

Pre-commercial procurement: challenges and opportunities for the NREN community

Session chairs:

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Confirmed speakers:

Sara Bedin, *Independent expert on innovation management and procurement, Italy*

Pending invitations:

Bart Van Caenegem, *EC DG-CONNECT, Unit A4-Photonics, Belgium*

GEANT Procurement Manager, *GEANT*

Jerry Sobieski, *Nordunet*

Pavel Skoda, *CESNET*

Public Procurement is an important and sophisticated mechanism for public bodies which influences the overall market and creates policies for governments, agencies and other public bodies. There is much discussion surrounding the concepts of public procurement and innovation and how these can lead to an economically-stronger, environmentally-resilient and more competitive Europe. With respect to research, development and innovation services for public bodies two procurement mechanisms were created and are becoming more and more popular – PCP and PPI.

- **Public procurement of innovation (PPI)** occurs when public authorities act as a launch customer for innovative goods or services. These are typically not yet available on a large-scale commercial basis and may include conformance testing.
- **Pre-commercial procurement (PCP)** is an approach within the public procurement of innovation, developed specifically for the procurement of R&D services rather than actual goods and services; if the goods or services developed during the R&D phase are to be procured, this would need to be based on a separate procurement process. Commercial procurement is described in the European Commission's communication with the title Pre-commercial Procurement: Driving innovation to ensure sustainable high quality public services in Europe (Brussels, 14.12.2007 COM 2007:799 final).

Using PPI and PCP mechanisms public buyers can influence the market towards innovative and desired by specific body solutions.

Research Networks, in order to efficiently implement beyond state-of-the-art network services in today's networks, need to synchronize efforts by building a common procurement roadmap specifying common requirements in the short term and mid-to-long term areas of common European interests.

This session creates an opportunity for NREN representatives, including decision makers, researchers and engineers to better understand the new procurement mechanisms that are available in Europe to stimulate innovation and economic growth. This session is also intended at users of Research Networks to coordinate and orchestrate formulation of their future needs and requirements from networking.

The session will consist of the following parts:

- Part1: The COMPLETE project participants will provide a brief introduction of the COMPLETE project and elaborate on the key concepts of innovation procurement.
- Part 2: The EC representative from DG CONNECT will explain the EC strategy, support actions and expectations from the Pre-commercial Procurement programmes in Europe.
 - o Pending invitation: Bart Van Caenegem, DG-CONNECT Unit A4-Photonics,
- Part 3: Senior Consultant and independent expert for the Public Sector on innovation management and procurement will provide a tutorial on PCP/PPI mechanisms and present success stories. Moreover, the talk will provide guidelines for the NRENs how to establish and successfully execute PCP/PPI mechanisms.
 - o Invited and confirmed speaker: Sara Bedin, Independent expert, Italy
- Part 4: Success stories; examples of successful PCP/PPI projects in Europe as guidelines for the NRENs for future planning of PCP/PPI adoption (e.g. PRACE 3IP, DECIPHER, IMAILE, etc.)
- Part 5: The user/demand side. Representatives of research network projects will present the challenges that they face due to limited feature availabilities from the vendor side (5 min each).
 - o Potential speakers (pending invitations):
 - GEANT Procurement Manager
 - Jerry Sobieski, Nordunet
 - Pavel Skoda, CESNET

(the list is open and will be continuously updated)
- Part 6: Discussion and brainstorming – session leaders will involve the audience in the discussion. Topics to be covered:
 - o How to formulate future needs of users of European NRENs? How to manage their needs and requirements in more centralized and organized way?
 - o How the GEANT project can help in setting up a forum for the NRENs and their users to discuss new opportunities coming from PCP/PPI?
 - o How to prepare the project proposals, agreements and collaboration schemes?
 - o Case studies