

CircularPSP Pitch Deck

Last update: 22.02.2023

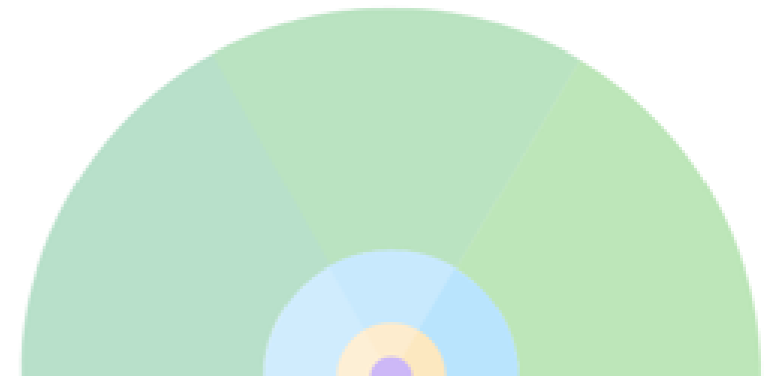
CIRCULAR



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

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Overview

General consortium's structure and core activities

>Overview

Aim & Scope

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Overview

To start: Competitive Tender Procurement by Leading Circular Cities for Platform Solutions

CORE FACTS

Project

- ▶ CircularPSP
- ▶ Public Service Platforms for Circular, Innovative and Resilient Municipalities through PCP
- ▶ Duration: Jan '23 – March '26

Procurement

- ▶ Type: Pre-commercial procurement (i.e. innovation procurement as tender)
- ▶ Budget for PCP: €5,640,000
- ▶ Open Market Consultation: April-July 2023
- ▶ Tender (expected): November 2023

CONSORTIUM

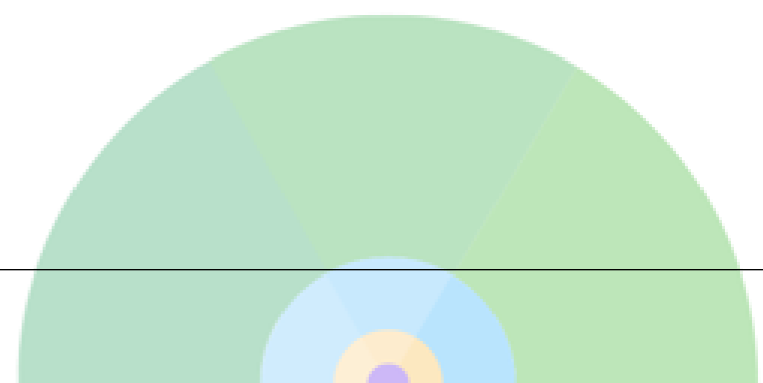
Procurers



Supported by



Associated and Preferred Partner



2. CircularPSP Aim & scope

Main needs and components of the CircularPSP project.

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CircularPSP needs

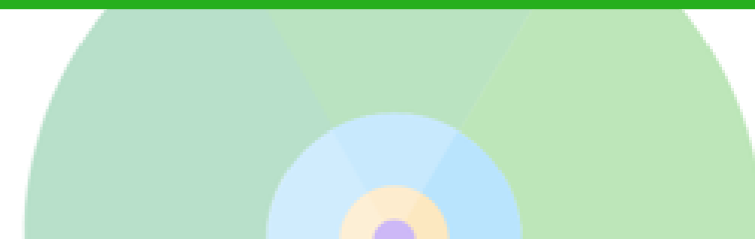
CircularPSP defined the common challenge along four shared “needs”

