

# Closing and Next Steps – From Webstival to PCP Calls & Final Matchmaking Push

**PCP-WISE Webstival – Webinar 6**

**28 April 2025 – 15:00-16:30**









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



# Housekeeping rules

Welcome to the **6<sup>th</sup> 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

|               |   |
|---------------|---|
| 15:00 – 15:10 | <b>Welcome &amp; Objectives</b><br>by Mélissa Campagno, G.A.C. Group, Impact Maximisation Work Package Leader   |
| 15:10 – 15:20 | <b>Highlights &amp; Key Takeaways from the PCP WISE Webstival</b><br>by Sofiane Bari, G.A.C. Group  |
| 15:20 – 15:45 | <b>Back to the Challenge: Real-Word Use Cases Driving PCP WISE</b><br>by Hans Van Leeuwen, STOWA  |
| 15:45 – 16:00 | <b>Preparing for the PCP Call: Timeline, Requirements &amp; Tips for Bidders</b><br>by Joost Buntsma, hWh   |
| 16:00 – 16:15 | <b>Joining as a Supplier, Replicator, Follower: What's in it for You?</b><br>by Melissa Campagno, Mélissa Campagno, G.A.C. Group, Impact Maximisation Work Package Leader |
| 16:15 – 16.30 | <b>Q&amp;A &amp; Next Steps</b><br>By Melissa Campagno, Mélissa Campagno, G.A.C. Group, Impact Maximisation Work Package Leader   |
| 16:30         | <b>Closing and Thank You</b>  |



# Welcome & Objectives of the Closing Session

Mélissa Campagno, G.A.C. Group, Impact Maximisation Work Package Leader

15:00 – 15:10





# PCP WISE Webstivals Review

**Webinar 1 - PCP WISE Explained  
& Matchmaking launch**  
April 7, 10h-11h30

**Webinar 3 – EU Project Synergies  
– Lightning Talks from Fellow  
Initiatives & Matchmaking for  
Cross-Project Collaboration**  
April 17, 15h-16h30

**Webinar 2 - The PCP Process –  
From Call to Contract & Suppliers  
matchmaking**  
April 9, 10h-11h30



Watch all previous webinars on the PCP WISE website  
[www.pcp-wise.eu](http://www.pcp-wise.eu)



# PCP WISE Webstivals Review

**Webinar 4 - Scaling Water Innovation – The Private Sector & Venture Capital Perspective**  
April 22, 10h-11h30

**Webinar 6 – Closing and Next Steps – From Webstival to PCP Calls & Final Matchmaking Push**  
April 28, 15h-16h30

**Webinar 5 - Climate Resilience & Water Innovation – The Role of EO & digital technology**  
April 23, 10h-11h30



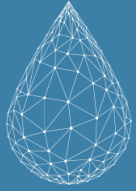
Watch all previous webinars on the PCP WISE website  
[www.pcp-wise.eu](http://www.pcp-wise.eu)



# Objectives of this session

- **Reflect on key moments and insights** from the PCP WISE Webstival
- Reconnect **with the real-world challenges** driving innovation in Earth Observation
- **Share practical guidance** to prepare for the **upcoming PCP Call**
- Highlight collaboration opportunities for **suppliers, replicators, and followers**
- **Provide clarity on next steps** and how to stay involved in the PCP WISE ecosystem





# Highlights & Key Takeaways from the PCP WISE Webstival

Sofiane Bari, G.A.C. Group

15:10 – 15:20









# The Webstival in Numbers

## Webinar 1 | PCP WISE Explained & Matchmaking Launch

 7 April 2025 | 10:00–11:30 (Paris Time)


 87 participants vs 74 registrants

## Webinar 2 | The PCP Process – From Call to Contract

 9 April 2025 | 10:00–11:30 (Paris Time)


 66 participants vs 59 registrants

## Webinar 3 | EU Project Synergies & Cross-Project Collaboration

 17 April 2025 | 10:00–11:45 (Paris Time)


 53 participants vs 52 registrants

## Webinar 4 | Scaling Water Innovation – The Private Sector & VC Perspective

 22 April 2025 | 10:00–11:30 (Paris Time)


 27 participants vs 21 registrants

## Webinar 5 | EO & Digital Innovation for Climate Resilience

 23 April 2025 | 10:00–11:30 (Paris Time)

 39 participants vs 27 registrants







## Webinar 6 | Closing & Next Steps

 28 April 2025 | 15:00–16:30 (Paris Time)

24 registrants



# The Webstival in Numbers

-  **6 webinars** throughout April 2025
-  **272 participants** (for the first 5 webinars)
-  **Wide audience** including climate services providers, public buyers, innovation procurement practitioners, sustainability and climate adaptation professionals, EO data experts, etc.
-  **Dozens of questions** asked by participants and answered live by PCP WISE experts
-  **10+ hours of content** available on YouTube
-  **+40% Community Platform members** since the start of the Webstival



# PCP WISE Webstival – Key Messages & Insights

- **Strategic Value of PCP:** Pre-Commercial Procurement (PCP) drives transformative solutions for Europe’s environmental challenges, supporting R&D and stimulating innovation in SMEs and startups.
- **Climate Resilience through Technology:** Earth Observation (EO), digital tools, and nature-based solutions are critical for addressing water stress, floods, and droughts.
- **Collaboration Across Projects:** The Webstival fostered synergies between EU-funded initiatives, highlighting opportunities for joint pilots, shared modeling platforms, and open-source data and tools.
- **Private Sector Engagement:** Private investment (VC) is a strong lever for scaling water innovations from pilots to real-world impact.
- **Localised Solutions:** Innovations must be tailored to local needs, combining technology with community co-creation and regional adaptation strategies.



# Matchmaking Highlights & Future Collaboration

- **Matchmaking Platform:** The PCP WISE Community Platform facilitates consortia formation and aligns proposals with buyers' needs.
- **Upcoming Events:**
  - OMC Info Day (28 May)
  - Online OMC Session (3 June)
  - Hybrid OMC Session at EXPANDEO, Brussels (12 June)
- **Collaboration Pathways:**
  - Joint pilots and shared modelling platforms.
  - Replication of solutions through PCP processes.
  - Engagement with climate tech startups, public agencies, and municipalities.
- **Private-Public Synergy:** Close collaboration between public buyers and private investors is key to turning innovative prototypes into scalable solutions.



# Takeaways & Call to Action

- **Key Takeaways:**

- PCP is a powerful tool for driving innovation in water management.
- EO and digital technologies are essential for climate adaptation.
- Cross-project collaboration amplifies impact.
- Private investment is critical for scaling innovations.

- **Call to Action:**

- Participate in the PCP WISE Community Platform and matchmaking activities.
- Engage in upcoming OMC events and dialogue with buyers.
- Explore collaboration opportunities with EU-funded initiatives.
- Contact us at [info-PCP-Wise@group-gac.com](mailto:info-PCP-Wise@group-gac.com) for more information.



# Missed the Webstival?



## PCP WISE

@PCPWISE · 2 subscribers · 5 videos

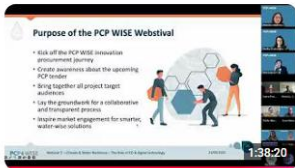
PCP WISE is a Pre-commercial Procurement (PCP) action funded by the European Comm...more

[pcp-wise.eu](http://pcp-wise.eu) and 1 more link

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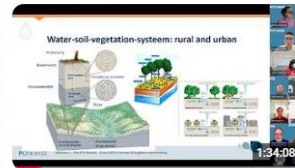
PCP WISE Webstival - Webinar 5 - Climate Resilience & Water Innovation  
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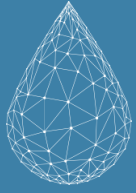
PCP WISE Webstival - Webinar 1 - Opening & PCP WISE Explained + Matchmaking Launch  
48 views · 2 weeks ago

## The recordings and presentations are available!

 Subscribe to the [PCP WISE Youtube Channel](#)

 Register to the [PCP WISE Community Platform](#)

 Visit the [PCP WISE Website](#)



# Back to the Challenge: Real-World Use Cases Driving PCP WISE

By Hans Van Leeuwen, STOWA

15:20 – 15:45



# Climate change challenges

## 1 FLOODS CHALLENGE

Rapid mapping, predicting, preventing different types of floods and improving coordination efforts, relevant to marine and coastal environments, sustainable cities and civil protection and security agencies.



## 2 FIRES CHALLENGE

Predicting, preventing fires, tracking and tracing causality (causers) in different scenarios (waste, forest/nature, other), relevant to environmental agencies, sustainable cities, agriculture, forestry and land use, as well as for civil protection and security agencies.



## 3 WATER CHALLENGE

Climate resilient solutions for predicting, connecting data, planning, supply-demand, relevant to the application domains marine and coastal environments, energy and utilities, sustainable cities, agriculture, forestry and land use, as well as for civil protection and security agencies.



## 4 INFRASTRUCTURE CHALLENGE

Sustainable and resilient re-development, restoring & adaptation of existing neighbourhoods, relevant to sustainable cities and regions, energy and utilities and civil protection and security agencies.



