CircularPSP Open Market Consultation – EUSEW | International

22.06.2023 - 10:00-12:00 (CET)

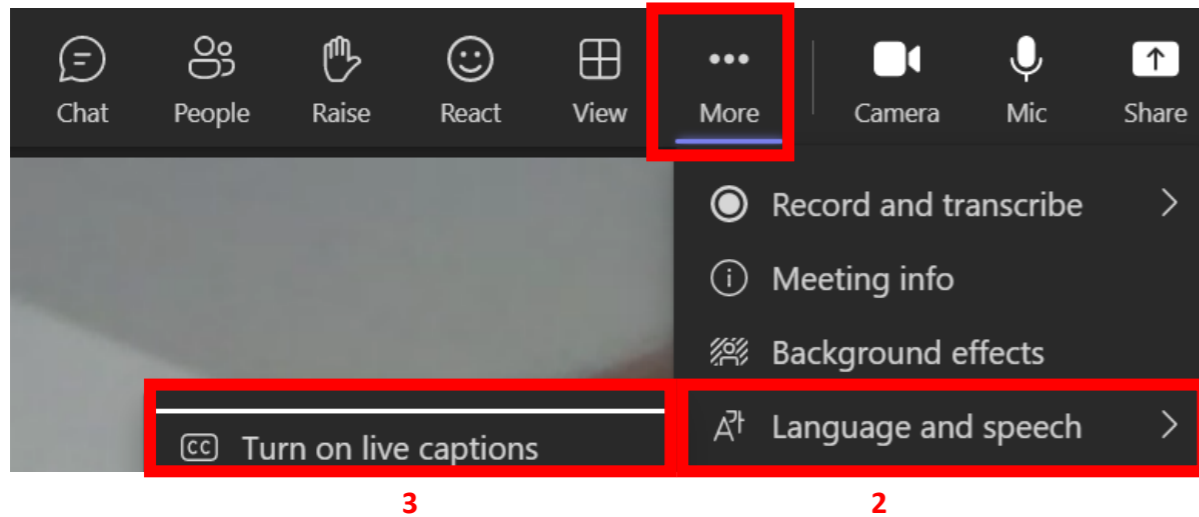CIRCULAR SPP

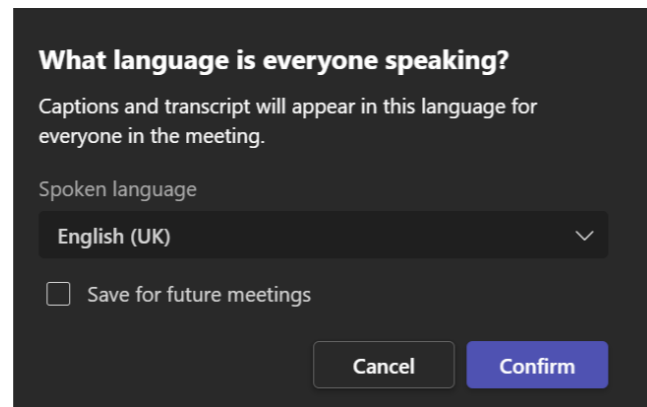# Technical: Subtitles and Translation

Teams offers captions and to translate them; it is not perfect but maybe helpful
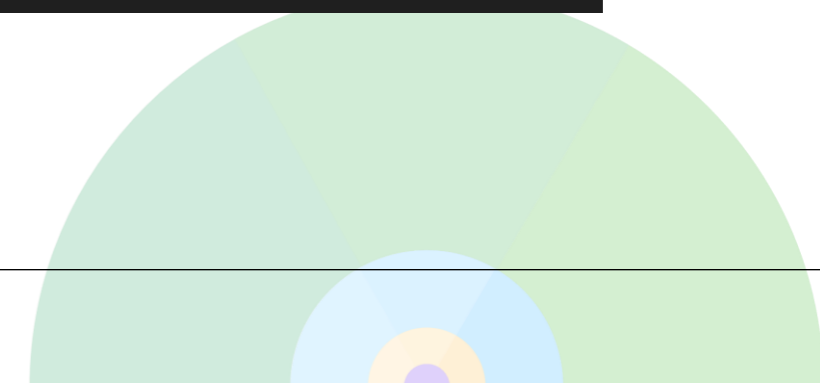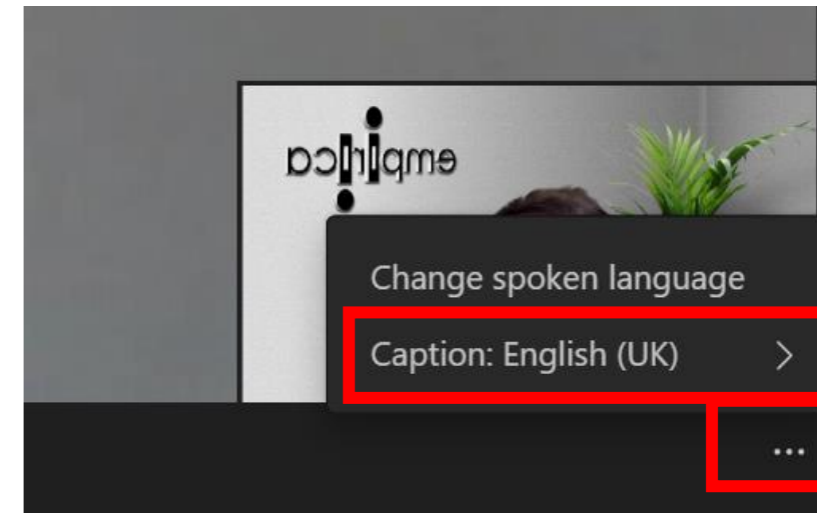
TURN ON LIVE CAPTION

▸ Turn on via 3-dots (More)

▸ Select language (can be changed see right side)

CHANGE LANGUAGE

▸ See 3-dots in the new element

▸ Change Input = Spoken language (for recognition)

▸ Change Output = Caption which then translates (if necessary)

Technical: Questions, slides etc.