ICT tools to improve organisational and operational performance

Data analytics using taxonomies to exploit and exchange CE information and data

Remove language barrier and unlock EU-wide knowledge and learnings

Induce and accelerate circular and digital change

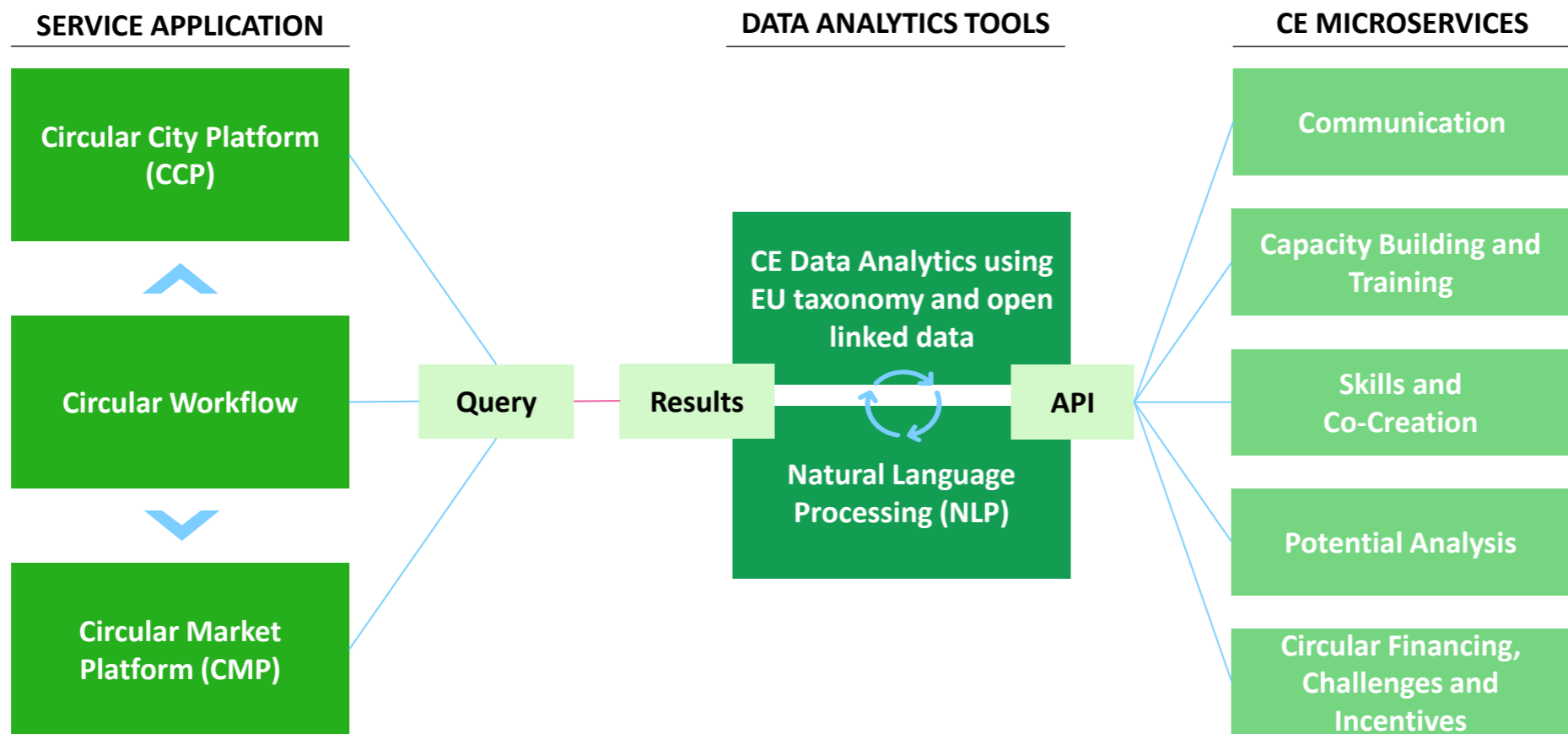




CircularPSP Building Blocks

The project's main components

TO BE DEVELOPED FURTHER

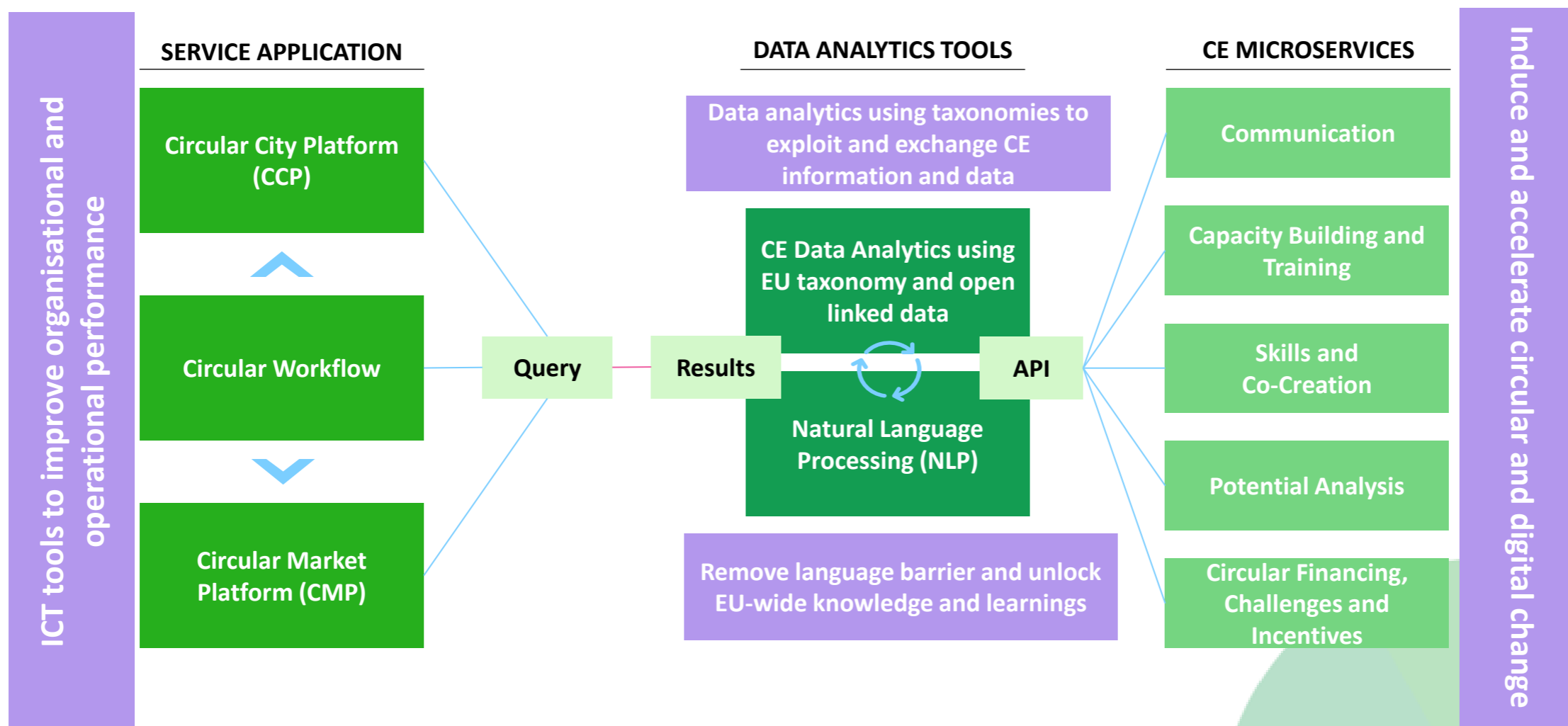




Aligning needs and building blocks

Rationale on how the building blocks respond to the needs identified

TO BE DEVELOPED FURTHER





Need – ICT-Tools

Suppliers will improve organisational and operational performance of CE transition

TO BE DEVELOPED FURTHER



THE CHALLENGE

- ▶ Cities are eager to move faster on CE transition and have an unmet need for ICT tools to improve organisational and operational performance, directly helping to accelerate CE transition.
- ▶ Large cities already run specialised teams to promote CE who need ICT support to increase their reach; smaller cities need the tools to focus and support moves toward CE.
- ▶ On the market side, cities can help make circular companies more visible and prevent SMEs being excluded from circular procurement, improving their access to information they need to become more digital and circular and releasing innovation.
- ▶ The **CircularPSP –through the Buyers Group–** seeks to solve this with a scalable as-a-service Public Service Platform for the city organisation (CCP) and the local market economy (CMP).
- ▶ The platform can be locally branded (white-label) and is modular allowing local customisation by excluding accelerator modules.





