

PCP WISE Call for Tenders Presentation & Matchmaking

21.10.2025, 11.30 - 13.00

Region of Central Macedonia



Funded by
the European Union

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



Housekeeping rules

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

- Presentation of PCP WISE & the Call for Tenders (35 min)
- Interactive Q&A session (20 min)
- Closing & next steps (5 min)
- Matchmaking session (30 min) – optional but strongly encouraged
 - Suppliers & innovators (startups, SMEs, industrials)
 - Public buyers & replicators/followers (decision-makers, authorities, stakeholders)



1

**Who
are
we?**

2

**What is
PCP
WISE?**

3

**What
do we
offer?**

4

**What
happens
next?**



Who are we?



Project ID Card



- EU-funded project via Horizon Europe Programme
- Builds on the preparatory action from PROTECT project
- 26 partners covering 9 countries
- 12 Public buyers and 14 support partners
- Duration: 36 months
- Overall budget: €19M
- Project coordination: Barrabés
- Lead buyer: hetWaterschapshuis



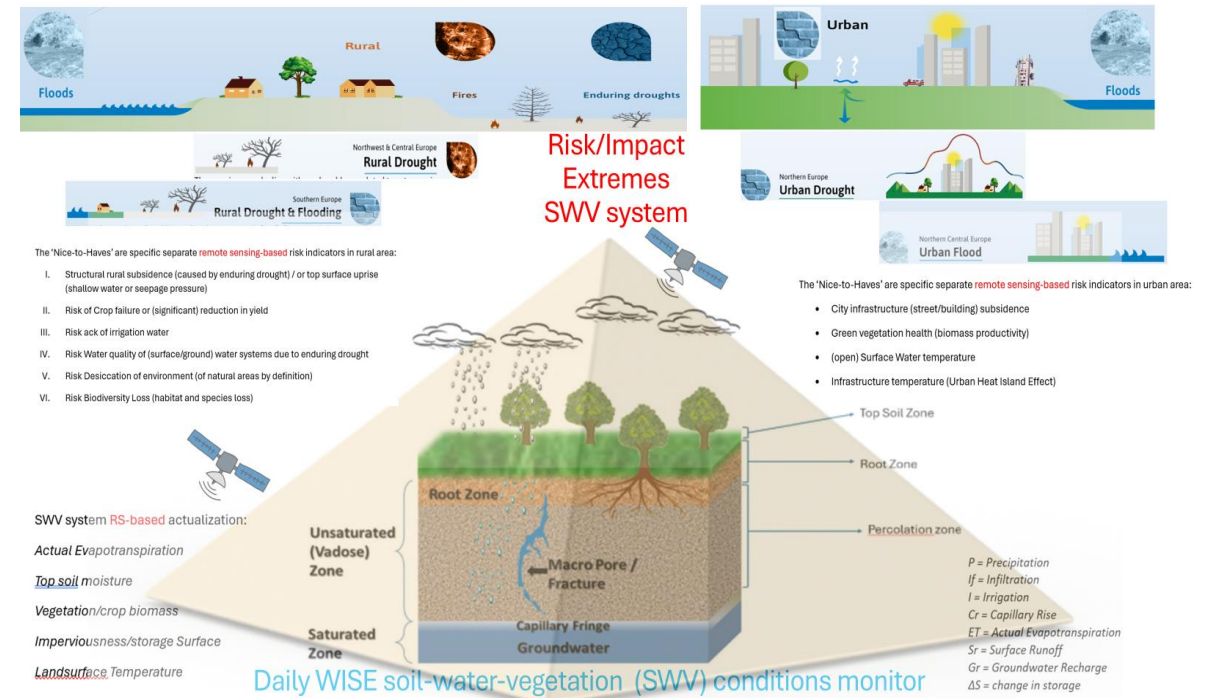


What is PCP WISE about?



PCP WISE in a nutshell

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 (PCP) instrument.** By leveraging **space technology and Environmental Earth Observation (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.**





Project Objectives



1

Innovative Solutions

Develop and test state-of-the-art technologies for climate adaptation using space and Earth observation data

2

Cross-Border Collaboration

Foster cooperation between regional water management, cities, communities, and crisis organisations across EU Member States

3

Enhanced Information System

Create common operational information products on local and regional water, soil, and climate systems to improve decision-making

4

Demand-driven Approach

Establish an active user network for exchange, validation, and continuous improvement of climate services through the PCP approach



The PCP WISE Call for Tenders



What solution are we looking for?

The ideal PCP WISE solution relies on regular monitoring of the soil-water-vegetation system status, using innovative techniques such as satellite remote sensing, biophysical process modelling, data science and artificial intelligence, as well as local knowledge. Extreme situations of the soil-water-vegetation system, induced by climate dynamics, can be confirmed through risk indicators for different sectors, in both urban and rural contexts.





