

## Sandyford OMC

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21<sup>st</sup> June 2023  
12:00-14:00 (CET)

# CIRCULAR



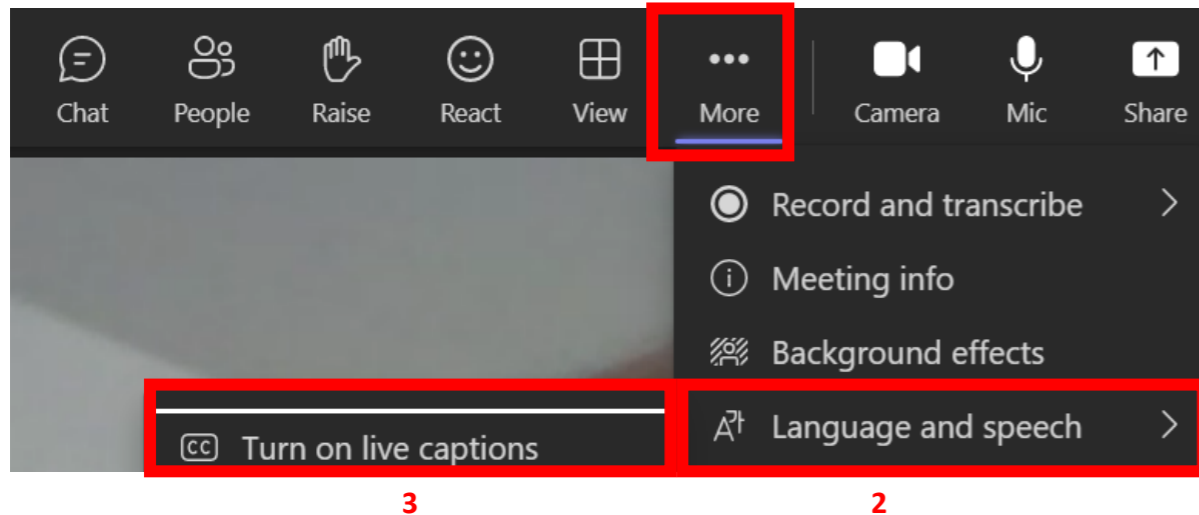
This project has received funding from the European Union's Horizon Europe Pre-Commercial Procurement Programme, under Grant Agreement n° 101092208.

## Technical: Subtitles and Translation

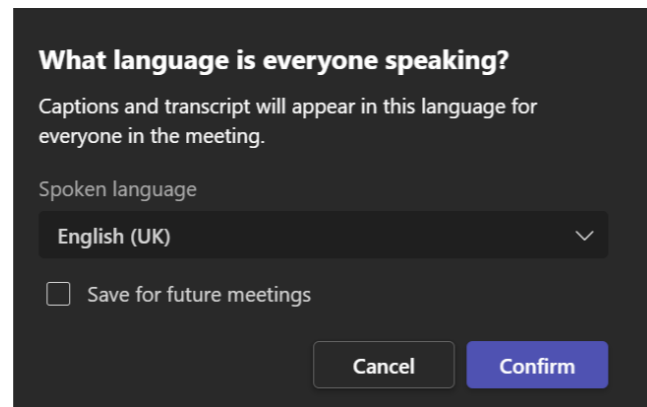
Teams offers captions and to translate them; it is not perfect but maybe helpful

### TURN ON LIVE CAPTION

- ▶ Turn on via 3-dots (More)

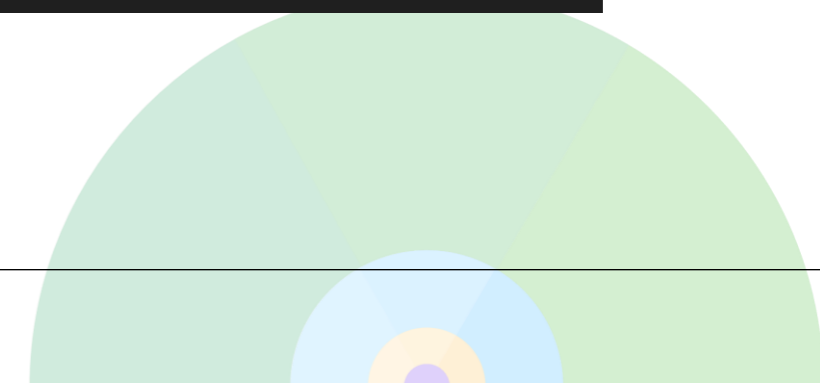
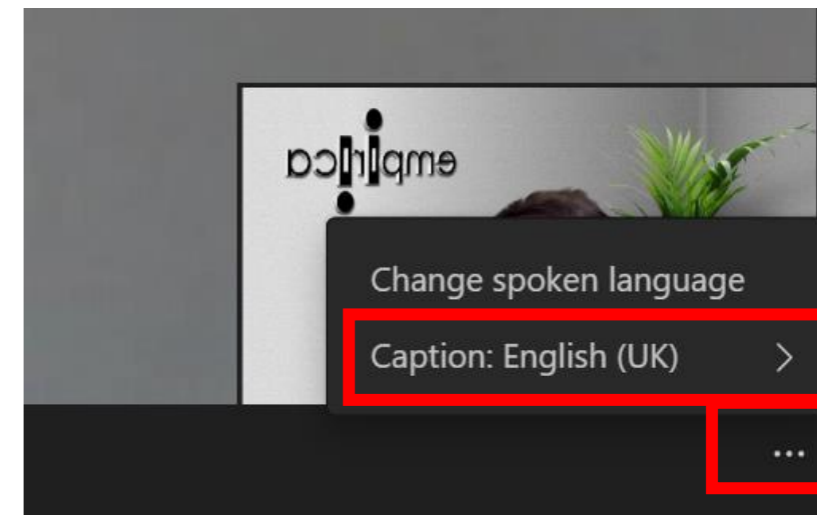


