

ReLondon INTERNATIONAL OMC

19 June 2023
11:00-12:00 BST

CIRCULAR



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

Technical: Questions, slides etc.

DURING EVENT

Recording



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

Questions



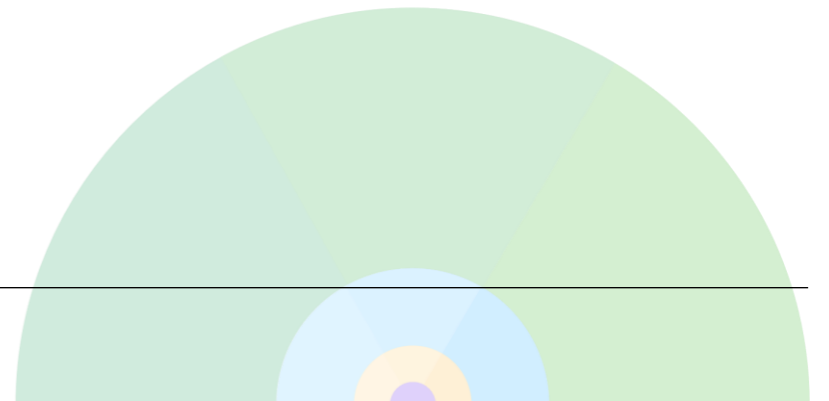
- ▶ Please use the chat box to ask questions
- ▶ Critical / new questions are added to FAQ on website

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



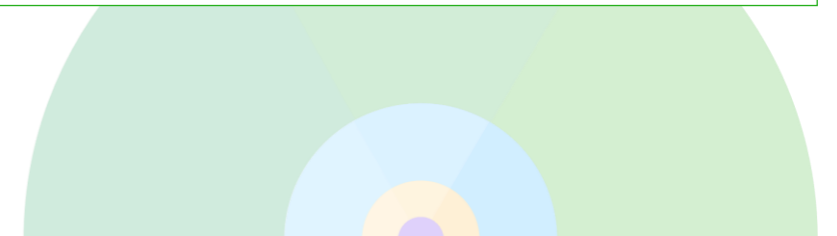
Objectives

To understand the scope of the project

To achieve a common understanding of the pre-commercial procurement (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. Next Steps
5. Q&A
6. Presentation – Oakdene Hollins



Presenters



Savina Venkova

Senior Business
Advisor



Georg Vogt

Head of ICT
Innovation Energy



ReLondon help businesses trial and scale circular business models.

- ▶ ReLondon helps public sector organisations to connect with innovative small businesses to build greener supply chains, helping you deliver sustainable local economic growth and value for communities.
- ▶ Since 2017 ReLondon has worked with over 380+ exciting innovative businesses within the circular economy.
- ▶ ReLondon's business transformation team structured and administered grants to support 57 small businesses to test and scale circular business models:
 - Innovative textile recycling technologies
 - Reusable/refillable packaging systems
 - Repair services for electricals & fashion



