ICC Innovation procurement workshop
Introduction + deep dive on mobility solutions
Overview

Part 1
Introduction to 3 key innovation procurement topics
13:10-14:05

Part 2
Innovation procurement: focus on transport/mobility solutions
14:15-15:10

Part 3
Pre-bookable 1:1s
15:10-16:10

10mn break
Background

Results from 1st 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.

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
Part 1
Introduction to 3 key innovation procurement topics

**Goal:** Provide ICC cities with inspiration, resources & a platform to exchange ideas on 3 key innovation procurement topics (needs assessment, market engagement, using criteria)

**Format:**
- Brief intro (ICLEI)
- 3x snapshot expert presentation (5mn each)
- Open discussion (pre-prepared questions as needed)
- Collaborative exercise: sharing resources by topic on a Miro Board

Part 2
Focus on transport/mobility solutions procurement

**Goal:** Provide ICC cities with inspiration, resources, practical ideas & a platform to meet/exchange on the procurement of innovative mobility solutions

**Format:**
- Brief intro (ICLEI)
- 2x parallel breakout rooms (expert speaker presentation + discussion)
- Debrief/ open floor discussion
- 2 x collaborative Miro Board exercises

Pre-bookable 1:1s

**Goal:** provide 1:1 advice to cities requiring expert support with their innovation/sustainable procurement ambitions

**Format:**
- 1:1 sessions between cities and ICLEI team
- Pre-selection of participants based on questionnaires
- Option for cities to attend in a listening position
<table>
<thead>
<tr>
<th><strong>Agenda</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction 13.10-13.20</strong></td>
</tr>
<tr>
<td>• Add names to the mural</td>
</tr>
<tr>
<td>• Innovation Procurement: what, why, how?</td>
</tr>
<tr>
<td>• Our team: sustainability and innovation procurement at ICLEI</td>
</tr>
<tr>
<td>• 3 fundamentals for Innovation Procurement</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Snapshot presentations 13.20-13.40</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Assessing Innovation Procurement needs – Denis Premec, Regional Energy Agency North, Croatia</td>
</tr>
<tr>
<td>Market engagement: the role of Dialogue Events - Josefine Hintz, ICLEI</td>
</tr>
<tr>
<td>Using tender criteria for circular innovation: Emiel Ascione, Kamp C Belgium</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Discussion time 13.40-13.55</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Q&amp;A with speakers (incl. pre-prepared questions)</td>
</tr>
<tr>
<td>• Open discussion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Sharing innovation procurement resources 13.55-14.05</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Mural exercise</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Introduction 14.15-14.25</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• The revised Clean Vehicles Directive</td>
</tr>
<tr>
<td>• Mural Exercise 1: Sharing your innovative mobility procurement challenge</td>
</tr>
<tr>
<td>• Our speakers</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Breakout Rooms 14.25-14.55</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Breakout Room 1: Procurement strategy and criteria for zero-emission transport: Geir Rossebø, City of Oslo</td>
</tr>
<tr>
<td>• Breakout Room 2: Engaging with SMEs to procure innovative mobility infrastructure solutions: Lies de Meyer, B Post</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Debrief and discussion time 14.55-15.05</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Key points from breakout rooms</td>
</tr>
<tr>
<td>• Open discussion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Sharing innovative transport procurement resources: 15.05-15.10</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Mural exercise 2</td>
</tr>
<tr>
<td>• Share with colleagues and get in touch</td>
</tr>
</tbody>
</table>
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)
      | If (i) (support for products/ service/ goods procurement work) | If (ii) (general support) |
      |---------------------------------------------------------------|--------------------------|
      | • What is your city looking to procure?                        | • What are your innovation/ sustainable procurement goals? |
      | • What challenge(s) are you facing?                           | • What challenge(s) are you facing?                        |
      | • What support do you need to move forward with procurement?  | • How can we help?                                             |
      | • Which stage of the procurement process are you at?          | • What resources/ support have you used so far?              |
      | • What challenge(s) are you facing?                           |                                                                         |
ICLEI facilitators