All information will be shared

DURING EVENT

Recording

- The meeting will be recorded
- Video and mics are currently turned off for participants

Questions

- Ask anytime in chat
  - We try to pick up on questions during presentation to degree possible
  - If we do not, there is a very good chance your question will be answered on slides
- We will open mics and video during Q&A
- Q&A will be live following questions in chat and asked live
- Critical / new questions are added to FAQ on website

AFTER EVENT

Presentation and video

- Presentations will be shared on website: https://circularpsp.eu
  - All registered are notified via mail
- Video will be shared on website

Staying informed

- Suppliers should register in match-making platform

- Cities and other Procurers can become Preferred Partners

- All are invited to newsletter and social media channels

Objectives

To understand the scope of the project

To achieve a common understanding of the PCP process

To consult with potential suppliers of R&D solutions

To facilitate the establishment of partnerships
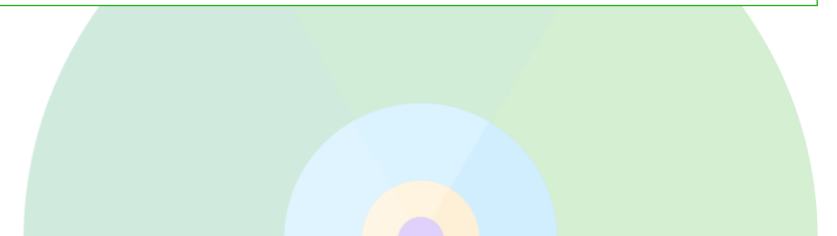
Contents / Agenda

1. Welcome and Introduction

2. CircularPSP Aim & Scope

3. Procurement and Tender Process

4. Q&A

5. Next Steps

Introduction

Summary of our Circular Economy (CE)
challenge and the PCP instrument

Project

Leading Circular Cities are tackling a common challenge together

CIRCULAR SPPC

Istanbul, Turkey	**Guimarães,** Portugal
CircularBerlin, Germany	**City Network** Sweden
Helsinki, Finland	**City Network** Slovenia
Sandyford, Ireland	**ReLondon,** UK[1]

Follower cities: Amsterdam, Bonn, more to follow

8 Procurers – 8 Countries
55 million citizens

Representing Europe's leading circular cities and regions

Common challenge: accelerate transition towards a Circular Economy (CE)

€5.64 million investment in R&D

PCP Supported by RISE, TAGES AND EMPIRICA

[1] Associated Partner involved in all activities

Sustainability transitions mapped

CE is the most challenging transition

Complexity

Circular Economy
= "fundamental
revolution"

You will become one
of the leading
thinkers on how to
make public
demand and local
economy circular

Heat
= lots of legacy
issues, complex,
but "solved to a
good part"

Mobility
= "substitution"

Electricity
= "upgrade"

People involved / affected
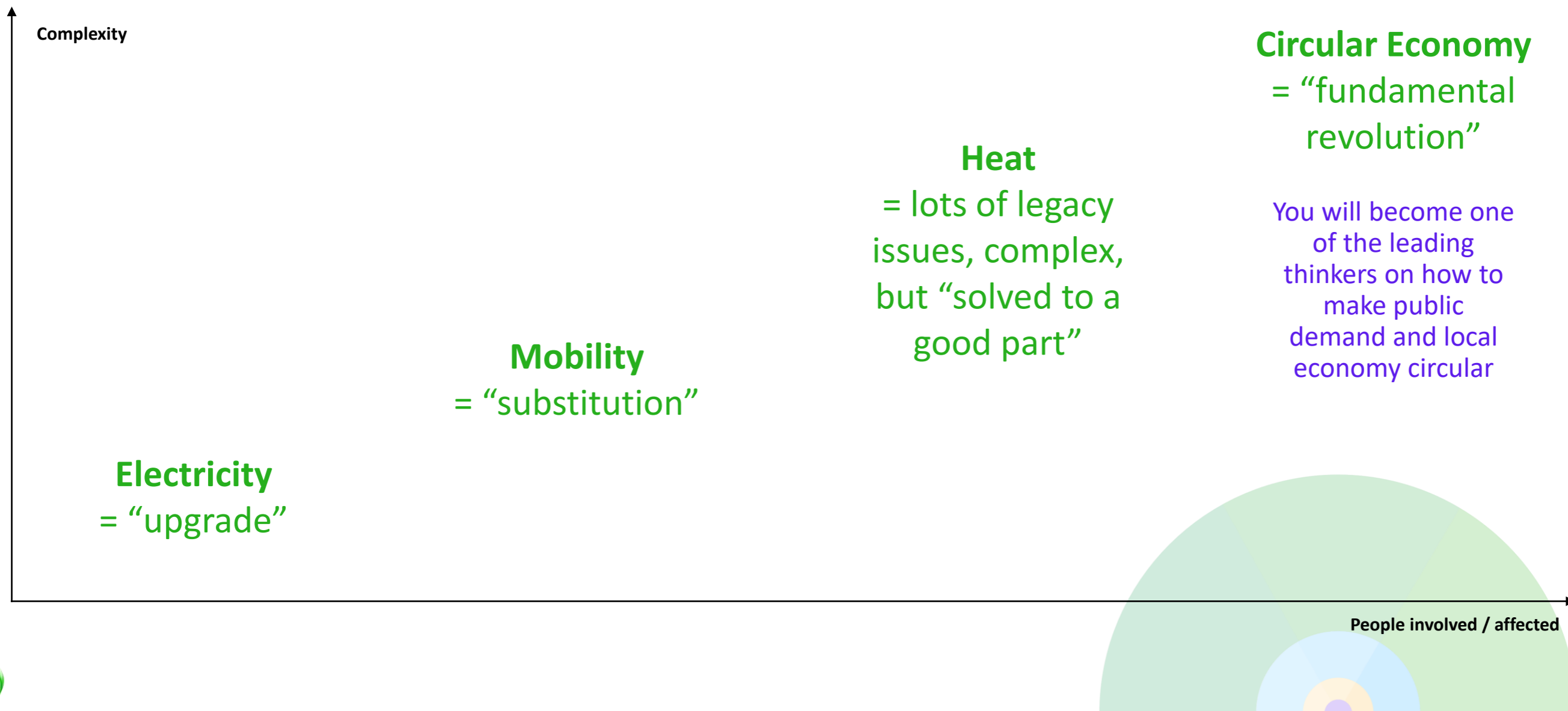
The problems of transition to CE
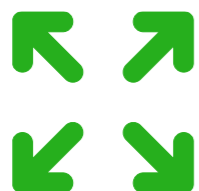
Cities – or rather the few people who are involved with CE – are facing a complex problem

