

The PCP Process – From Call to Contract & Suppliers matchmaking

Webstival – Webinar 2

9 April 2025 – 10:00-11:30



This project has received funding from the Horizon Europe Framework Programme (HORIZON) under grant agreement N° 101182917



Welcome & Opening remarks

Joost Buntsma, hWh, PCP WISE Lead Procurer



Housekeeping rules

Welcome to the PCP WISE Webstival Webinar!

Here's how to make the most of the session:

-  **Stay Muted** – Please keep your mic off unless invited to speak.
-  **Use the Chat** – Questions? Thoughts? Drop them in the chat anytime!
-  **Raise Your Hand** – Want to speak? Use the raise hand 🙋 feature.
-  **This session is recorded** – So we can share the magic with others later!
-  **Cameras Optional** – Feel free to keep your camera on if you'd like—we love seeing your faces!
-  **Be Respectful** – We're an inclusive, global community—let's keep it kind and constructive.



Agenda

10:00 – 10:10	Welcome & Opening Remarks <ul style="list-style-type: none">•General introduction•Overview of the agenda & PCP process in the PCP WISE Joost Buntsma, HwH, PCP WISE Lead Procurer,
10:10 – 10:40	What is a PCP? <ul style="list-style-type: none">•Explanation of the procedure (preparation until contract implementation)•Difference between PCP and PPI Dr. Ana Isabel Peiró Baquedano, Senior Legal Procurement Researcher, CORVERS BV
10:40 - 11:05	Experiences from successful PCPs <ul style="list-style-type: none">•Introduction of the previous PCP projects•Insights on what makes them successful Projects to be presented: <ul style="list-style-type: none">•<i>Select4Cities: platforms to enable large-scale co-creation and testing of IoT services for cities.</i>•<i>FABULOS: self-driving shuttle buses for public transport.</i>•<i>AI4Cities: AI accelerating cities' transition to carbon neutrality.</i>•<i>Circular PSP: circular economy</i>•<i>SPACE4Cities: satellite data solutions for urban management</i> Meri Vainio, FVH, PCP WISE Public Buyer
11:05 – 11:20	Open Market Consultation under PCP WISE <ul style="list-style-type: none">•Presentation of the activities, timeline and ways to get involved•Information on the upcoming tender Arnoud Gringhuis, HwH, PCP WISE Lead Procurer
11:20 – 11:30	Networking opportunities and Q&A session Melissa Campagno and Sofiane Bari, G.A.C. Group



PCP WISE Consortium

- EU-funded project via Horizon Europe Programme
- 26 partners covering 9 countries
- 11 Public buyers and 15 support partners
 - Lead buyer: hetWaterschapshuis
 - Project coordination: Barrabés
- Duration: 36 months
- Overall budget: €19M





What is PCP WISE about?

PCP WISE

Water Management from Space A New Approach for Global Climate Challenges

The Challenge We Face: Climate Change and Water Management

Climate change is causing severe global problems, such as droughts, floods, and disruptions in water supply. These issues also affect soil stability, drinking water quality, and increase the risk of wildfires, creating enormous potential for damage. European governments bear the responsibility for managing these risks.

To address these challenges, having accurate and timely management information is critical. This requires not only better maintenance systems but also leveraging smart monitoring and digital innovations. Tools like drones for inspections, AI-driven modelling, and satellite data are excellent examples of how technology can enrich existing knowledge. Water authorities must embrace these digital advancements to stay ahead of the challenges.

The Horizon Europe programme provides a unique opportunity to drive this digital transformation and tackle global climate challenges effectively.

Horizon Europe Programme: Funding Innovation for Water Management

In 2024, the EU allocated a €19M grant through the Horizon Europe programme to support applied research and development of satellite-based water management solutions. A project application, named PCP WISE*, was submitted for this funding and received approval in September 2024.

PCP WISE aims to deliver practical solutions to help water authorities improve their management capabilities. The below infographic highlights the project's goals and its potential benefits in addressing climate and water challenges.

*Estimation 2023 | Source: NOS 22/2024

PCP WISE: Monitoring the Soil-Water-Vegetation System

PCP-WISE focuses on improving the monitoring of the local water balance in soil-water-vegetation systems using remote sensing technology. This approach creates consistent and shareable data about water conditions.

- 1 Insight into (climate)trends, and current conditions
- 2 Getting to know the critical boundaries of our water balance system
- 3 Developing and stimulating climate models



With this updated information, local water managers can better prioritise actions based on Environmental Act guidelines. For example, when water shortages occur, decisions can be made to allocate resources effectively. The insights also support creating risk maps, which raise environmental awareness and help mitigate damage during water-related crises.

PCP WISE Action Plan

The European PCP WISE consortium of 26 local authorities, water authorities, and research institutions from 10 countries, has been formed to drive this initiative forward. To this end, Het Waterschapshuis is leading a group of 12 buyers who joined forces to undertake a Pre-Commercial Procurement procedure, supported by 14 additional partners providing assistance in this process.

In 2025 the consortium will launch a call for tenders inviting innovative market suppliers to respond and submit an offer to develop tailored solutions meeting the needs of the Buyers' group. These solutions will aim to enhance water system monitoring, improve insights, and advance early warning and monitoring technologies.

Currently, 22 use cases across five European countries — including five in the Netherlands — are being used to assess stakeholder needs. These use cases help shape the project's goals and refine the functional requirement of the solutions to be developed.

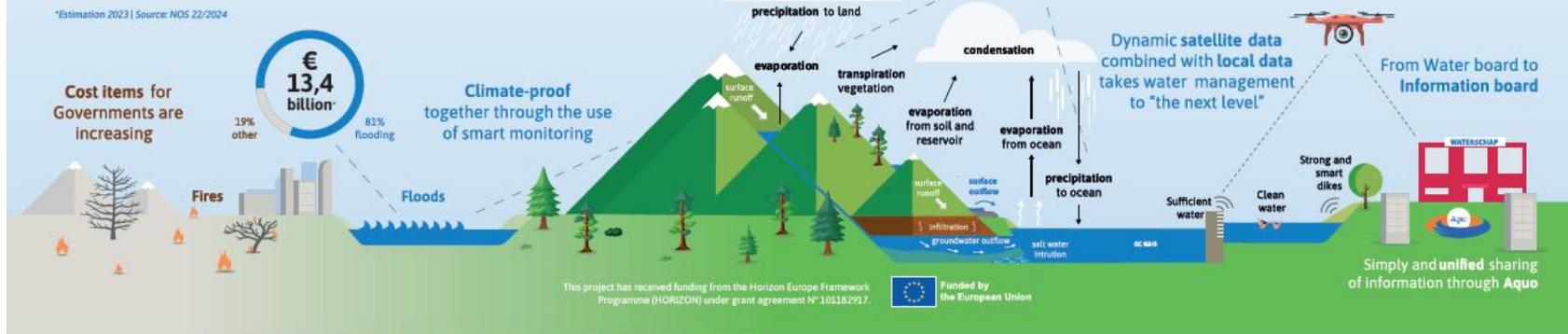
Benefits for Water Authorities

Water authorities are responsible for maintaining strong dikes and ensuring clean, sufficient water supplies. With the growing pressures of climate change and strict European regulations, experimenting with pilot projects has become essential.

PCP WISE supports the move toward data-driven operations and bears the ambition to prepare all water authorities for digital innovation by 2029. It offers a significant opportunity for the water sector to lead its digital transformation, build an international network, and share uniform cross-border data for a climate-resilient future.

By creating up-to-date local and sector-wide risk maps, water authorities can strengthen their ability to manage flood crises and potentially become leaders in European risk management.

*Proposal for the Customisation/Pre-operationalisation of Water Management Innovations from Space for European Climate Resilience



PCP WISE

WATER MANAGEMENT INNOVATIONS FOR CLIMATE RESILIENCE

The Challenge

Water-related crises fueled by climate change (flooding, wildfires, droughts, degraded water quality, soil subsidence) are calling for urgent governments' response.

The Levers

Pre-Commercial Procurement
Environmental Observation data
Climate adaptation policies and strategies

The Desired Solution

A smart, versatile and cross-border soil-water-vegetation intelligence warning, management and monitoring systems for both rural and urban areas tailored to end-users' needs.

What is Pre-Commercial Procurement?

Pre-Commercial Procurement (PCP) challenges industry from the demand side to develop innovative solutions for public sector's needs. PCP is a public procurement process that allows public procurers to test and procure innovative solutions that are not yet available on the market. To do so, public procurers buy R&D services from several market suppliers and technology vendors in parallel to steer the development of solutions tailored to the public sector's needs. Public procurers compare alternative potential solution approaches and filter out the best possible solutions that can be delivered to address procurers' needs. The end result including the intellectual property rights remain with the contractors.