The overarching challenge is to control & manage our

'soil-water-vegetation-atmosphere' system

to prevent extremes & improve water distribution





## Monitoring climate challenges in Europe by developing Earth observation based 'Soil-Water' information services enabling better local urban & rural hydrological management

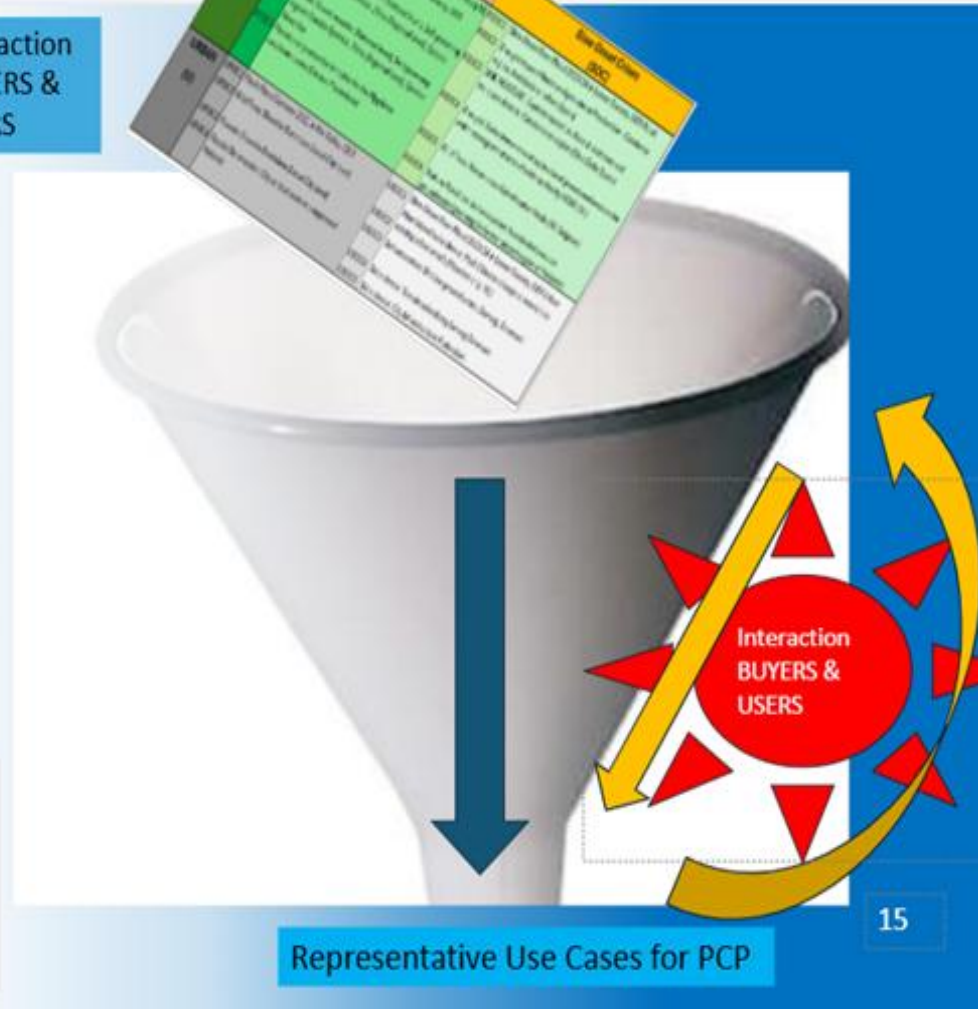
European examples of climate soil-water issues addressed

to prepare a unique 'soil-water' message !

Interaction BUYERS & USERS

Funnel the use cases by analysis of needs of the Buyer/User community

Spectrum of requirements are analyzed from organization functions (regular & crisis processes) into information needs towards technical specs as input to the procurement process



15



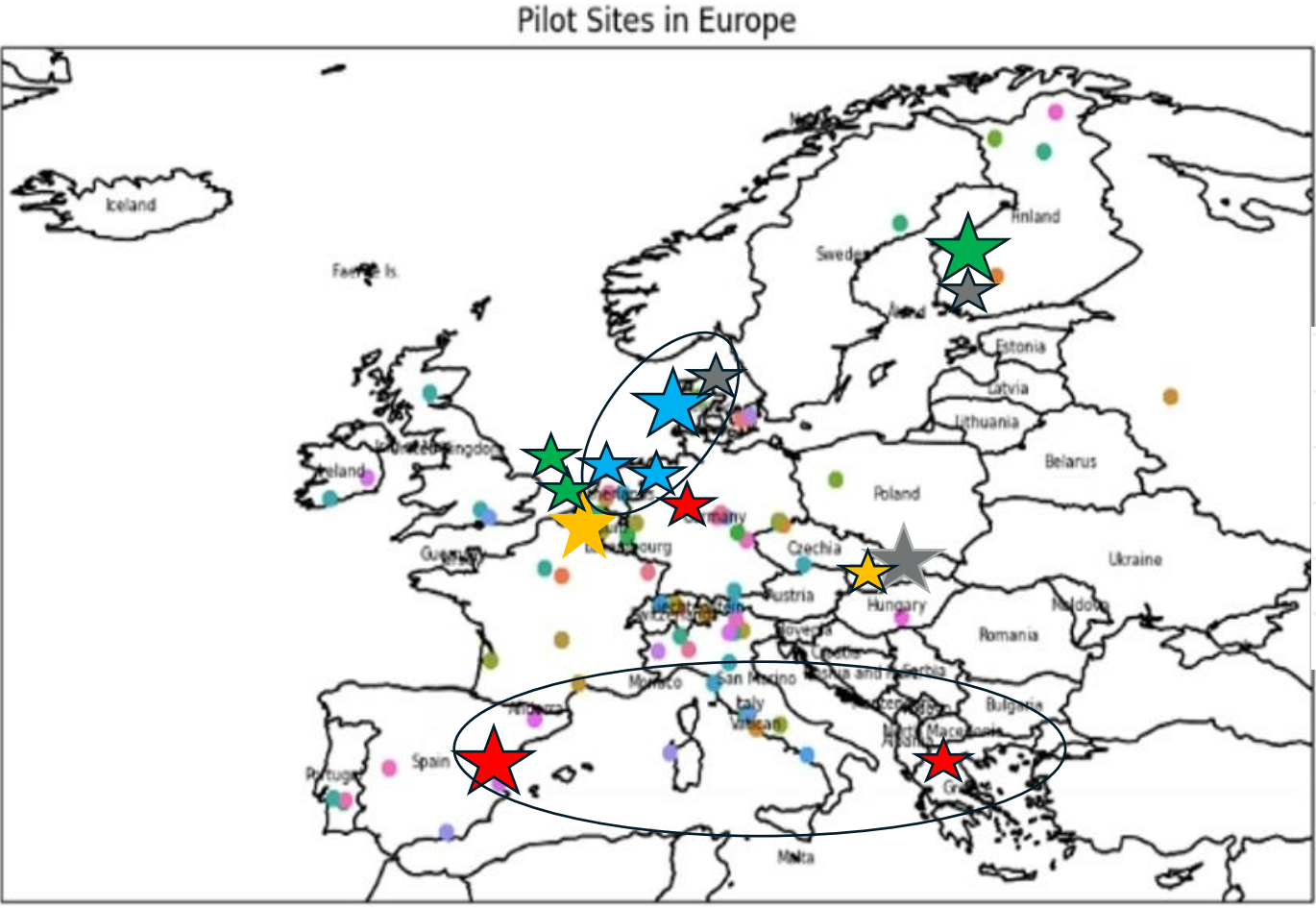
# Urban and Rural usecases (Flood & Drought) 5 groepen

| Urban                        |       | Rural                                   |       |
|------------------------------|-------|---|-------|
| <b>G1: Helsinki (2)</b>      | F & D | <b>G3: Kalmthout Belgium/NL (1)</b>     | D     |
| Rotterdam (1)                | F     | SK:BB,SNV (Slovakia)                    | F & D |
| Haarlem (NL) (1)             | F & D | <b>G4: Catalunya, Spain (1)</b>         | D     |
| <b>G2: SK:BA Slovakia(1)</b> | D     | Central Macedonia, Greece (1)           | F & D |
| Helsinki (2)                 | D (F) | Lower Saxony, Germany (2)               | F & D |
| Lemvig, (Dk) (1)             | D     | <b>G5: Lemvig Area (living Lab, Dk)</b> | D     |
|                              |       | HDSR subsidence (NL) (1)                | D     |
|                              |       | Lower Saxony, Germany (2)               | D     |

# BUYER/user sites & European Groups & WISE coverage



Group-Lead site: Local & Regional scale (red) Insitu (buyers, international)  
Group Partners site (Green): No validation but extended area monitoring by market service



| Group    |
|----------|
| G1 Urban |
| G2 Urban |
| G3 Rural |
| G4 Rural |
| G5 Rural |