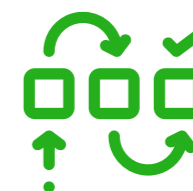|		
No capacity for CE transition in own; thousands of cities and business	**Access + Analysis of EU-wide case studies for local use/data**	**Making CE actionable on city level and for all staff**
organisation	**information**	**operation**

IDEA **A platform underpinned by AI using taxonomies and NLP to support cities, civil servants and local business**
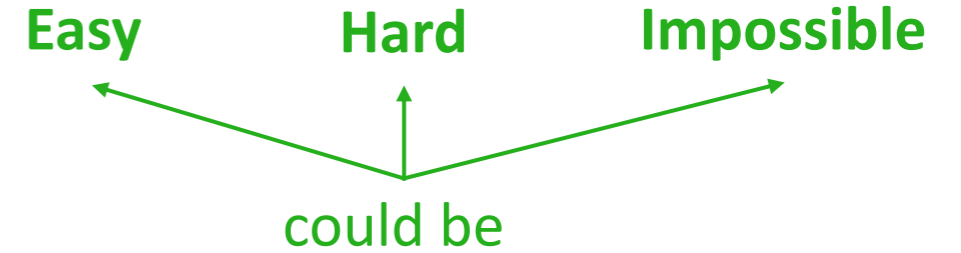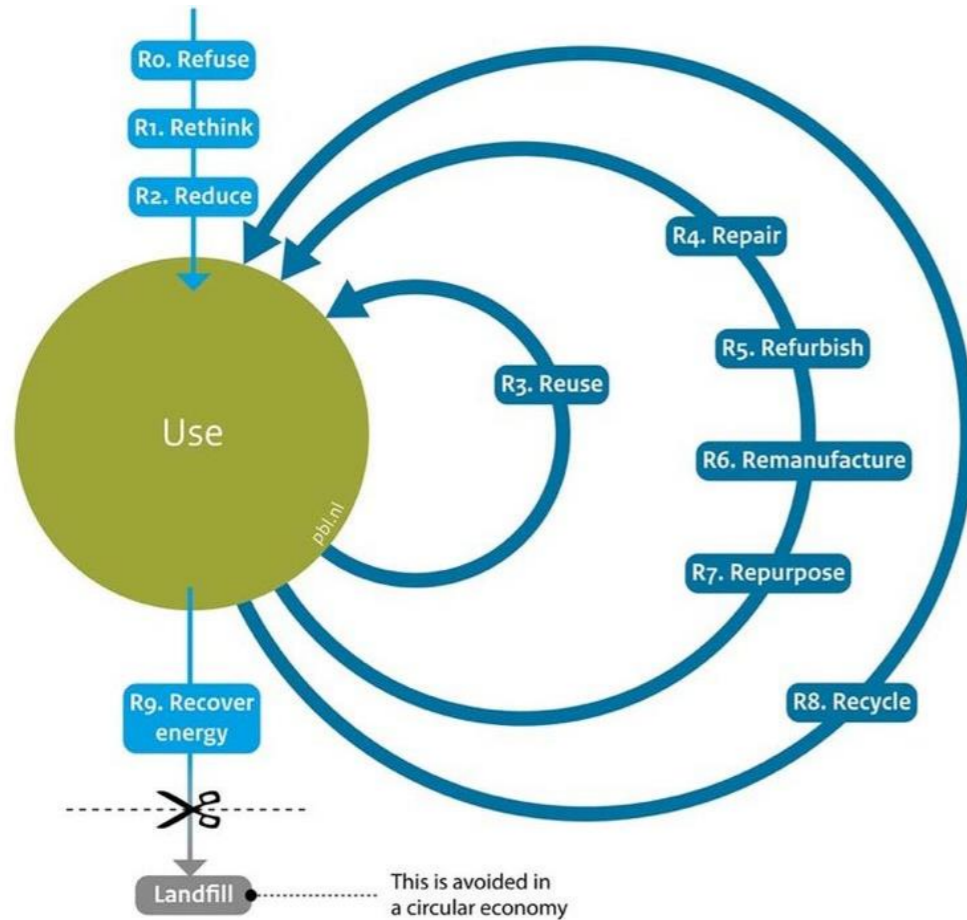
Circular Economy

Through circularity we want to utilise as <u>few</u> items as <u>long</u> as possible … to stay within a loop or "fall" as few loops as possible

THE SHORTER THE PATH THE BETTER = CLOSER TO ORIGINAL PURPOSE

Ro. Refuse
R1. Rethink
R2. Reduce
R4. Repair
R5. Refurbish
R3. Reuse
Use
R6. Remanufacture
R7. Repurpose
R8. Recycle
R9. Recover energy
Landfill ···· This is avoided in a circular economy

MINDSHIFT | **I could procure less or use "services"**

HOWEVER…IT IS COMPLICATED

Easy   **Hard**   **Impossible**

could be

this depends on

Value chain / Case   **City strategy**

User commitment   **City data**

User expertise   **Local companies**

MINDSHIFT | **I need to consider more. Who helps me?**

Core features of Pre-Commercial Procurement (PCPs)

PCPs create opportunities to solve horizontal problems which otherwise nobody would approach

| WHAT IS A PRE-COMMERCIAL PROCUREMENT (PCP)?	WHAT ARE THE BENEFITS FOR SUPPLIERS
Instrument for public procurement of R&D services	**Create opportunities for companies** to gain leadership in new markets
Public procurers act as demanding customers	**Provides a large enough demand** to incentivise industry to invest in wide commercialisation
Tool for innovation	**Development in stages** and testing of innovative ideas under **real world conditions**
Risk-benefit sharing under market conditions	Suppliers retain **IPR ownership,** procurers gains access under limited conditions
Interact closely with eight procurers operating eight countries	**Visibility on EU-Level**
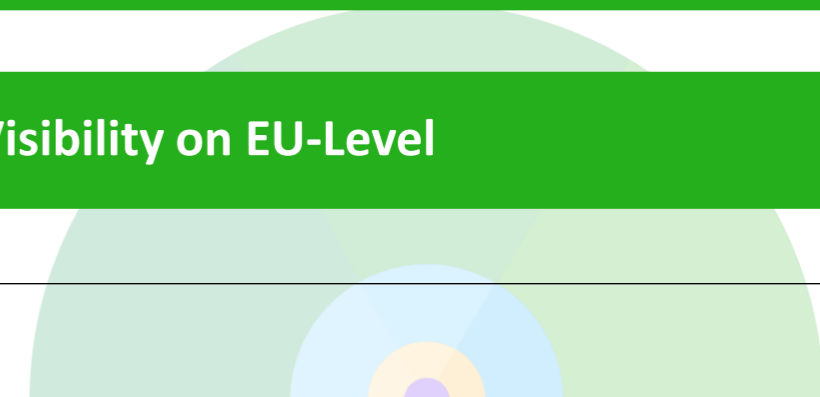
CircularPSP Aim and Scope