Need - Data

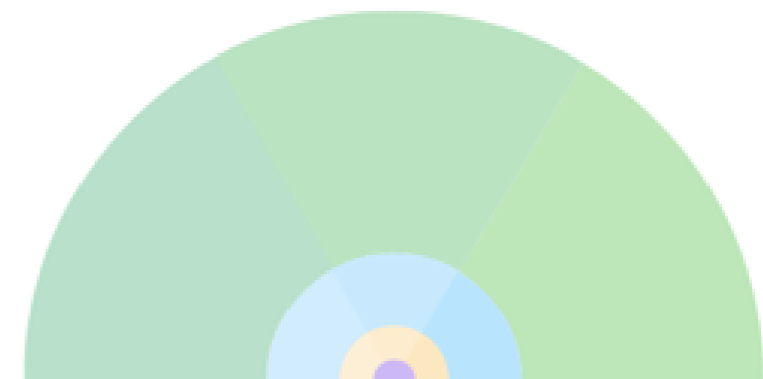
Suppliers will develop data analytics using taxonomies to exploit and provide up-to-date CE information and data

TO BE DEVELOPED FURTHER



THE CHALLENGE

- ▶ Even the advanced CE-cities in the Buyers Group are currently not able to utilise the growing body of knowledge on CE solutions or to access and benefit from linked data and common resources.
- ▶ Existing innovative activities including circular and innovation procurements are not well disseminated: awareness is limited to sporadic discovery, usually dependent on time-consuming research
- ▶ Circular transition has slowed down in multiple EU cities, endangering innovation paths of green companies, especially SMEs, which cannot reach economies of scale
- ▶ **CircularPSP** will ask Suppliers to apply existing and adopted EU taxonomy and standards to open linked data using data analytics. To develop a tool that will be able to detect and classify most recent circular practices across Europe based on a small set of criteria.



Need – Language

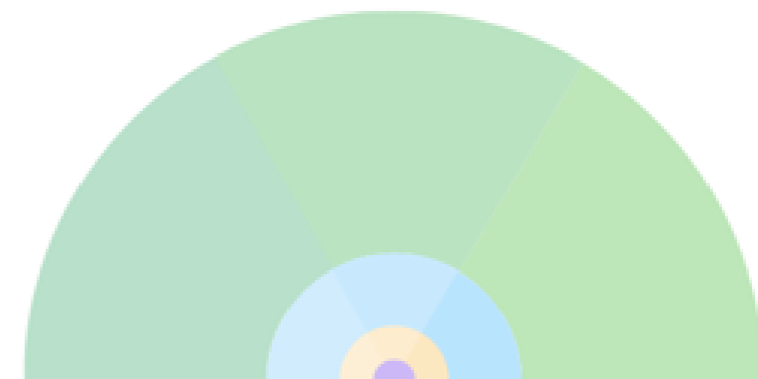
Suppliers will remove the language barrier and unlock EU-wide knowledge sharing and learning

TO BE DEVELOPED FURTHER



THE CHALLENGE

- ▶ Language remains an important barrier for knowledge transfer and cooperation of municipal staff, which often does not speak more than the local language, impeding knowledge transfer across the EU, a multilingual region.
- ▶ All municipal staff must be enabled to read material from across the EU to accelerate knowledge transfer and learning from Cities and organisations more advanced in the CE.
- ▶ **CircularPSP** will ask suppliers to develop the platform so it helps unlock the potential of linked data and AI-driven Natural Language Processing (NLP), including machine translation and language recognition.
- ▶ The platforms will be “multilingual” by leveraging language-based taxonomies for terminology and categories that are available in EU languages.





Need - Services

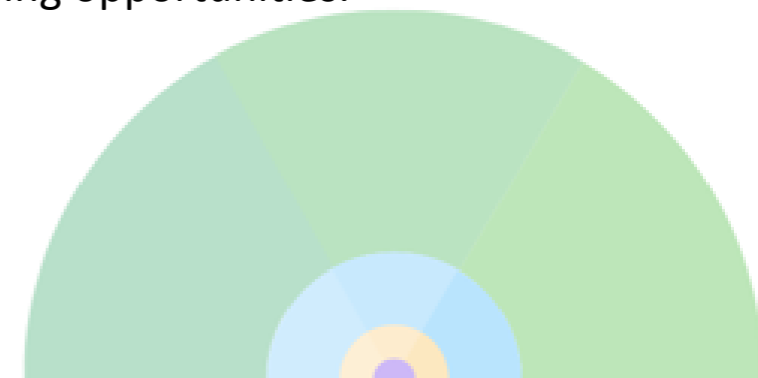
Suppliers will enable services to induce and accelerate circular and digital change