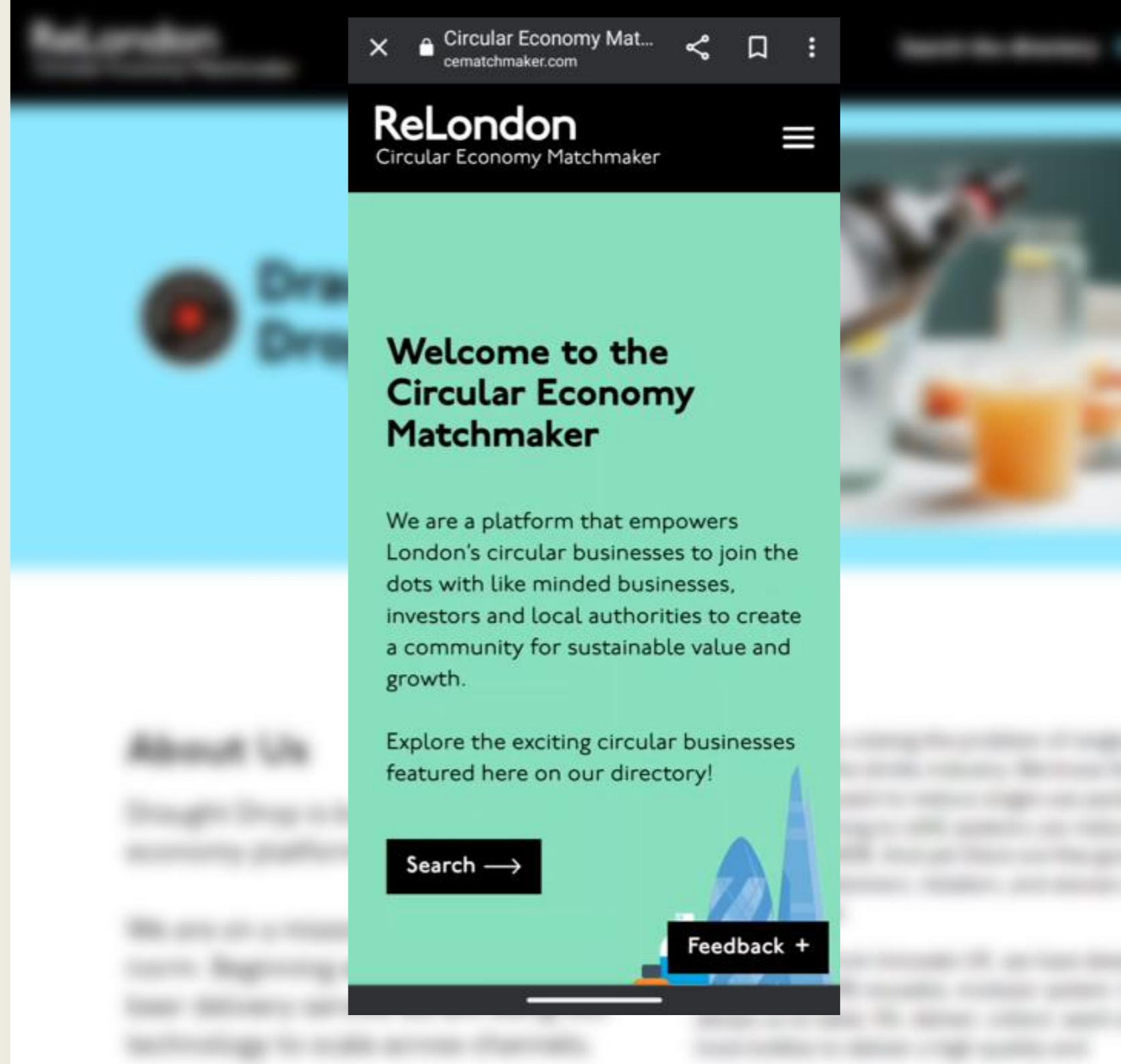
OUTCOMES

- **19,224** kg waste diverted from traditional waste streams in 6 months
- **9,140** pieces of single use packaging avoided in 6 months
- **630** new jobs created or safeguarded

The [Circular Economy Matchmaker](#) brings together public sector organisations and circular businesses allowing connections and partnerships to be made more easily.

- ▶ **Businesses are validated prior to sign-up by the ReLondon team**
- ▶ **Find a relevant business**
- ▶ **Contact businesses directly**
- ▶ **Engage circular businesses in projects**
 - Pilots
 - Partnerships
 - Tenders or contracts for early market engagement
 - Opportunities to SMEs to innovate with larger suppliers/facilitate sub-contracting opportunities with larger suppliers

ReLondon



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, UK¹

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

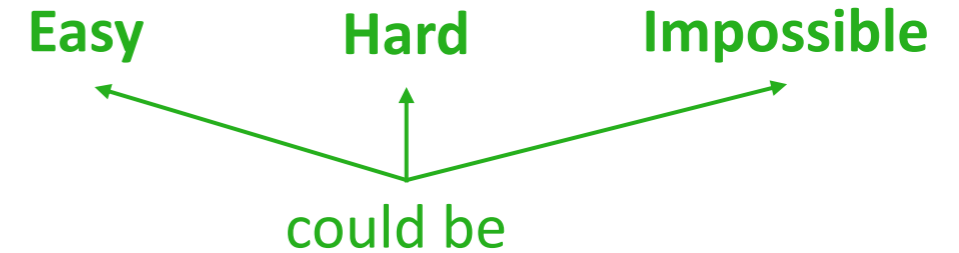
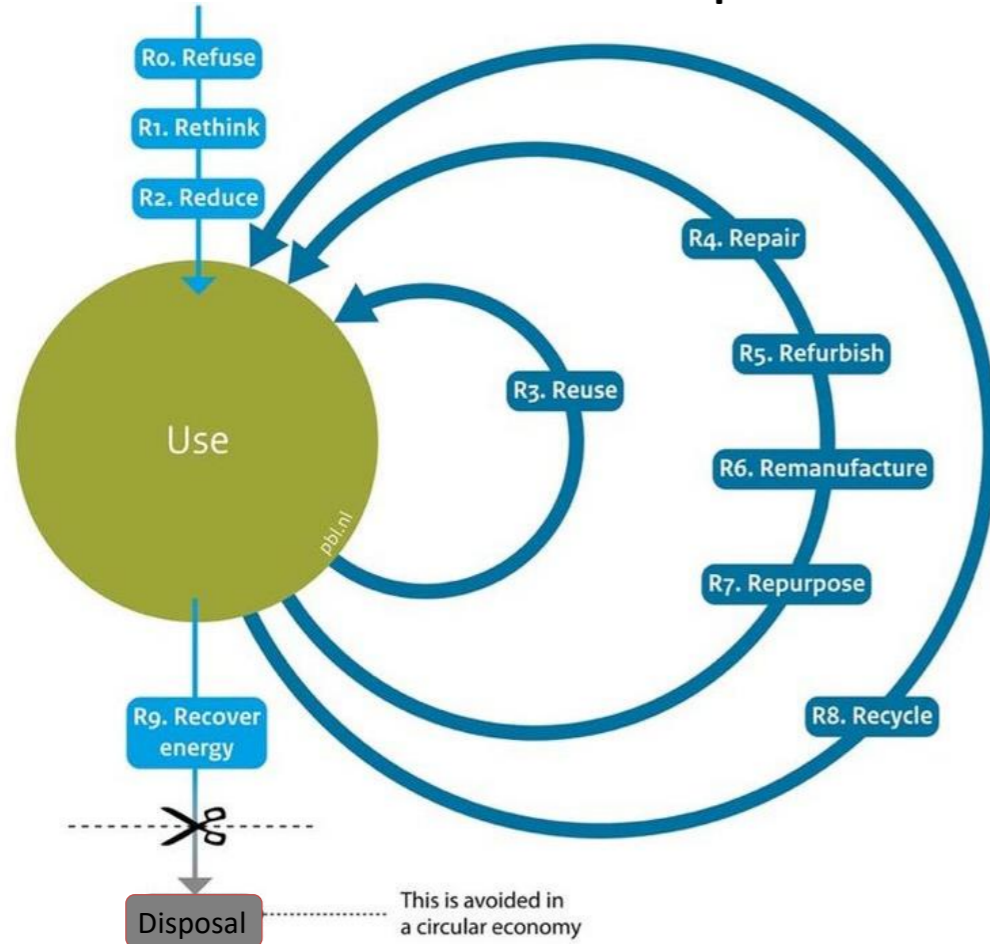