- ▶ Select language (can be changed see right side)



### 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.

## 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

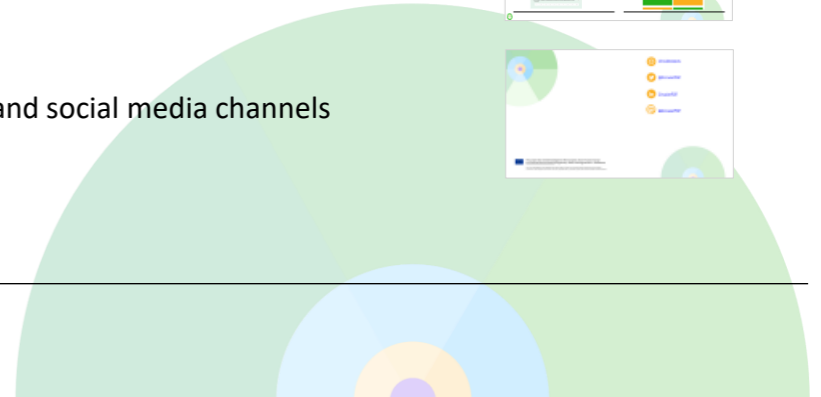


- ▶ Presentations will be shared on website: <https://circularpsp.eu>
  - All registered are notified via mail
- ▶ Video will be shared on website