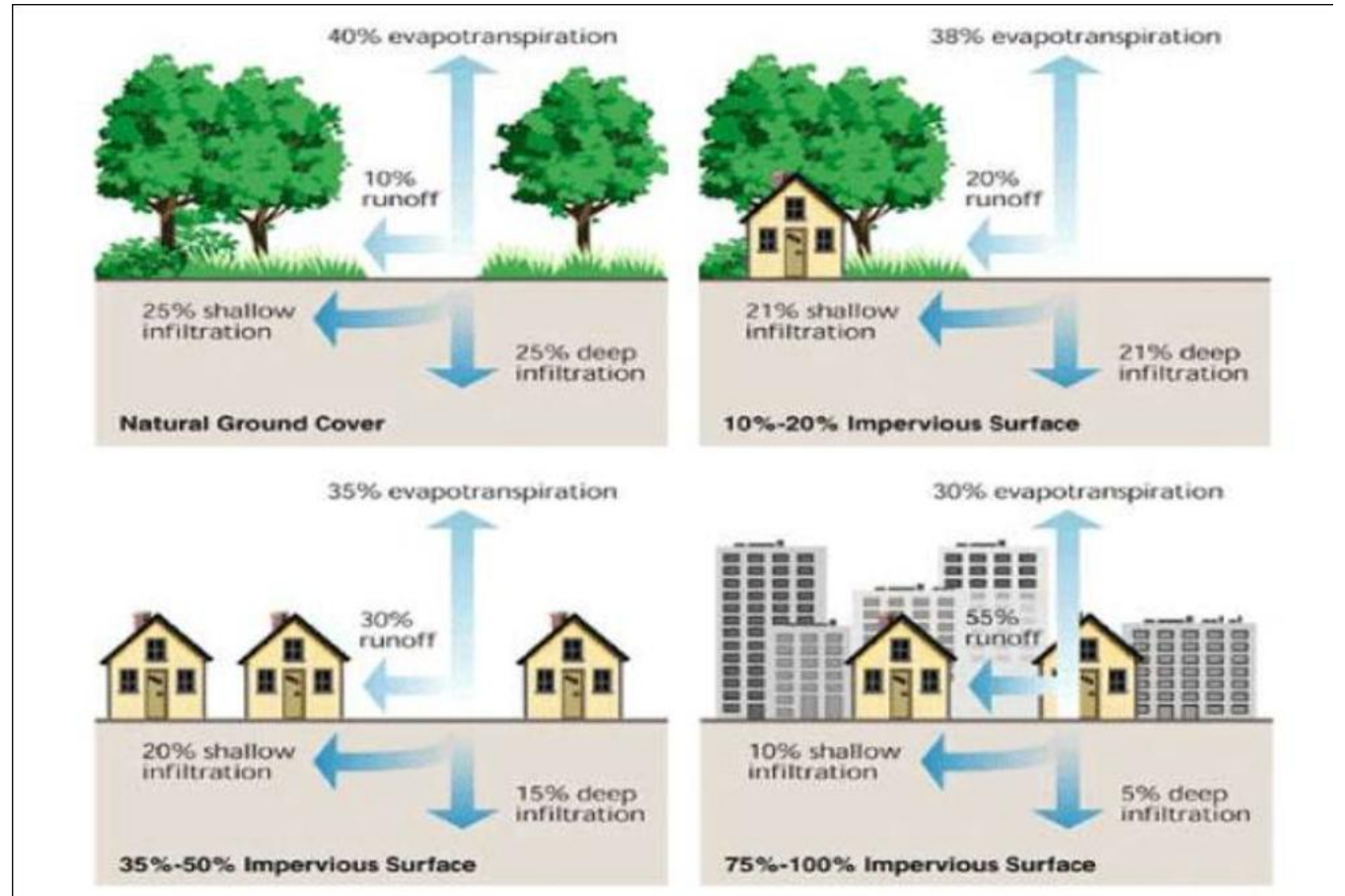
# Urban water management vs Rural

To show the difference in urban area with natural area (\*):

- Infiltration (shallow/deep)
- Evapotranspiration
- Runoff component

(\*) Impervious surface (also in Copernicus) definition:

**Impervious surfaces** are mainly artificial structures—such as pavements (roads, sidewalks, driveways and parking lots, as well as industrial areas such as airports, ports and logistics and distribution centres, all of which use considerable paved areas) that are covered by water-resistant materials such as asphalt, concrete, brick, stone—and rooftops. Soils compacted by urban development are also highly impervious.





# Group 1 Urban Drought (N-W EU)

|          |       |     |           |         |       |       |       |
|----------|-------|-----|-----------|---------|-------|-------|-------|
| G1 Urban | (F/)D | FvH | Rotterdam | Haarlem | USOC6 | USOC5 | USOC2 |
|----------|-------|-----|-----------|---------|-------|-------|-------|

Group 1 is dealing with **Urban problems** in the local city context in terms of spatial waterdistribution in the city underground due to all kind of human and external (regional, climate) factors. The focus is on **dealing with the shortage of water** due to problems of (local) waterstorage, infiltration, evapotranspiration, etc. causing too low groundwater levels, **impacting infrastructure** by subsidence (streets, housing, critical infrastructure like utility sector, etc) or **living and green conditions** (heat islands, greenparks, openwater)

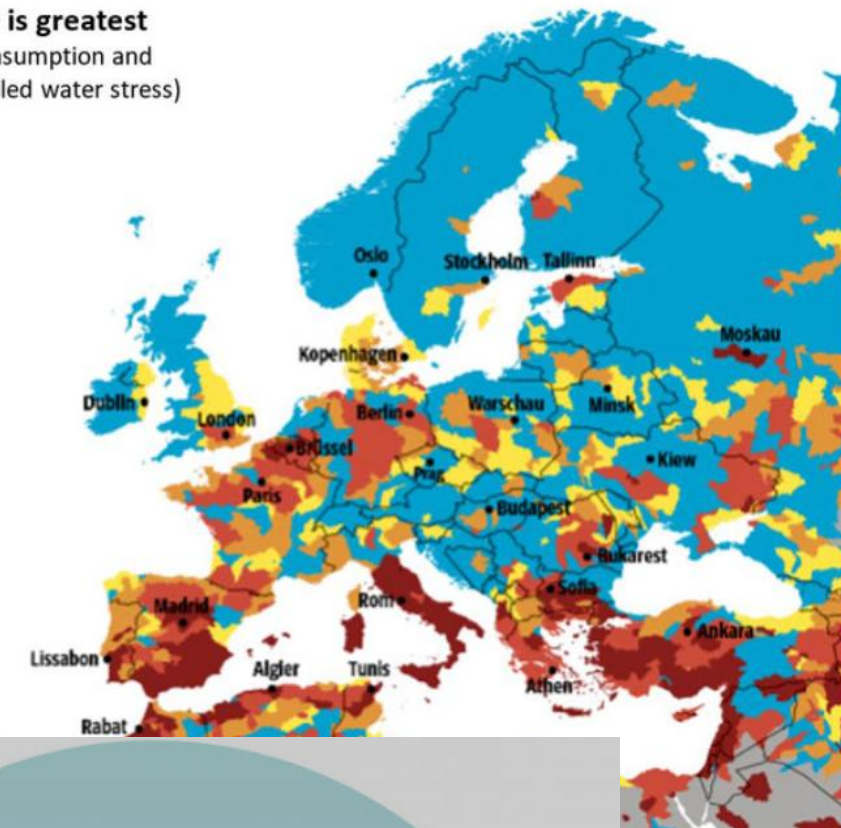


# Urban Drought



Where the shortage is greatest  
Ratio between water consumption and existing resources (so-called water stress)

- Low stress level  
less than 10%
- Low to average  
10 to 20%
- Average to high  
20 to 40%
- Very high  
40 to 80%
- Extremely high  
more than 80%
- Water-scarce areas, low water consumption or no data



## Climate change

- Accelerated sea level rise
- Extreme weather events

## Socio-economic development

- Urbanization and population growth
- Increased water demand

Sea level rise  
3 - 10 mm/year



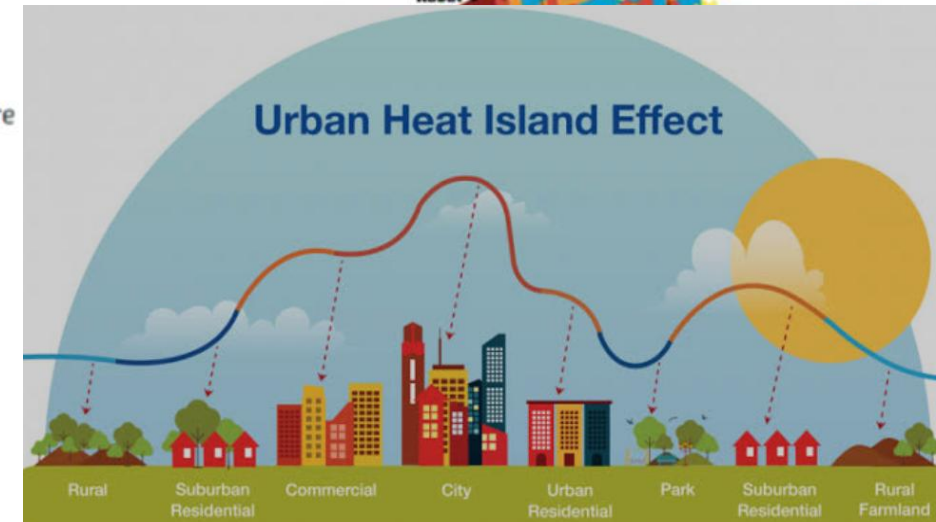
Subsidence  
6 - 100 mm/year

### Impacts

- Increased flood risk
- Damage to buildings, infrastructure
- Disruption of water management

### Causes

- Groundwater extraction
- Oil, gas, coal mining
- Tectonics



: WORLD RESOURCES INSTITUTE

Drivers, processes and impacts of land subsidence in coastal cities. Land subsidence can exceed global absolute sea-level rise (SLR) with a factor 10.

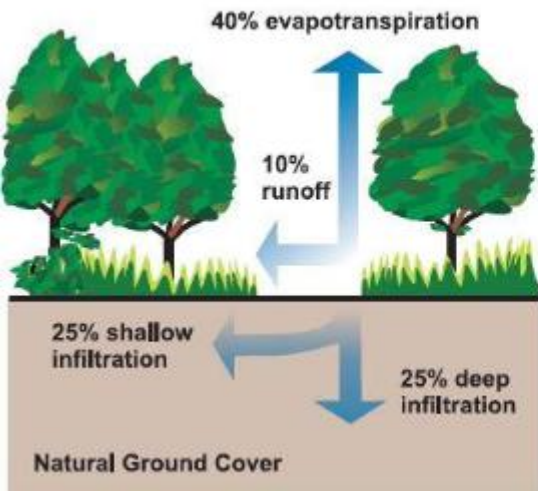
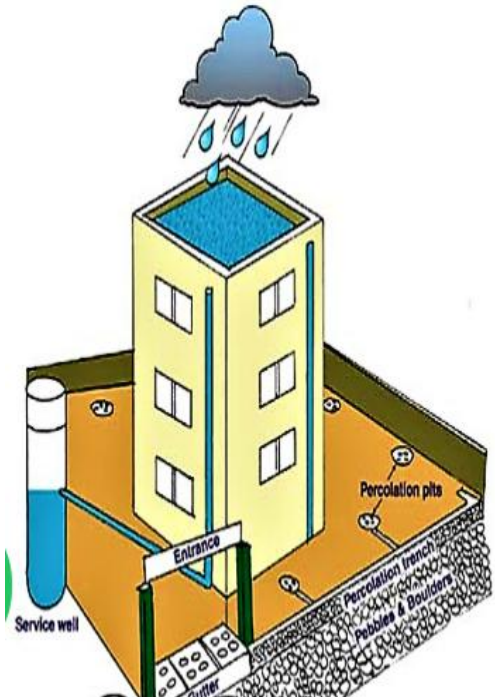