The 5 PCP WISE Use Cases

The Request for Tenders (RFT) invites all interested parties to submit their proposals for a solution that would address the five use cases pre-determined by the consortium members during the state-of-the-art analysis and market consultation process.

Use case 1: Urban drought

Drought linked to groundwater distribution issues in north-western Europe. Aims to limit shortages affecting infrastructure and living conditions.

Use case 2: Urban flooding

Excess water in Eastern and Northern Europe, impacting infrastructure. Aims to manage storage and infiltration, exacerbated by factors such as rising water levels.

Use case 3: Rural drought

Extreme climate variations in north-eastern Europe, affecting agriculture and nature. Aims to mitigate the risks of fires and production losses.

Use case 4: Rural drought and flooding

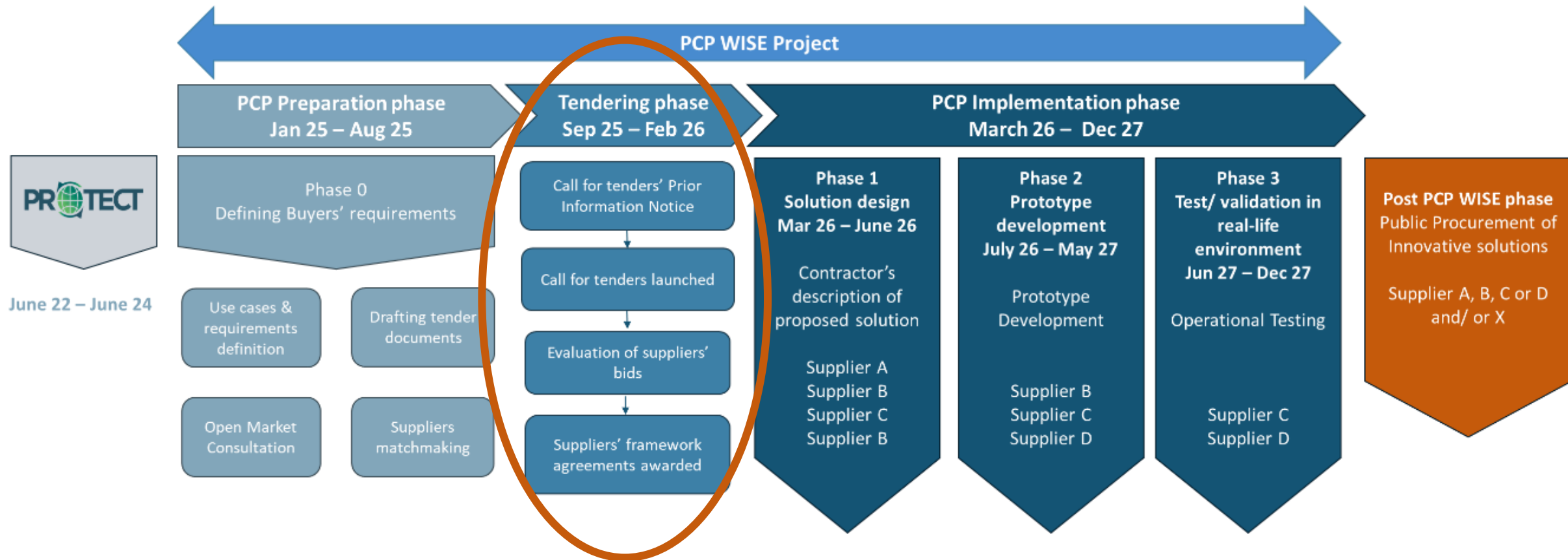
In southern Europe, prolonged droughts and heavy rainfall disrupt agricultural processes. Aims to address significant production challenges.

Use case 5: Rural drought and flooding

In north-eastern Europe, extreme groundwater conditions threaten soils and infrastructure. Aims to implement moisture management to prevent oxidation and peat fires.



Timeline



Finances and Specific Timeline

Total project budget: €19M (PCP funding: €12M)

Competitive, phased approach:

Design Phase – March to June 2026

5 contractors, €300K each (€1.5M total)

Demonstrate the technical, financial and commercial feasibility

Elaborate the solution design and determine the approach

Prototype Development – July 2026 to May 2027

3 contractors, €2.4M each (€7.2M total)

Develop, demonstrate and validate prototypes in lab conditions

Field Testing & Validation – June to December 2027

2 contractors, €1.5M each (€3M total)

Development and field-testing of a limited set of first services in 5 testing sites located in 5 EU Member States





How will you be selected?