What do we want from suppliers?

What do we (not) want?

We want to develop something with you which we are happy to pay for after (funded) project

WHAT WE DO WANT

Cover all departments, sectors, value chains

Achieve significant impacts of R-strategies

Enable anyone independent of starting point

Curating Circular Economy expertise

Scalability for all cities and long-term vision

WHICH MEANS THIS IS NOT FOR US

"A" specific circular solution (others do that)

Squeeze last X% out of a specific use case

Non-replicable cutting edge technology

"Swinging it" with existing AI models[1]

Proof-of-concept approaches

[1] Use what there is, but make it smart for our challenge.

3 User Groups

Our users are local but all local users are facing similar challenges

PRELIMINARY

CE EXPERTISE

USER GROUP DESCRIPTION

1

Experts

Intermediaries are individuals with systemic expertise and responsibility for circular economy across the organisation and who build capacity within departments.

2

Varying levels

Any municipal staff who would advance circular economy in the own department or across the entire city

3

Any local business to deploy and supply the local circular economy. Users of the market platform, bidders to local procurements.

Services to be provided over time

Solutions are making circular action possible through planning and day-to-day support

Exemplary list

A PRIORI DESIGN CIRCULAR MISSION

CIRCULAR SPPC

CE EXPERTS

Solution setup in each city

Analyse local strategies

Analyse local data

Design a CE MISSION

Set milestones for departments

DAILY WORK (preparing anything maybe procurement)

CIRCULAR SPPC

All users

Understand outset

Research case studies + Learn / Train

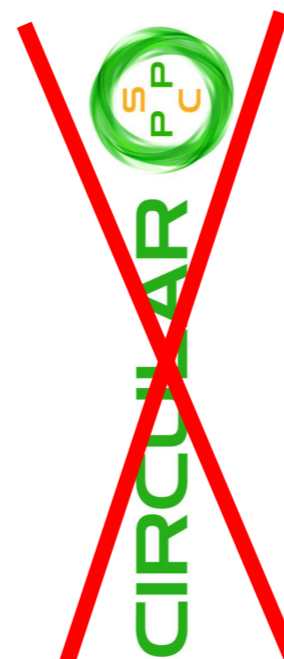Picking the best R-strategy given a,b,c

Conduct necessary steps for R strategy

Identify evaluation criteria

Pass on procurement info (if necessary)