## Group 2 Urban Waterexcess (E-N EU)

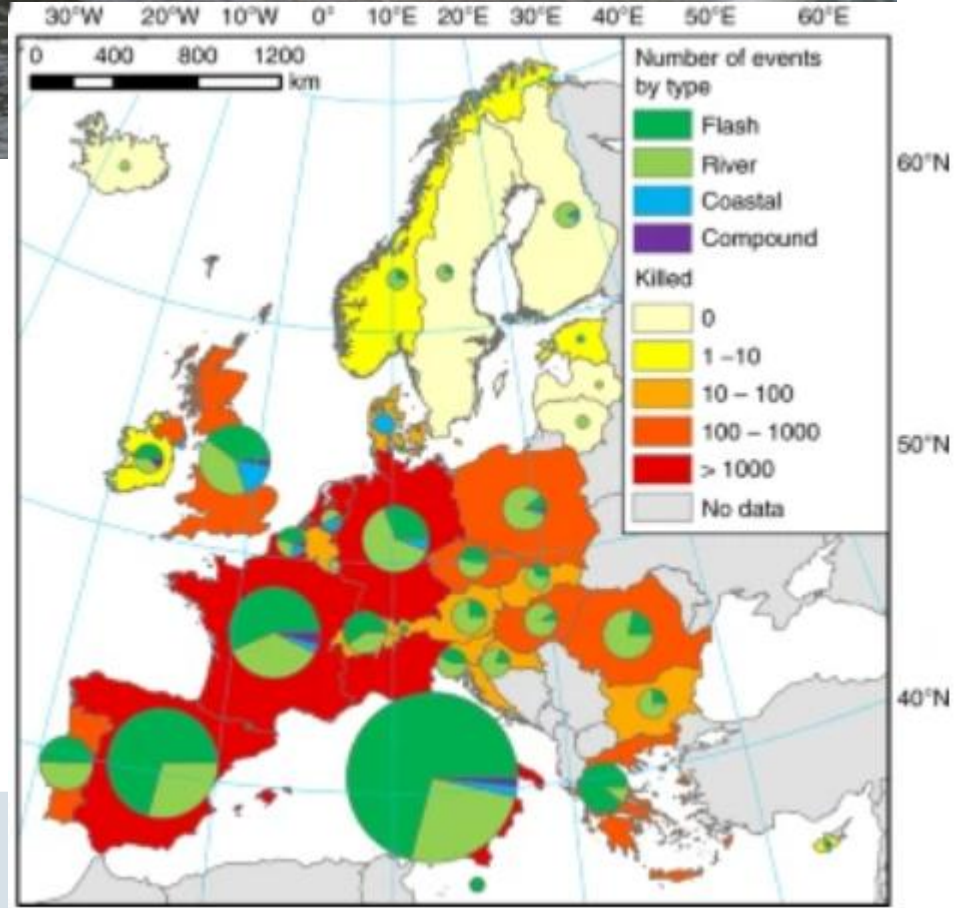
|          |       |     |     |             |         |       |       |
|----------|-------|-----|-----|-------------|---------|-------|-------|
| G2 Urban | F(/D) | SEA | FvH | Klimatorium | UFOC2_3 | UFOC4 | USOC3 |
|----------|-------|-----|-----|-------------|---------|-------|-------|

Group 2 is dealing with **Urban problems** in the local city context in terms of spatial water distribution in the city underground due to all kind of human and external (seepage, sealevel rise, etc) factors. The focus is on **dealing with abundance of water** due to problems of (local) waterstorage, infiltration, etc. impacting infrastructure (streets, housing, critical infrastructure like utility sector). Mostly the context (riverbasin region) of the city has additional (in)direct impact on the basic city water conditions.

# Urban Flooding



Total number of flood events and fatalities (unadjusted, reported values) between 1870 and 2016, by country. Source of data: HANZE database







## Group 3 Rural Drought (NW-E EU)

|          |   |     |     |  |       |         |  |
|----------|---|-----|-----|--|-------|---------|--|
| G3 Rural | D | KHH | SEA |  | RSOC5 | RFOC3_4 |  |
|----------|---|-----|-----|--|-------|---------|--|

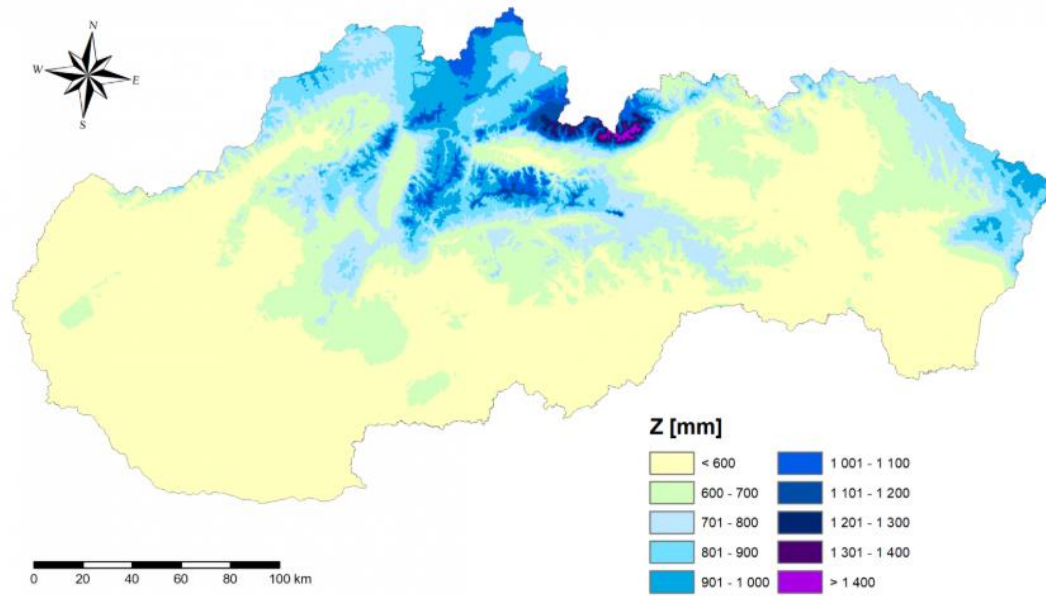
Group 3 is dealing **with rural** problems related to extremes in local climate variations (intensive rainfall) and **enduring drought** periods in the North/Middle European regions having impact on seasonal processes in agriculture/nature and excesses like wildfires and production losses or even failure. Here as opposed to South of Europe it is in general not structural lack of water availability (which differs over the years) but more a **distribution problem** of water



# Rural Drought (Center of Europe)



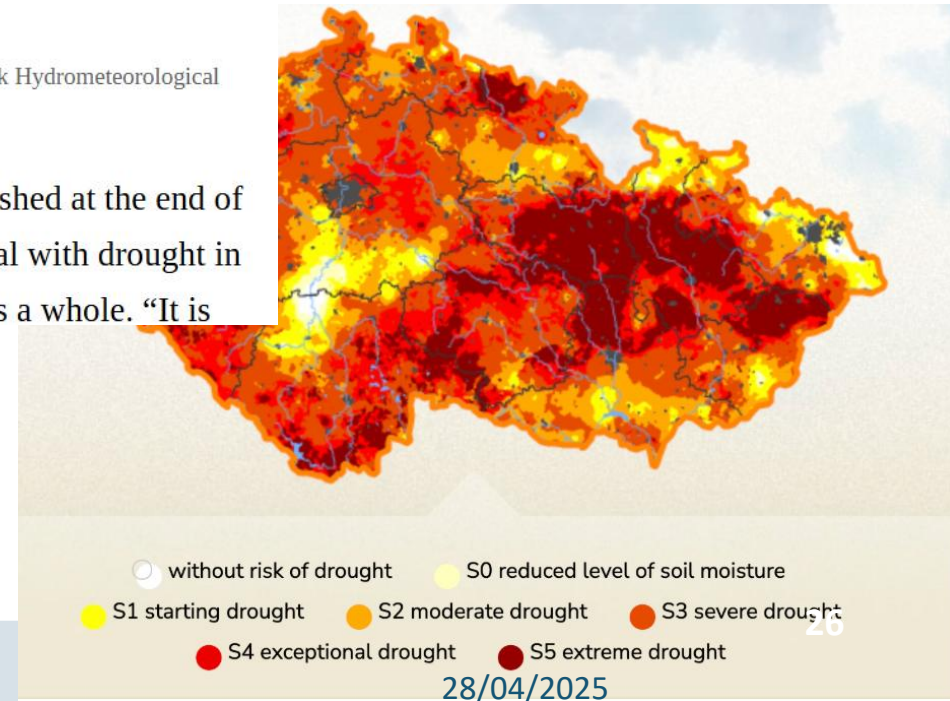
KalmthoutseHeide (B)



Annual total atmospheric precipitation [mm] in Slovakia in 2022. Source: Slovak Hydrometeorological Institute (SHMÚ)

In spite of this, a [report](#) by the Supreme Audit Office published at the end of 2021 found that Slovakia is not sufficiently prepared to deal with drought in order to eliminate threats to the environment and society as a whole. "It is

Water distribution problems



All degrees of drought strength and their spatial representation within the Czech Republic during week 28 of 2022. Graph: Intersucho



