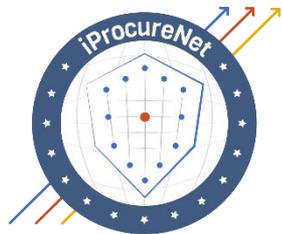


# THE IPROCURENET TOOLBOX

RELEASE 2



Innovation by developing a European Procurer  
Networking for security research services



**Filomena  
Vieira**

Portuguese  
Criminal Police  
PP Legal Expert

 /filomena-vieira

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**Have you  
prepared/developed any joint  
public procurement between  
years 2022-2023?**

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**Have you ever used or recommended iProcureNet Toolbox?**

ⓘ Start presenting to display the poll results on this slide.

# THE TOOLBOX IN A NUTSHELL

The iProcureNet Toolbox aims to **enable** procurers, suppliers and other key stakeholders of security procurement, to **understand** the process they need to go through, in order to **find** common ground for future JCBPP

# WHAT WE AIM TO PROVIDE USERS WITH



Understanding PP as a **strategic tool** to deliver **better outcomes & solutions** for specific **challenges & unmet needs**



Proposals of **how** JCB & Innovation procurement can be **applied** in specific **security sector**



**Practical advice** on how to **initiate** and **manage** JP and IP procurements



Specific **Joint Procurement role** & **benefits** for the **security sector**



How **challenges** and **features** of JP and IP **approaches** in security can be addressed

# TOOLBOX FINAL PURPOSES

The Toolbox intends to:

- **Guide** the users through an easy way to understand the benefits and the **framework of cross-border COTS & innovation procurement**
- **Incentive** the use of **innovation procedures**, expressing its importance as instruments to accomplish **unmet needs** and **public policies**.

*The Toolbox is now open to European procurers as an ongoing tool until its final release in 2024*

# MAIN CHANGES FROM RELEASE 1

- **Structure** and **Table of Content**
- **Revised list segments** for JCBPP
- **Analysis-based suggestions** for cross-border procurement process **legal aspects**
- Deepened **financial tools** and programmes
- Deepened **Innovation procurement procedures**
- **Market analysis** results
- **Benchmark** cases
- **Ethics** in public procurement

# THE TOOLBOX MAIN STRUCTURE

In a few weeks, Release 2 of the Toolbox will be delivered and will be available here

**<https://www.iprocorenet.eu/home/toolbox/>**  
***Please, answer our feedback survey***

**About**

**Joint Cross-border and  
innovation procurement in the  
security sector**

**Joint Cross-border Public  
Procurement (JCBPP)**

**Innovation Procurement (IP)**

**How to – Guide for JCBPP and  
IP in the Security sector**

**Ethics in Public Procurement**

# THE TOOLBOX NEW TABLE OF CONTENT

JCBPP & IP IN THE SECURITY SECTOR	JOINT CROSS-BORDER PUBLIC PROCUREMENT	Innovation Procurement	How to: Guide for JCBPP & IP	Ethics in public procurement
<ul style="list-style-type: none"><li>•Why?</li><li>•Opportunities</li><li>•Organizational aspects and challenges</li><li>•Financial tools</li><li>•Case studies &amp; recommendations</li><li>•Resource base</li></ul>	<ul style="list-style-type: none"><li>•Definition, role and benefits</li><li>•Methods and tools overview</li><li>•JCBPP in practice</li><li>•Policy, legislation, regulation</li></ul>	<ul style="list-style-type: none"><li>•Definition, role and benefits</li><li>•Methods and tools overview</li><li>•Where can IP make an impact?</li><li>•Policy, legislation, regulation</li></ul>	<ul style="list-style-type: none"><li>•PCP</li><li>•PPI</li><li>•Competitive procedure with negotiation</li><li>•Competitive dialogue</li><li>•Innovation Partnership</li></ul>	<ul style="list-style-type: none"><li>•Principles</li><li>•Code of Ethics</li></ul>



## Why JCBPP & IP in the security sector?

- ✓ Cost-effectiveness optimization
- ✓ Encourage innovation purchasing
- ✓ Opens route-to-market for new players and SMEs
- ✓ Promotes larger market players bringing products to market
- ✓ Scientific and research center knowledge sharing



## Opportunity for JCBPP & IP in the security sector

- ✓ COTS products *Drones/UAVs*
- ✓ *Innovative solutions* *Ballistic Vests*  
*Metal Detectors*



## Organizational aspects and challenges

- ✓ Public Guidelines to favour innovation
- ✓ Procurement and investment plans towards innovation
- ✓ Disseminate innovation culture as an horizontal mindset
- ✓ Interdisciplinary team work



## Financial Tools

- ✓ Support institutions on efficient implementation of financial instruments
- ✓ *Provide information on the volume and comparisons of different financing options for the new long-term period*