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

Elsa Durieux,
Senior Officer
elsa.Durieux@iclei.org
Part 1 speakers (snapshot presentations)

Denis Premec  
*Project Manager*  
Regional Energy Agency  
North, Croatia

Josefine Hintz  
*Officer, Sustainable Economy and Procurement*  
ICLEI Europe

Emiel Ascione  
*Project Manager*  
Kamp C, Antwerp  
Metropolitan Area

- Needs assessment for PPI  
- A guide to market dialogue  
- Procurement criteria for circular innovation
Part 2 speakers - Breakout rooms presentations

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

Procurement strategy and criteria for zero-emission transport

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

Engaging with SMEs to procure innovative mobility infrastructure solutions
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?

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:
  o R&D
  o Innovative solutions not yet available on the market
  o 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

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

- Denis Premec
  Project Manager
  Regional Energy Agency
  North, Croatia

- Josefine Hintz
  Officer, Sustainable Economy and Procurement
  ICLEI Europe

- Emiel Ascione
  Project Manager
  Kamp C, Antwerp
  Metropolitan Area

Needs assessment for PPI
A guide to market dialogue
Procurement criteria for circular innovation
Discussion

• Ask
• Share
• Debate
## ICC Innovation procurement resources

<table>
<thead>
<tr>
<th>GENERAL</th>
<th>NEEDS ASSESSMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Procurement Forum</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Innovation Procurement Platform</strong></td>
<td></td>
</tr>
<tr>
<td><strong>EU Guidance on Innovation procurement</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Procura + Network</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Procura+ Awards (deadline 31st March)</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Sustainable Procurement Platform</strong></td>
<td></td>
</tr>
<tr>
<td><strong>LearnTech Accelerator Resources Centre</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MARKET ENGAGEMENT</th>
<th>CRITERIA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>How to engage the market - A step by step guide for dialogue events</strong></td>
<td><strong>EU GPP Criteria</strong></td>
</tr>
<tr>
<td><strong>How to engage the market An overview of the European legal framework</strong></td>
<td><strong>Buying Social Guide</strong></td>
</tr>
<tr>
<td><strong>Innobrokers catalogue of best practices on PPI</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Lea Guide on Open Market Consultation</strong></td>
<td></td>
</tr>
</tbody>
</table>

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?

- Preparing for the procurement
- Engaging with the market
- Effective tendering procedures and criteria
- Making the most of online marketplaces
- Sector-specific innovation procurement practices (e.g. mobility, energy, digital public services, food, construction, etc)

What sector are you most interested in decarbonizing first?

- Building: 8
- Transport: 14
- Industry: 4
- Agriculture: 0
- Power: 3
- Have been trying to push all sectors: 3
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

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

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

Procurement strategy and criteria for zero-emission transport

Engaging with SMEs to procure innovative mobility infrastructure solutions

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

The European Commission’s Intelligent Cities Challenge is funded by the EU programme for the Competitiveness of Enterprises and SMEs.
Breakout rooms debrief and discussion

• What are your key takeaways?
• Questions?
• Share and debate!
Mural exercise 2: ICC- innovative mobility procurement resources

**Grow Smarter sustainable mobility solutions**  Innovative mobility solutions case studies, incl. Sustainable deliveries, smart transport management, smart mobility solutions, Alternative fuel driven vehicles

**EC’s Big Buyers Initiative discussion groups**  Resources on the procurement of zero emission construction sites & heavy-duty electric vehicles

**Project Fabuloos**  Procurement of driverless public transport solutions

**BuyZET website**  Case studies and resources on the procurement of innovative solutions for zero emission urban delivery of goods and services

**City of Oslo procurement criteria**  Criteria for the procurement of zero-emission construction sites vehicles, available in English

**EC road transport GPP criteria**  Criteria for the procurement of sustainable road transport solutions, available in the 24 EU languages

**Revised Clean Vehicles Directive 2019/1161**  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