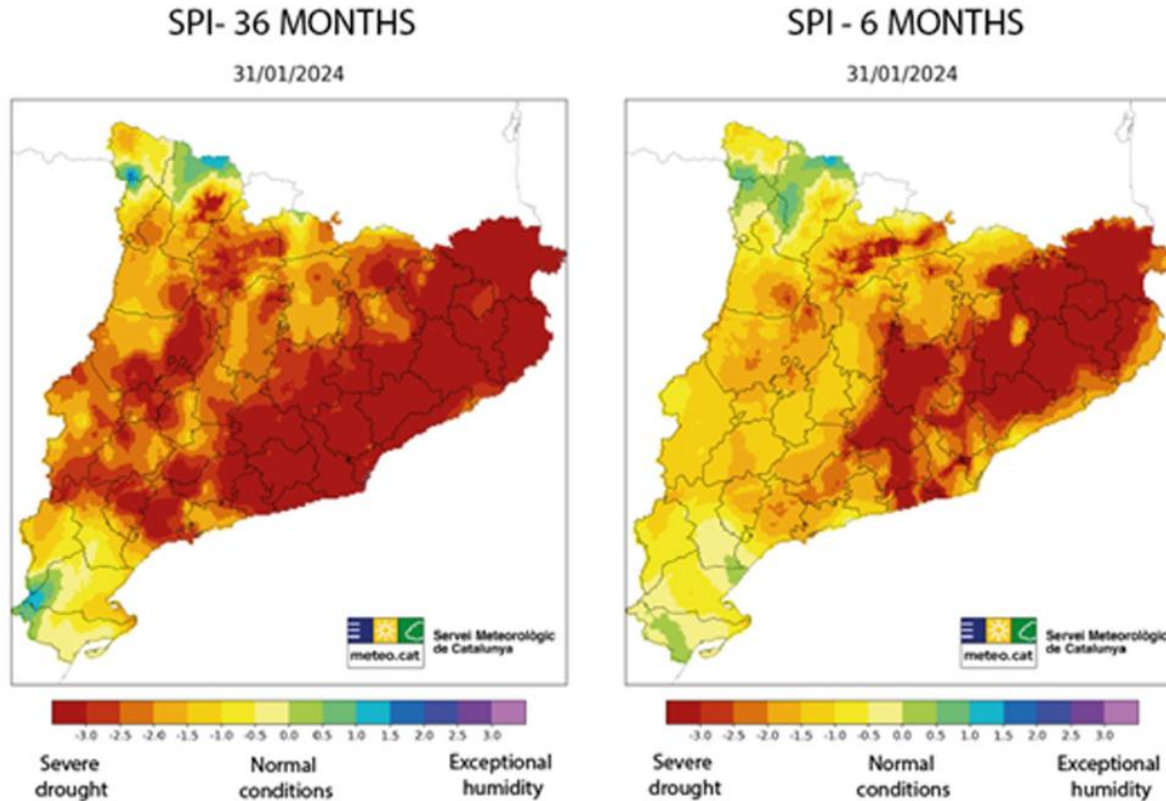
## Group 4 Rural Drought/Flooding (S-EU)

|          |     |           |     |     |         |       |       |
|----------|-----|-----------|-----|-----|---------|-------|-------|
| G4 Rural | D/F | ICGC/IEEC | MCE | THW | RSOC2_3 | RFOC5 | RSOC1 |
|----------|-----|-----------|-----|-----|---------|-------|-------|

Group 4 is dealing with **rural** problems related to extremes in local climate variations (intensive rainfall) and enduring (structural/over the years) **drought periods** in the Southern European regions having impact on seasonal processes in **agriculture/nature and excesses like wildfires and production losses** or even failure



# Rural Drought in South Europe



The map on the right illustrates the SPI over a 6-month interval for Catalonia up to January 31, highlighting the low soil moisture levels attributed to drought conditions.

On the left, the SPI is depicted over a 36-month period (three years), offering insights into the diminished water levels in aquifers, reservoirs, and rivers due to decreased rainfall.

Source: [Meteorological Service of Catalonia](#)

The SPI indicator shows the anomalies (deviations from the long-term mean) of the observed total precipitation, for any given location and accumulation period of interest. The magnitude of the anomaly is a measure of the severity of a wet (positive anomaly) or dry (negative anomaly) event.



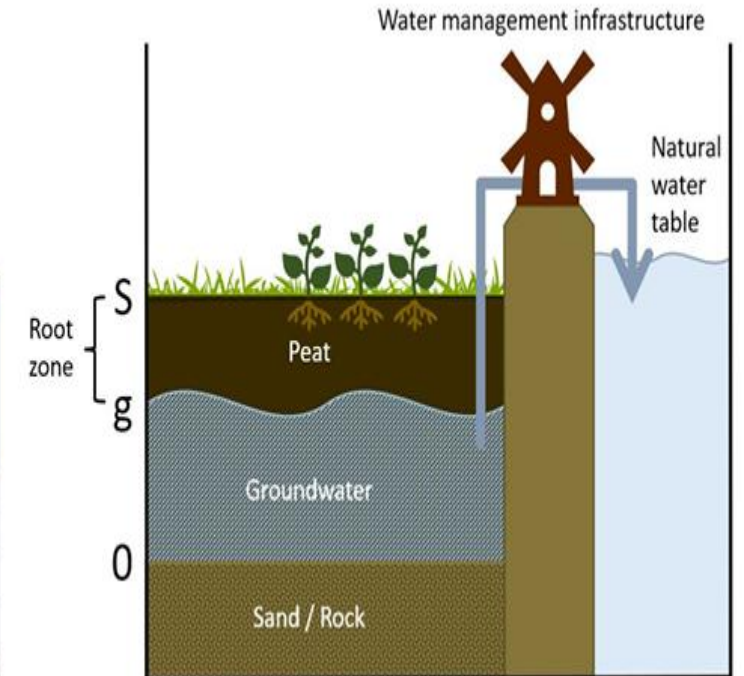
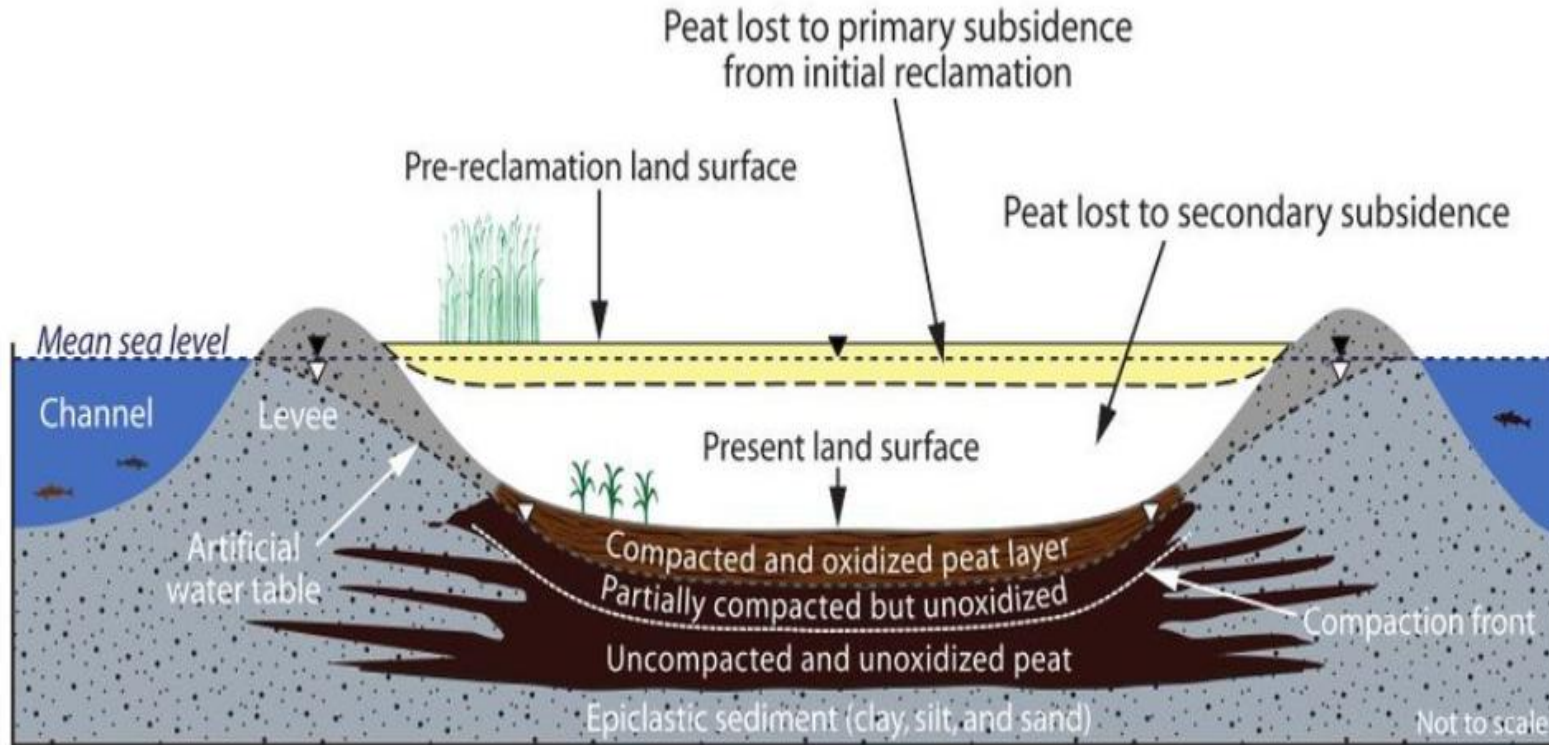
## Group 5 Rural Drought/Flooding (N-EU)

|          |     |             |      |     |       |       |       |
|----------|-----|-------------|------|-----|-------|-------|-------|
| G5 Rural | D/F | Klimatorium | HDSR | THW | RSOC4 | USOC4 | RFOC2 |
|----------|-----|-------------|------|-----|-------|-------|-------|

- Group 5 is dealing with **rural** problems due to extremes in low and high (or so-called shallow) groundwater conditions resulting in all kinds of problems for the **land use, city council infrastructures, utility sector**. A common issue is that due to **subsidence** and uprise of the soil surface during the season (high fluctuations in height difference, hysteresis) and over the years/decades (structural lowering of soil surface). These (extreme) soil moisture conditions in particularly peat (combined with clay/sand) profiles can cause **organic oxidation processes and even underground peat fires!**



# Drought in Northern Europe (subsidence example)





# Functional Requirements analysis (General)

- **Urban Regular:** Management/measures: water, infra, green, heat, energy, etc
- **Urban Crisis:** Risk reduction/measures, Risk priorities/crisishandling
- **Urban Climate:** Evaluation/measures (LT), adjustment/hindsight, scenario/forecast
  
- **Rural Regular:** Management/measures: water-soil, nature, agriculture, etc
- **Rural Crisis:** Risk reduction/measures, Risk priorities/crisishandling
- **Rural Climate:** Evaluation/measures (LT), adjustment/hindsight, scenario/forecast