APIs etc welcome

PROCUREMENT

~~CIRCULAR~~

Actual procurement conducted in specialised software

USE & MONITOR

CIRCULAR SPPC

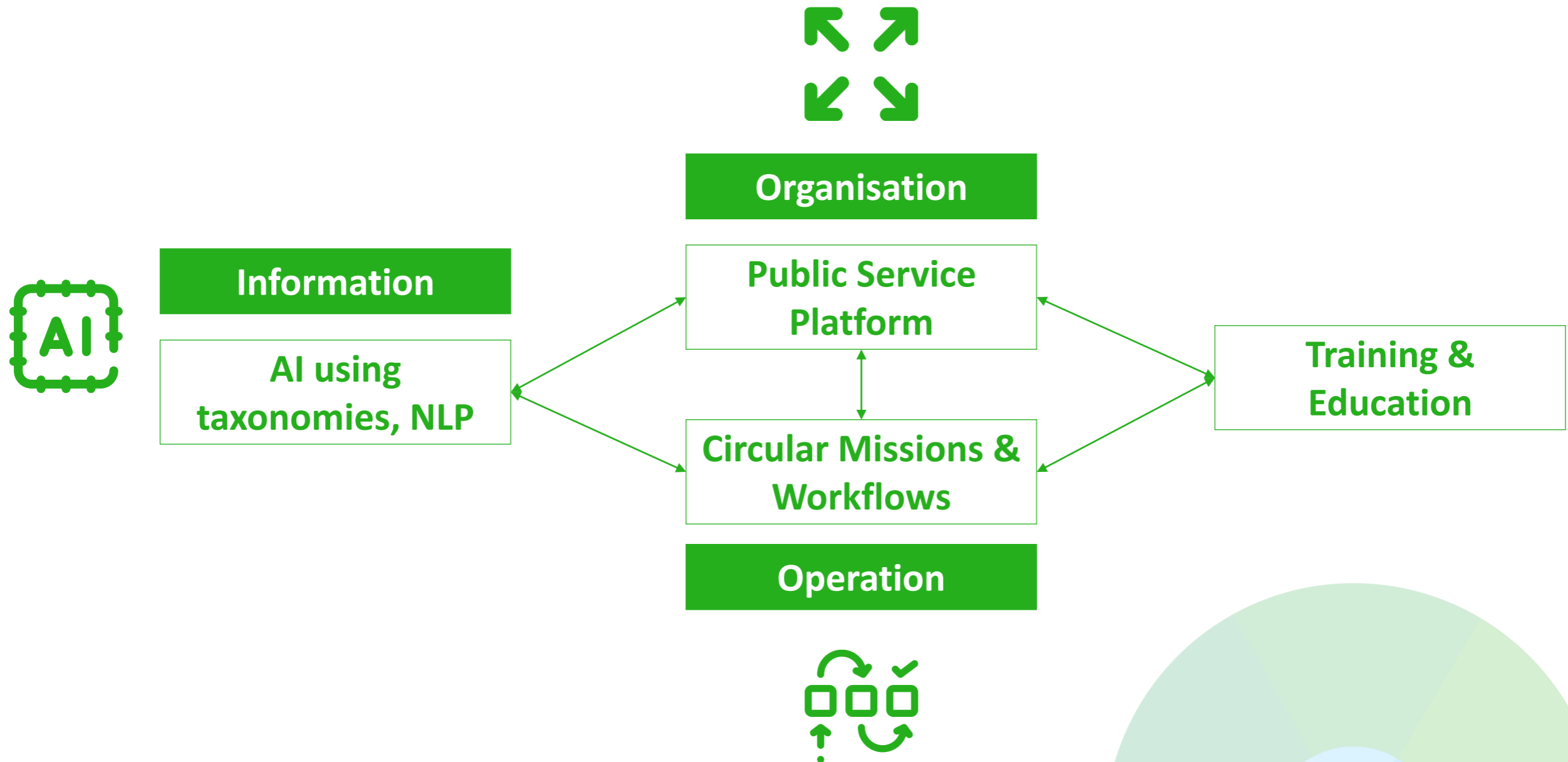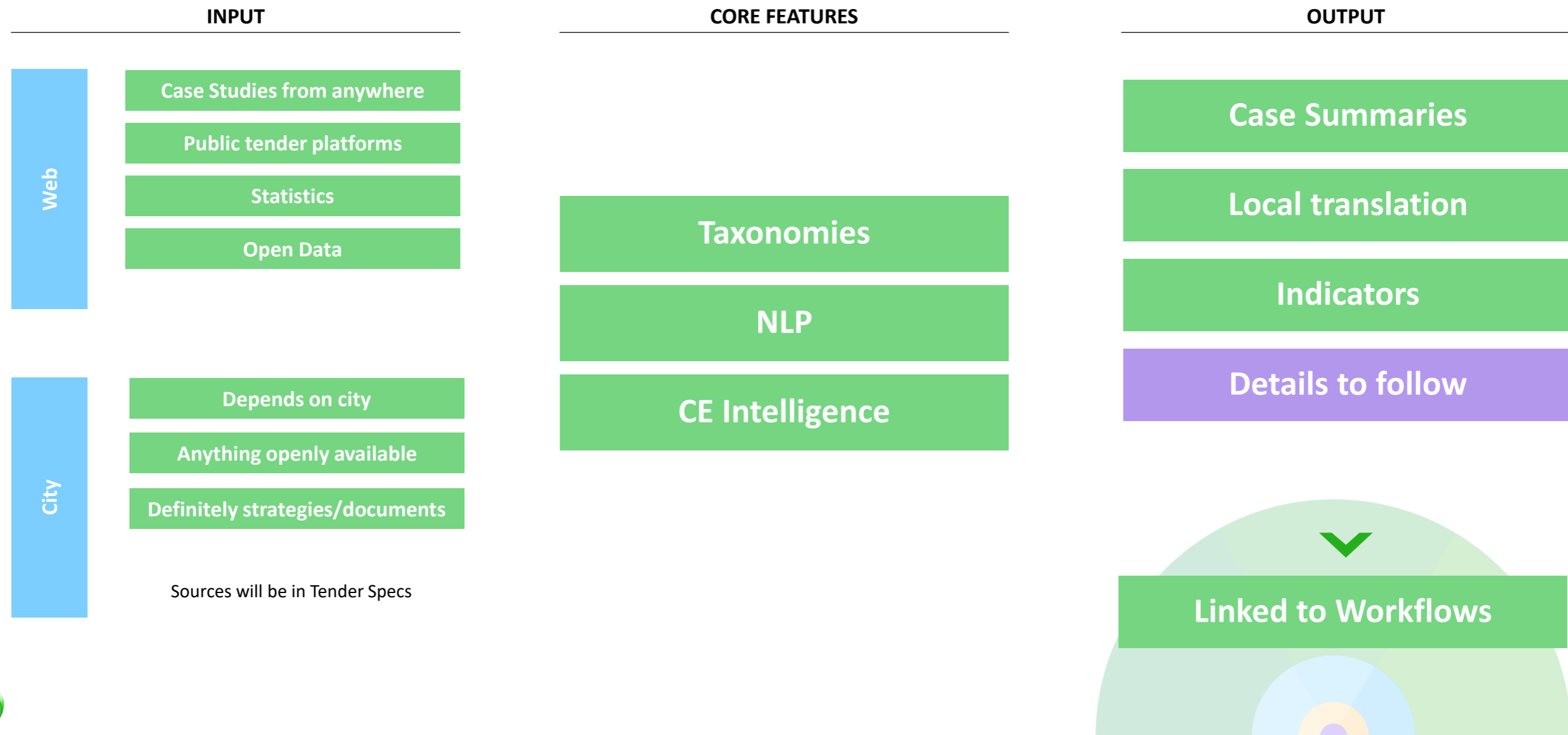Record knowledge

Keep track of stuff

Measure impact

Inform followers

3

Desired Innovations

Each problem area requires digital innovation and CE expertise

Organisation

Information

AI using taxonomies, NLP

Public Service Platform

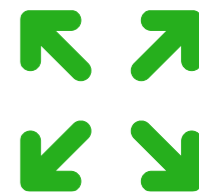**Circular Missions & Workflows**

Training & Education

Operation

Information: Data Analytics

Data Analytics is to make sense of existing data and make it highly accessible to all users

INPUT	CORE FEATURES	OUTPUT

Web
- Case Studies from anywhere
- Public tender platforms
- Statistics
- Open Data

City
- Depends on city
- Anything openly available
- Definitely strategies/documents