¹ Associated Partner involved in all activities

Circular Economy

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

The **SMALLER** the loop the better = closer to original purpose



this depends on

Value chain / Case

City strategy

User commitment

City data

User expertise

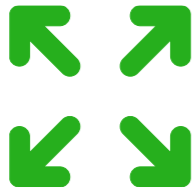
Local companies

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

MINDSHIFT I need consider more. Who helps me?

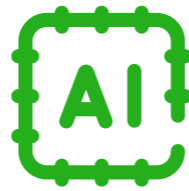
The problems of transition to CE

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

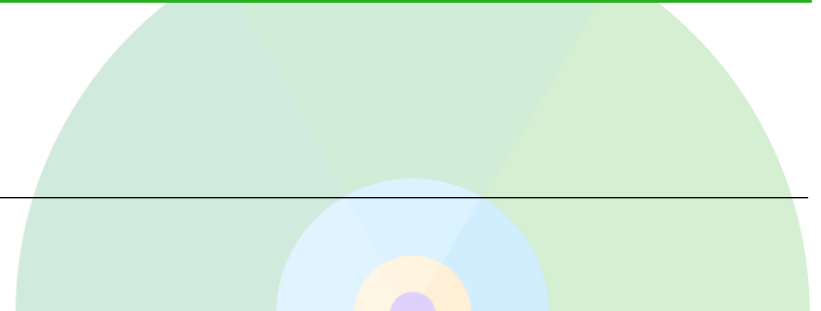
Core features of Pre-Commercial Procurement (PCPs)

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

<p>Instrument for public procurement of R&D services</p> <p>Special legal framework in Horizon Europe / WTO</p>		<p>Create opportunities for companies to gain leadership in new markets</p> <p>Visibility on EU-Level</p>
<p>Public procurers act as demanding customers</p>		<p>Provides a large enough demand to incentivise industry to invest in wide commercialisation</p>
<p>Tool for innovation</p>		<p>Development in stages and testing of innovative ideas under real world conditions</p>
		<p>Suppliers retain IPR ownership, procurers gains access under limited conditions</p>



CircularPSP Aim and Scope

What do we want from suppliers?

Welcome and Introduction

>>**CircularPSP Aim & Scope**

Procurement and Tender Process

Q&A

Next Steps

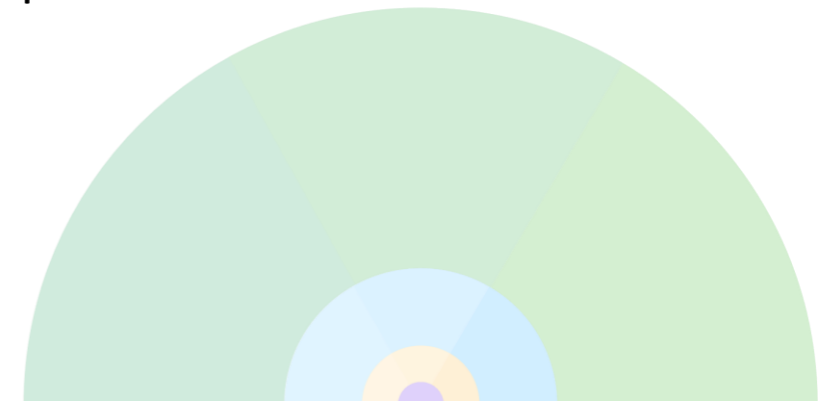


3 User Groups

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

PRELIMINARY

CE EXPERTISE	USER GROUP DESCRIPTION
1 Intermediaries (CE experts)	Intermediaries are individuals with systemic expertise and responsibility for circular economy across the organisation and who build capacity within departments.
2 Municipal staff	Any municipal staff who would advance circular economy in the own department or across the entire city
3 Local businesses	Any local business to deploy and supply the local circular economy. Users of the market platform, bidders to local procurements.



What do we (not) want?