# Information Requirements analysis (General)

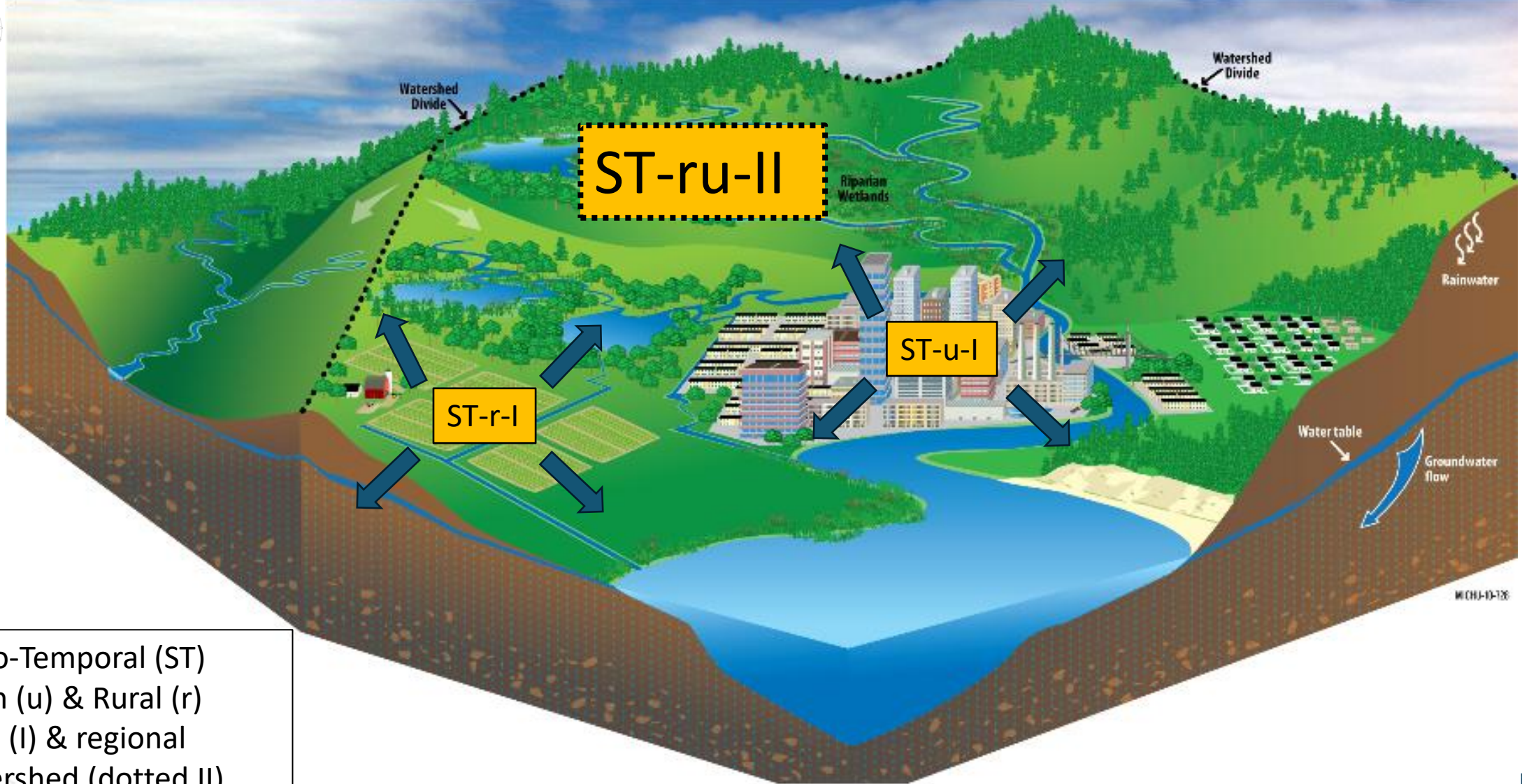
- **Urban Regular:** Soil matrix/groundwater conditions (monitor), short term forecast, specific apps on subsidence, heat islands (evapotranspiration), park/green monitor, waterstorage
- **Urban Crisis:** spatial (weighted) riskmapping (sector limits)
- **Urban Climate:** Historical Trends, input to long term forecast/scenarios
- **Rural Regular:** Soil matrix/groundwater conditions (monitor), short term forecast, specific apps on agriculture, nature
- **Rural Crisis:** spatial (weighted) riskmapping (sector limits)
- **Rural Climate:** Historical Trends, modelbased inputs to long term forecast/scenarios





# HOW WATERSHEDS WORK

Spatio-temporal scales of sites to be tested and demonstrated



Spatio-Temporal (ST)  
Urban (u) & Rural (r)  
Local (I) & regional  
/watershed (dotted II)



# After general requirement analysis: Problem (spatio-temporal) scales in groups to be **demonstrated by WISE Services**

## Spatial Scale:

- **Lead testsite** representing the problem area/issues per group (**local scale = Scale I detail 1m to 10m or best available detail**)
- Context of the **Lead testsite** with (in)direct impact on the problem area (watershed/regional scale = **Scale II, detail 100m**)
- **Groups/all partners** with their problem area in watershed region (**Scale II, detail 100m**) non-validated

## Temporal Scale:

- **Lead testsite** (scale I): **Within season** process (daily) monitoring of water balance (ST- period and 3 day forecast)
- **Lead testsite** (scale II): **Historical trend** (20 years, daily) and **climate scenario based forecast** for next 20 years (LT – period)
- **Groups/all partner** testsite (scale II): **Within season** process (daily) monitoring of water balance (ST- period and 3 day forecast), non-validated (LT-period).



# Interoperability Market solutions & User Reception

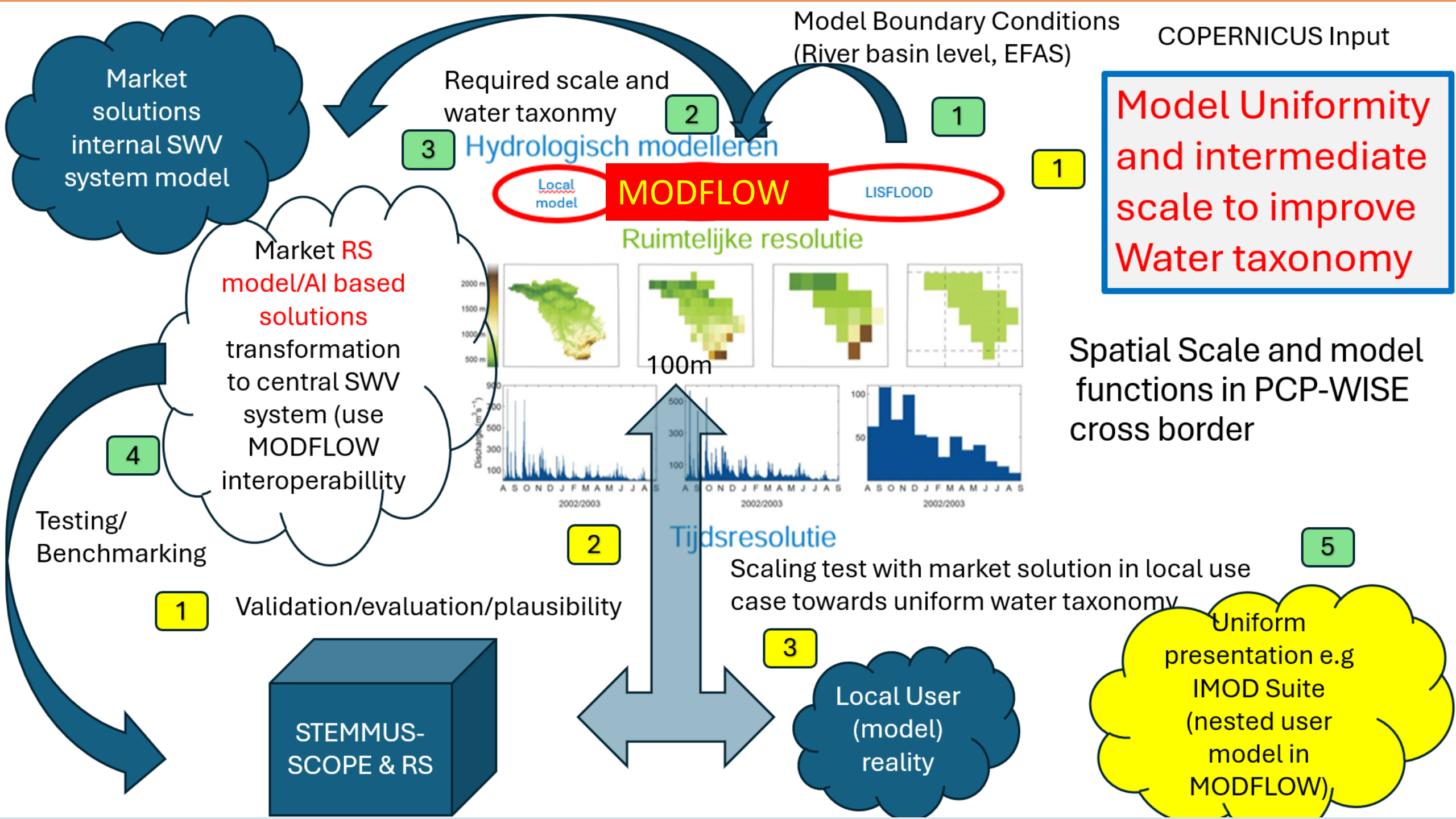
## 1. Interoperable between suppliers & users within the Project PCP-WISE:

In order to create a bridge between the supply & demand we need to have an intermediate hydrological representation and representative generalisation of the soil-water-vegetation conditions of our local region/management area

## 2. Interoperability in the validation process, where local hydrological insights (of sites of users) can be compared to market solutions (WISE)

## 3. Interoperability between users & stakeholders (in challenges) within the PCP-WISE project within the same riverbasin or across (admin management or country) borders