TO BE DEVELOPED FURTHER



THE CHALLENGE

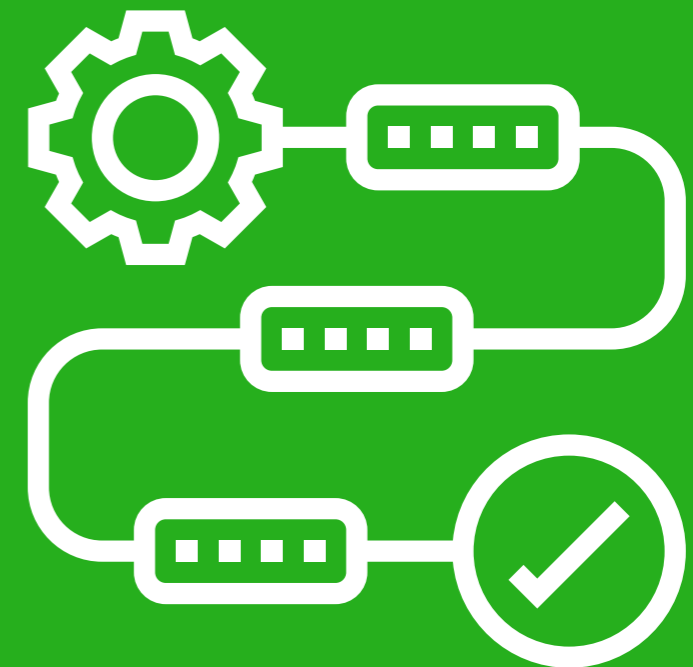
- ▶ Cities and companies transitioning to become digital and circular implies a complex change management effort, often requiring new organisational models.
- ▶ **CircularPSP** will rely on suppliers and third parties to exploit data analytics tools to provide the necessary open Application Programming Interfaces (APIs), and to ensure that the CCP platform supports minimal interoperability standards for exchanging data and future additional services. The expected microservices will revolve around applications for:
 - *Communication*: to raise awareness on the need for the circular transition and inform about good examples to implement it.
 - *Green and Circular Capacity building*: To incentivise learning across current cities' staff, it is necessary to make available relevant resources in a centralised repository, so that cities can induce buy-in among their staff. This includes, e.g. learning nuggets embedded in their daily practices.
 - *Skills and Co-Creation*: to ensure that staff is sufficiently skilled (via upskilling and reskilling) throughout the different phases of the transition to unlock with the social, economic, and environmental potential of the transition.
 - *Potential Analysis*: to present cities and SMEs with novel CE-practices and use cases that could be adapted to their needs.
 - *Circular Financing, Challenges, and Incentives* to inform cities on public and private funding opportunities.



PCP Process

PCPs create incentives in domains where mature solutions are missing and reduce risks for both procurers and suppliers to innovate