PCP WISE Timeline

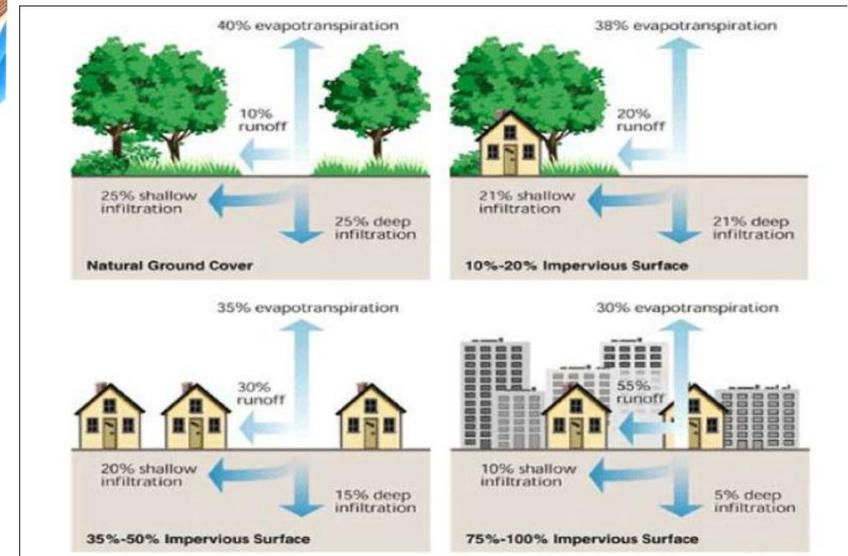
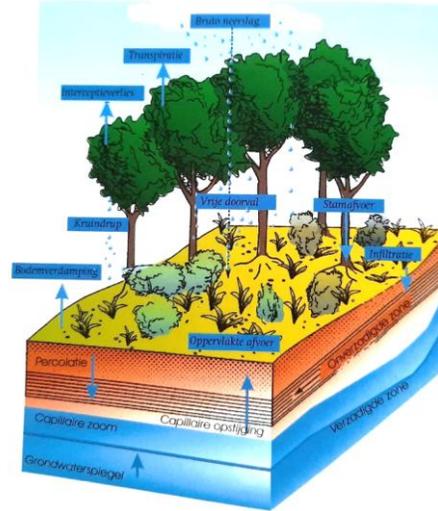
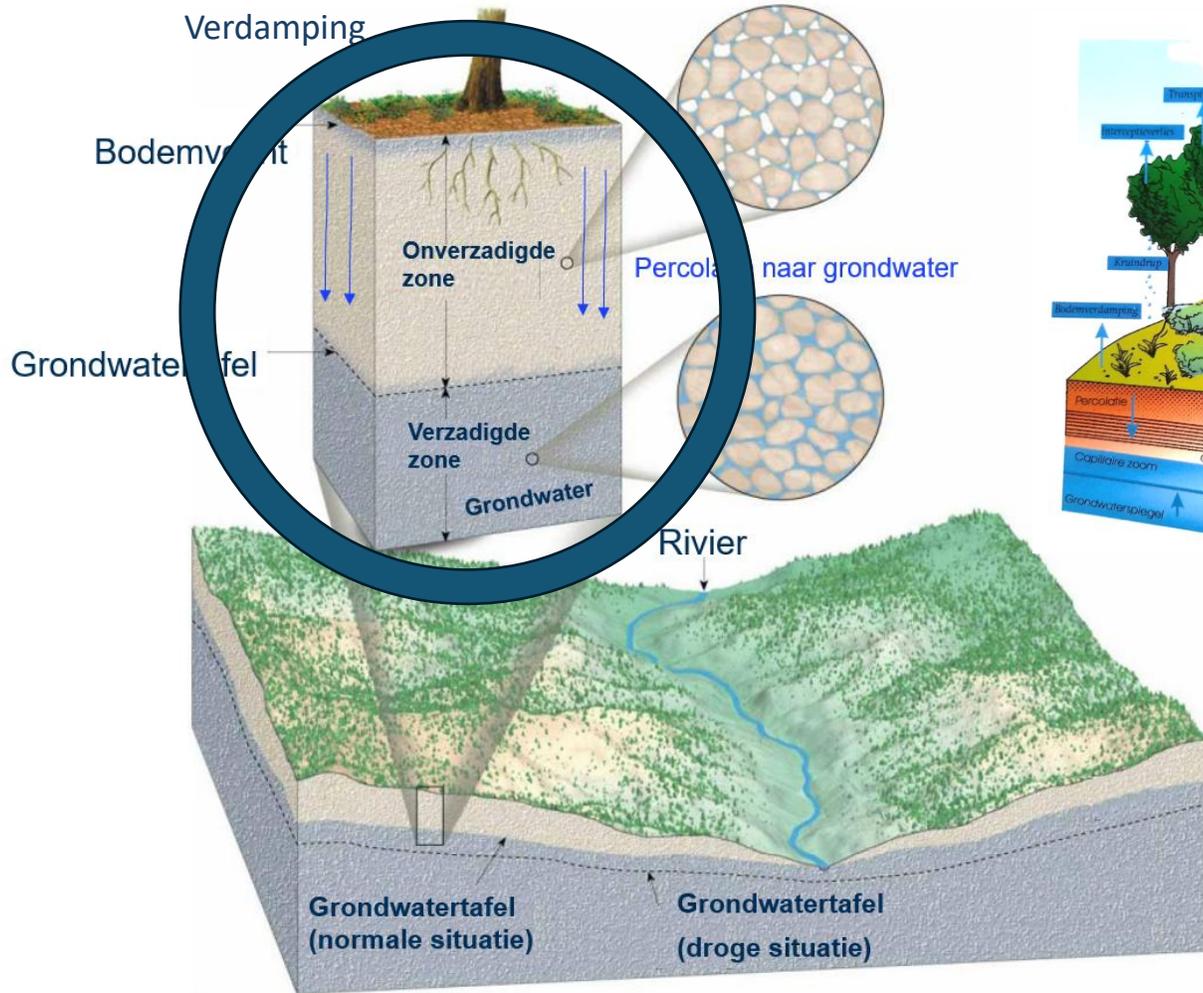
As of January 2025, the 11 PCP-WISE Buyers will engage into the below PCP process to generate innovative solutions to multiple water-related crises both in rural and urban areas.

PCP Preparation phase Jun 25 - Aug 25		Tendering phase Sep 25 - Feb 26		PCP Implementation phase Mar 26 - Dec 27			Post PCP WISE phase
Phase 0 Defining Buyer's requirements Use cases & requirements definition Open Market Consultation	Phase 1 Solution design Mar 26 - Jun 26 Call for tenders/ Prior Information Notice Call for tenders launched Evaluation of suppliers' bids Supplier's framework agreements awarded	Phase 2 Prototype development Jul 26 - May 27 Prototype Development Supplier A Supplier B Supplier C Supplier D	Phase 3 Test/ validation in real-world environment Jun 27 - Dec 27 Operational Testing Supplier C Supplier D	Public Procurement of innovative solutions Supplier A, B, C or D and on it			

Get Involved | About PCP WISE | Project partners



Water-soil-vegetation-system: rural and urban





WISE Consortia need to consist of multi-disciplinary skills

- Main contractor (large SME: civil engineering and management, upscaling ambitions)
- Hydrology (model) skills/services dedicated to sectors
- Meteorology (short extreme events, climate scenario modeling, spatio-temporal modeling)
- Crisis (Risk/impact) skills/experience dedicated to sectors
- Remote Sensing value-adder skills/services dedicated to sectors
- ICT skills in operational information productions (upscaling) in back and front processing
- Legal & contracting skills (European standards, AI, IPR, etc)
- Research and innovation skills in the above disciplines



What is a PCP?

