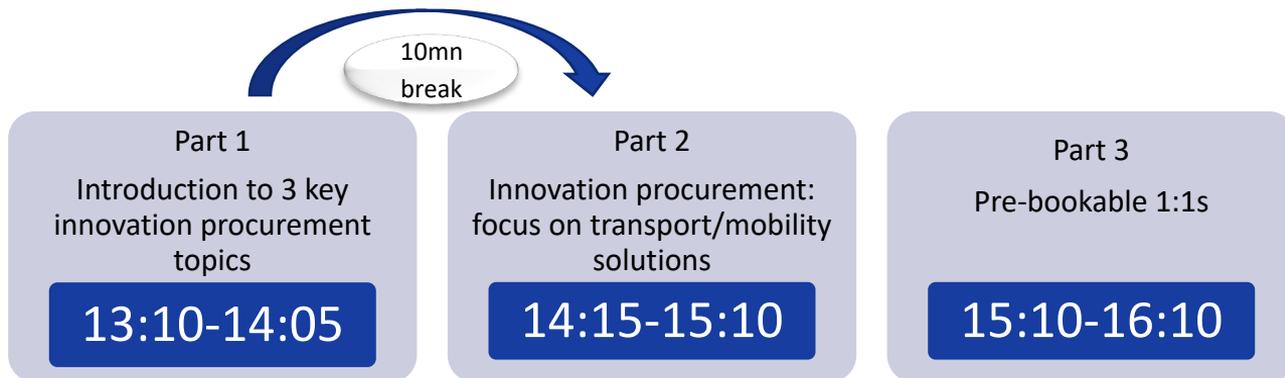


# ICC Innovation procurement workshop

Introduction + deep dive on mobility solutions

# Overview



# Concept background

## Background

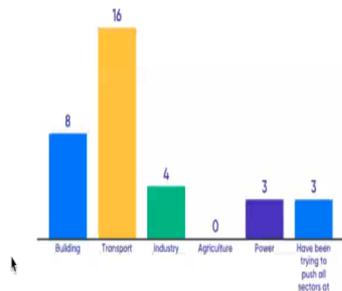
Results from 1<sup>st</sup> city labs survey highlighted the main challenges that cities face when procuring innovation

Part 1 seeks to deliver cross-cutting inspiration & tools to help cities address those challenges

Part 2 focuses on those challenges in the context of the transport/mobility sector, which cities showed great interest in greening/ procuring solutions for in the surveys