Sources will be in Tender Specs

CORE FEATURES
- Taxonomies
- NLP
- CE Intelligence

OUTPUT
- Case Summaries
- Local translation
- Indicators
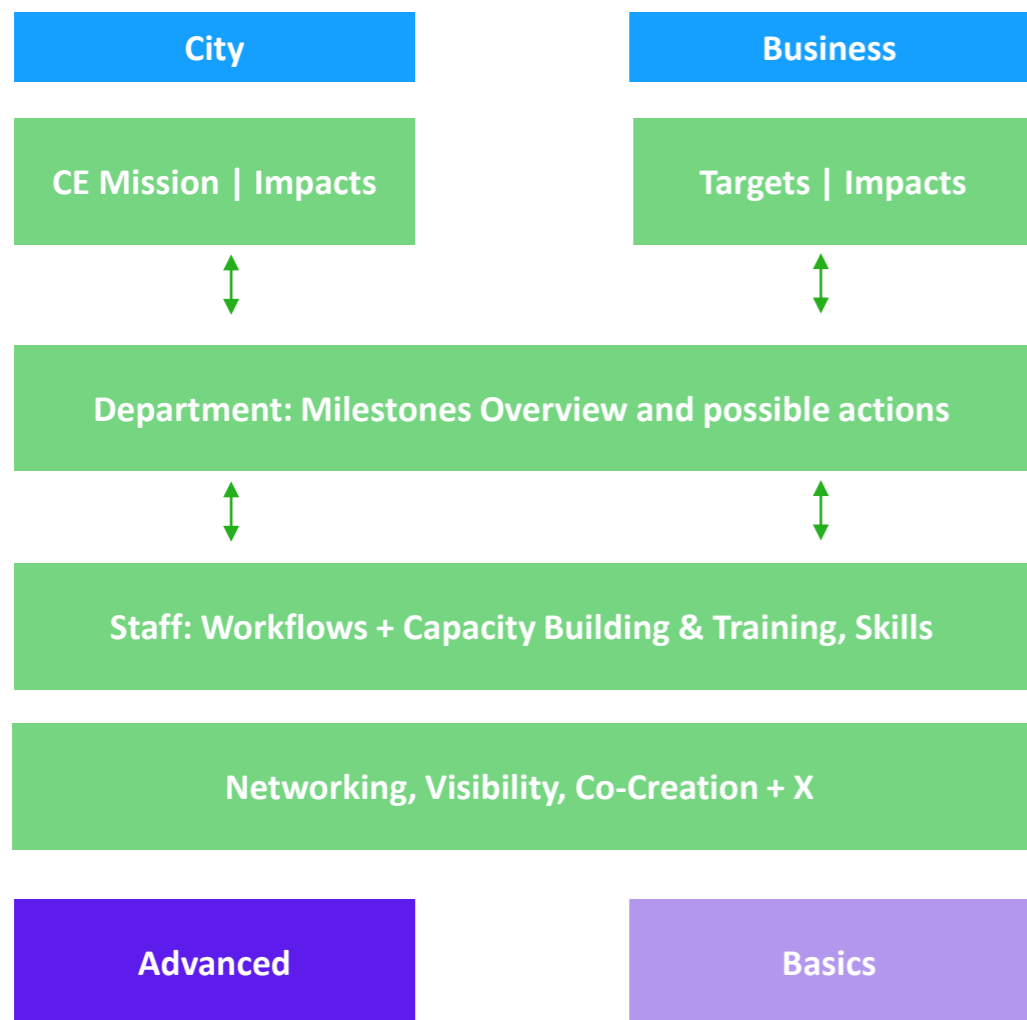- Details to follow

Linked to Workflows
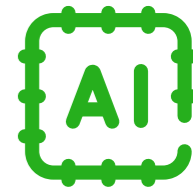
Organisation: Public Service Platform

A platform is to provide access to data, insights on CE missions and the workflows

STRUCTURE OF INTERFACE (EXEMPLARY)

City	Business
CE Mission | Impacts	Targets | Impacts

↕   ↕

Department: Milestones Overview and possible actions

↕   ↕

Staff: Workflows + Capacity Building & Training, Skills

Networking, Visibility, Co-Creation + X

Advanced	Basics

TECHNICAL REQUIREMENTS

▸ Details to follow

Scalable

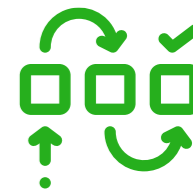**Run in cloud or on city server (TBD)**

Modular (i.e. payable plugins possible)
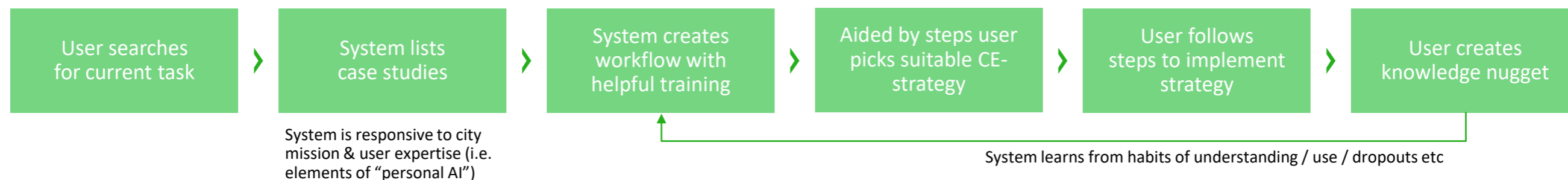
Interoperability

Multi-language support

Operation: Workflow (day-to-day) following CE Mission (long-term)

The CE Mission gives focus and Workflows enable all users to act circular

WORFKFLOW (I.E. PROCESS)

User searches for current task	System lists case studies	System creates workflow with helpful training	Aided by steps user picks suitable CE-strategy	User follows steps to implement strategy	User creates knowledge nugget

System is responsive to city mission & user expertise (i.e. elements of "personal AI")

System learns from habits of understanding / use / dropouts etc

WORFKFLOW - REQUIREMENTS

Clear structure	**Status must be clear**	**Solve barriers**

Approach: up to you (e.g. flow, chat, lists)

Users are regular municipal staff … best have some expertise on user group

CircularPSP is technology neutral

Our focus is to describe the actual problem – you need to come up with technical and practical solutions