Eligibility/Exclusion

1

EU-Member States & HE associated countries

Participation is open on equal terms to all types of operators that are established in and controlled from EU Member States or HE associated countries

2

Joint Tenderers

Possibility to either submit joint tenders or to submit alone

3

Subcontractors

Possibility to engage subcontractors (the contractor(s) remain fully liable to the PBG for the performance of the contract + no essential parts of the contracts may be subcontracted).

4

Restriction

Participation in the PCP contract is not open to entities that are subject to EU restrictive measures and Exclusion grounds as defined in article 57 of Directive 2014/24/EU



Exclusion Provisions

Compatibility with other public financing

Tenders that receive public funding from other sources

Place of performance requirement

At least 70% of the total value of activities covered by the framework agreement must be done in an EU or HE associated country

Laws and regulations regarding artificial intelligence, privacy, ethics, health and safety

Tenders that don't comply with European Code of Conduct for Research Integrity, GDPR or EU AI Act

Proposed solution already available on the market

Tenders whose proposed solution is already available on the market



Type of consortium needed (not required)

- 1 — Civil engineers
- 2 — Climate services and technologies innovators
- 3 — Earth Observation data specialists and remote sensing companies
- 4 — AI/ data science experts
- 5 — Digital twin/ GIS developers
- 6 — Hydrologists and environmental modelers
- 7 — Meteorologists
- 8 — Legal and contracting skills (European standards, AI, IPR, etc.)
- 9 — And space data-driven starts or consortia combining all these skills



Evaluation and Selection Criteria

1

Suitability to pursue the professional activity

Enrolment in one of the professional or trade registers

2

Project Management Role (Non-technical Oversight)

1 CV for the Coordination Team

3

R&D Integration and Technical Leadership Role – Rural Context

1 CV of an R&D expert who has over 5 years' experience on a European scale in rural areas

4

R&D Integration and Technical Leadership Role – Urban Context

1 CV of an R&D expert who has over 5 years' experience on a European scale in urban areas

5

Combine knowledge & experience regarding R&D biophysical processes

1 CV of an R&D expert who has over 5 years' experience on biophysical processes, using combination, integration, data science

6

Experience regarding hydrology modelling – Rural context

One CV of an expert related to hydrology modelling in rural areas with over 5 years of experience



Evaluation and Selection Criteria

7

Experience regarding hydrology modelling – Urban context

1 CV of an expert related to hydrology modelling in urban areas with over 5 years of experience

8

Experience regarding crises prediction, preparedness, monitoring and impact assessment - Rural context

1 CV of an expert related to crises prediction, preparedness, monitoring and impact assessment in rural areas with over 5 years of experience

9

Experience regarding crises prediction, preparedness, monitoring and impact assessment - Urban context

1 CV of an expert related to crises prediction, preparedness, monitoring and impact assessment in urban areas with over 5 years of experience





Evaluation and Selection Criteria

10

Experience regarding remote-sensing – Rural context

1 CV of a remote sensing value-adder for updating the essential water balance components in rural areas with over 5 years of experience

11

Experience regarding remote-sensing – Urban context

1 CV of a remote sensing value-adder for updating the essential water balance components in urban areas with over 5 years of experience

12

Experience regarding AI, Data Science and ICT skills in operational information production (upscaling) in back and front processing

Description of at least one project in the last 5 years referring to ICT capability to support the operationalization and upscaling of information products



Evaluation and Selection Criteria

13 Ability (and experience) in GIS and spatial data analysis.

Description of at least one project in the last 5 years referring to GIS and spatial data analysis

14 Experience regarding legal knowledge in the field of AI, IPR and European Interoperability Standards

1 CV of an expert with legal knowledge in the fields of AI, IPR and European Interoperability Standards

15 Experience regarding climate adaptation and resilience at local to regional scales

1 CV of an expert related to climate adaptation and resilience at local to regional scales

16 Ability to perform up to original development of the first products or services in an EU Member State and/or a HE Associated country

Proof of availability of testing facilities and necessary materials and/or equipment



Evaluation and Selection Criteria



Tenderers may be requested to provide additional information and have 5 working days to reply.

The selection criteria will remain unchanged for the entire duration of the PCP.

Failure to comply with any of the selection criteria will lead to the automatic exclusion of the tenderer from the PCP.

The personnel mentioned in criteria 2, 3, 4, 5, 6, 7, 8, 9, 10, 11 and 15; and the testing location(s) proposed under criterion 16 will be required to execute the contract. .

Changes in the personnel executing the contract (who will need the same qualifications, knowledge and experience) will be duly notified to and authorized by hWH.

Please note that at least 4 CVs from different people shall be submitted to comply with the requirements.