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

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 models¹

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

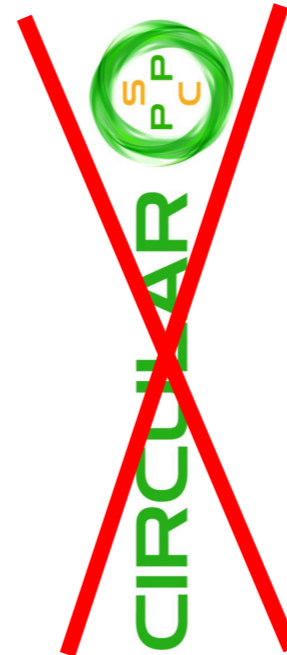
Conduct necessary steps for R strategy

Identify evaluation criteria

Pass on procurement info (if necessary)

APIs etc welcome

PROCUREMENT



Actual procurement conducted in specialised software

USE & MONITOR

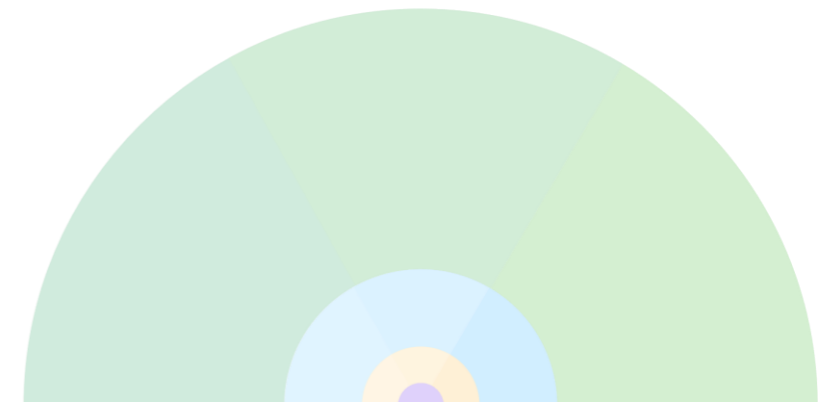


Record knowledge

Keep track of stuff

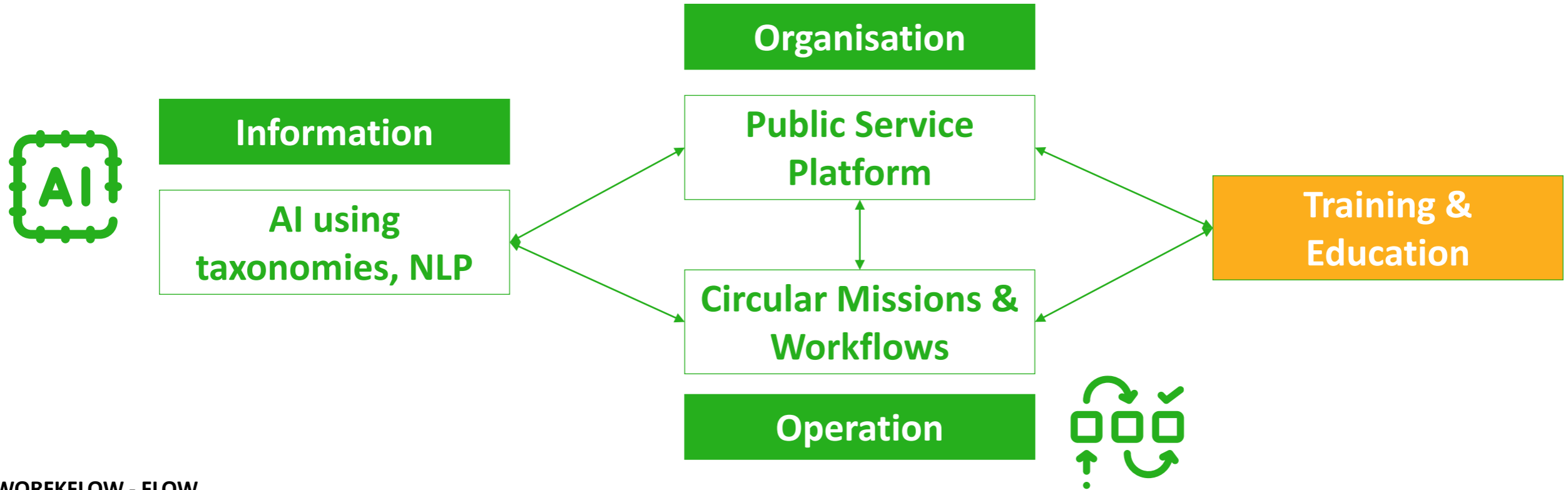
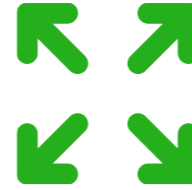
Measure impact