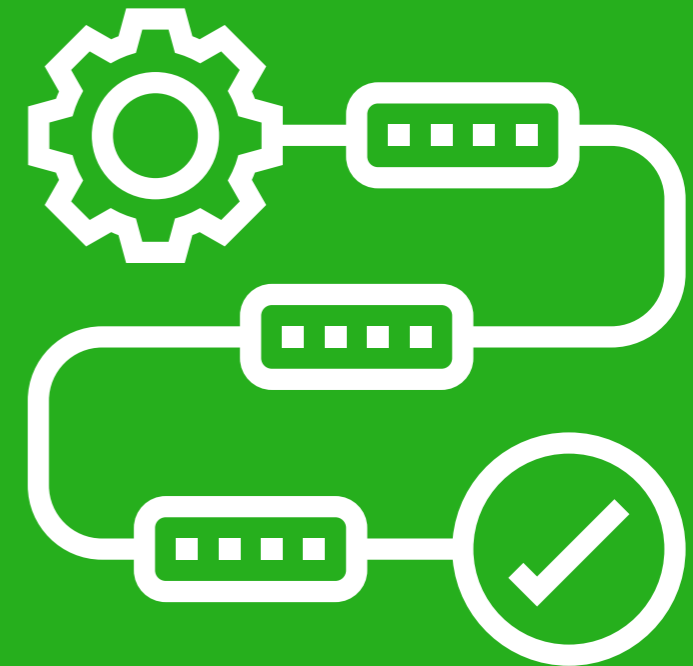**Buyers Group defines (very complex) problem and award criteria**

Most likely: We will phrase design principles + specific requirements

Suppliers define the solution

…any constellation of technologies is thinkable if it fulfils design principles and requirements etc. …

Procurement and Tender Process

Pre–Commercial Procurement vs. Traditional Public Procurement

Pre-Commercial-Procurements (PCP) create a new, competitive market for Research and Development (R&D) services and development

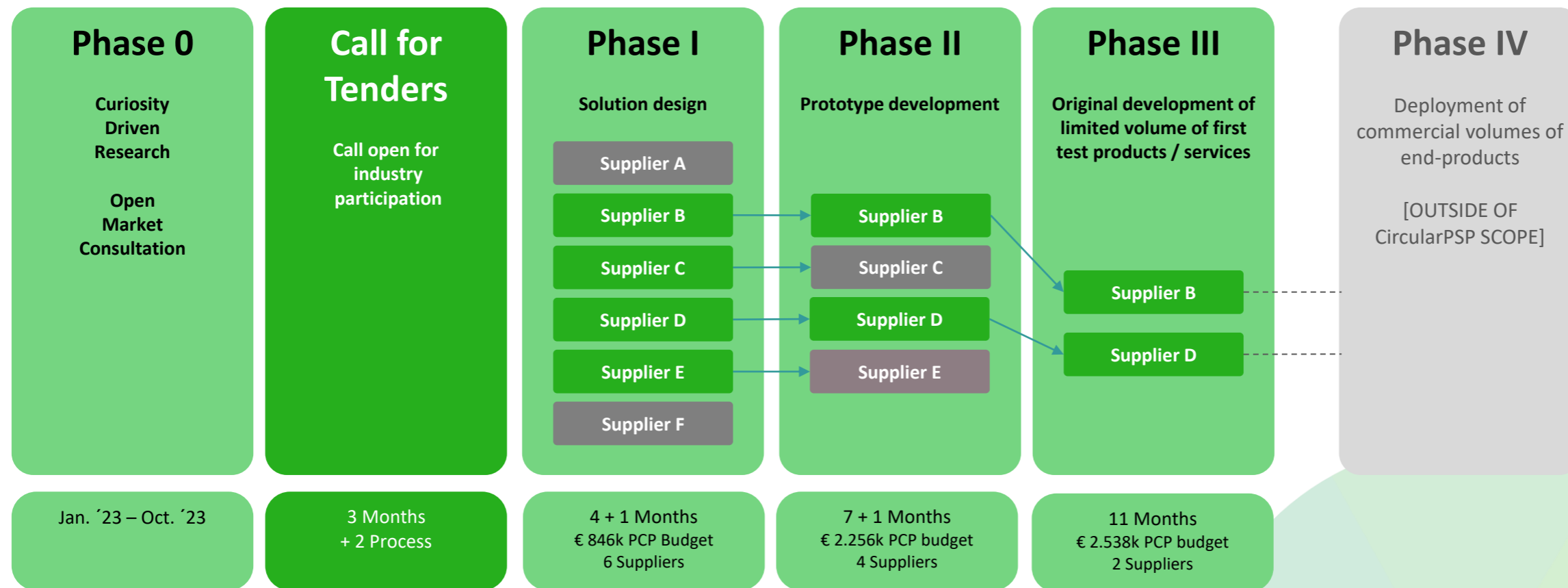| **PRE–COMMERCIAL PROCUREMENT**	**TRADITIONAL PROCUREMENT**
Joint Procurement (Buyers Group)	**Individual Procurement** (single department)
High degree of innovation / R&D effort required	**Low degree** of solutions' innovation
Prototype development: medium-/long-term	**Mature product/service:** immediate/short-term
Competitive development: several suppliers	**Single contract:** one supplier
New IPR – Risk/Benefit-sharing	Often based on existing **IPR**
Special legal framework in Horizon Europe/WTO	**National public procurement** rules apply
Development in multiple phases	**Development in one phase**

PCP Structure

PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

PRELIMINARY

Applied R&D / Pre-commercial Procurement (PCP) →

Public Procurement of Innovative Solutions (PPI)

Phase 0	Call for Tenders	Phase I	Phase II	Phase III	Phase IV
Curiosity Driven Research **Open Market Consultation**	**Call open for industry participation**	Solution design Supplier A Supplier B Supplier C Supplier D Supplier E Supplier F	Prototype development Supplier B Supplier C Supplier D Supplier E	Original development of limited volume of first test products / services Supplier B Supplier D	Deployment of commercial volumes of end-products [OUTSIDE OF CircularPSP SCOPE]
Jan. ´23 – Oct. ´23	3 Months + 2 Process	4 + 1 Months € 846k PCP Budget 6 Suppliers	7 + 1 Months € 2.256k PCP budget 4 Suppliers	11 Months € 2.538k PCP budget 2 Suppliers	

Values are *expected* to exclude and not require VAT.