Award Criteria & Process

If the tenderer(s) are not subject to any exclusion criteria, meet the compliance criteria and fulfil the selection criteria, and if the tender complies with the award criteria “pass/fail”.



Bids will be evaluated according to the following weighted award criteria:

1. quality assessment
2. price assessment



Weighted award criteria	Max points	Thresh old
Impact on the challenge	49	0
Validity of the technical approach	23	0
Quality of the tender	18	0
Total	90	0



90 points correspond to the **technical offer**, and 10 points correspond to the **financial offer**

If a tenderer has indicated compliance with one or more of the weighted award criteria, once they have been awarded the Framework Agreement and Phase 1 contract (and Phase 2 and Phase 3 contract) these weighted award criteria become mandatory for the contractor



Documents and Online Communication

Where can you find the Open Call documents?

All communications are only possible via the TUTTOGARE PA platform a TUTTOGARE PA e-Procurement platform (<https://pcp-wise.tuttogare.it/pcp/dettaglio.php?codice=1>).

For technical questions, the Tenderer should contact the helpdesk via assistenza@tuttogare.it.





Documents and Online Communication

ENVELOPE A - Administrative envelope

Documentation regarding enrolment in a trade register, CVs, Documentation regarding proof of availability of testing facilities and necessary materials and/or equipment, TD10. ESPD, TD11. CONSORTIA STATEMENT and TD12. Standard self-declaration form (for project references).

ENVELOPE B – Technical envelope

TD8. Technical form

ENVELOPE C – Financial envelope

TD9. Financial form



Why a Community Platform for PCP WISE?



Why join the Community Platform?



Join our Community
Networking &
Matchmaking platform

Your Gateway to the PCP WISE journey!

- **Stay in the loop:** Get the latest updates with daily digests, event alerts, and curated learning resources.
- **Connect and collaborate:** Schedule meetings or start chats with PCP WISE Buyers and like-minded suppliers from the community.
- **Showcase your strengths:** Create a standout supplier profile to highlight your company, technologies, and innovative solutions — and grow your network.
- **Join the conversation:** Take part in interactive online events and activities to support the scale-up, replication, and uptake of the PCP WISE innovation solutions



Why is the platform hosted on ENRICH Global?

ENRICH GLOBAL – A dynamic European and international network connecting innovation stakeholders across different thematic communities. Increased visibility beyond the boundaries of the project.

Why is it important for you?

Increased visibility:
Position your organisation within a broader ecosystem of European innovation players.

Inter-community connections: Engage with members of related thematic groups

Knowledge & synergies: Access shared resources, analyses and events covering various topics and sectors.

New partnerships: Identify opportunities for collaboration beyond PCP WISE — across projects, sectors and borders.



Who is the PCP WISE Community Platform for?



240+
members



SUPPLIERS

SMEs & startups

Large companies

RTOs

REPLICATORS

Public from
national,
regional, and
local levels

Water authorities
& Environmental
agencies

Private buyers

FOLLOWERS

EU-funded
projects,
networks &
initiatives

EO, Climate and
Innovation
Procurement
Experts

Sustainable end-
users &
communities



Calling for PCP WISE Replicators & Followers



Join our Community
Networking &
Matchmaking platform

- **Replicators** Regions, cities, water & environmental agencies, etc., external to the PCP WISE consortium interested in taking part in replicability and scalability activities
- **Followers** Networks, associations, programmes, projects and initiatives committed to support PCP WISE's communication and dissemination efforts, widen its visibility, and maximise its impact



Take part in the Stakeholder
Observatory Group (SOG)
&
Have your say in the PCP
WISE Journey!



Next steps

Key Date at a Glance



5 September 2025 – Publication of contract notice in [TED](#)

5 September 2025 – Tender documents available for download on the [Lead Procurer's e-Procurement platform](#)

15 September 2025 & 11 November 2025 – Info webinars

24 October 2025 – Deadline for submitting questions about the Tender documents

30 October 2025 – Deadline for Het Waterschapshuis (Lead Procurer) to publish replies to questions

7 January 2026 (17:00CET) – Deadline for submission of Suppliers' bids

9 January 2026 – Opening of tenders received

2 mars 2026 – Signature of framework agreements and phase 1 specific contracts with selected suppliers. Publication of the contract award notice in TED.



Any questions?

You have until October 24 to send them to us!



Q&A Page

Any questions?

88 questions have already been answered on the Q&A page of the PCP WISE project website.

Read them and send us your questions by email at the following address:

info-PCP-Wise <info-PCP-Wise@group-gac.com>

A.Nikopoulou@pkm.gov.gr

The page will be regularly with new questions





Thank you!

Access the info webinar recording
and slides here !

