓ What is the innovative capacity of the market?
- ✓ Broaden the playing field?

CITIZENS/SERVICE OWNERS EXPLORATION

✓ What are the needs of citizens/service owners?

MARKET CONSULTATION

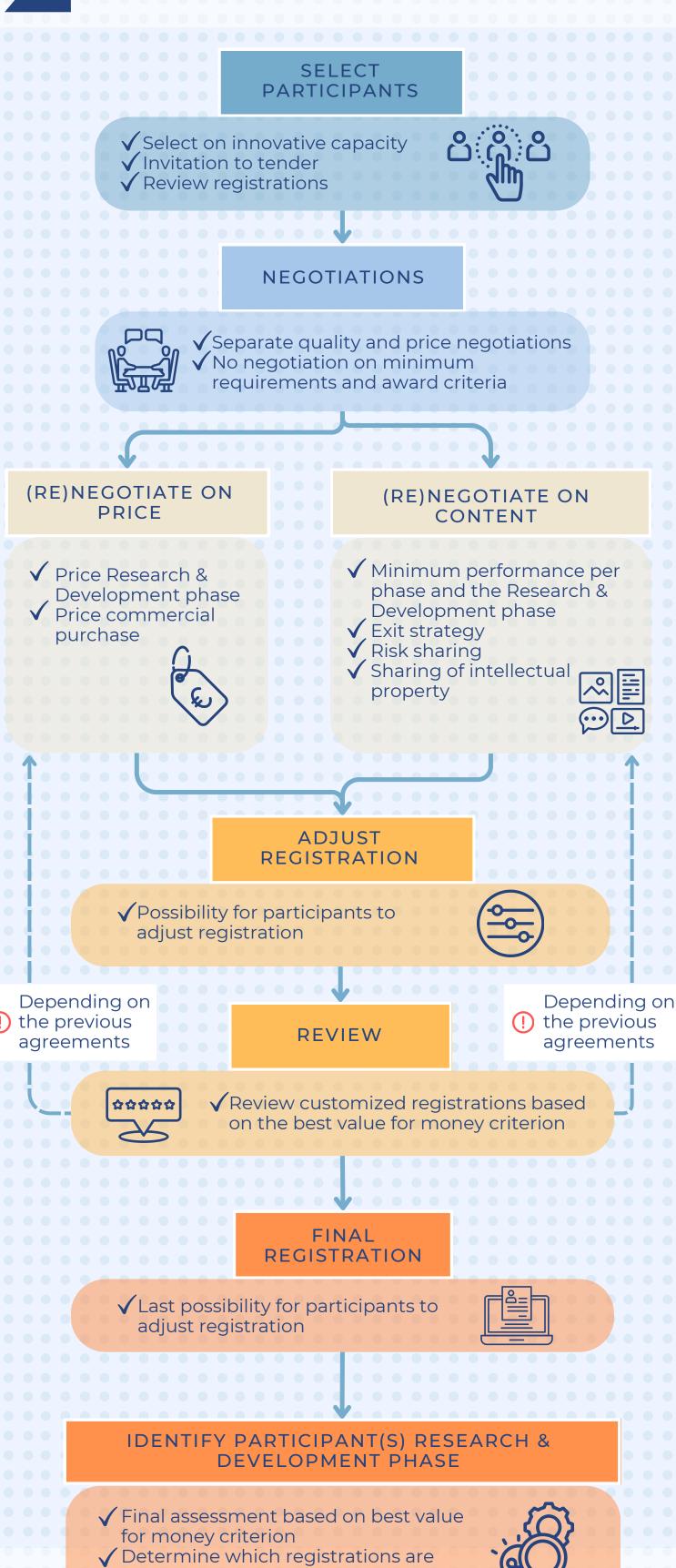
- ✓ Phases and durance of innovation partnership
- ✓ Exit strategy
- ✓ Method of cooperation
- ✓ Minimum requirements, continue monitoring of performance during the process
- ✓ Identify opportunities and risks
- √ Intellectual property

PREPARE THE TENDER DOCUMENTS

- /Minimum requirements
- Selection and award criteria
- ✓ Number of parties, planning, phasing Research & Development
- ✓ Negotiating rounds
- ✓ Payment after completion of Research & Development
- **√** Conditions
 - Confidentiality
 - Intellection property
 - Exit strategy
 - Risk sharing



COMPETITION PHASE



admitted to the Research &

Development phase

RESEARCH & DEVELOPMEN PHASE (R&D PHASE)

PERFORM DEFINED R&D PHASE

- ✓ Cooperation client and contractor (develop together) ✓ Possible R&D phases:
 - Feasibility study
 - Prototype development
 - Prototype testing
 - Test production



After each phase

EVALUATION

- ✓ Evaluate R&D results
- Reduce number of participants

 Pay participants for performed R&D work



FINISH THE PROCEDURE

- ✓ If minimum price and maximum quality are not feasible
- ✓ If technological development proceed faster outside the innovation partnership (include them in tender documents)



SELECT WINNERS

Minimum price and maximum quality ✓Purchase in accordance with previous agreements



LEGAL FRAMEWORK



Recital 49 of the Directive 2014/24/EU on public procurement. Art. 31 of the Directive 2014/24/EU on public procurement.

This Roadmap has been developed with support and funding of:



Building Procurement Capability for Embedding and Driving Innovation



Views and opinions expressed are those of the author(s) only and do not necessarily reflect those of the European Union or the European Innovation Council and SMEs Executive Agency (EISMEA). Neither the European Union nor the granting authority can be held responsible for them.