Inform followers



Desired Innovations

Each problem area requires digital innovation and CE expertise

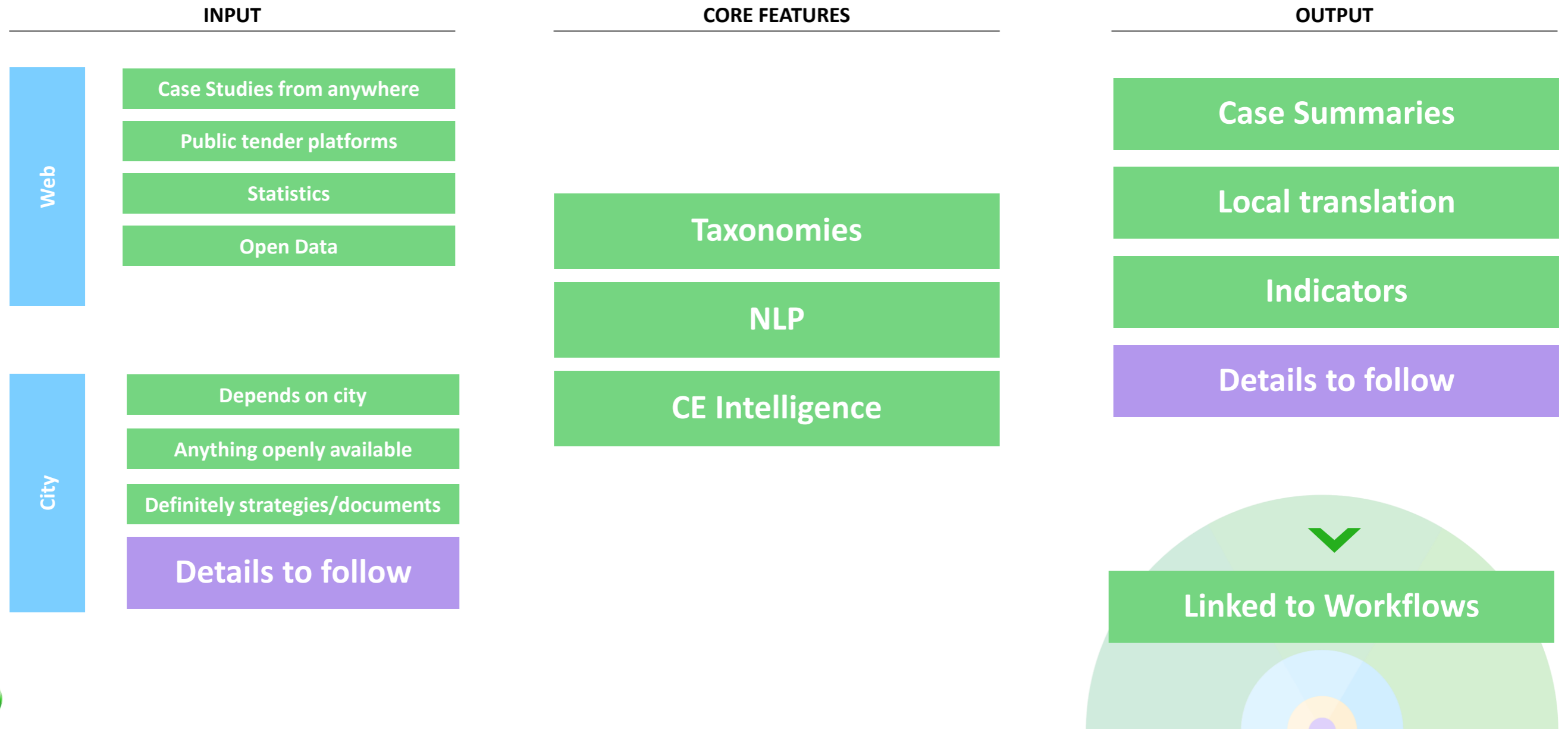
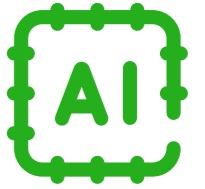


WORKFLOW - FLOW



Information: Data Analytics

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



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**

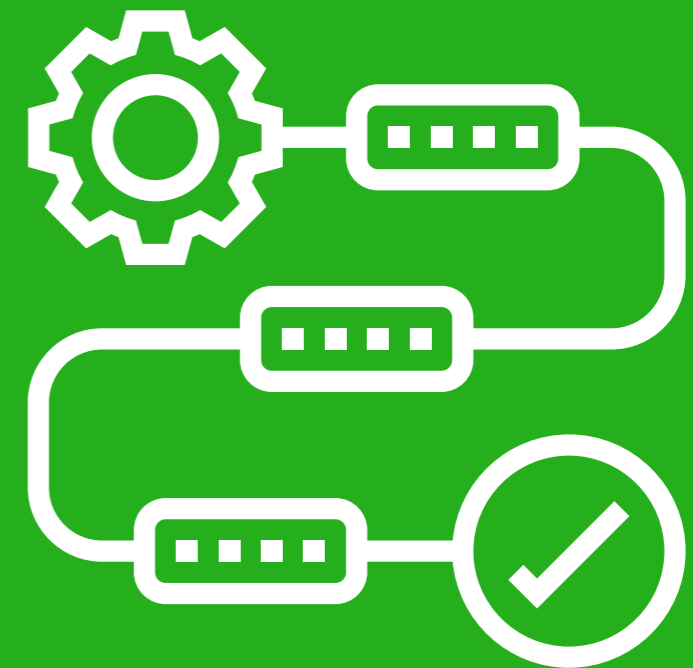
*Most likely: We will
phrase design principles +
specific requirements*