Part 3 provides 1-to-1 support

### What sector are you most interested in decarbonizing first?



THE EUROPEAN COMMISSION  
The Intelligent Cities  
Challenge

### First City Lab Survey Tell us about your innovation procurement challenges



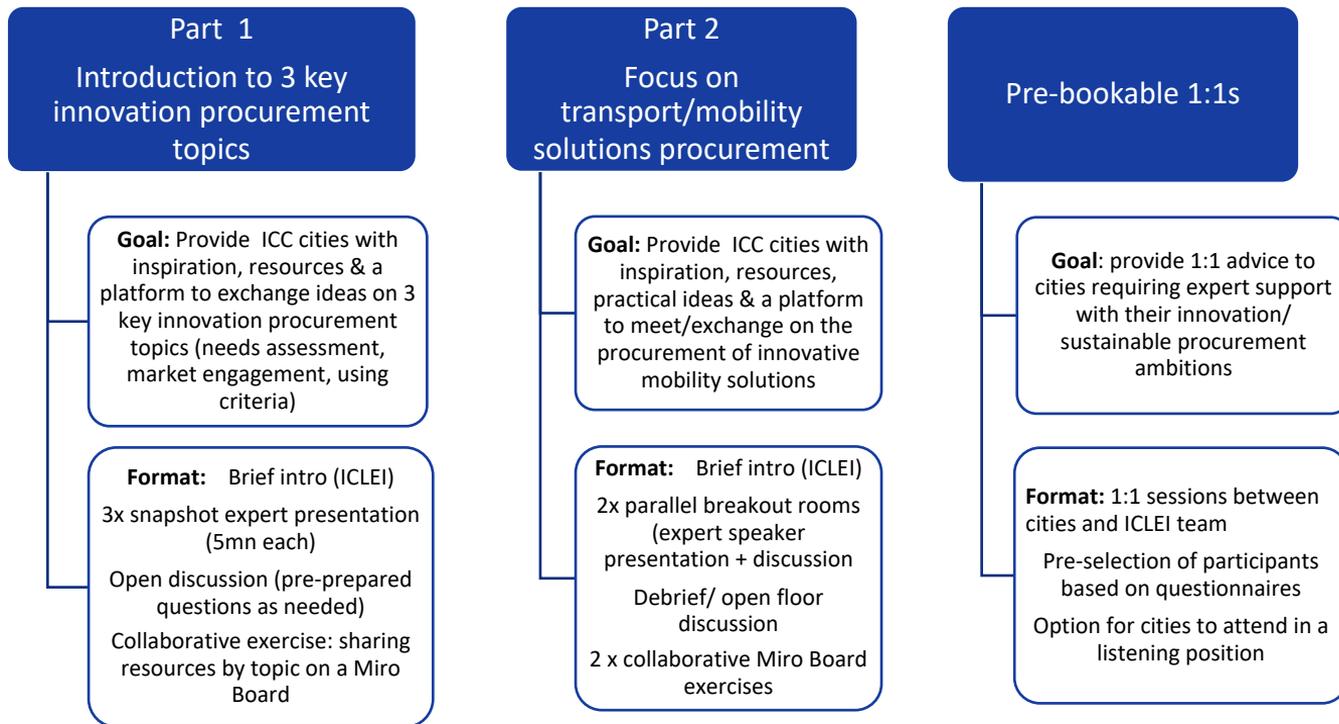
- Defining your needs to engage with the market
- Accessing suitable suppliers, particularly SMEs
- Choosing and running the right procurement procedure
- Setting tender criteria that support innovation and sustainability



European  
Commission

The Intelligent Cities Challenge is funded by COSME, the EU programme for the Competitiveness of Enterprises and SMEs

# Concept



# Agenda

Part 1

## Introduction 13.10-13.20

- Add names to the mural
- Innovation Procurement: what, why, **how**?
- Our team: sustainability and innovation procurement at ICLEI
- 3 fundamentals for Innovation Procurement

## Snapshot presentations 13.20-13.40

Assessing Innovation Procurement needs – *Denis Premec, Regional Energy Agency North, Croatia*

Market engagement: the role of Dialogue Events- *Josefine Hintz, ICLEI*

Using tender criteria for circular innovation: *Emiel Ascione, Kamp C Belgium*

## Discussion time 13.40-13.55

- Q&A with speakers (incl. pre-prepared questions)
- Open discussion

## Sharing innovation procurement resources 13.55-14.05

- Mural exercise

Part 2

## Introduction 14.15-14.25

- The revised Clean Vehicles Directive
- Mural Exercise 1: Sharing your innovative mobility procurement challenge
- Our speakers

## Breakout Rooms 14.25-14.55

- Breakout Room 1: Procurement strategy and criteria for zero-emission transport: *Geir Rossebø, City of Oslo*
- Breakout Room 2: Engaging with SMEs to procure innovative mobility infrastructure solutions: *Lies de Meyer, B Post*

## Debrief and discussion time 14.55-15.05

- Key points from breakout rooms
- Open discussion

## Sharing innovative transport procurement resources: 15.05-15.10

- Mural exercise 2
- Share with colleagues and get in touch

# Part 3- 1:1 support

## 1) General thoughts/ ideas:

- What we can offer during this session is to help cities access resources and contacts that will help them address those challenges. On specific topics, we might also be able to provide direct expertise
- Could we give other cities an opportunity to listen in during the one to ones? What we share with one city might benefit others, so if the city who made the request consents to it, we could offer for other cities to join in in a listening capacity

## 2) Topics: we can cover any topic related to the procurement of innovation and/or sustainable and/or circular solutions (e.g. procurement process + specific sectors + consortium building + funding + building a business case for sustainable and or innovation procurement + supporting direct implementation + directing cities to research and tools).