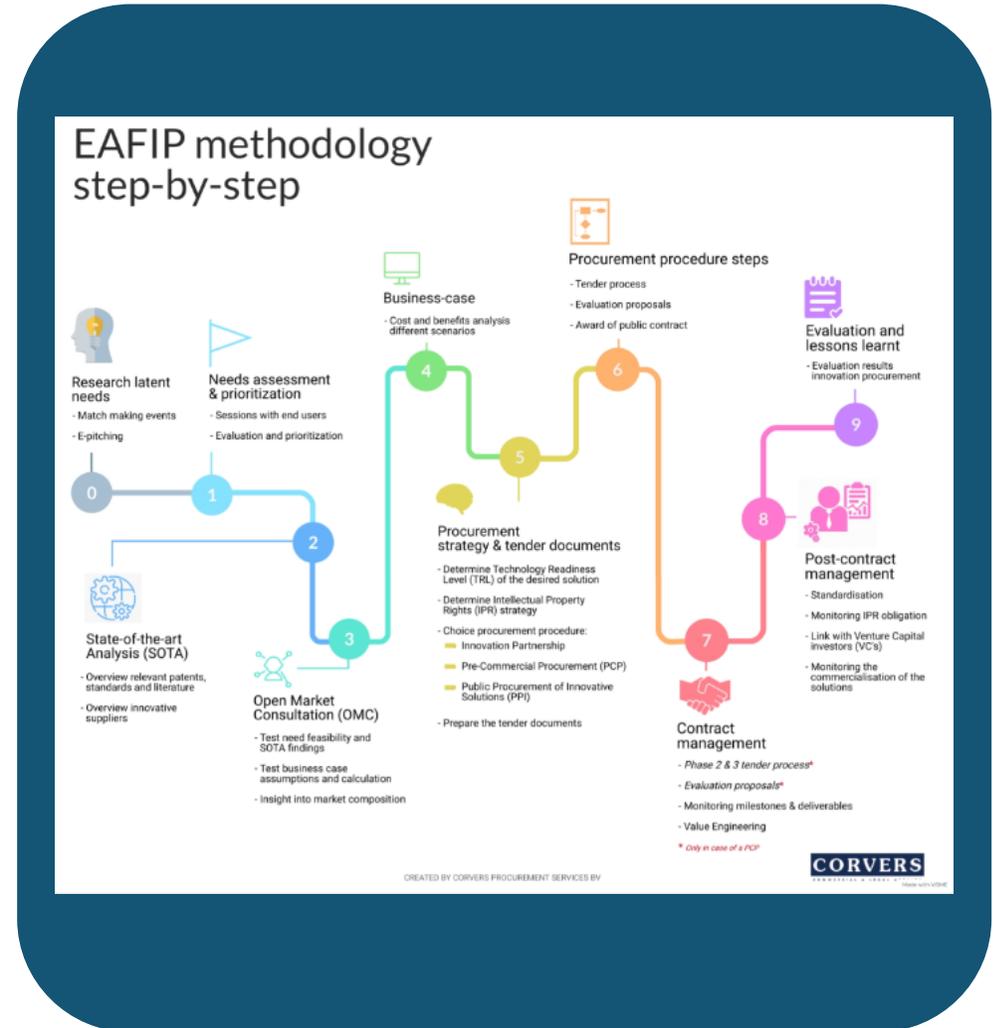
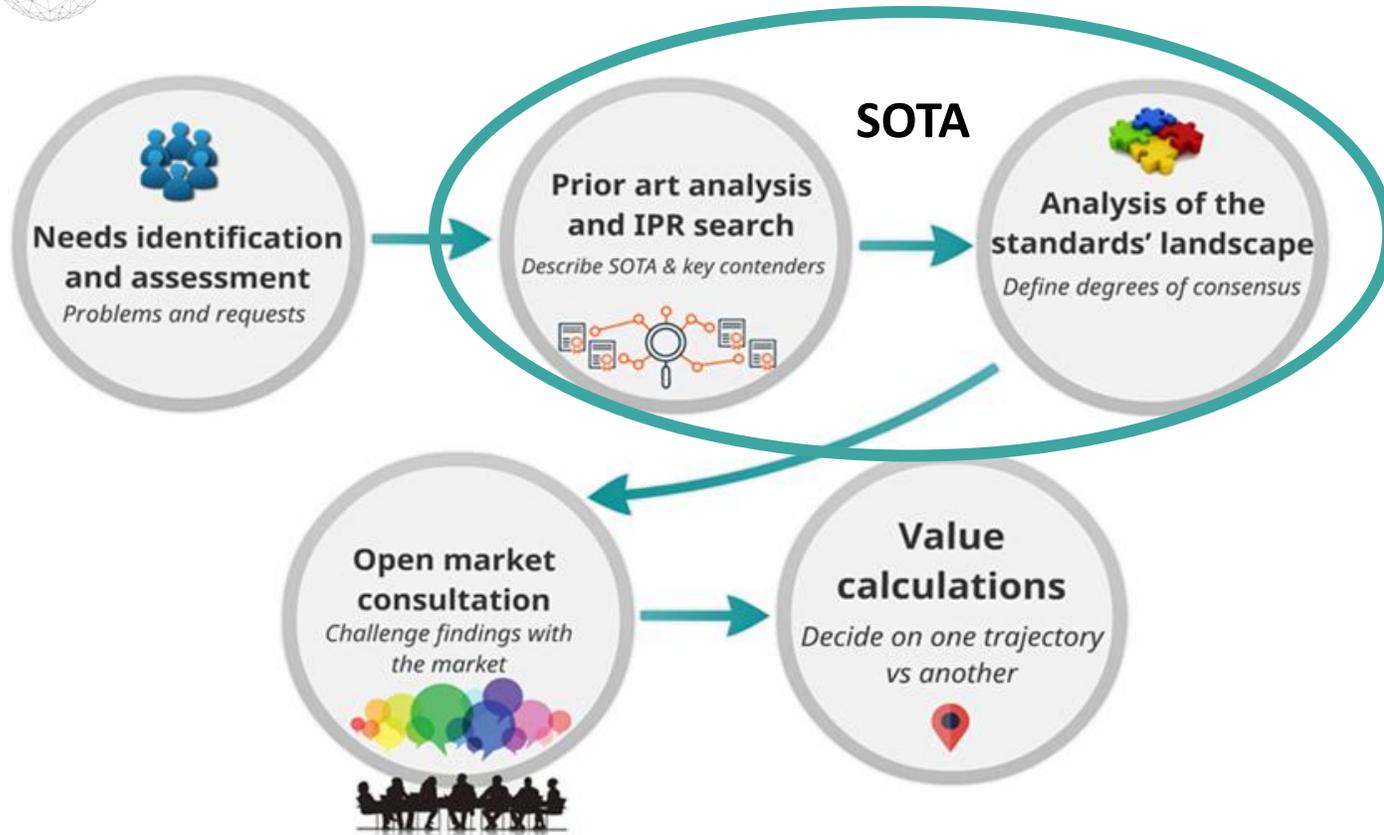
*Dr. Ana Isabel Peiró Baquedano, Senior Legal
Procurement Researcher, CORVERS BV*



Explanation of the procedure (preparation until contract implementation)



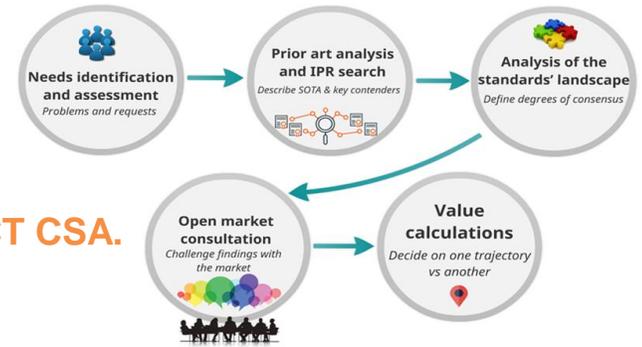
The EAFIP methodology





From PROTECT to PCP WISE

PCP WISE builds on the results, common challenges and synergies resulting from PROTECT CSA.



Five application domains

- Marine & coastal environment
- Energy & utilities
- Sustainable urban communities
- Agriculture, forestry and other land use
- Civil security protection



3 CHALLENGES

FLOODS

FIRES

RESILIENT
INFRASTRUCTURE

One
overarching
challenge
WATER



Initially identified 22 uses cases in several domains

- Rural area
- Urban area
- Fast onset crisis
- Low onset crisis

5



No existing solutions were available on the market or close to market readiness.



Necessity of developing new solutions to address the common challenges defined in the project.



Tackle a “big” challenge that has broad applicability across Europe.



Develop solutions that can be used by a wide range of public buyers. Ensures the developed solutions are scalable and provide significant benefits across different regions.



1. Needs identification and assessment



Innovation procurement starts with an “**unmet need**”, which is “*a requirement or set of requirements that public procurers have now or (preferably) one that public procurers will have in the future, that current products, services or arrangements cannot meet, or can only do so at excessive cost or with unacceptable risk.*”

Department for Business Innovation & Skills: “Delivering best value through innovation. Forward Commitment Procurement. Practical Pathways to buy Innovative Solutions”, UK Innovate

Integrated, real-time water intelligence system that harmonizes **data from diverse sources** (Earth Observation (EO) data, in-situ measurements, and Artificial Intelligence (AI) analytics in the European Union) through **innovation procurement** in order to **monitor, predict and manage the Soil-Water-Vegetation (SWV)** system in various European rural and urban areas to ensure a comprehensive and effective **response to water-related crises** and capacity for actioning adaptation and mitigation measures, enhancing **climate resilience** across Europe.





SOTA

2. Prior art analysis and IPR search

	?	PRIOR ART ANALYSIS	IPR SEARCH				
	What	All information currently in the public domain (scientific publications, reports, existing products) - IPR protected or not	A search of registered intellectual property held in a national or international database				
	When	Once the needs are identified	Once the needs are identified				
		<table border="1"> <tr> <td>Solutions already available? Or available before the start of the procurement?</td> <td>No need for innovation procurement. Existing solution can be procured.</td> </tr> <tr> <td>Novelty of identified need?</td> <td>Select Innovation Procurement strategy</td> </tr> </table>	Solutions already available? Or available before the start of the procurement?	No need for innovation procurement. Existing solution can be procured.	Novelty of identified need?	Select Innovation Procurement strategy	<p>Guarantee that the technological solutions to be developed are innovative and can thus be protected by IPR;</p> <p>Alternatively, it will reveal whether there is a provider who owns all IPR needed to develop the solution to the identified need(s).</p>
Solutions already available? Or available before the start of the procurement?	No need for innovation procurement. Existing solution can be procured.						
Novelty of identified need?	Select Innovation Procurement strategy						

Identify TRL and select procurement method

3. Analysis of the standards' landscape





4. Open Market consultations



Market consultations bridge the gap between the supply side and the demand side.

Suppliers are informed about the needs and expectations of the procurers. **Procurers** are informed about what the market has to offer, including how is the supply chain, which gives a view on European resilience and autonomy.

Together with the analysis of the prior art and the IPR search, an Open Market Consultation can provide the legal justification to chose between a PCP, PPI or an Off-the-Shelf Procurement.

PROCURERS can cross-check:

- Prior-art-analysis and IPR Search
- Analysis of the Standards' landscape
- Key contractual set-up and conditions for the procurement
- Project feasibility (e.g. business case)

SUPPLIERS are informed about the public procurers' needs

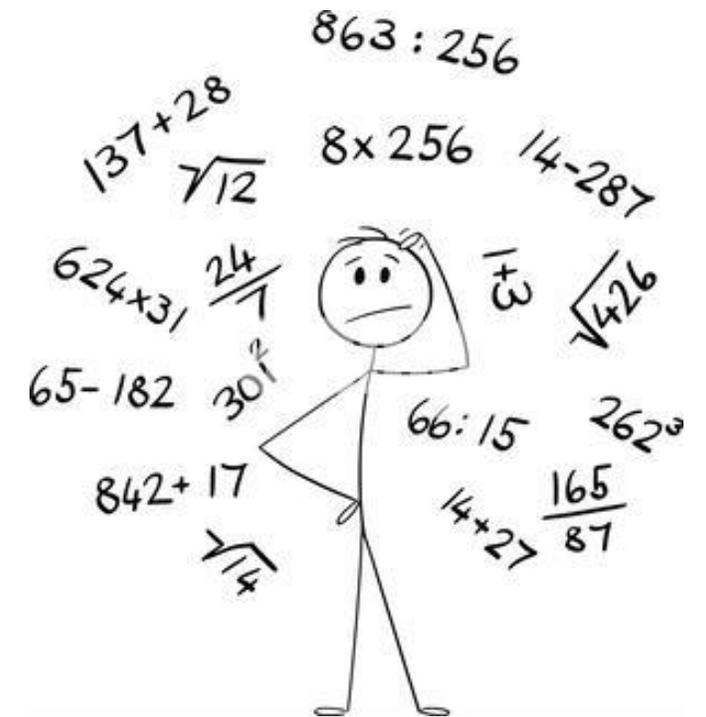




5. Business case, value calculations

A **tool** to support investment decisions before, during and after the project:

1. **before the project:** to determine whether there are enough economic reasons to start the project;
2. **during the project:** to decide whether or not to proceed with changes to the project content, the environment, or the pattern of the project phases; and
3. **after the project:** to assess whether the results achieved meet the public procurer's goals and, if needed, make adjustments accordingly.