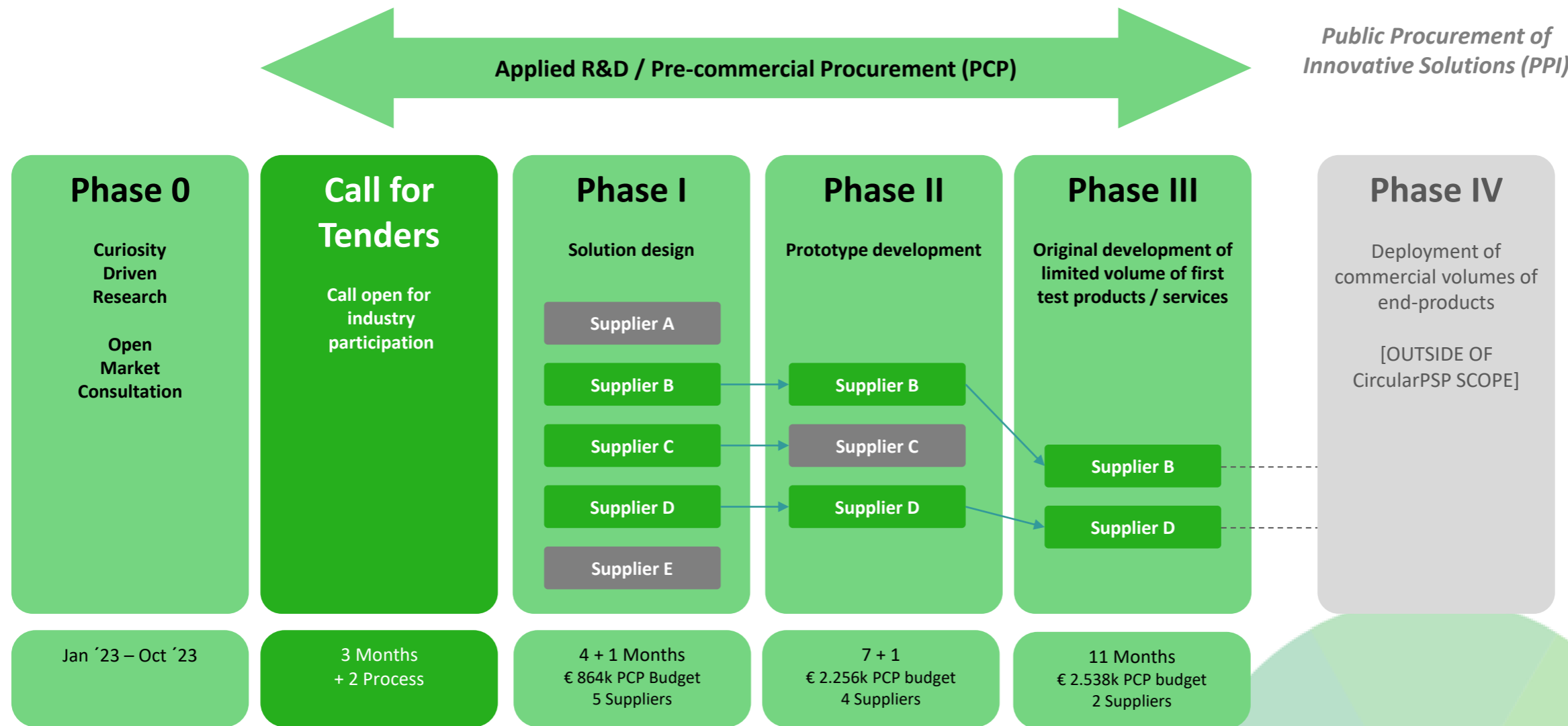
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PCP Structure

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



Open Market consultation (OMC) scope

Each procurer has to organise one OMC event with national focus; the material will be shared

OMC IN A NUTSHELL

- ▶ Open Market Consultations consist of a series of meetings to provide procurers a chance to reach out to market stakeholders and explain the CircularPSP challenge. OMCs also serve to start a discussion to validate their specifications (requirements) and gather innovative ideas to be reflected in the call for tender documents.
- ▶ The OMC will run between May 09th until June 30th and each procurer will host an event and invite potential suppliers to present the scope of the OMC.
- ▶ The events will be recorded to allow sharing afterwards.
- ▶ Language: local and/or English.

DATES AND LINKS TO THE UPCOMING OMCS:



Berlin (09 May): <https://emp.onl/omc-berlin>



Sandyford (11 May): <https://emp.onl/omc-sandyford>



Sweden (16 May): <https://emp.onl/omc-sweden>



Slovenia (18 May): <https://emp.onl/omc-slovenia>



Helsinki (30 May): <https://emp.onl/omc-helsinki>



Guimaraes (05 June): <https://emp.onl/omc-guimaraes>

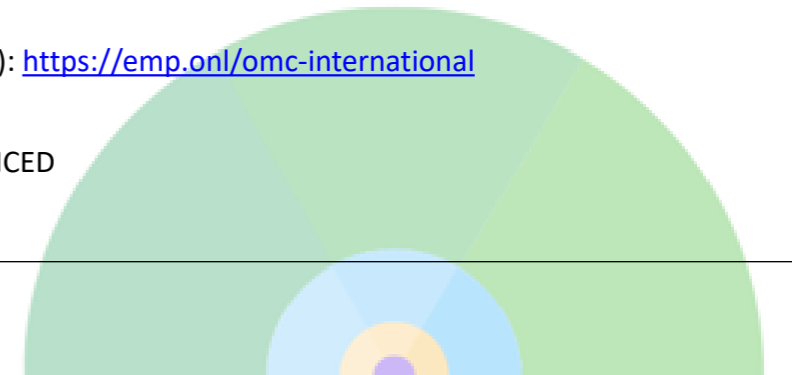


Istanbul (07 June): <https://emp.onl/omc-istanbul>



International (2 June): <https://emp.onl/omc-international>

UK – TO BE ANNOUNCED



PCP Tendering Introduction

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Funding principles

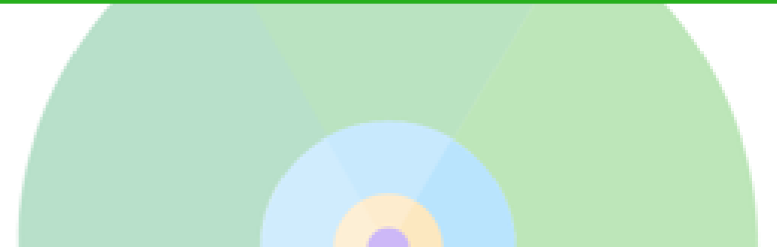
A PCP is a tender, not a grant

Financial offers are requested for each phase (up to the ceiling)

The offer has to include all costs (including tax if applicable)

The payment is made based on offered price ...

... after receipt of invoice and approval of work



PCP Tendering | Core requirements

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

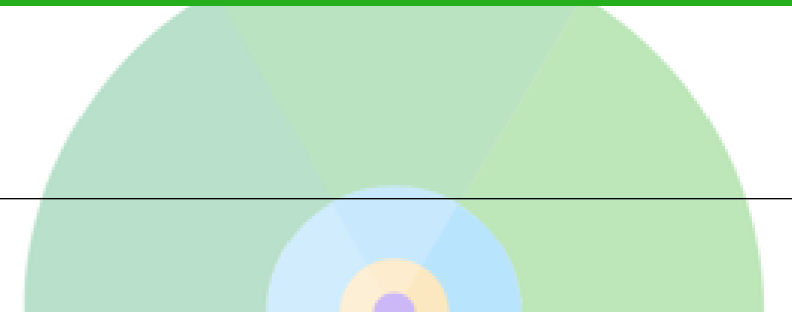
GENERAL REQUIREMENTS

Electronic Submission via e-mail

**3-5 months for submission starting Nov 2023
(To be confirmed)**

Official language is English

IPR sharing, if suppliers do not exploit results



PCP Tendering | Contract award and project work

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

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

Background on PCP and PPI Instruments

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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 H2020/WTO

Development in multiple phases

TRADITIONAL PROCUREMENT

Joint Procurement (Buyers Group)

High degree of innovation / R&D effort required

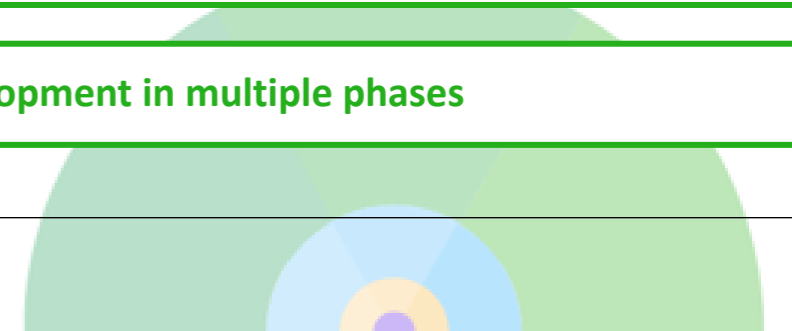
Prototype development: medium-/long-term

Competitive development: several suppliers

New IPR – Risk/Benefit-sharing

Special legal framework in H2020/WTO

Development in multiple phases





What is a Pre-Commercial Procurement (PCP)?