### 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



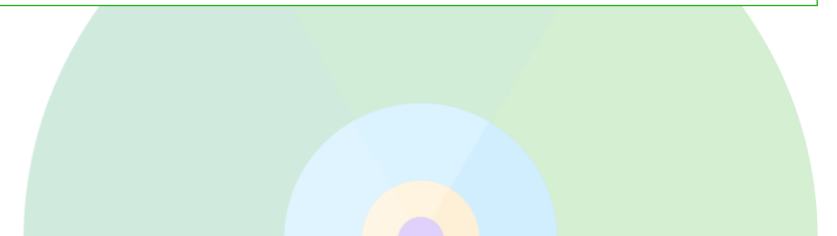
## Objectives

**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



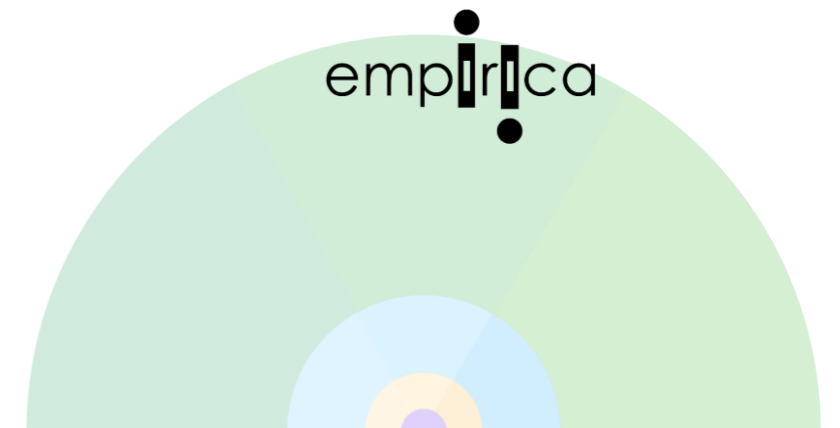
# Presenters



**Ger Corbett**  
CEO



**Georg Vogt**  
Head of ICT  
Innovation Energy



# Introduction

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

## >>Introduction

CircularPSP Aim & Scope

Procurement and Tender Process

Q&A

Next Steps





# Project

Leading Circular Cities are tackling a common challenge together

# CIRCULAR



Istanbul, Turkey

Guimarães, Portugal

CircularBerlin, Germany

City Network Sweden

Helsinki, Finland

City Network Slovenia

Sandyford, Ireland

ReLondon, UK<sup>1</sup>

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

Budget spent in a 3-phase competition

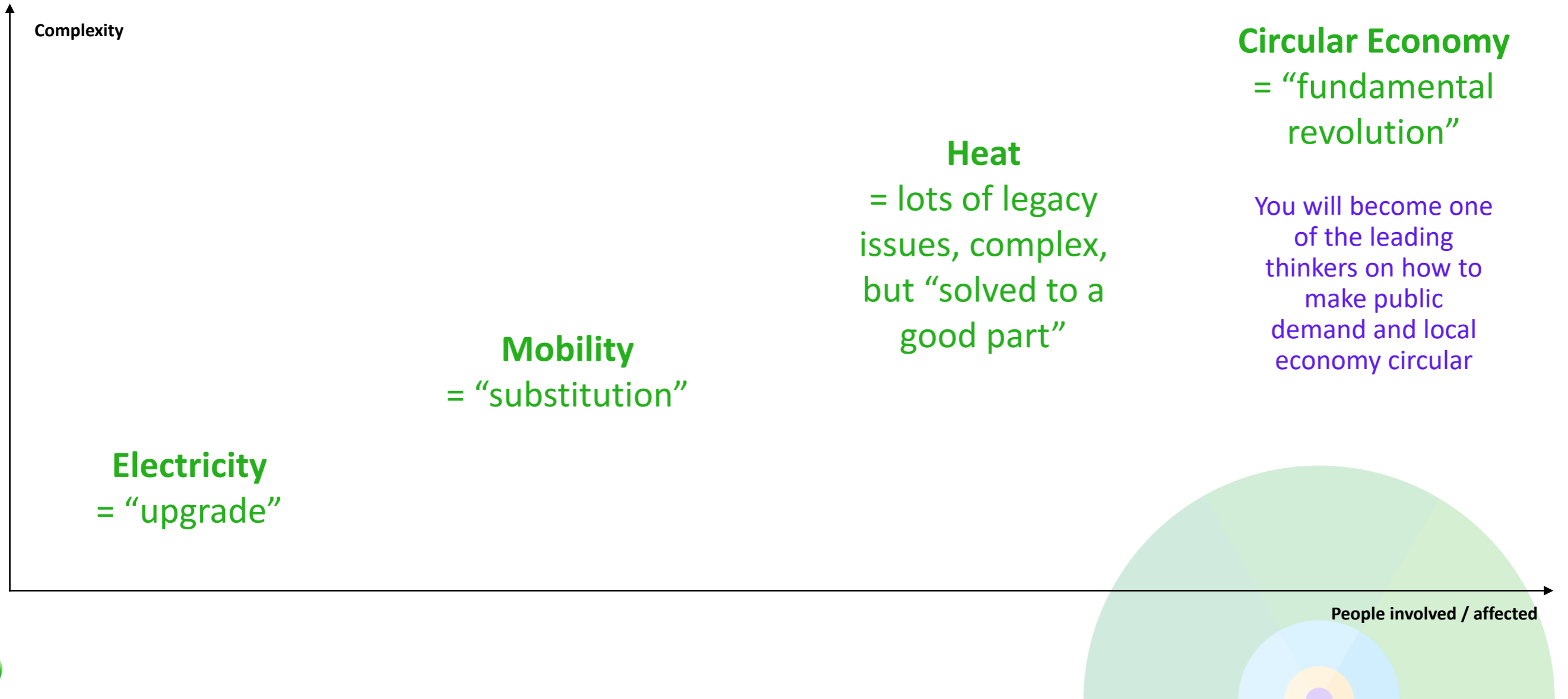


<sup>1</sup> Associated Partner involved in all activities



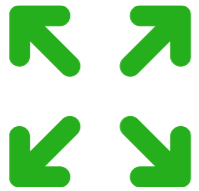
# Sustainability transitions mapped

CE is the most challenging transition



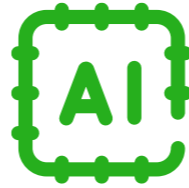
## The problems of transition to CE

Cities – or rather the few people who are involved with CE – are facing a complex problem



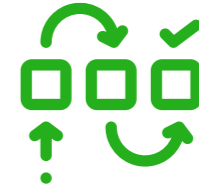
No capacity for CE transition in own; thousands of cities and business

organisation



Access + Analysis of EU-wide case studies for local use/data

information



Making CE actionable on city level and for all staff

operation

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

## Circular Economy (1/2) – Dimension of Time

Through circularity we want to utilise as few items as long as possible ...

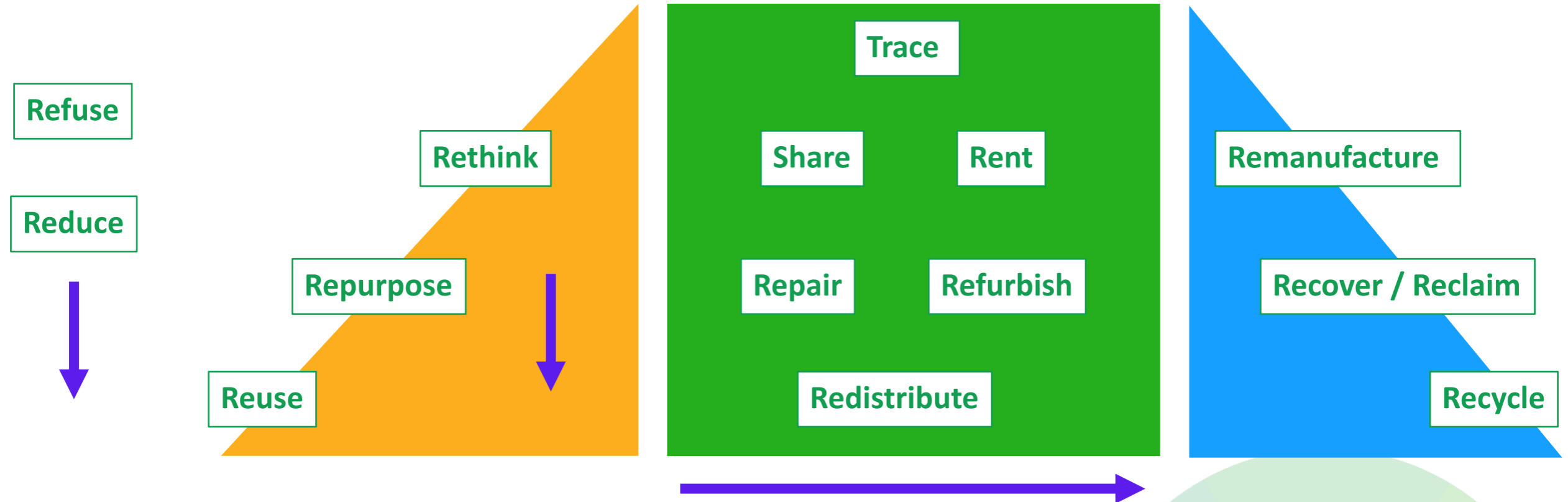
Value Hill from “city” perspective (i.e. not producer of stuff)