## 4. Creating/developing a common future water taxonomy on European scale, linking to Copernicus (e.g. EU-HYDRO)



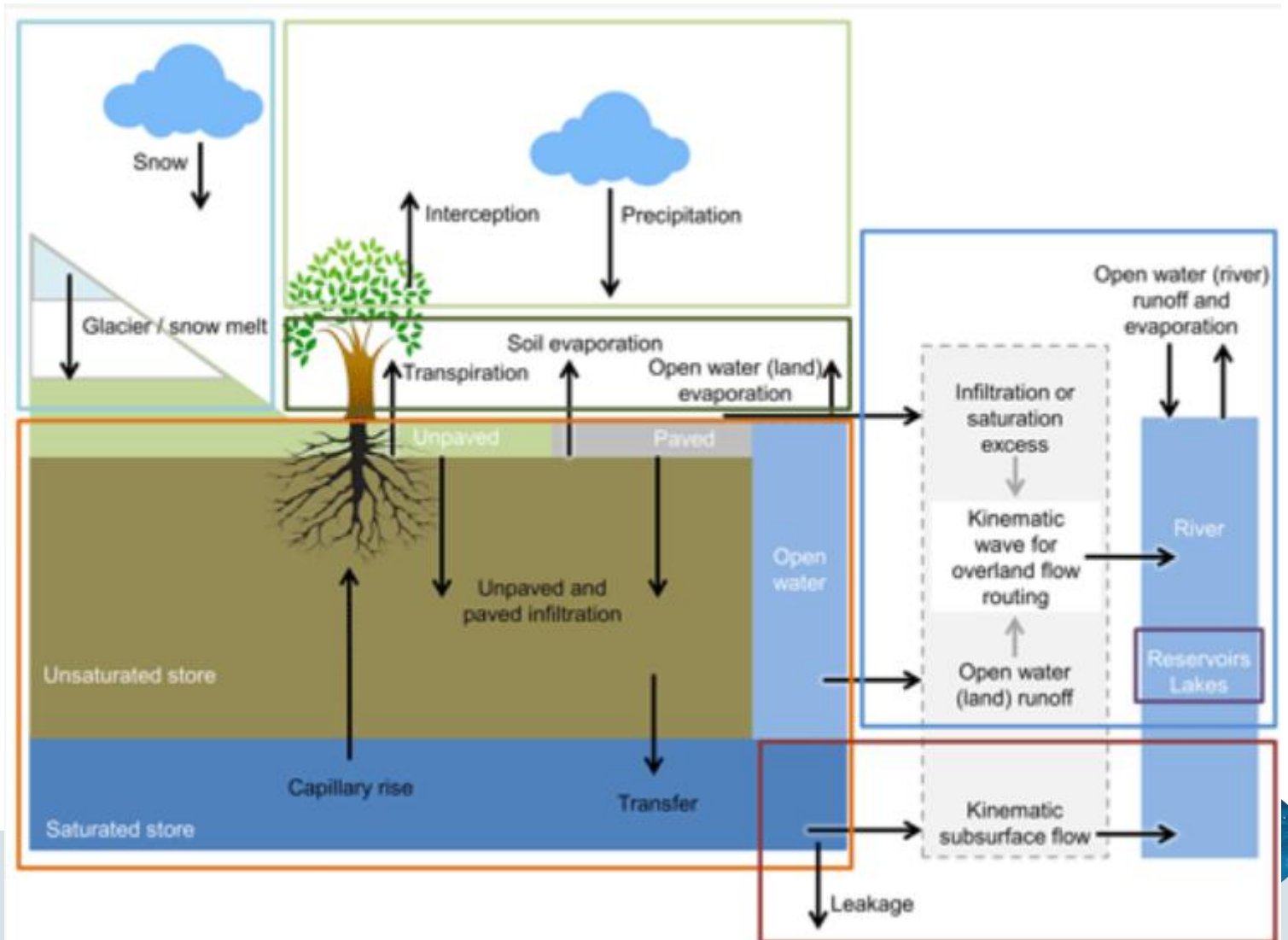
# WFLOW\_SBM enables MODFLOW hydr modeling

To the best knowledge of the PCP-WISE consortium, there is at the moment no better (and globally accepted) alternative than the MODFLOW model.

As such the BUYERS recommend/regards this model as standard (for evaluation & interoperability reasons) but still open for other suggestions (from the market or hydrology sector)

MODFLOW also published in Copernicus framework:

- [see also https://gmd.copernicus.org/articles/17/3199/2024/](https://gmd.copernicus.org/articles/17/3199/2024/)
- <https://www.deltares.nl/en/software-and-data/products/wflow-catchment-hydrology>





# • wflow - Catchment Hydrology

Water managers need insight into the available water resources within their catchments in both the short and long-term, especially in the face of climate change. Whilst at the same time struggling with a lack of reliable data. wflow enables users to simulate all catchment hydrological processes even in data scarce environments. Thus empowering them with the information and knowledge about their water resources and climate risks, and leading to smarter planning.

wflow was developed to address several challenges that hydrological modellers face. This includes the need for complete source-to-sea hydrological analysis using gridded topography, soil, land use and climate data, to calculate all hydrological fluxes at any given point in the model at a given time step. As well as the need for easier model building by maximizing the use of open earth observation data.

wflow is also specifically designed to support the modelling of complex systems and problems by coupling it with other software such as:

- [Delft-FEWS](#) for flood forecasting
- [D-Flow FM](#) of the [Delft3D FM Suite](#) for river, sediment and flood modelling
- [D-Emissions \(DELWAQ\)](#) of the [Delft3D FM Suite](#) for emissions modelling
- [MODFLOW 6](#) of the [iMOD Suite](#) for groundwater modelling
- [RIBASIM](#) for water allocation modelling





# MODFLOW Functions essential for PCP-WISE

MODFLOW for PCP-WISE has the following functions:

1. MODFLOW as **interoperability tool** between suppliers and customers (BUYERS/USERS) for describing groundwater and hydrology (soil-water) conditions)
2. MODFLOW as (obliged tender demand) wrapping paper for **'wrapping' the solutions** of the providers (consortia) from their own technical modeling/AI/processing environment
3. MODFLOW (IMOD-suite) as **comparison/analysis tool** between LOCAL hydrology models and soil-water conditions (at USER test/measurement site) and solutions from suppliers
4. MODFLOW as **presentation tool** (dashboard)
5. MODFLOW as **exchange tool** between validation team and suppliers for evaluation with the STEMMUS-SCOPE.



# Why MODFLOW for PCP-WISE?

The reason we choose for MODFLOW is because

1. it is a **commonly/globally used hydrological model** and recommended by Deltares (world reknown institute on Hydrology)
2. it is an established **open source** software package.
3. It is **practical and operational** and relatively easy to use
4. There is currently (to our knowledge) **no suitable alternative** or central accepted comparable hydrology tool available in Europe (we have national individual tools at memberstate level)
5. There is a **Help Desk function**, where we need to make an internal proposition (for making internal budget available)





# The WISE basic Solution Direction:

- Regular (daily) **Monitoring Soil-Water-Vegetation conditions** in general (core product)
- Production (daily) intelligence **on Risks** (as a consequence of too wet/dry) per **sector**

## On top of that specific RS apps:

- Problem Specific user/sector problems with RS – based solutions
- Smart Processing and presentation of results (proces/model/AI related)

## PCP-WISE general output?

- Operational Blue print (European) Procurement model
- Blue print new standardized info solutions for (local) watermanagement in Europe
- Cross border cooperation model (in riverbasins) with memberstate water management colleagues