Depending on the specific request, we can either answer directly or re-direct the city to a suitable expert. We will however need to know at least 3 days in advance which topics are being requested so that we can perform the necessary research.

## 3) What we need to know

- Do you need support with procuring a specific product/ service/ works (i) OR do you need support with implementing your general sustainable and/or innovation public procurement strategy? (ii)

<i>If (i)</i> (support for products/ service/ goods procurement work)	<i>If (ii)</i> (general support)
<ul style="list-style-type: none"><li>• What is your city looking to procure?</li></ul>	<ul style="list-style-type: none"><li>• What are your innovation/ sustainable procurement goals?</li></ul>
<ul style="list-style-type: none"><li>• What challenge(s) are you facing?</li></ul>	<ul style="list-style-type: none"><li>• What challenge(s) are you facing?</li></ul>
<ul style="list-style-type: none"><li>• What support do you need to move forward with procurement?</li></ul>	<ul style="list-style-type: none"><li>• How can we help?</li></ul>
<ul style="list-style-type: none"><li>• Which stage of the procurement process are you at?</li></ul>	<ul style="list-style-type: none"><li>• What resources/ support have you used so far?</li></ul>
<ul style="list-style-type: none"><li>• What challenge(s) are you facing?</li></ul>	

# ICLEI facilitators



Mark Hidson,  
Deputy Regional Director  
[mark.hidson@iclei.org](mailto:mark.hidson@iclei.org)



Elsa Durieux,  
Senior Officer  
[elsa.Durieux@iclei.org](mailto:elsa.Durieux@iclei.org)

# Part 1 speakers (snapshot presentations)

Needs assessment for PPI



**Denis Premec**

*Project Manager*  
Regional Energy Agency  
North, Croatia

A guide to market dialogue



**Josefine Hintz**

*Officer, Sustainable  
Economy and Procurement*  
ICLEI Europe

Procurement criteria for  
circular innovation



**Emiel Ascione**

*Project Manager*  
Kamp C, Antwerp  
Metropolitan Area

# Part 2 speakers- Breakout rooms presentations

Procurement strategy and  
criteria for zero-emission  
transport



**Geir Rossebø**  
*Coordinator Sustainable  
Mobility, Green Public  
Procurement*  
City of Oslo

Engaging with SMEs to  
procure innovative mobility  
infrastructure solutions



**Lies De Meyer**  
*Transversal Project  
Manager – Center of  
Excellence Procurement*  
Bpost

# Part 1

Introduction to innovation procurement (13:10-14:05)



# Part 1- agenda

## Introduction 13.10-13.20

- Innovation Procurement: what, why, how?
- Our team: sustainability and innovation procurement at ICLEI
- 3 fundamentals for Innovation Procurement

## Snapshot presentations 13.20-13.40

- Assessing Innovation Procurement needs – *Denis Premec, Regional Energy Agency North, Croatia*
- Market engagement: the role of Dialogue Events- *Josefine Hintz, ICLEI*
- Using tender criteria for circular innovation: *Emiel Ascione, Kamp C Belgium*

## Discussion time 13.40-13.55

- Q&A with speakers
- Open discussion

## Sharing innovation procurement resources 13.55-14.05

- Mural exercise

# Innovation Procurement: what, why, how?

1<sup>st</sup> City Lab

## WHAT?

- As **major consumers**, public authorities can use their spending power to **promote innovations**.
- Public procurement= **14% of EU GDP!**
- IP includes the procurement of:
  - R&D
  - Innovative solutions not yet available on the market
  - Innovative solutions that exist, but are not yet widely available on the market

## WHY?

IP can help cities:

- Transition to a **smart and sustainable economy**
- **Foster innovation**, support sustainable SMEs and industries in key sectors, and develop the public services of tomorrow
- **Transform their economy** overcome the current sanitary, socio-economic and environmental crisis.