AVOID INPUT

CIRCULAR INPUT

CIRCULAR USE

CIRCULAR OUTPUT



**MINDSHIFT** I could procure less + I buy, keep, track and consider products as a service.

# Circular Economy (2/2) – Dimension of Loops

... to stay within a loop or “fall” as few loops as possible

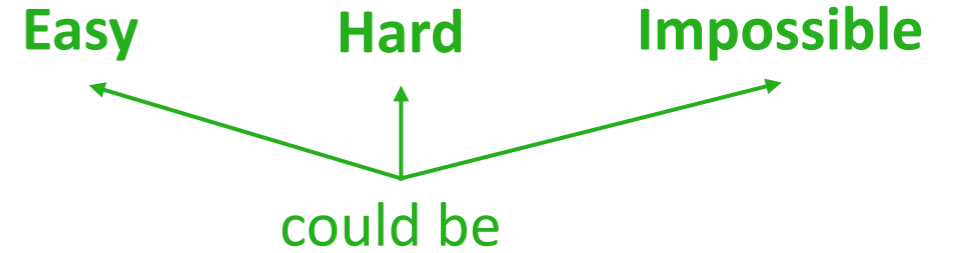
THE SMALLER THE LOOP THE BETTER = CLOSER TO ORIGINAL PURPOSE



Current state of play



HOWEVER...IT IS COMPLICATED



this depends on

Value chain / Case

City strategy

User commitment

City data

User expertise

Local companies

**MINDSHIFT** I need 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**

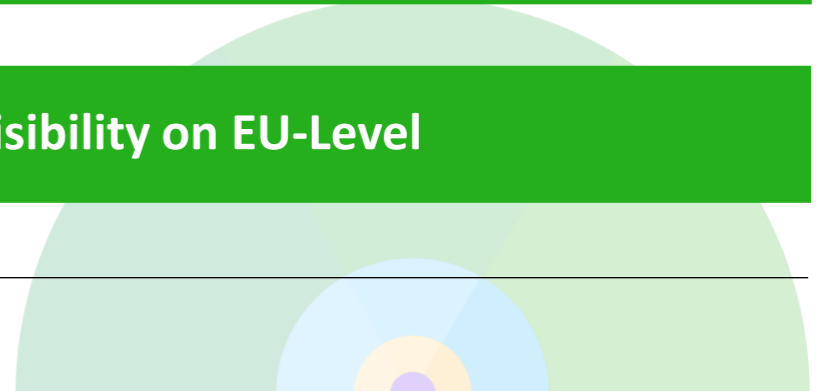


**Suppliers retain IPR ownership,  
procurers gains access under limited conditions**

**Interact closely with eight procurers  
operating eight countries**



**Visibility on EU-Level**



# CircularPSP Aim and Scope

What do we want from suppliers?

Welcome and Introduction

>>**CircularPSP Aim & Scope**

Procurement and Tender Process

Q&A

Next Steps



## 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<sup>1</sup>**

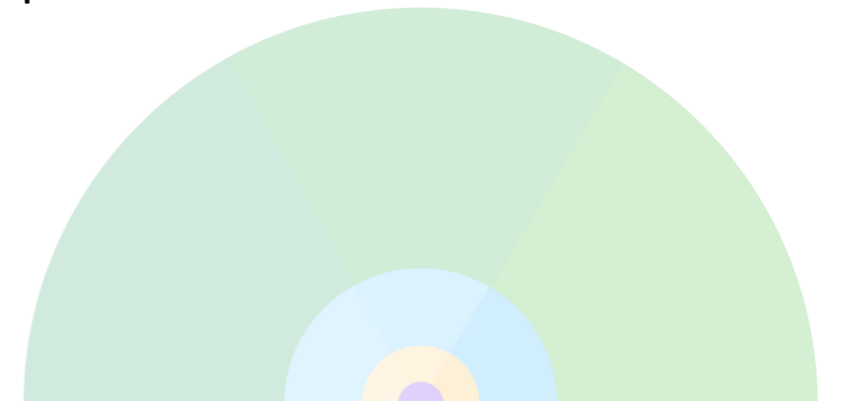
**Proof-of-concept approaches**

## 3 User Groups

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

PRELIMINARY

	CE EXPERTISE	USER GROUP DESCRIPTION
1	<b>Experts</b>	<b>Intermediaries</b> are individuals with systemic expertise and responsibility for circular economy across the organisation and who build capacity within departments.
2	<b>Varying levels</b>	<b>Any municipal staff</b> who would advance circular economy in the own department or across the entire city
3		<b>Any local business</b> 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



**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)



**All users**

Understand outset

Research case studies + Learn / Train

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

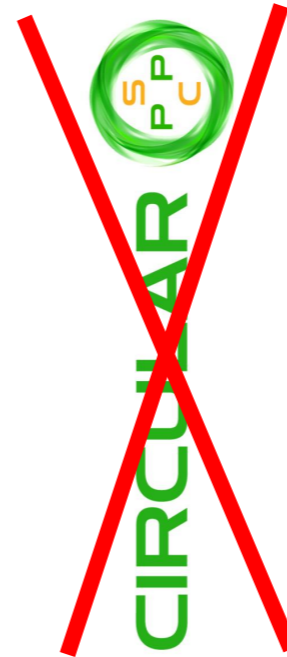
**Conduct necessary steps for R strategy**

Identify evaluation criteria

Pass on procurement info (if necessary)