# Preparing for the PCP Call: Timeline, Requirements & Tips for Bidders

Joost Buntsma, hWh

15:45 – 16:00



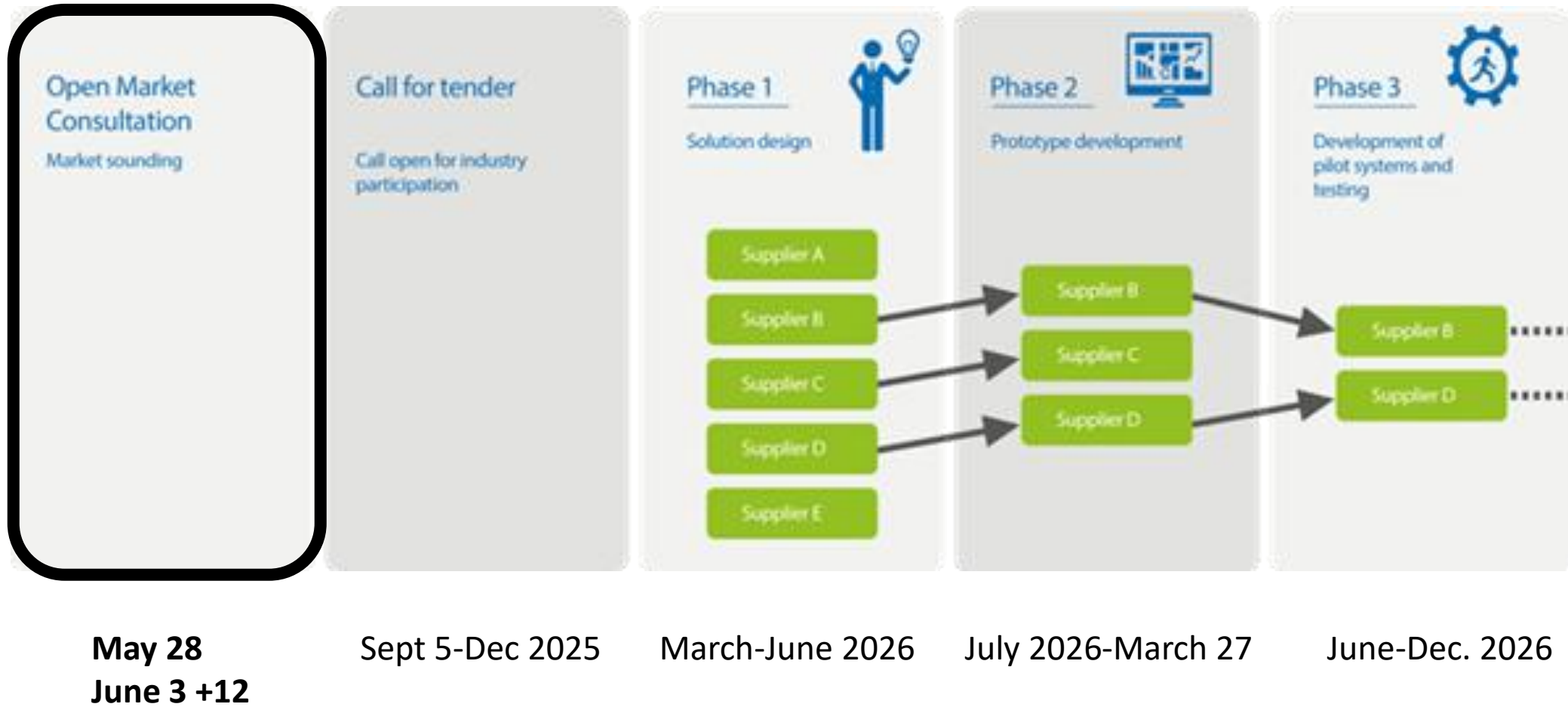
# Introduction

- Timeline
- Open Market Consultation
- Requirements
- Tips





# Timeline





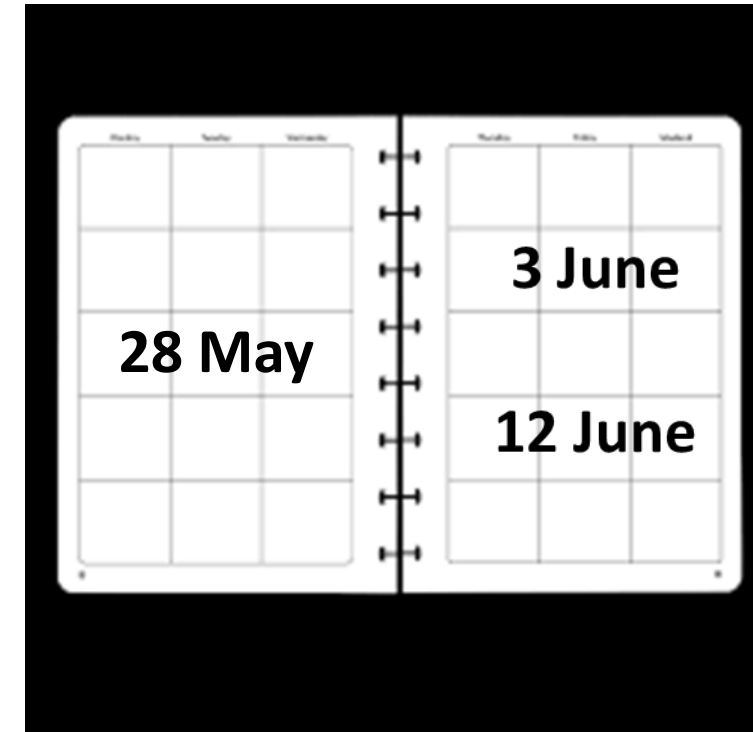
# Budget

| PCP Phase | No. Contractors | Budget per contractor | Total budget      |
|-----------|-----------------|-----------------------|-------------------|
| Phase 1   | 5               | 300.000               | 1.500.000         |
| Phase 2   | 3               | 2.400.000             | 7.200.000         |
| Phase 3   | 2               | 1.532.669,4           | 3.065.338,8       |
|           |                 | <b>TOTAL</b>          | <b>11.809.088</b> |



# Timeline and important dates?

- **PIN and OMC-document, RFI**
  - Published on TED, website, e-Platform, EU-survey
- **Webstival**
  - 7<sup>th</sup>- 28<sup>th</sup> April, 6 webinars
- **OMC Info day**
  - 28th May
- **Open Market Consultation**
  - Webinar 3rd June
  - Hybrid event 12th June during Expandedo in Brussel
- **OMC report**
  - 15<sup>th</sup> July
- **Tender documents**
  - Publishing 5th September

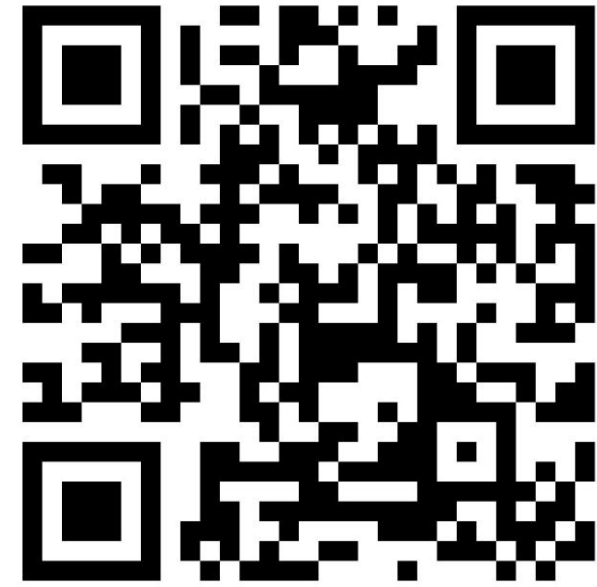




# Where to find the EU-survey / RFI and the OMC-doc



EU-survey / RFI



e-Platform  
OMC-document



# Purpose of the OMC Info Day, 28 May

## Explain and feed back:

- What is the rationale behind our idea? W-S-V-system as indicator / alarm for drought, flooding, wildfires, soil subsidence.
- Which components and data we expect to be included in the tool?
- Which standards are obliged?
- What do we expect you to deliver?
- What is the difference between rural and urban areas in this context?
- Which are the 5 use cases to be served?
- Is our idea technically feasible?





# Purpose of the PCP WISE OMC, 3 and 12 June

- **Exchange of information** PCP WISE consortium and market, v.v.
- **Dialogue** with market entities on the feasibility of the PCP WISE-objectives
  - Technical feasibility?
  - Realisation within the time frame? and
  - Within the proposed budget?

--> See the OMC-document and the [EU-survey / RFI](#)

- **Dialogue** with buyers group:
  - Questions and answers from market entities
  - PCP is a competition with level playing field
  - All given information will be public

--> See Q&A's website and e-platform, OMC document





## Requirements:

# 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-added 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



# Tips

- PCP-WISE is innovation in **competition**
  - Hard work, together and put the right one forward: Dutch mixed team relay 4 x 400 meter: Olympic gold
- **Be prepared:**
  - Read the OMC-document
  - Attend the OMC Info day: May 28.
  - Attend the Open Market Consultation
    - June 3
    - June 12
  - Join the matchmaking platform
  - Start the exploration / formation of a consortium
    - Integrate Copernicus (data portfolio) and ESA&ECWMF strategies on hydrology
    - Strategic hydrological partner
- Think backwards from the **will to commercialize**
  - Prepare a business vision before you start





# Joining as a Supplier, Replicator, Follower: What's in it for You

Melissa Campagno, G.A.C. Group

16:00 – 16:15



# Who is the Community Platform for?



Join our Community Networking & Matchmaking platform



**SUPPLIERS**

Climate services providers

Earth Observation (EO) data experts

**REPLICATORS**

Public buyers at national, regional, and local levels

Water authorities & Environmental agencies

**FOLLOWERS**

Other EU-funded projects

Innovation Procurement Experts

Sustainable community networks



# What's in for all to join Community of Practice?



Join our Community  
Networking &  
Matchmaking platform

- **Stay updated:** Access timely information about key project milestones, activities, and important events (e.g. webinars, awareness-raising and capacity building workshops, etc).
- **'Schedule a meeting'** and **'Start a discussion'** functionalities available
- **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.
- **Receive regular project news and updates:** Stay informed through daily digests, event announcements, and concise educational resources.



# What's in for Suppliers?



**Join our Community  
Networking &  
Matchmaking platform**

## Matchmaking between PCP WISE 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 upcoming PCP WISE Call for Tenders

- 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



# What's in for Replicators & Followers?



Join our Community  
Networking &  
Matchmaking platform

## Calling for



- **Replicators** (public authorities, buyers, water agencies external to the 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

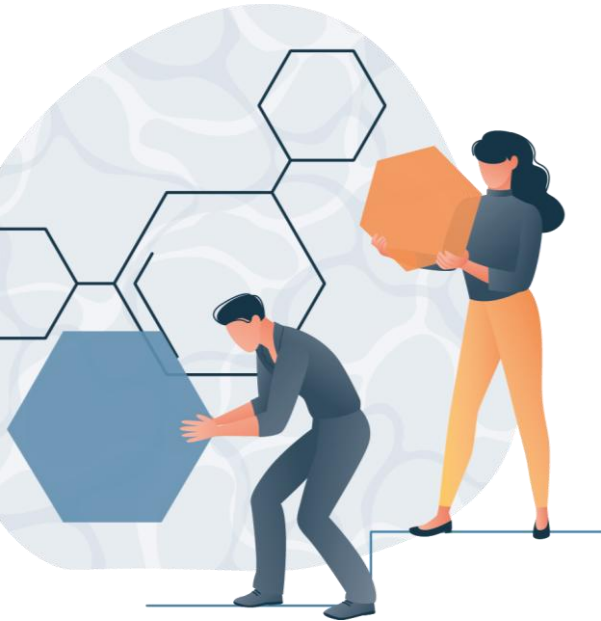




# Q&A & Next Steps



# Next Key Dates



| Date                                     | Event  |
|--|--|
| May 28 <sup>th</sup> , 2025              | <b>OMC Infoday (Online Event)</b>  |
| May 30 <sup>th</sup> , 2025              | Deadline to submit questions about the OMC through questions module <a href="#">e-Procurement platform</a> . |
| June 3 <sup>rd</sup> , 2025              | <b>OMC Main Event 1 – Webinar (online event)</b>   |
| June 12 <sup>th</sup> 2025               | <b>OMC Main Event 2 – EXPANDEO in Brussels (Belgium) (Hybrid event)</b>                                      |
| June 13 <sup>th</sup> , 2025             | Publication of answers to questions about the PCP-WISE OMC through <a href="#">e-Procurement platform</a> .  |
| June 15 <sup>th</sup> 2025 – 23:59 (CET) | <b><u>Deadline for submission of the RFI</u></b><br><a href="#">EU-Survey tool</a>                           |
| July 15 <sup>th</sup> , 2025             | Publication of the OMC Report- End of the OMC period   |



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 😊



# Thank you very much!

More information:

[www.pcp-wise.eu](http://www.pcp-wise.eu)