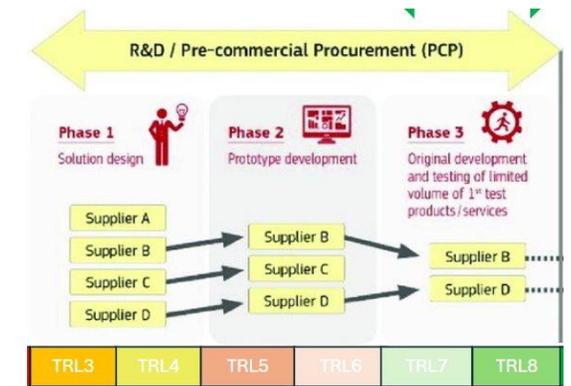




Tender Strategy – PCP

*IPR

**JCBPP



Drafting tender documents

Tender Document 1 (TD 1): Request for Tenders

Tender Document 2 (TD 2): Framework Agreement

Tender Document 3 (TD 3): PCP Specific Contract for Phase 1

Tender Document 4 (TD 4): PCP Specific Contract for Phase 2

Tender Document 5 (TD 5): PCP Specific Contract for Phase 3

Tender Document 6 (TD 6): PCP End of Phase (1, 2, 3) report

Tender Document 7 (TD 7): Contractor details and Project abstracts

Tender Document 8 (TD 8): Technical Offer

Tender Document 9 (TD 9): Financial Offer & Cost Breakdown

Tender Document 10 (TD 10): Declaration of Honour

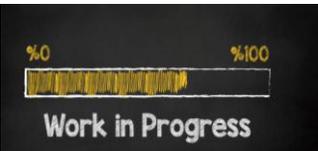
Tender Document 11 (TD 11): Declaration of Honour Russia

Tender Document 12 (TD 12): Consortia Statement

Tender Document 13 (TD 13): Subcontracting Statement

Tender Document 14 (TD 14): Legal Capacity of the Technology Provider Statement

Tender Document 15 (TD 15): Declaration of pre-existing rights





*Intellectual Property Rights

“**Background IPR**” refers to the pre-existing intellectual property and trade secrets produced before the project and which the parties (public buyers and contractors) bring to the PCP, and which may be built-upon, modified or improved during the procurement. As a general rule, the background IPR remains the property of the party who generated it. Given this, access rights may need to be granted to the public buyers to ensure that they are able to conduct the activities they are involved in during the PCP (e.g., analysing and testing of solutions) and to use the PCP results that incorporate background IPR.

“**Sideground IPR**” refers to intellectual property produced during the period of the PCP but not in the activities covered by the PCP contract itself. In the vast majority of cases, the sideground IPR remains the property of the party who generated it. Given this, access rights may need to be granted to public procurers to ensure they are able to conduct the activities they are involved in during the PCP project (e.g., analysing and testing of solutions) and to use the PCP results, which incorporate the sideground IPR.

“**Foreground IPR**” refers to the intellectual property and trade secrets produced in and during the PCP.

In potential future PCP, the contractors will retain ownership of the IPRs that they will generate during the PCP and will be able to use them to exploit the full market potential of the developed solutions. Contractors will be in a position to commercialise the innovations derived from a public procurement, to secure the appropriate protection of the intellectual property and to defend – if necessary – the intellectual property rights in court. In exchange, the public buyers will receive an irrevocable, indefinite, worldwide, royalty-free, non-exclusive license to use all project’s results at no additional cost. Moreover, it might have the right to require the companies that participate in the PCP to license the results to other third parties, under FRAND conditions.

IPR setting in PCP

Intellectual property (IP) includes intangible creations of the human intellect. Patents, copyrights, trademarks.

Type of IPR in PCP

*R&D risks and benefits will be shared. **Ownership of Project IPRs generated by a Contractor will remain with the Contractor.** Ownership of any Contractors’ Background IP will also remain with the Contractor.*

*The PBG will be granted an **irrevocable, worldwide, free and non-exclusive license to use the Project IPRs, the relevant Background IP and the Results related to the design specifications which the Contractor will develop.** This licence will be granted until the expiry of the respective Project IPR, at no additional cost. * If the PBG purchases products from a Contractor which include Project IPR, the Contractor may not charge the PBG for the license to these as they have already been licensed to the PBG.*

*The PBG can request the Contractor to **offer licenses to use the design specifications to third parties under fair and reasonable conditions (FRAND).***

Call-back provision: allows the PBG to recall Project IPRs related to Results that have not been commercialised in a set period of time.