**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



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

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

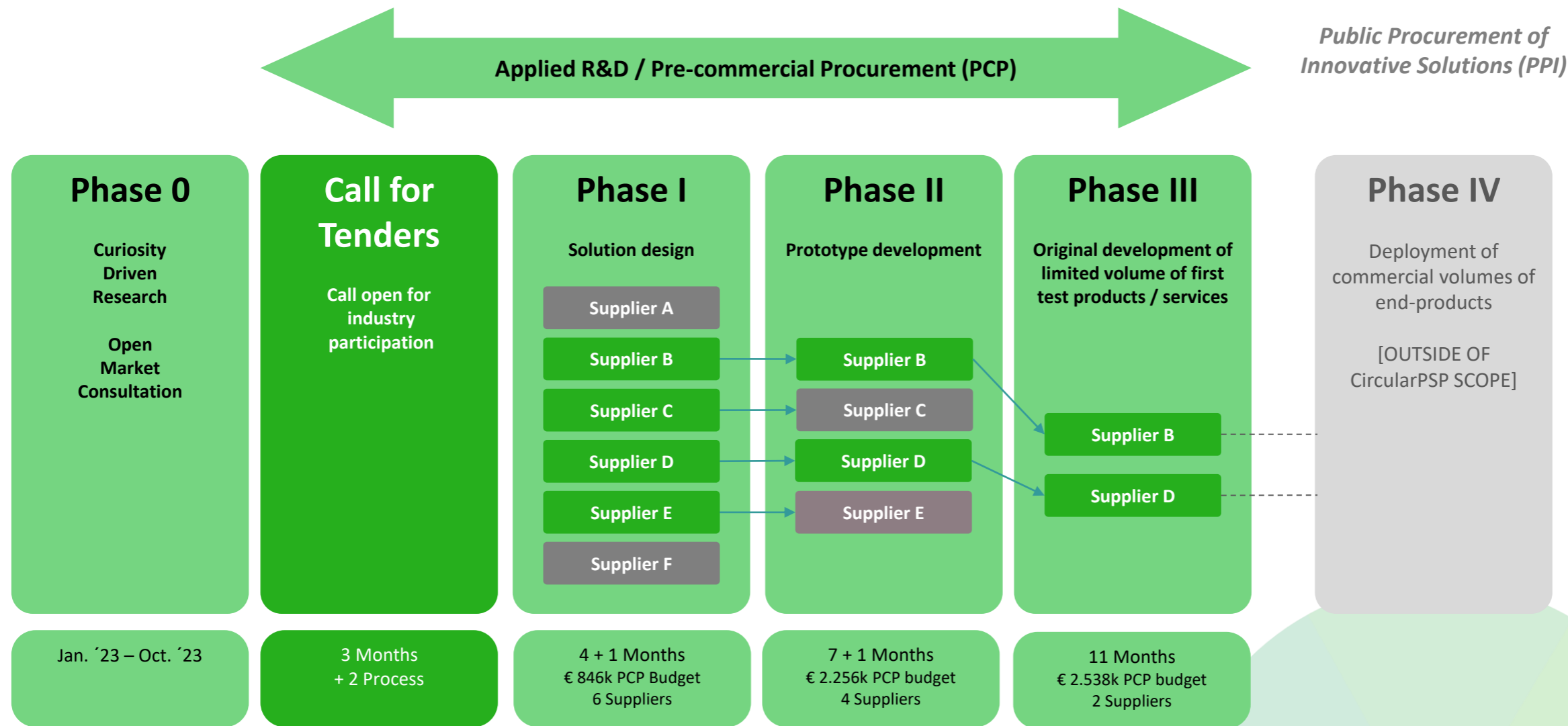




PCP Structure

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

PRELIMINARY



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

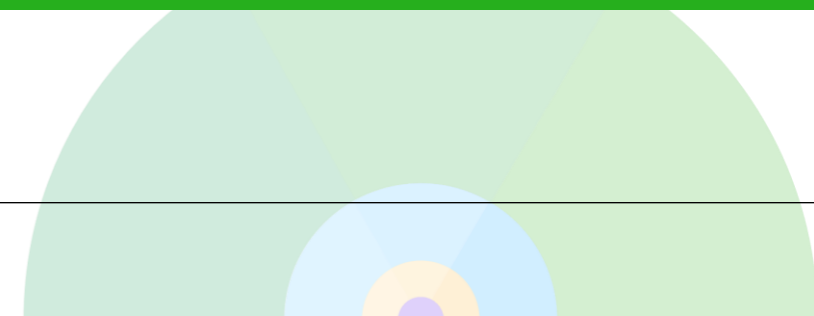
GENERAL REQUIREMENTS

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

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

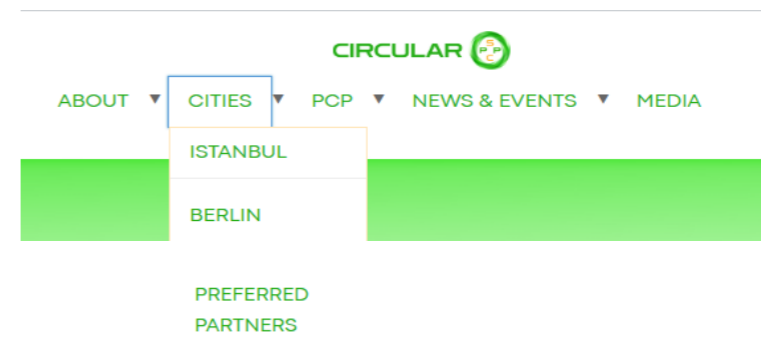
- ▶ Provide us with reflected input on content and conditions of CircularPSP
- ▶ Location: <https://circularpsp.eu/survey/>
- ▶ Completing the form takes ~12-18 minutes (depending in level of detail)