APIs etc welcome

### PROCUREMENT



Actual procurement conducted in specialised software

### USE & MONITOR

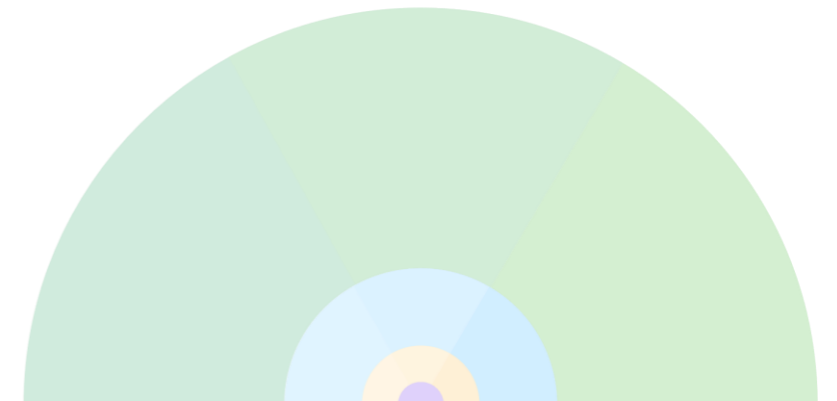


Record knowledge

Keep track of stuff

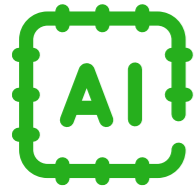
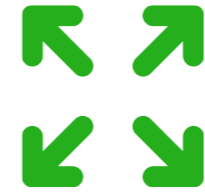
Measure impact

Inform followers



# Desired Innovations

Each problem area requires digital innovation and CE expertise



**Information**

AI using taxonomies, NLP

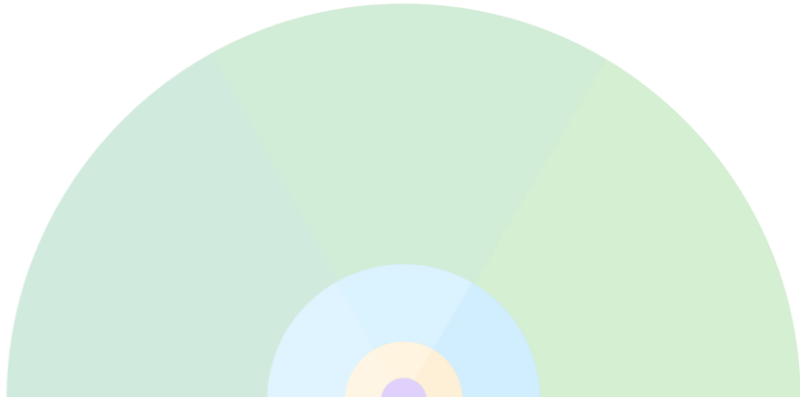
**Organisation**

Public Service Platform

Circular Missions & Workflows

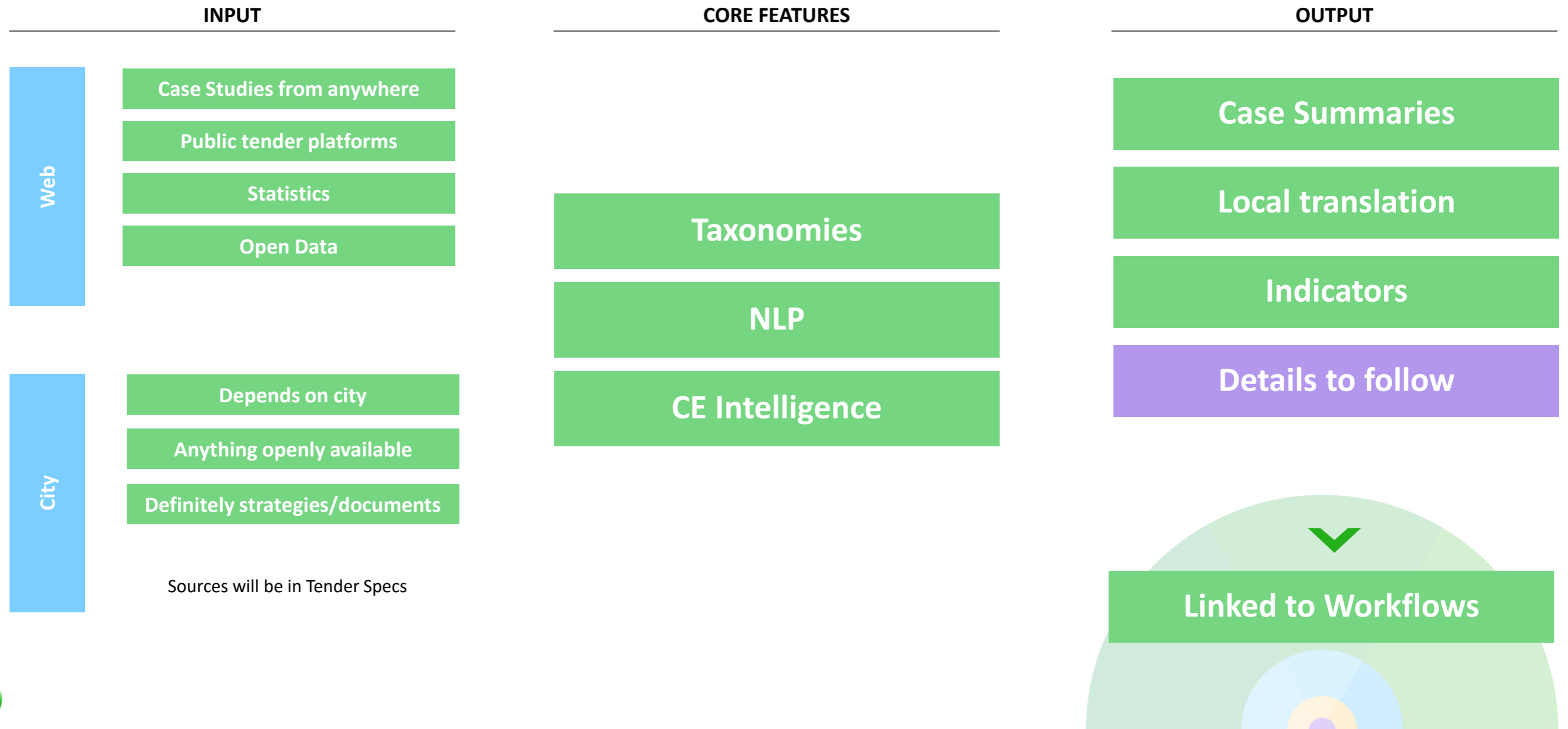
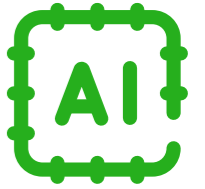
**Operation**