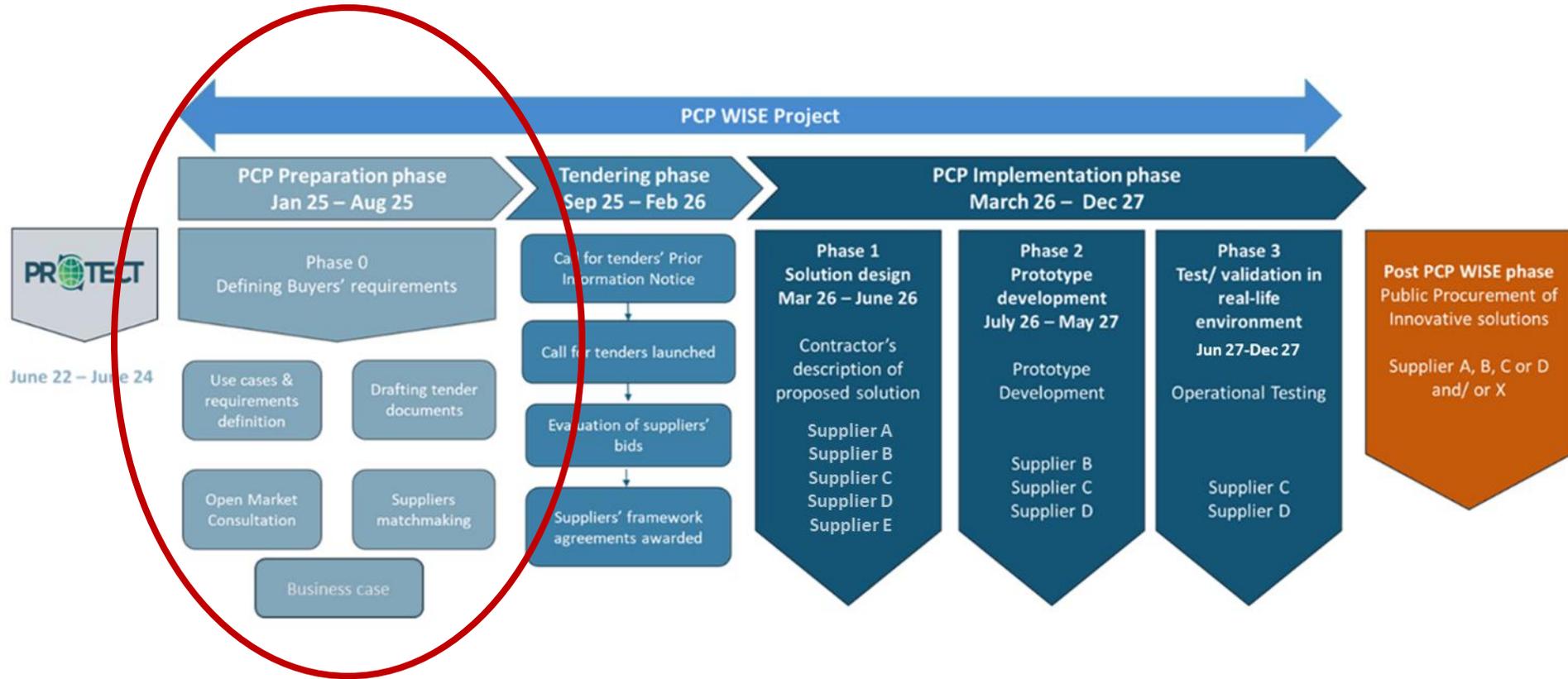
** JCBPP

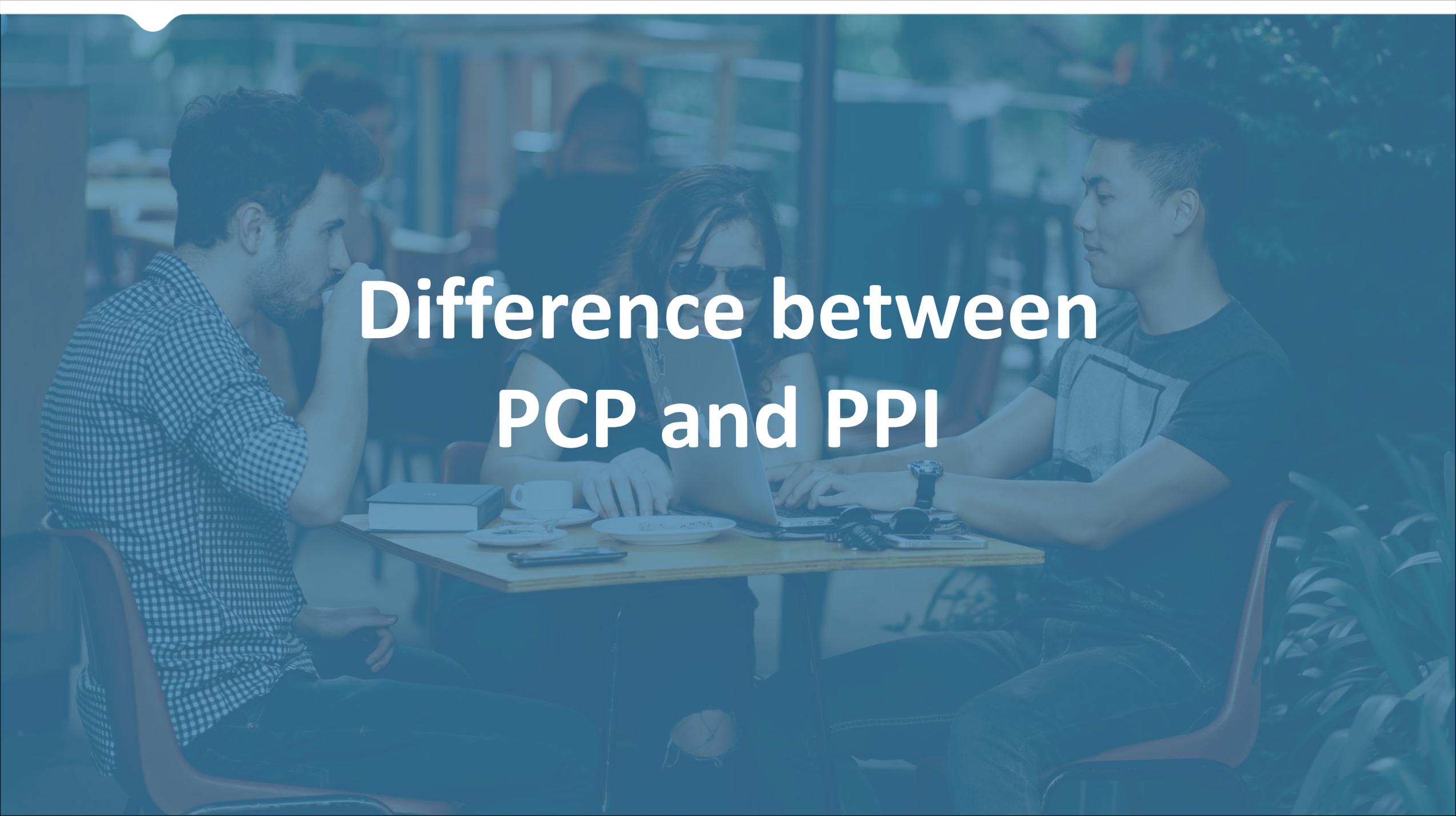
The JCBPP is a **mechanism** where several contracting authorities from different member states can jointly procure goods or solutions. PCP WISE Consortium: 12 public buyers from different EU Member States

1. **Het Waterschapshuis (hWh)** as lead procurer. It is the central IT and digital innovation organization for Dutch water authorities. It facilitates data-driven decision-making, modern IT infrastructure, and advanced water management solutions. hWh plays a key role in digital transformation, ensuring efficient governance and resilience against climate change-related water challenges.
2. **STOWA (Foundation for Applied Water Research)**. STOWA supports Dutch water authorities by conducting research on water systems, flood protection, and ecosystem restoration. It fosters innovation in sustainable water management and climate adaptation, working closely with government agencies, researchers, and stakeholders to develop practical, science-based solutions.
3. **FORUM VIRIUM HELSINKI (FV-Helsinki)**. Forum Virium Helsinki is the innovation unit of the City of Helsinki, focusing on smart city development and digital transformation. It leads projects integrating AI, IoT, and big data into urban planning, with a strong emphasis on sustainable solutions for climate adaptation, mobility, and water resilience.
4. **Ministry of Interior of the Slovak Republic (Mol)**. The Ministry of Interior (Mol) oversees national security, crisis management, and disaster preparedness. It plays a key role in implementing climate resilience strategies, civil protection measures, and emergency response coordination to mitigate the impacts of extreme weather events and environmental hazards.
5. **City of Haarlem**. Haarlem is committed to sustainable urban development, emphasizing green infrastructure, water resilience, and flood prevention. The city actively engages in climate adaptation projects, integrating nature-based solutions, smart technologies, and citizen participation to create a more resilient urban environment.
6. **BUNDESANSTALT TECHNISCHES HILFSWERK (THW)**. THW is Germany's federal agency for civil protection and disaster response. It provides expertise and technical assistance in managing climate-related emergencies, including floods, storms, and infrastructure damage. THW collaborates with national and international partners to strengthen resilience against environmental disasters.
7. **Region of Central Macedonia (RCM)**. RCM is responsible for regional planning and environmental policies in northern Greece. It focuses on climate adaptation, flood risk management, and sustainable urban-rural development. RCM actively participates in European initiatives promoting smart climate solutions and cross-border cooperation.
8. **FORENINGEN KLIMATORIUM**. Klimatorium is Denmark's international climate adaptation hub, fostering innovation, research, and collaboration between public authorities, businesses, and academia. It specializes in water-related climate challenges, such as rising sea levels, stormwater management, and resilient coastal infrastructure.
9. **BENEGO – GRENSPARK KALMTHOUTSE HEIDE (Grenspark)**. Grenspark facilitates cross-border cooperation in environmental management, biodiversity conservation, and climate adaptation. It works on transnational water governance, ecological restoration, and sustainable landscape management to enhance resilience against climate change impacts in shared regions.
10. **City of Rotterdam**. Rotterdam is a global leader in climate resilience and water management, pioneering innovative flood protection measures such as floating urban infrastructure, stormwater retention systems, and smart water technologies. The city integrates sustainability into its urban planning, ensuring long-term environmental and economic resilience.
11. **Slovak Environmental Agency (SEA)**. SEA supports environmental policy implementation, ecological monitoring, and climate adaptation strategies at the national level. It works on sustainable land and water management, biodiversity conservation, and integrating digital tools to assess and mitigate environmental risks.
12. **CARTOGRAPHIC AND GEOLOGICAL INSTITUTE OF CATALONIA (ICGC)**. ICGC specializes in geospatial data analysis, mapping, and geographic information systems (GIS) for environmental monitoring and climate resilience. It supports public authorities in disaster risk assessment, spatial planning, and predictive analytics to enhance regional adaptation strategies.