The screenshot shows the 'CircularPSP - Survey for Interested Cities and Organisations' form. It includes a header with the logo and a brief introduction. The survey is titled 'Introduction and Circular Economy Practice (1/2)'. It contains three questions:

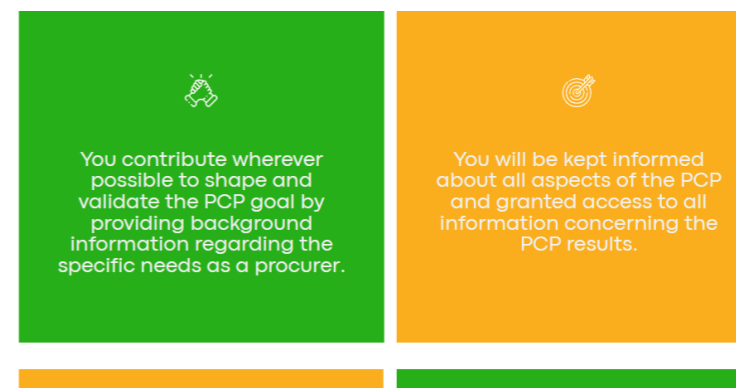
1. Please name the city, region or organisation you represent *
Enter your answer
2. Please indicate the level of the organisation you represent *
Select your answer
3. On a scale of 1 (little) to 10 (extensive) how would you rate your expertise about Circular Economy?
1 2 3 4 5 6 7 8 9 10