Training & Education



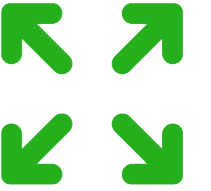
# Information: Data Analytics

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

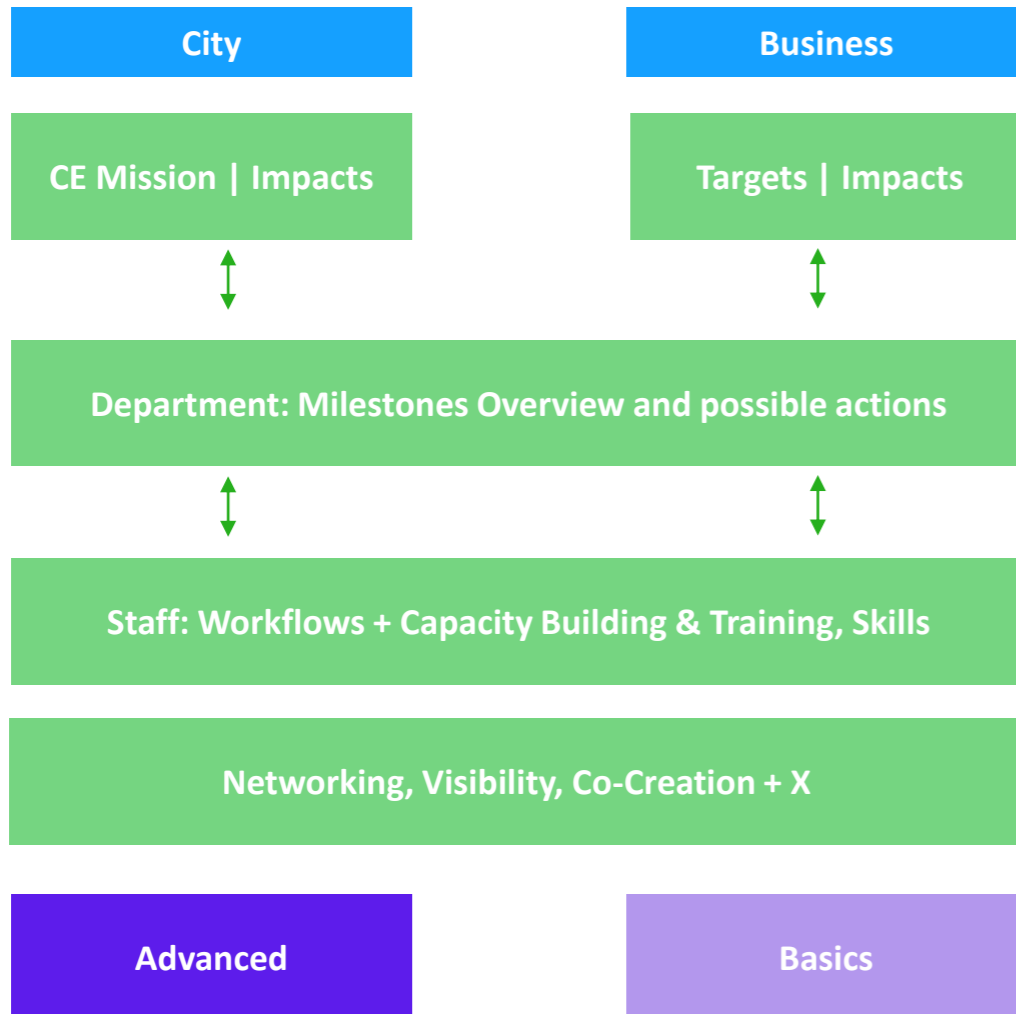


# Organisation: Public Service Platform

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



## STRUCTURE / FUNCTIONALITY



## TECHNICAL REQUIREMENTS

► Details to follow

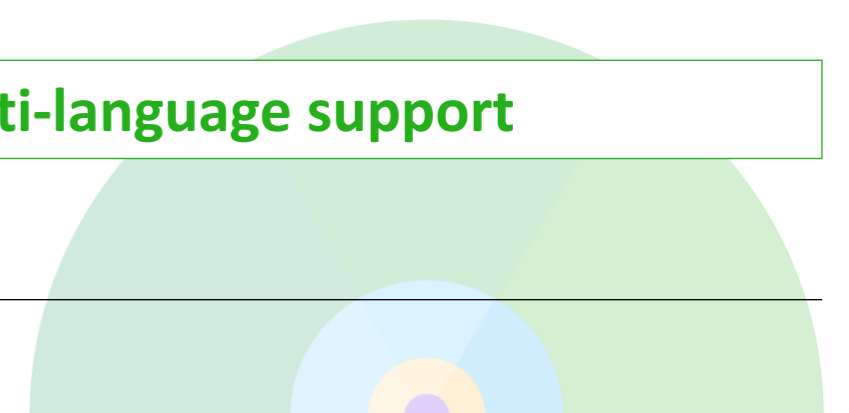
**Scalable**

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

**Modular (i.e. payable plugins possible)**

**Interoperability**

**Multi-language support**



## Operation: Workflow (and CE Mission)

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



### WORKFLOW - FLOW



### WORKFLOW - 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**

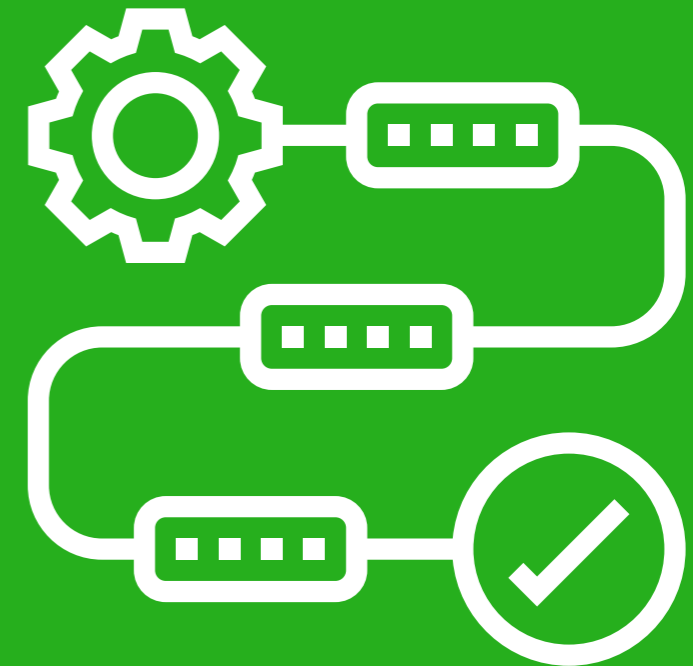
*Most likely: We will  
phrase design principles +  
specific requirements*

**Suppliers  
define the  
solution**

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