PCP WISE procurement process and timeline

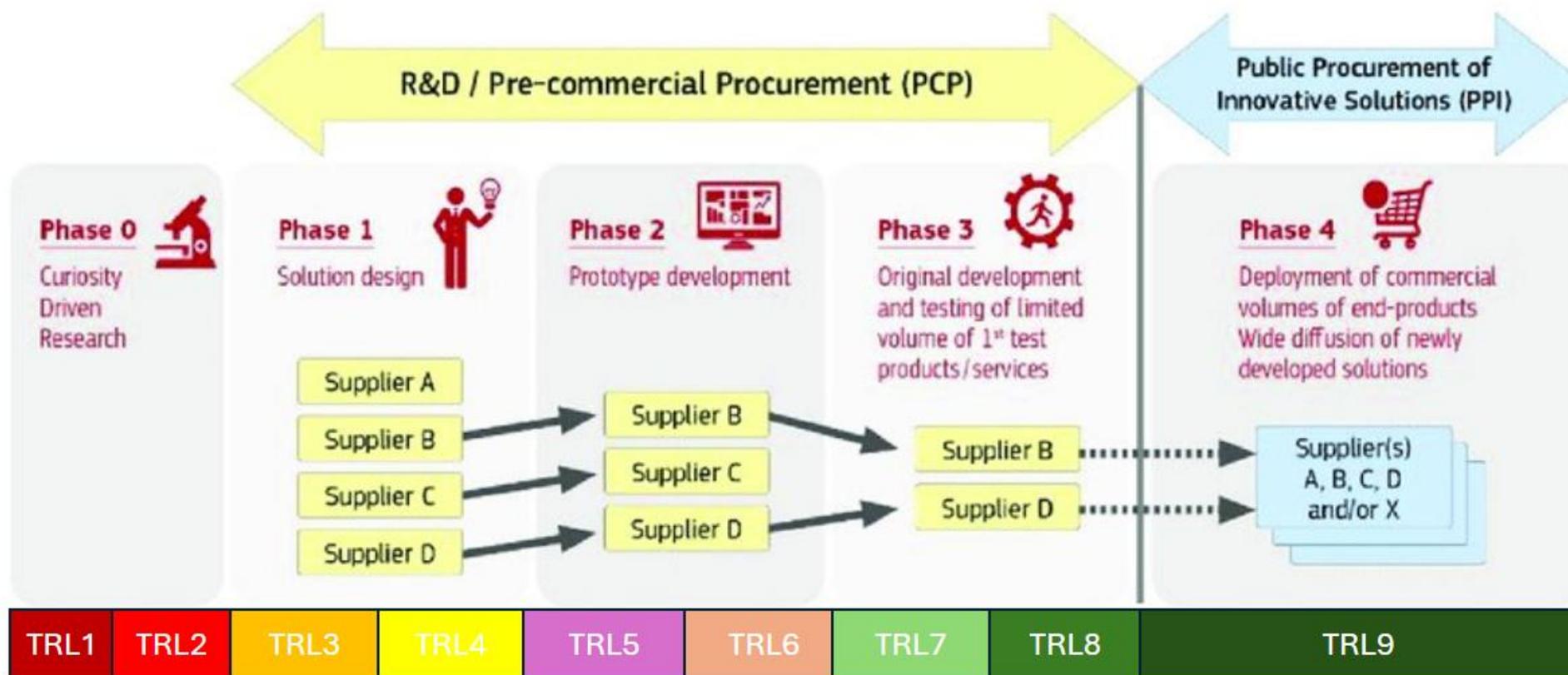




Difference between PCP and PPI



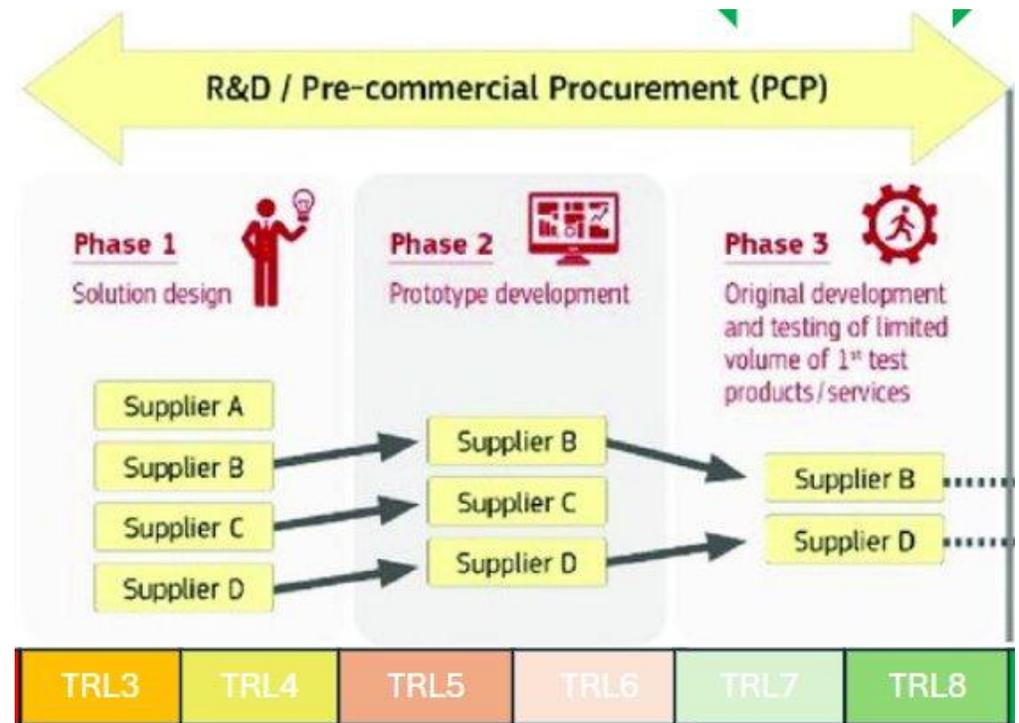
*Innovation Procurement happens when **public buyers** acquire the **development or deployment of pioneering innovative solutions** to address **specific mid-to-long term public sector needs**.*



PCP approach

PCP is a public procurement of Research and Development (**R&D**) **services** characterized by:

- **competitive** development in **phases**
- **risk-benefit sharing** under market conditions -> Public procurer does not pay the full cost of the R&D performed under the contract
- **a clear separation between the procurement of the R&D** from the deployment of **commercial volumes of end-products**

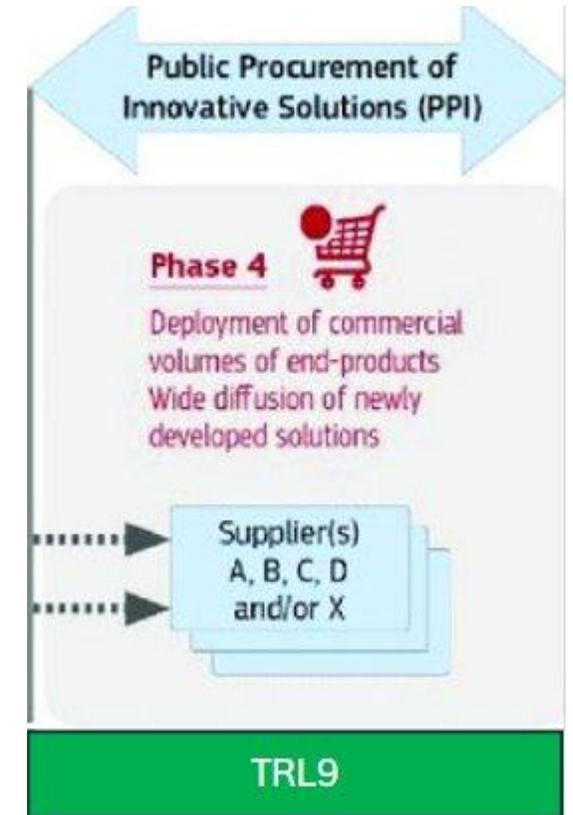


Legal framework for PCP

- **PCP falls outside the scope of the European Public Procurement Directives**
 - Article 14 D. 2014/24/EU, Article 32 D. 2014/25/EU and Article 25 D. 2014/23/EU
 - “this Directive shall only apply to public service contracts for research and development services [...] provided that both of the following conditions are fulfilled: (i) the benefits accrue exclusively to the contracting authority for its use in the conduct of its own affairs, and (ii) the service provided is wholly remunerated by the contracting authority”.
- The **general principles of the TFEU** are applicable.
- Communication from the Commission, “**Pre-commercial procurement: driving innovation to ensure sustainable high quality public services in Europe**”, COM(2007) 799 final, 14.12.2007
- Commission Staff Working Document, Example of a possible approach for procuring R&D services SEC(2007) 1668
- 2014 Framework for state aid for R&D&I

PPI approach

- Purchase of **innovative solutions** which are **not yet available on a large-scale** commercial basis.
- **PPI** is characterized by:
 - ✓ It does not include R&D (it has already been conducted or it is not needed).
 - ✓ The contracting authority act as a **launching customer** of innovative goods or services to trigger a market response.
 - ✓ It may include conformance testing.
 - ✓ It falls within the scope of the European Public Procurement Directives.



Legal framework for PPI

- **PPI falls within the scope of the European Public Procurement Directives**

Use the procurement procedures contemplated in the Directives (Article 26 of D.2014/24/EU and similarly Article 44 D.2014/25/EU)

- The **general principles of the TFEU** are applicable



Experiences from successful PCPs

Meri Vainio, FVH, PCP WISE Public Buyer



Forum Virium's PCPs

- **SILVER (2012-2016):**
32 bids - 7 suppliers selected.
On care robots for elderly. 7 Procuring Partners.
- **Select4Cities (2015-2019):**
28 bids - 10 suppliers selected (*Coordinator*).
On platforms to enable large-scale co-creation and testing IoT services for Cities. 5 Procuring Partners.
- **FABULOS (2018-2021):**
6 bids - 5 suppliers selected (*Coordinator*).
On self-driving shuttle buses for public transport. 6 Procuring Partners.
- **AI4Cities (2020-2022):**
97 bids - 41 suppliers selected (*Coordinator*).
On AI accelerating cities transition to carbon neutrality. 6 Procuring Partners.
- **Circular PSP (2023-2026):**
15 bids - 5 suppliers selected.
On circular economy. 8 Procuring Partners.
- **SPACE4Cities (2024-2027):**
60 bids expected - 20 suppliers selected (*Coordinator*).
On satellite data solutions for urban management. 6 Procuring Partners.
- **PCP-WISE (2025-2027):**
On soil-water-vegetation intelligence warning, management and monitoring systems. 11 Procuring Partners.

**FORUM
VIRIUM
HELSINKI**



Definition of a successful PCP

**FORUM
VIRIUM
HELSINKI**

- Commercialisation of solutions
 - Product available on the market
- Business growth & impact
 - Potential for growth also after the project
- Perfect Match
 - Process that helps develop the procurers' definition of needs AND the providers' product/service
 - End product that meets the needs of the procurers
- Financial feasibility throughout the development process
 - Money for R&D
 - Client research is built in the process
 - Less waste of time & resources



Immediate impacts of EU funded PCPs (132 procurers, 349 companies, 63 univs involved)

Opening a route to market for new players/SMEs

- **61,5%** of the total value of all PCP contracts goes directly to SMEs
- Compared to 29% average in public procurements across Europe

Size doesn't matter

- 16% of PCP contracts won by large companies as single bidder
- 19% of PCP contracts won by consortia of larger companies plus SMEs
- 64% of the PCP contracts won by SMEs (SMEs alone, or as lead bidder)

Research to market

- 30% of winning contracts have also a university/R&D center partner in consortium
- Winning SMEs are also often university start ups

Expand to international markets

- **33,1%** of contracts are won by bidders that are not from a country of any of the procurers in the buyers group (e.g. DE company working for FI+NL procurers)
- Compared to 1,7% average in public procurements across Europe



Longer term impacts for companies (132 procurers, 349 companies, 63 universities involved)

Commercialisation of solutions (product available on the market)

- 86% of Ph3 contractors, 75% of Ph2 contractors and 30% of Ph1 contractors have commercialised (part of) their solutions
- 11% of contractors (across Ph1/2/3) still expect to commercialise within 2 years
- 17% of contractors do not plan commercialisation of solutions

Business growth

- ~ 50% of contractors increased their revenues thanks to the PCP solution
- 24,2% of start ups have secured equity investment since the PCP
- 18% of start ups concluded partnerships with large corporates

Exit strategy (62,8% of companies in the PCPs are Startups)

- 12,1% of startups have undergone a merger or acquisition
- 3% of startups have done an IPO since end of the PCP (1 on NASDAQ)



**FORUM
VIRIUM
HELSINKI**

Lessons on Pre-Commercial Procurement projects from Forum Virium Helsinki



Silver (2012-2016)

Challenge: Create innovative robotic solutions to assist the elderly and their caregivers with daily living activities.

- 7 Procuring Partners
- Development and testing in 5 countries

Key Successes:

- 5 out of 7 contractors commercialised their solutions: Robot Care Systems (NL), Bioservo (SE), Camanio (SE), Robosoft (FR), Marsibionics (ES).
- Individual purchases made by public procurers (DK, SE), elderly individuals, and care organizations worldwide.

Lessons learned:

- PCP has the potential to provide effective solutions for societal issues and enhance public services
- Transition from research and development to practical use





Select4Cities (2015-2019)

Challenge: Create a standardized, data-driven, and user-focused platform for large-scale co-creation, testing, and validation of urban IoE applications and services.

- 5 Procuring Partners
- Piloting in 3 Cities

Key Successes:

- Solutions developed via the PCP process were successfully implemented by procurers (Snap4City, Onesait Platform, Digital Enabler)

Lessons Learned:

- Select4cities highlights the PCP model's effectiveness in fostering innovation and encouraging public authorities to adopt new solutions
- Procurers valued international cooperation and the ecosystem-building process as significant advantages

SELECT
for Cities





FABULOS (2018-2021)

Challenge: Enhance the development and integration of autonomous electric minibuses into urban public transport systems.