## HOW?

### This City Lab!

1. Needs assessment
2. Market engagement
3. Innovative criteria for innovative solutions (Funding)  
(Choice of procedure)



# Sustainable & innovation procurement in the ICC

- Led by ICLEI- global network of 1,750 cities, towns and regions
- ICLEI Europe Sustainable Economy and Procurement team: 11 experts in sustainable and innovation procurement
- Our capabilities/ network:
  - **Procura+ Network:** 40+ European public authorities working together on sustainable and innovation procurement. Applications now open for our 2021 Procurement awards.
  - **Innovation Procurement Platform:** ICLEI-run one-stop-shop for Innovation Procurement resources
  - **Procurement forum:** an open exchange platform involving 5,100+ public procurers interested in sustainability and innovation
  - **Topical expertise:** expertise, resources and contacts work across all sectors: construction, mobility, energy, smart city technologies, healthcare, food, circular procurement etc.

- **Contacts:**



Mark Hidson,  
Deputy Regional Director  
mark.hidson@iclei.org

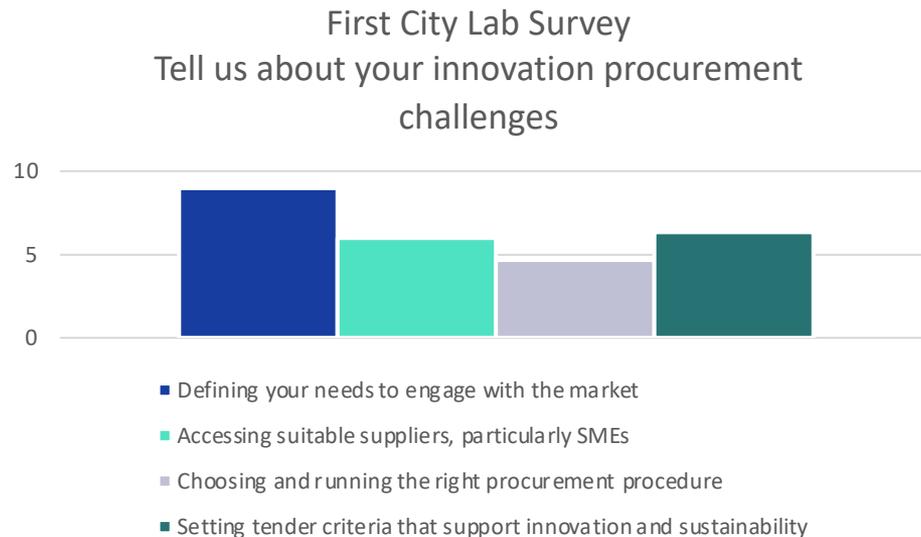


Elsa Durieux,  
Senior Officer  
elsa.Durieux@iclei.org

# 3 fundamentals for innovation procurement

*-innovative procurement processes for sustainable innovation*

- Assess your needs
- Engage with the market
- Use right criteria



# Our speakers: tools, inspiration, and top tips for innovation procurement

Needs assessment for PPI



**Denis Premec**

*Project Manager*  
Regional Energy Agency  
North, Croatia

A guide to market dialogue



**Josefine Hintz**

*Officer, Sustainable  
Economy and Procurement*  