# Procurement and Tender Process

Welcome and Introduction  
CircularPSP Aim & Scope  
>> **Procurement and Tender Process**  
Q&A  
Next Steps





# 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

**Joint Procurement (Buyers Group)**

**High degree of innovation / R&D effort required**

**Prototype development: medium-/long-term**

**Competitive development: several suppliers**

**New IPR – Risk/Benefit-sharing**

**Special legal framework in Horizon Europe/WTO**

**Development in multiple phases**

## TRADITIONAL PROCUREMENT

**Individual Procurement (single department)**

**Low degree of solutions' innovation**

**Mature product/service: immediate/short-term**

**Single contract: one supplier**

**Often based on existing IPR**

**National public procurement rules apply**

**Development in one phase**







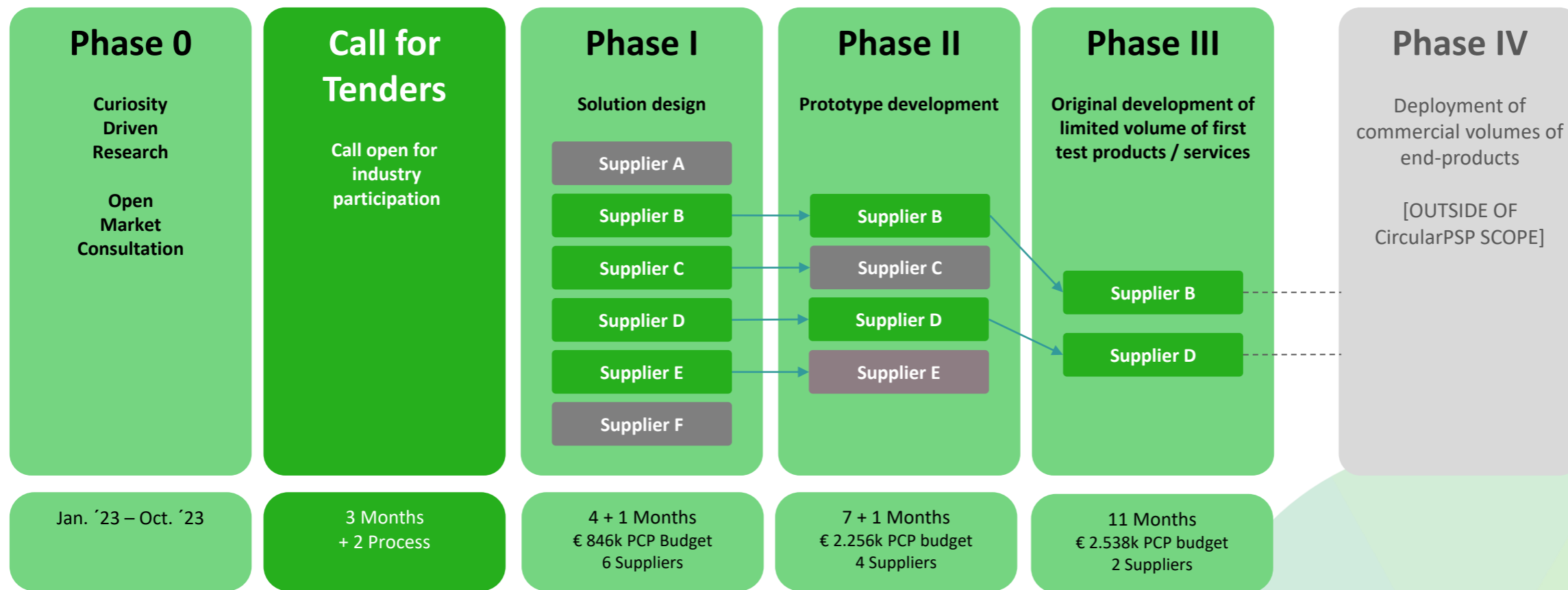
# PCP Structure

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

PRELIMINARY



Public Procurement of Innovative Solutions (PPI)



