

**PIO**  
PROGRAMMA  
INNOVATIEVE  
OVERHEIDSOPDRACHTEN

Info session DEMCA  
2 July 2018

SAMEN SNELLER  
EN SLIMMER  
INNOVEREN

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ECONOMIE,  
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Veerle Lories

### Programme for Innovation Procurement

- ▶ **Public procurement as a tool to stimulate innovation**
  - Improve the performance of the public sector
  - Improve economic competitiveness
- ▶ Yearly budget: 5 mio euro
- ▶ To finance **procurement of R&D** (50% of cost of procurer)
- ▶ To test and **validate innovative solutions** for the public sector
- ▶ Scope: public sector in Flanders

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### Why ?

**Public sector advantages:**

- ▶ Better and cheaper solutions through competition
- ▶ Strong involvement in the development of innovative solutions
- ▶ Strengthen knowledge on latest evolutions in the market
- ▶ Tackle societal challenges

**Private sector advantages:**

- ▶ New markets, insight in public needs
- ▶ More money available for innovation, more collaboration
- ▶ First aid in commercialising new products and services
- ▶ More possibilities for SME's and start-ups

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### PIO-portfolio

- 2 calls - **30 projects**
- 3rd call - **26 applications**

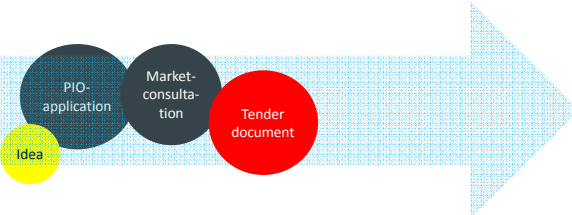
<http://www.innovatieveoverheidsopdrachten.be/en/current-projects>



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### From market consultation to innovative solution



Conclusions of market consultation determine approach of the procurement:

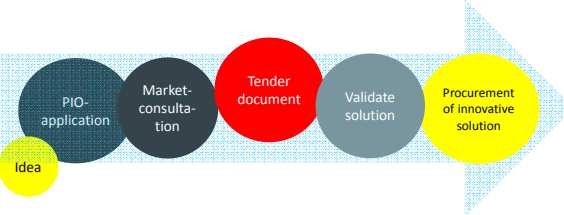
- is R&D needed: yes/no ?
- is validation/testing of available solutions needed?
- which procurement procedure to use?

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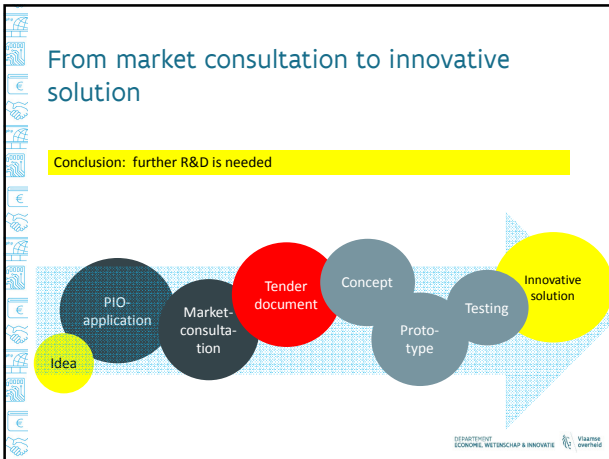
### From market consultation to innovative solution

Conclusion: innovative solutions available or close to the market



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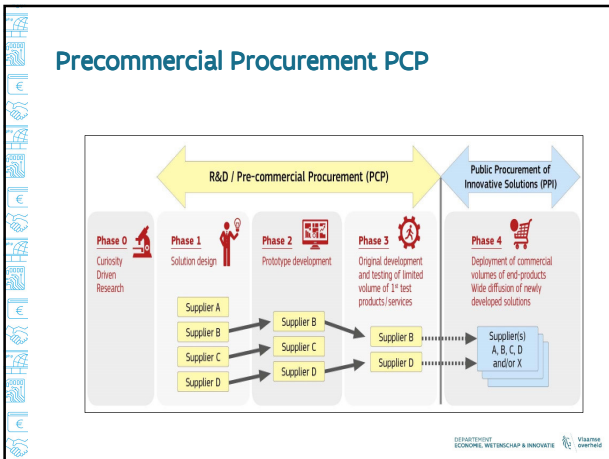


### Precommercial Procurement

Procurement of R&D services  
 → *Sharing costs of development*  
 → *Sharing benefits, IPR, .....*

Procedure developed by European Commission  
 → *Open and transparent, non-discriminating, .....*  
 → *Phased, funnel approach, .....*

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### Opportunities for companies ?

Register for our newsletter:  
<http://www.innovatieveoverheidsopdrachten.be/nieuwsbrief-innovatieve-overheidsopdrachten>

or at:  
 PIO@ewi.vlaanderen.be

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