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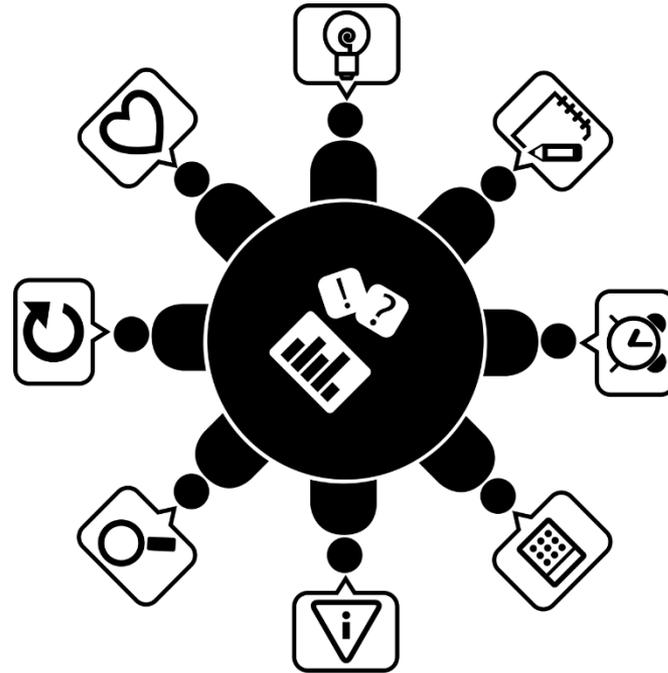


**Emiel Ascione**

*Project Manager*  
Kamp C, Antwerp  
Metropolitan Area

# Discussion

- Ask
- Share
- Debate



# ICC Innovation procurement resources

## GENERAL

- [Procurement Forum](#)
- [Innovation Procurement Platform](#)
- [EU Guidance on Innovation procurement](#)
- [Procura + Network](#)
- [Procura+ Awards \(deadline 31<sup>st</sup> March\)](#)
- [Sustainable Procurement Platform](#)
- [LearnTech Accelerator Resources Centre](#)

## NEEDS ASSESSMENT

## MARKET ENGAGEMENT

- [How to engage the market - A step by step guide for dialogue events](#)
- [How to engage the market An overview of the European legal framework](#)
- [Innobrokers catalogue of best practices on PPI](#)
- [Lea Guide on Open Market Consultation](#)

## CRITERIA

- [EU GPP Criteria](#)
- [Buying Social Guide](#)

And you, which are your go-to resources? Share them on our Mural!

# Part 2

## Innovation procurement: focus on mobility solutions



# Part 2- agenda

## Introduction 14.15-14.25

- The new Clean Vehicles directive [2019/1161](#)
- Mural Exercise 1: Sharing your innovative mobility procurement challenge
- Our speakers

## Breakout Rooms 14.25-14.55

- Breakout Room 1: Procurement strategy and criteria for zero-emission transport: *Geir Rossebø, City of Oslo*
- Breakout Room 2: Engaging with SMEs to procure innovative mobility infrastructure solutions: *Lies de Meyer, B Post*

## Debrief and discussion time 14.55-15.05

- Key points from breakout rooms
- Open discussion

## Sharing innovative transport procurement resources: 15.05-15.10

- Mural exercise 2

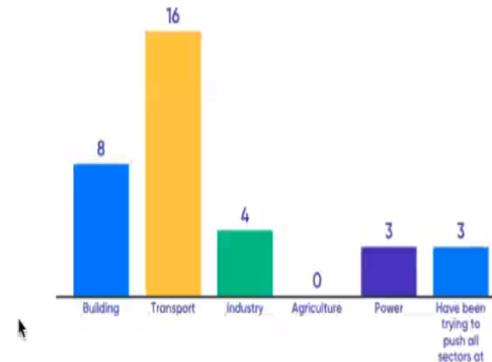
# We heard you!