PCP Tendering | Core requirements for Suppliers

All core requirements are derived from the EU directive on competition

ELIGIBILITY CRITERIA

▸ Tender is open to all **types of operators** (companies or other type of legal entities) regardless of their size or governance structure

▸ Both **single entity** or **joint tender offers** (consortia) are possible

▸ The call will be open to all participants, as long as **a minimum of 50% of the project R&D activities**/budget takes place **in the EU or Associated countries**

▸ Participation in the open market consultation is not a condition for submitting a tender

GENERAL REQUIREMENTS

Electronic Submission via e-mail

3 months for submission starting Nov 2023 (To be confirmed)

Official language is English

IPR sharing, if suppliers do not exploit results

Contract award | Project

For each of the three phases the same rules on contract, monitoring, payments and IPR apply

One Lead Procurer	All contracts, invoices and payments go through the lead procurer who acts on behalf of all procurers
Contracting	Framework agreement with **specific contracts in each phase**
Monitoring	During each phase, contract implementation is **monitored periodically** and reviewed **against the expected outcomes**
Completion criteria	**Satisfactory completion** of milestones and deliverables: requirement for payment --- **Successful completion** permits entering next Phase
Intellectual property rights	Suppliers **keep ownership of the IPRs** attached to the results generated during the PCP implementation, but must exploit

Q&A

Next Steps

The Request for Tender is expected for November 2023

CircularPSP Timeline

PREPARATION AND TENDER

Research & OMC (Jan. – Oct. '23)

OMC Events (May-June '23)

Matchmaking Platform + Networking (Sep + Oct)

Procurer Survey

Preferred Partner Interaction (Sep with ICLEI)

Tender Open (Nov. '23 – Jan. '24)

Tender Launch + Training Events (est. November)

Q&A anytime (FAQ already online)

SELECTION AND PCP PROJECTS

Tender evaluation — **Feb. '24 – Mar. '24**

Phase I — **Apr. '24 – Aug. '24**

Phase II — **Sep. '24 – Apr. '25**

Phase III — **May. '25 – Mar. '26**

[1] Two months for evaluation

Suppliers are invited to create a consortium

Search of partners is supported with the Matchmaking Platform

MATCHMAKING

▶ Become visible among other suppliers looking for partners

▶ Steps, describe:
  ▪ What you are looking for
  ▪ What you are offering
  ▪ Some basics + contact information

▶ Completing the form takes only ~5 minutes

▶ We encourage companies that cannot cover the whole CircularPSP solution to team up with other companies and apply together with international partners in a joint tender (consortium).

We will organise a match-making events in September / October

PLATFORM

▶ Location: https://circularpsp.eu/matchmaking/

Procurers: Answer Survey – Become Preferred Partner

Procurers to OMC Questionnaire

QUESTIONNAIRE

▶ Provide us with reflected input on content and conditions of CircularPSP

▶ Location: https://circularpsp.eu/survey/

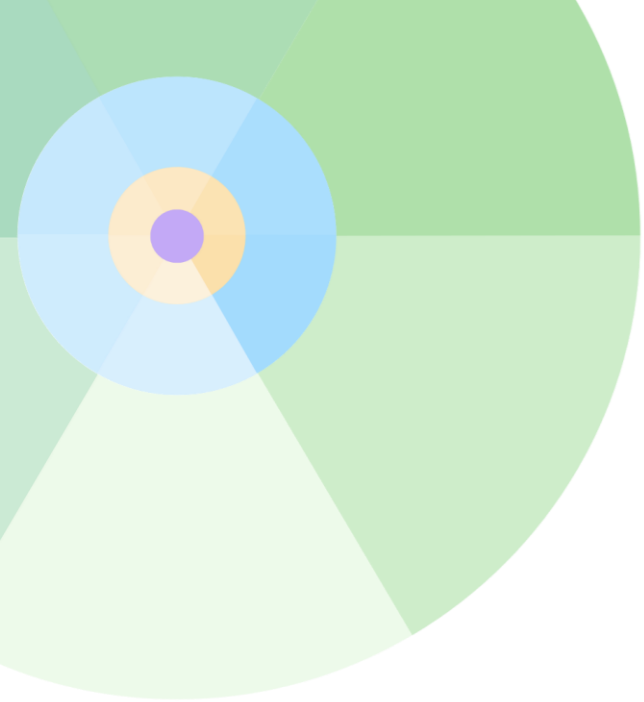▶ Completing the form takes ~12-18 minutes (depending in level of detail)

BECOME PREFERRED PARTNER

▶ If you are interestd in solutions and suppliers:
  - Simply state your interest via mail to CircularPSP@empirica.com
  - We only need a brief description and a logo
  - We invite you to events and aim to allow testing by preferred partners
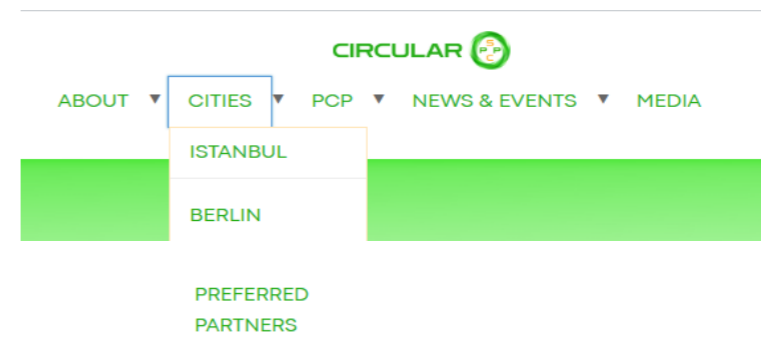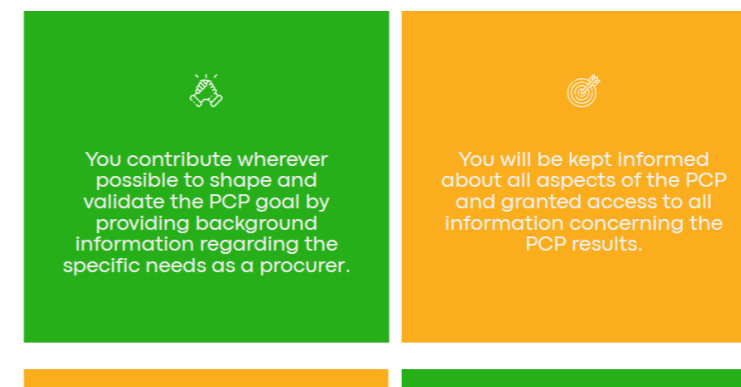
circularpsp.eu

@CircularPSP

CircularPSP

@CircularPSP