Core features

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 (EC sees the need but no offer on market)



Development in stages and testing of innovative ideas under real world conditions

Risk-benefit sharing under market conditions

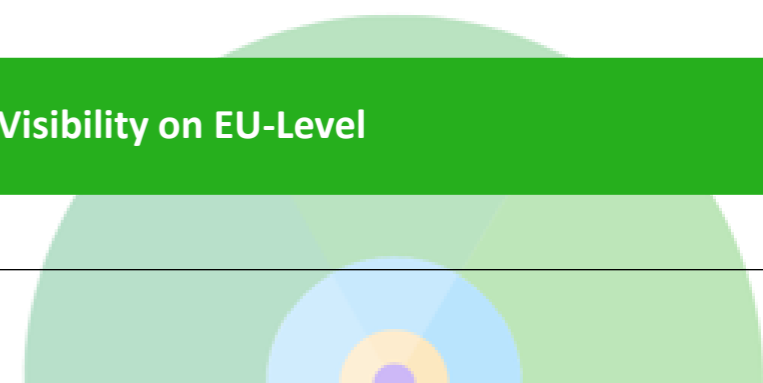


Suppliers retain IPR ownership, procurers gains access under limited conditions

Interact closely with six procurers operating 21,000 buildings



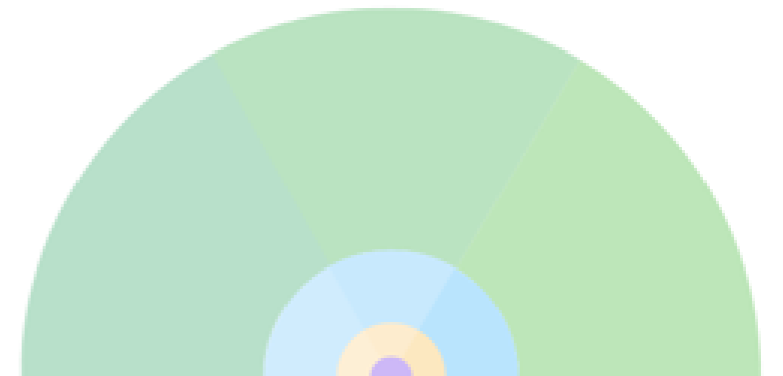
Visibility on EU-Level

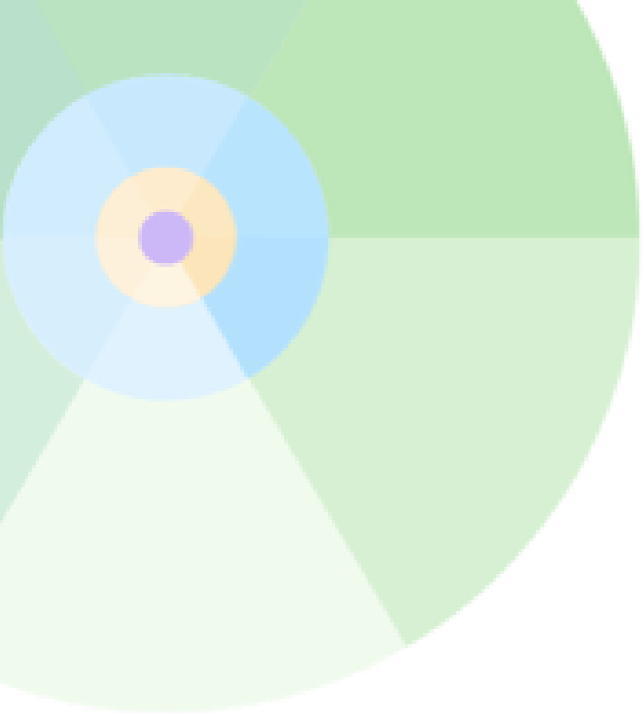


Further information on PCPs

PCP references (selection)

- ▶ Modalities and Horizon Annexes: <https://ec.europa.eu/digital-single-market/en/node/69634>
- ▶ Official EC PCP FAQ: https://ec.europa.eu/newsroom/dae/document.cfm?doc_id=16995
- ▶ PCP Project list: <https://ec.europa.eu/digital-single-market/en/eu-funded-projects-implementing-pre-commercial-procurements-pcp-or-public-procurement-innovative>
- ▶ Legal Basis for PCPs:
 - Communication <https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A52007DC0799>
 - Directive 2014/24 <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32014L0024>





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