## Which topics would you like the thematic innovation procurement webinars to cover?



## What sector are you most interested in decarbonizing first?

THE EUROPEAN COMMISSION  
Intelligent Cities  
100 Challenge



# The revised Clean Vehicles Directive- 2019/1161

- “An ambitious Union policy on the procurement of clean vehicles will help to stimulate innovation and further promote competitiveness and growth of the Union industry in the increasingly global markets for clean vehicles and associated technology infrastructure”
- Key date: **3 August 2021**
- Encourage public procurement of “clean vehicles” – applies to most vehicles categories, with distinction between light vs heavy duty vehicles
- **National targets to 2025 & 2030** e.g. ranging between 17.6% (Bulgaria) and 38.5% (Luxemburg) for light-duty vehicles

[https://ec.europa.eu/transport/themes/urban/clean-vehicles-directive\\_en](https://ec.europa.eu/transport/themes/urban/clean-vehicles-directive_en)



The screenshot displays the EUR-Lex website interface. At the top, there is a navigation bar with the EUR-Lex logo, the text 'Access to European Union law', and a language selector set to 'English'. Below the navigation bar is a search bar with a 'QUICK SEARCH' button and a search icon. A secondary search bar contains the text 'Search tips' and a note: 'Need more search options? Use the Advanced search'. The main content area shows the breadcrumb 'EUROPA > EUR-Lex home > EUR-Lex - 32019L1161 - EN' and the document title 'Document 32019L1161'. On the left, there is a sidebar with a 'Text' tab selected, and sub-sections for 'Document information', 'Procedure', and 'National transposition'. Below these are links for 'Save to My items', 'Up-to-date link', and 'Permanent link'. The main content area under 'Title and reference' provides the following details: 'Directive (EU) 2019/1161 of the European Parliament and of the Council of 20 June 2019 amending Directive 2009/33/EC on the promotion of clean and energy-efficient road transport vehicles (Text with EEA relevance.)', 'PE/57/2019/REV/2', 'OJ L 188, 12.7.2019, p. 116–130 (BG, ES, CS, DA, DE, ET, EL, EN, FR, GA, HR, IT, LV, LT, HU, MT, NL, PL, PT, RO, SK, SL, FI, SV)', 'In force', and 'ELI: <http://data.europa.eu/eli/dir/2019/1161/oj>'.

# Mural exercise 1: sharing

Have you procured an innovative mobility solution?  
Are you looking for a specific solution?

Record it on our Mural and meet cities facing the same challenge!

# Breakout rooms: Our speakers

Procurement strategy and  
criteria for zero-emission  
transport



**Geir Rossebø**  
*Coordinator Sustainable  
Mobility, Green Public  
Procurement*  
City of Oslo

Engaging with SMEs to  
procure innovative mobility  
infrastructure solutions



**Lies De Meyer**  
*Transversal Project  
Manager – Center of  
Excellence Procurement*  
Bpost

# Breakout rooms debrief and discussion

- What are your key takeaways?
- Questions?
- Share and debate!

# Mural exercise 2: ICC- innovative mobility procurement resources

<a href="#"><u>Grow Smarter sustainable mobility solutions</u></a>	Innovative mobility solutions case studies, incl. Sustainable deliveries, smart transport management, smart mobility solutions, Alternative fuel driven vehicles
<a href="#"><u>EC's Big Buyers Initiative discussion groups</u></a>	Resources on the procurement of zero emission construction sites & heavy-duty electric vehicles
<a href="#"><u>Project Fabuloos</u></a>	Procurement of driverless public transport solutions
<a href="#"><u>BuyZET website</u></a>	Case studies and resources on the procurement of innovative solutions for zero emission urban delivery of goods and services
<a href="#"><u>City of Oslo procurement criteria</u></a>	Criteria for the procurement of zero-emission construction sites vehicles, available in English
<a href="#"><u>EC road transport GPP criteria</u></a>	Criteria for the procurement of sustainable road transport solutions, available in the 24 EU languages
<a href="#"><u>Revised Clean Vehicles Directive 2019/1161</u></a>	Revised directive on the procurement of clean vehicles, including national targets

Have you got a case study/ useful resources to share? Share them on our Mural!

# Pre-bookable 1:1s

Introduction to innovation procurement