- 6 Procuring Partners from 5 cities
- Implementation of 6 pilot projects: Sensible4 (FI), AuveTech (EST), and Navya (FR) through Mobility Forus (NO).

Key Successes:

- Autonomous minibuses were successfully tested in real urban environments
- Trials transported 3,157 passengers, showcasing advancements in automated public transport
- Improved versions of these minibuses were almost ready for public procurement
- Follow-up projects to build on this project

Lessons Learned:

- Regular Communication: Producers and suppliers need to communicate often
- Fit Public Transport: New services should integrate into existing systems





AI4Cities (2020-2022)

Challenge: provide AI solutions addressing mobility and energy issues to help lower CO2 emissions and fulfill urban climate goals.

- 6 partners involved
- 7 pilots conducted in 6 cities

Focus was on Replicability and Scalability:

- Solutions were chosen for their potential for broader implementation beyond the initial cities

Key Achievements:

- Almost 100 European companies responded to the call for tenders
- 6 out of 7 solutions were tested in 2 cities
- Forum Virium Helsinki created a procurement tool to streamline the evaluation of numerous tenders





Circular PSP (2023-2026)

Challenge: Create a scalable as-a-service Public Service Platform to foster a Circular Economy.

- 8 Procuring Partners
- 5 suppliers in phase 1, 3 suppliers in phase 2.

Practical Application:

- The goal is to develop an user-friendly tool to help public procurement units prepare and assess circular economy-aligned procurements
- Even for those without prior expertise.

Insights:

- Circular economy is becoming more important in public procurement, and AI can be very helpful
- Cross-border cooperation and a user-friendly platform are important for future success in this field





SPACE4Cities (2024-2027)

Challenge: Develop replicable satellite data solutions for improved management of public spaces, green areas, transport infrastructure, and city maintenance.

- 6 Procuring Partners
- Piloting in 5 Cities

The call for tenders is open until April 9 (today!)

- Expecting around 60 bids
- 20 suppliers to be selected

More about SPACE4Cities at the Webinar 3 on April 17th.

space4cities.eu





PCP versus traditional Public Procurement

PCP	Traditional procurement
Exemption for R&D services under EU Directives and WTO rules: special legal framework (Horizon 2020)	Tendering procedures and legal framework: national procurement rules apply
High risk: high degree of innovation and R&D effort required. No solution 'on' or 'close to' market yet	Low risk: Low degree of innovation focused on solutions on (or close to) the market
Functional specifications focused on Long-term needs	Technical specifications addressing shorter-term needs
Competitive development: Public sector procurers to buy R&D from several suppliers in parallel, to steer development of solutions to meet their needs.	1 contract to 1 supplier awarded
Competitive development in at least 3 phases	Development in 1 phase
IPR – Risk/Benefit-sharing	Intellectual Property Rights (IPR) generated



Benefits of PCP

**FORUM
VIRIUM
HELSINKI**

- Meets actual procurement needs and tackles real problems
- Promotes shared challenges and goals for internal development
- Supports risk-taking and impactful innovation
- Enables interactive co-creation between cities and companies/R&I developers
- Discovers emerging market disruptors by encouraging broader perspectives
- Produces diverse solutions with various outcomes
- Encourages project continuity and follow-up actions (eg. PPI)



When PCP - when PPI?

- PCP: Development of entirely new solutions for complex challenges
- PCP: Involves significant research and development efforts
- Enables the creation of solutions precisely tailored to specific needs

- PPI: Scaling up existing, market-ready innovative solutions
- PPI: Implementation of current innovative technologies
- Contributes to the modernization of public services and supports innovative businesses



Suggestions

Be Active!

Engage in Open Market Consultation

- Influence the requirements

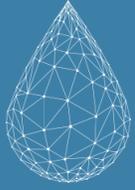
Communicate with the public buyer

- Gather as much information as possible
- Public buyers may not yet know what they want

Apply from anywhere

- 33.1% of contracts are awarded to bidders outside the procurers' countries

© Lieve Bos, EC, 'How to prepare a successful innovation procurement proposal in HEU', 22 June 2021

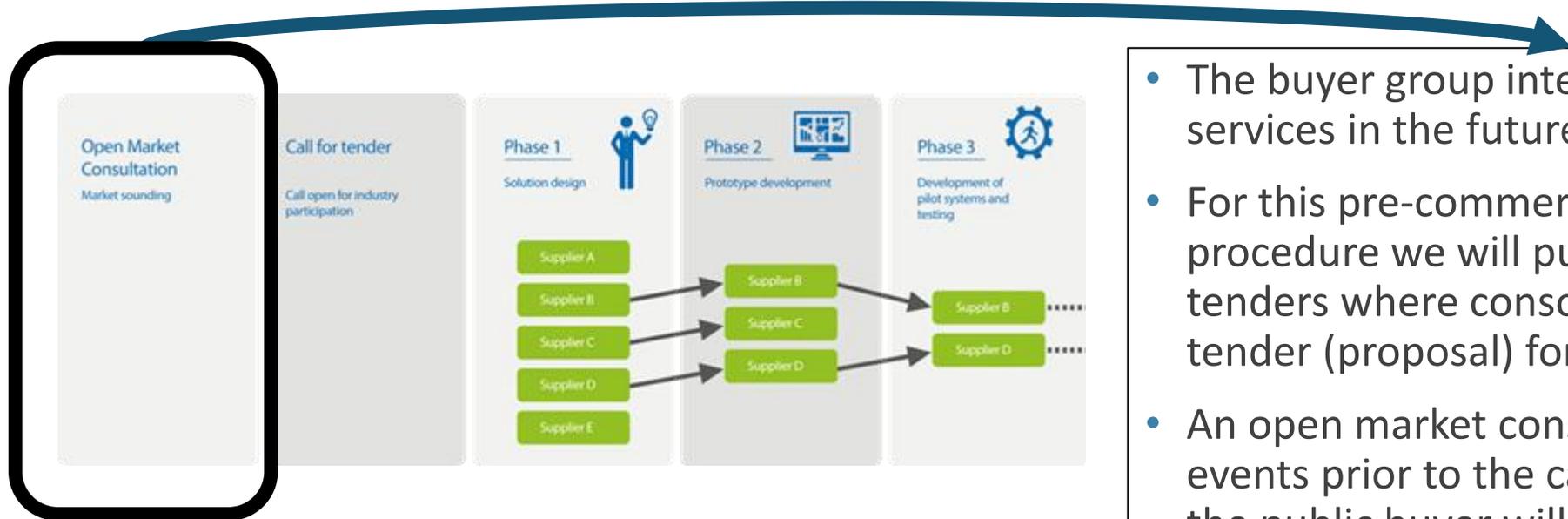


Open Market Consultation under PCP WISE

Arnoud Gringhuis, hWh, PCP WISE Lead Procurer



What is an Open Market Consultation?



- The buyer group intends to purchase R&D services in the future
- For this pre-commercial procurement procedure we will publish a public call for tenders where consortia can submit their tender (proposal) for PCP-WISE
- An open market consultation is a series of events prior to the call for tenders where the public buyer will engage with the market in preparation for the call for tenders.

Did you know?
In more than half of the EU member states **more than 20%** of the call for tenders received only 1 bid. Almost 16% of all procurement procedures in 2021 were “no call for bids”

Our call for tenders should align with the open market!



Why do we organise the PCP WISE OMC?

Buyer objectives:

1. Express the Public Buyers requirements to the market.
2. Validate the findings of the State-Of-The-Art (SOTA) analysis and the viability of the set of technical and financial provisions.
3. Obtain information on existing (or to be developed) technologies.
4. Raise awareness of the industry and relevant stakeholders regarding the upcoming PCP.
5. Collect insights from the industry and relevant stakeholders (including users) to fine-tune the tender specifications.
6. Facilitate the building of consortia to participate in the PCP.
7. Explain innovation procurement aspects to the market (including IPR related issues).

Benefits for participants:

1. By providing information, the call to tenders will be tailored to the needs and capabilities of the market as a whole
2. Participation in the events allows you to connect with other suppliers, which could help in forming a consortium for this PCP (matchmaking)
3. Gain early insights in the needs of PCP WISE to anticipate on the future call for tenders
4. It allows you to verify early ideas for a solution with the public buyers





Open Market Consultation Activities

Date	Event
2 April 2025	Publication of the Prior Information Notice (PIN) on Tenders Electronic Daily .
3 April 2025	Open RFI questionnaire (via the EU Survey tool)
4 April 2025	Open module on the e-Procurement platform to ask questions about the PCP-WISE OMC.
4 April 2025	Publication of the Open Market Consultation Document on the PCP-WISE website and e-Procurement platform .
29 May 2025	Infoday (online event)
30 May 2025	Deadline to submit questions about the PCP-WISE OMC through questions module of e-Procurement platform .
3 June 2025	OMC main event 1 – Webinar (online event)
12 June 2025	OMC main event 2 – EXPANDEO in Brussels (Belgium) (Hybrid event)
13 June 2025	Publication of answers to questions about the PCP-WISE OMC through e-Procurement platform .
15 June 2025 – 23:59 (CET)	Deadline for submission of the RFI (EU-Survey tool)
15 July 2025	Publication of the OMC Report- End of the OMC period



Prior Information Notice



Ensure European coverage, broader competition and transparency

<https://ted.europa.eu/en/notice/-/detail/213317-2025>

213317-2025 - Planning

[See the notice on TED website](#)

Netherlands, Finland, Slovakia, Germany, Greece, Denmark, Belgium, Spain – Research and development services and related consultancy services – Open Market Consultation (OMC) for a future Pre-Commercial Procurement (PCP) of R&D (research and development) services on the climate adaptation domain using space and EO (Earth Observation)-based information to prevent and mitigate water related crisis challenges to increase climate resilience in Europe – PCP WISE OJ S 65/2025 02/04/2025
Prior information notice or a periodic indicative notice used only for information Services

1. Buyer

1.1. Buyer

Official name: Het Waterschapshuis (hWh)
Email: pcpwise@hetwaterschapshuis.nl
Legal type of the buyer: Regional authority
Activity of the contracting authority: General public services