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



How preferred partners works



Q&A

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





OAKDENE HOLLINS

Sustainability Consultancy

towards a circular economy & net zero future

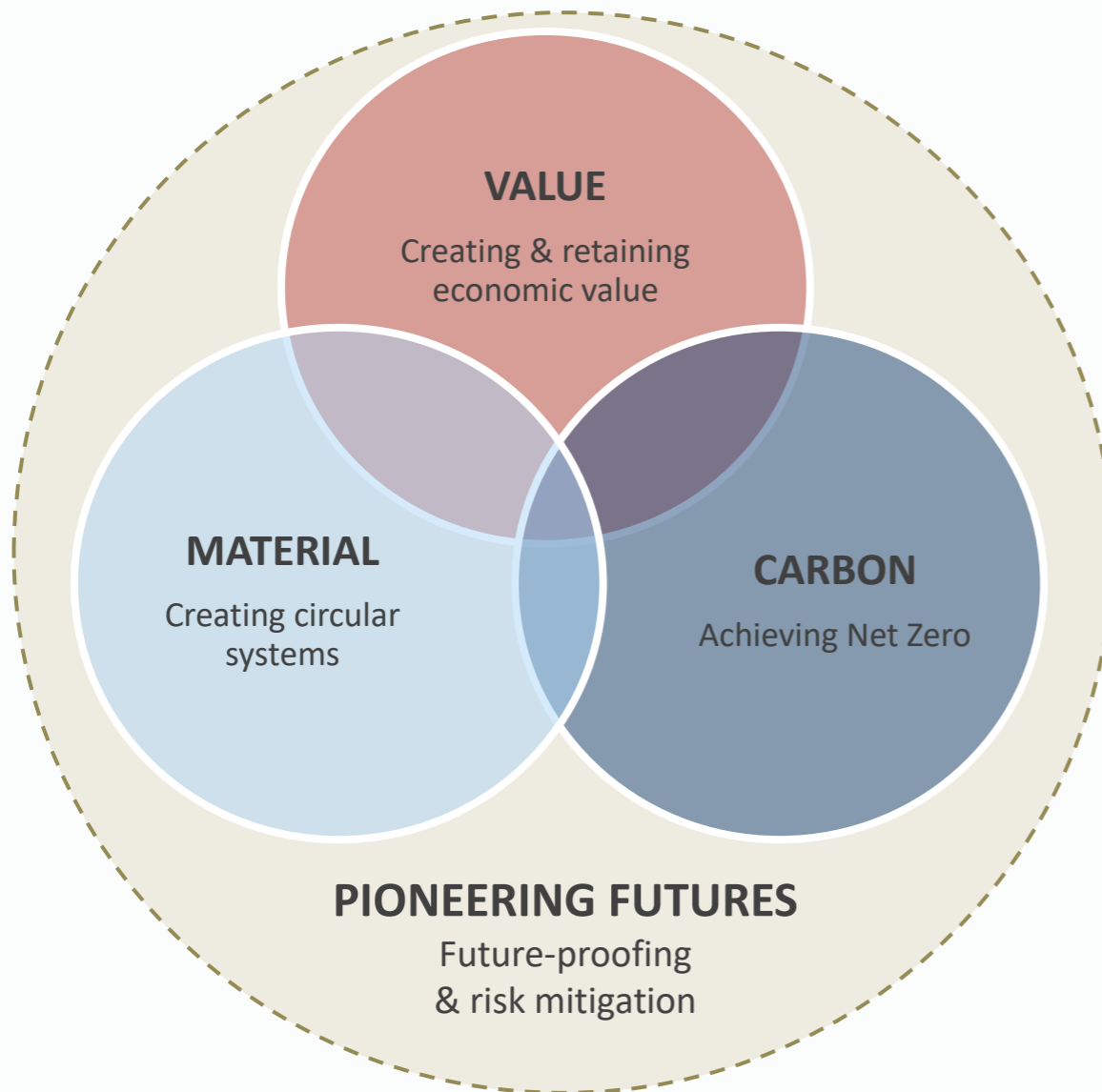


Thrive within boundaries

As a science-led sustainability consultancy, Oakdene Hollins has been delivering strategic, practical solutions to **support clients to be leaders in their field since 1994**. Traditionally focusing on waste streams and recycling, our expertise now addresses broader aspects of sustainability, working towards a circular economy and a net zero future.

As a dedicated team, we envision a future where planetary boundaries are respected and the circular economy prevails, enabling the environment and society to thrive. We enjoy working collaboratively with our clients and networks, **tailoring our support** to help our partners achieve **long-term success**, capturing value through creative, tangible solutions.

Focused on evidence-based work



Value: engaging value retention processes across both products and materials, including remanufacturing, reuse, refurbishment, repair innovative recycling technologies.

Material: providing insight and action on designing for circularity, through waste minimisation and resource efficiency, incorporating value stream mapping and use of secondary materials.

Carbon: forming ambitious net zero strategies (through scope 1-3 analysis, life cycle assessments, low carbon operations and procurement), building leadership engagement and supporting implementation.

Pioneering Futures: developing scenarios and identifying commercial opportunities & risks to build organisational resilience and support growth strategies (through circular business models, feasibility studies and landscape reviews).

Three decades of delivering client value



Industry



- **Mitigate against risk** (commercial, regulatory or reputational).
- Capture **commercial opportunities** arising from environmental action.
- **Grow revenue and profit** whilst meeting net zero targets.
- **Create and retain value** throughout the supply chain.



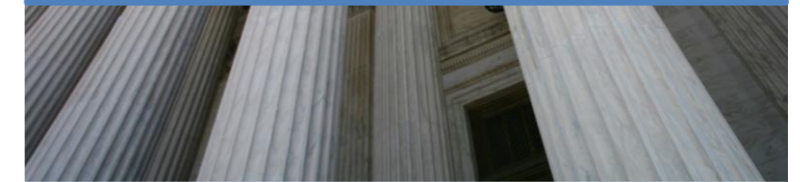
Trade Associations and Industry Bodies



- **Identify risks and opportunities** common to the sector.
- **Lead and support members** to take collective action.
- **Facilitate collaboration** with the wider value chain and sectors.
- **Enhance industry reputation** and address regulatory requirements.



Public Sector



- **Set national and regional strategy** for resource, waste, materials and industrial net zero.
- **Create enabling conditions** to reach net zero and other strategic goals.
- **Push for desired market change** through effective regulation and industry-led efforts.

Our tailored service provides commercial outcomes

Action planning & prioritisation

Benchmarking & strategising

Baselining & horizon scanning



Support & Implementation

Monitoring & Communication

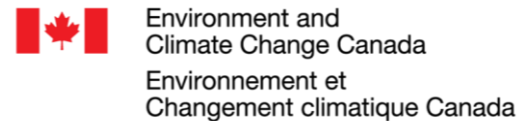
Adapting, advancing & future-proofing



In short – why work with Oakdene Hollins?

OAKDENE HOLLINS

- **30 years** of experience in Circular Economy
- Wide experience with **both public and private sectors**
- Experience across **all value retention processes** (Remanufacture, Reuse, Refurbishing, Recycling)
- Projects for enabling circular solutions and carbon reductions through **supply chain engagements**
- **In-house procurement expertise**



Working together

We welcome your enquiry – please get in touch to discuss project opportunities, collaborations and research programmes.

Jose Giraldo Ospina

Senior Managing Consultant

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Oakdene Hollins is responsible for:



Member of Global Future Council on Advanced Manufacturing and Production



Member of Executive Management Group and Industrial Advisor to the programme



SCIENCE BASED TARGETS

Committed to net zero through validated science-based targets



Company Registration No 2937129



Staying Informed

Procurers to OMC Questionnaire

PARTICIPATE IN THE PROJECT

- ▶ Suppliers should register in match-making platform
- ▶ Cities and other Procurers can become Preferred Partners
- ▶ All are invited to newsletter and social media channels

WHERE TO FIND US

 circularpsp.eu

 [@CircularPSP](https://twitter.com/CircularPSP)

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

 [@CircularPSP](https://www.facebook.com/CircularPSP)