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

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- ▶ 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

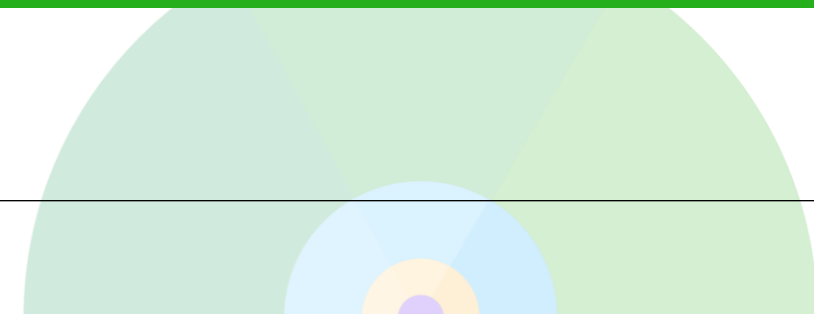
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**Electronic Submission via e-mail**

**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

Welcome and Introduction  
CircularPSP Aim & Scope  
Procurement and Tender Process  
**>>Q&A**  
Next Steps



# Next Steps

Welcome and Introduction  
CircularPSP Aim & Scope  
Procurement and Tender Process  
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

Procurer Survey

Preferred Partner Interaction



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

<sup>1</sup> 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 event in summer or autumn**

### PLATFORM

- ▶ Location: <https://circularpsp.eu/matchmaking/>



Add your profile, offerings and partner requests here

FILL THE FORM

#### We are looking for:

- A partner (0)
- A coordinator (0)

#### We are looking for partners with expertise in:

- AI (1)
- Platforms (1)
- Training&Skills (1)
- Workflows (1)

#### We are looking for partners in the following countries:

- Italy (1)
- Spain (1)

**Company 2**  
Spain



Our role: Partner

Our expertise: AI, Training&Skills

**Company 1**  
Italy



Our role: Seeking a partner

Our expertise: Platforms, Workflows

# Procurers: Answer Survey – Become Preferred Partner

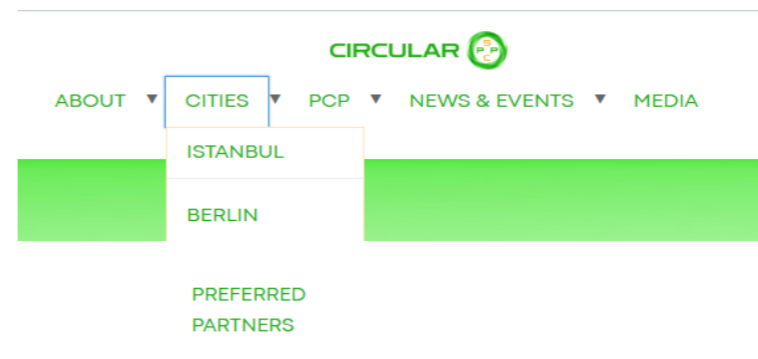
## Procurers to OMC Questionnaire

### 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](mailto: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



### How preferred partners works

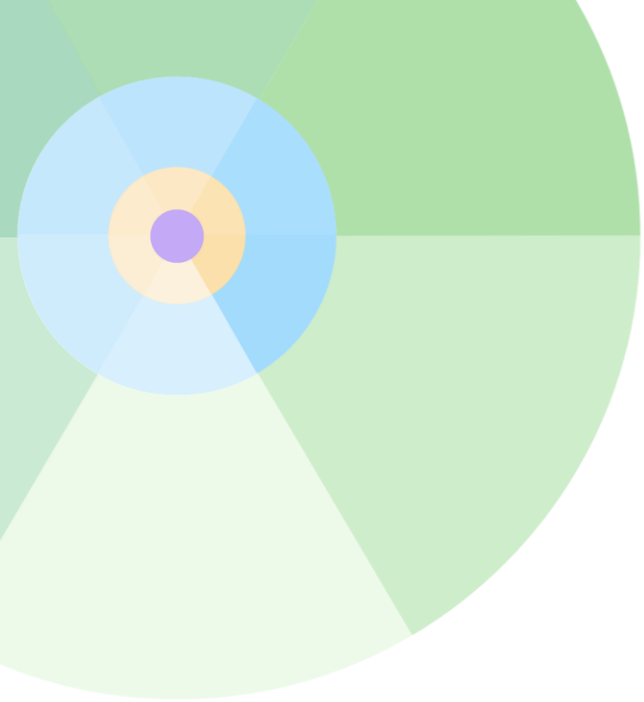


You contribute wherever possible to shape and validate the PCP goal by providing background information regarding the specific needs as a procurer.



You will be kept informed about all aspects of the PCP and granted access to all information concerning the PCP results.





[circularpsp.eu](https://circularpsp.eu)



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[CircularPSP](https://www.linkedin.com/company/CircularPSP)



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