1.1. Buyer

Official name: STICHTING TOEGEPAST ONDERZOEK WATERBEHEER (STOWA)
Email: pcpwise@hetwaterschapshuis.nl
Legal type of the buyer: Regional authority
Activity of the contracting authority: General public services

1.1. Buyer

Official name: FORUM VIRIUM HELSINKI OY (FV-Helsinki)
Email: pcpwise@hetwaterschapshuis.nl
Legal type of the buyer: Body governed by public law, controlled by a local authority
Activity of the contracting authority: General public services

1.1. Buyer

Official name: MINISTERSTVO VNUTRA SLOVENSKEJ REPUBLIKY (MoI)
Email: pcpwise@hetwaterschapshuis.nl
Legal type of the buyer: Central government authority
Activity of the contracting authority: General public services

1.1. Buyer

Official name: GEMEENTE HAARLEM (CITY OF HAARLEM)
Email: pcpwise@hetwaterschapshuis.nl
Legal type of the buyer: Local authority
Activity of the contracting authority: General public services

1.1. Buyer

Official name: GEMEENTE ROTTERDAM (CITY OF ROTTERDAM)



The OMC-Document

- Has been published at 4 April 2025
- Contains in depth information about:
 - The scope and objectives
 - The target group (who can participate?)
 - The challenges and benefits
 - The State of the Art analysis
 - The Use Cases and test sites
 - And much more...
- Backbone of this OMC

You can download the document from the OMC-page in our [e-Procurement platform!](#)



Request for Information via questionnaire

- Opened 03-04-2025
- Closes 15-06-2025, 23:59 (CET)
- Survey about the fit of the PCP WISE challenge to develop watermanagement solutions:
 - *E.g.: is the allocated time and budget feasible? – PROCEDURE DESIGN*
 - *E.g.: What (early-stage) technologies are available in the market? – MARKET/FUNCTIONALITY INSIGHTS*
 - *E.g. which standard model(s) are suitable for the presentation of data? – TECH REQUIREMENTS*
 - *E.g.: Questions about legal barriers (such as patents) for participation. – JURISDICTIONAL*

The link to the survey can be found [here](#) and through the OMC-page in our PCP-WISE [e-Procurement platform](#)



OMC Webinar

- Online interactive event 03-06-2025
- Short presentation on the intended call for tenders for PCP WISE
- Interactive discussion between buyers & the suppliers on the following topics:
 - PCP challenge design: budget & time allocations for technology development
 - Functional and technical requirements for developing innovations suitable to solve our use cases
 - Legal barriers and prerequisites for suppliers to participate in PCP WISE – The rules of the game
 - Feasibility and SOTA verification – what is realistic to expect from market innovation?; → The ultimate tender needs to align expectations to bridge gap between market and public buyer!

The full programme will be shared in the coming weeks, through our OMC-page in the PCP WISE [e-Procurement platform](#)



Hybrid OMC at Expandeo, 12 June 2025



- Annual Earth Observation conference in Brussels organised by The European Association of Remote Sensing Companies
- A one hour OMC session with the goal of spreading information and interacting with potential suppliers about the upcoming PCP
- The full programme will be shared in the coming weeks, through the OMC-page in our [e-Procurement platform](#)
- Will be broadcasted online so you don't need to attend in person, however of course we would love to meet you there!



OMC Report



- We compile our findings in an OMC report
- Published on the 15th of July → Marks the end of our OMC phase
- The report will present the general findings and the summary of the answers → no specific answers from respondents will be published.
- The report will be accessible in English through our e-Procurement platform
- With the outcomes of the OMC, we will refine our Call for Tenders (September 2025)
- This Call for Tenders will be widely and publicly disseminated



Rules of the OMC events

- Survey
 - Open questions
 - Responses must be provided in English
 - All answers provided by market parties will be anonymised and treated as confidential
 - The deadline is 15-06-2025, 23:59 (CET)
- OMC webinar(s) and live event
 - The event will be recorded and the record will be publicly available.
 - Attending = consent to be recorded. (You're allowed to turn of your camera and use the chat if you prefer not to speak)
 - These events allow you to meet other suppliers in the industry.
 - Less room for confidentiality than in the 1-on-1 survey
 - + Allows multi-perspective discussions and networking between potential consortium-partners



How to participate?

- In order to participate in our PCP WISE Open Market Consultation interested parties are invited to:

Register through the OMC-page in our [e-Procurement platform](#) ← **Q&A module**
&
Join our Community through our [Community platform](#) ← **Matchmaking**
PCP WISE website: <https://pcp-wise.eu> ← **FAQ page**



PCP WISE e-Procurement platform

OMC-phase & PCP-tendering phase

- Information
- Activities
- Questions
- Documents

Link

https://pcp-wise.tuttogare.it/omc/dettaglio.php?codice=1

Institutional website 07/04/2025 13:36 English Search Access Register

PCP WISE Innovation Other initiatives and information

Home / Open Market Consultation / Detail

In progress

Consultation #1

PCP WISE - Open Market Consultation

Log in or register to interact with the platform

Access Register

Consultation description

01/04/2025 -
PCP WISE: Pre-Commercial Procurement - Water management Innovation from Space for European climate resilience

PCP WISE is an innovative project aimed at developing cutting-edge solutions (up to TRL 8) for water management and climate resilience across Europe using the Pre-Commercial Procurement instrument. By leveraging space technology and EO data, PCP-WISE seeks to address critical challenges related to floods, fires, and infrastructure impacts both in rural and urban areas. This collaborative effort brings together public buyers, research institutions, and industry experts to create and implement advanced climate services that will enhance Europe's ability to adapt to and mitigate the effects of climate change. This project receives funding from the European Union's Horizon Europe Research and Innovation Programme, with a budget of €12 million earmarked for the R&D phases during the implementation of the PCP instrument. However, the European Union does not participate as a contracting authority in the procurement.

Hot Waterschubbe, as Lead Procuser, launches this Open Market Consultation (OMC) on behalf of the Buyers Group within the PCP WISE project. The goal of

Log in or register to interact with the platform

Access Register

- ✓ Consultation description
- ✓ Product categories
- ✓ Webstival Webinar 1: Opening - PCP WISE Explained & Matchmaking Launch Remote | 07/04/2025
- ✓ Webstival Webinar 2: The PCP Process – From Call to Contract & Matchmaking for Market Readiness Remote | 09/04/2025
- ✓ Webstival Webinar 3: EU Project Synergies – Lightning Talks from Fellow Initiatives &



Networking opportunities and Q&A session

Melissa Campagno and Sofiane Bari, G.A.C. Group



The PCP WISE Stakeholder Community Platform

Public buyers at national, regional, and local levels

Innovation procurement practitioners

Other EU-funded projects working on climate adaptation through EO data

Climate services providers

The screenshot shows the PCP-WISE community platform interface. At the top, the logo 'PCP WISE' is displayed in large blue and white letters, with a flame icon between 'PCP' and 'WISE'. Below the logo, the text reads 'Pre-Commercial Procurement for Water management' and 'Innovations from Space for European climate resilience'. To the right of the text is an illustration of two people standing next to a globe with a water tap and a water drop. Below the main header, it says 'PCP-WISE' and '78 members'. There are several hashtag buttons: #climate, #adaptation, #space, #observation, #procurement, and #Innovation. At the bottom of the interface, there is a navigation menu with 'Home', 'News', 'Events', 'Documents', 'Members', and 'Groups', along with a search bar 'Search by keywords'. On the right side of the interface, there are two buttons: 'Manage your content' and 'Administration'.

Earth Observation (EO) data experts

Sustainability and climate adaptation professionals

Sustainable community networks



Why join the PCP WISE Community of Practice?

- **Stay updated:** Access timely information about key project milestones, activities, and important events (e.g. webinars, awareness-raising and capacity building workshops, etc).
- **Showcase your expertise & network:** As a supplier, create a profile to highlight your company, technologies, and solutions, while connecting with other innovators.
- **Participate in knowledge exchange:** Engage in online events focused on sharing best practices, capacity building, and innovation insights.
- **Gain expert insights:** Learn from leading professionals in Space and Earth Observation, Innovation Procurement, and Climate Adaptation.
- **Receive regular project news and updates:** Stay informed through news, event announcements, and concise educational materials.



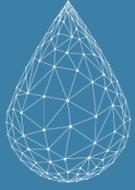
Matchmaking opportunities through the Platform

- **‘Schedule a meeting’** and **‘Start a discussion’** functionalities available
 - Matchmaking between public buyers and suppliers
 - NB: Exchanges on the platform must adhere to the basic principles of public procurement – fair competition, equal treatment and non-discrimination, and transparency – as defined by the EU Public Procurement Directives.*
 - Matchmaking between suppliers themselves to facilitate the formation of consortia for the future PCP WISE call for tenders
- **Stakeholder Observatory Group** (in progress)
 - **Replicators** (public authorities, buyers, water agencies external to PCP WISE consortium) to share feedback on the call for tenders documents, PCP evaluation phases, to be involved in replicability and scalability activities
 - **Followers** (support organisations, networks, associations, other programmes, projects and initiatives) supporting PCP WISE in terms of visibility, communication and dissemination efforts, but also share feedback on the PCP evaluation processes and documents produced



Matchmaking opportunities for Suppliers

- PCP WISE offers a networking opportunity to organisations interested in participating in the Call for Tenders to **set up consortia** between multiple organisations.
- Fill out the **Suppliers Request for Information (RFI)** to participate in matchmaking.
- Sign up to the **PCP WISE Community Platform** to find out about organisations' expertise and areas of interest interested in matchmaking and forming consortia
- Note that a consortium is not mandatory for the submission of a supplier bid/tender in response to the Call for Tenders : A single Supplier can also send an offer



Please take a few minutes to answer the Request for Information (RFI) questionnaire in the context of PCP WISE OMC



Your inputs are valuable!
Thank you 😊