## Case studies and recommendations

- ✓ Some projects: CLOSEYE, EWISA, EUCISE2020, BROADWAY, SHUTTLE
- ✓ *Where to start? Pre-tender phase, tender phase and Post-tender phase/contract performance and assessment results*

# NEW TABLE OF CONTENT

## JOINT CROSS- BORDER & INNOVATION PROCUREMENT IN THE SECURITY SECTOR



### **Definition, role and benefits**

- ✓ Wide strategical instrument
- ✓ Better harmonisation between European countries
- ✓ Quicker full interoperability between systems, equipments, solutions
- ✓ Foster the exchange of data and information
- ✓ Attractivity to manufacturers/suppliers



### **Methods and tools overview**

- ✓ Conducting a JCBPP: steps & phases
  - ❖ *Identification of joint procurement needs*
  - ❖ *Market research/market analysis*
  - ❖ *Identification of financing possibilities*
  - ❖ *Reaching a decision/memorandum to cooperate*
- ✓ Means of conducting JCBPP: joint entity, CPB, cooperation



### **In practice**

- ✓ 2 Surveys
- ✓ *Examples & benchmark cases: e.g. BROADGNESS, Prevent PCP, Healthy Aging (HAPPI), Citrix SW*
- ✓ *Good practices*
  - ❖ *For all procurement procedures*
  - ❖ *For tender & post-tender phase*
- ✓ *Case studies*
- ✓ *Enabling factors & challenging issues*



### **Policy, legislation, regulation**

- ✓ EC supports IP as a tool to deliver solutions to economic and societal challenges – EC Guidances, EC Staff Working documents
- ✓ Using of PCP and PPI in a complementary way
- ✓ European Directives and European Parliament and Council Regulations

# NEW TABLE OF CONTENT

## JOINT CROSS-BORDER PUBLIC PROCUREMENT



## Definition, role and benefits

Undertake procurement procedure in a way that **stimulates the supply chain** to invest in developing better and in more innovative goods and services to meet the **unmet needs** of a public body



## Methods and tools overview

- ✓ *Preparation*
- ✓ *Market engagement*
- ✓ *Pro-innovation tendering*
- ✓ *Outcome-based specifications to stimulate innovation*
- ✓ *Innovation-friendly procedures*
  - ❖ *Competitive procedure with negotiation*
  - ❖ *Competitive dialogue*
  - ❖ *Pre-commercial procurement (PCP)*
  - ❖ *Innovation Partnership*



## Where can Innovation Procurement make an impact?

- ✓ *Public services modernization with breakthrough solutions in a cost-effective manner*
- ✓ *Market opportunities to innovative businesses*
- ✓ *Efficient way to procure transnational unmet needs*
- ✓ *Stimulate suppliers to invest in developing better (demand-side driven)*
- ✓ *Advantages vs disadvantages*

NEW TABLE  
OF CONTENT

INNOVATION  
PROCUREMENT

# NEW TABLE OF CONTENT HOW TO – GUIDE OF JCBPP

## PRE-COMMERCIAL PROCUREMENT

- ✓ **When** to use it
- ✓ **How** to use it
- ✓ **Practical** challenges to overcome
- ✓ Examples

## INNOVATION PARTNERSHIP

- ✓ **When** to use it
- ✓ **How** to use it
- ✓ **Practical** challenges to overcome
- ✓ Examples

Or PCP + PPI

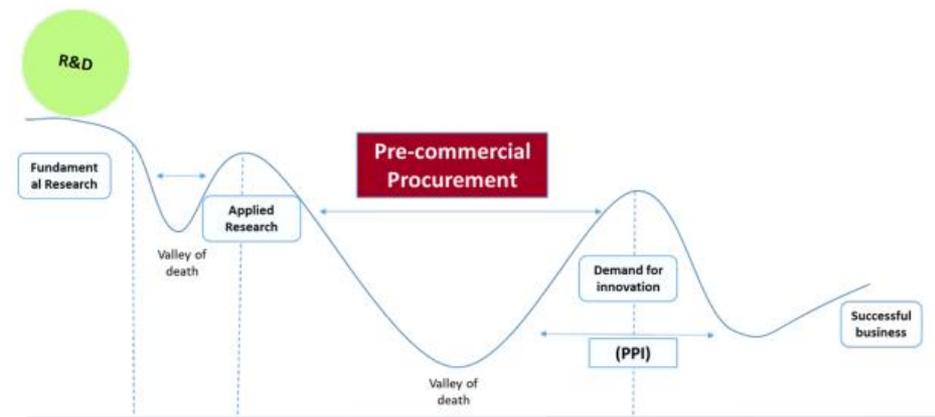
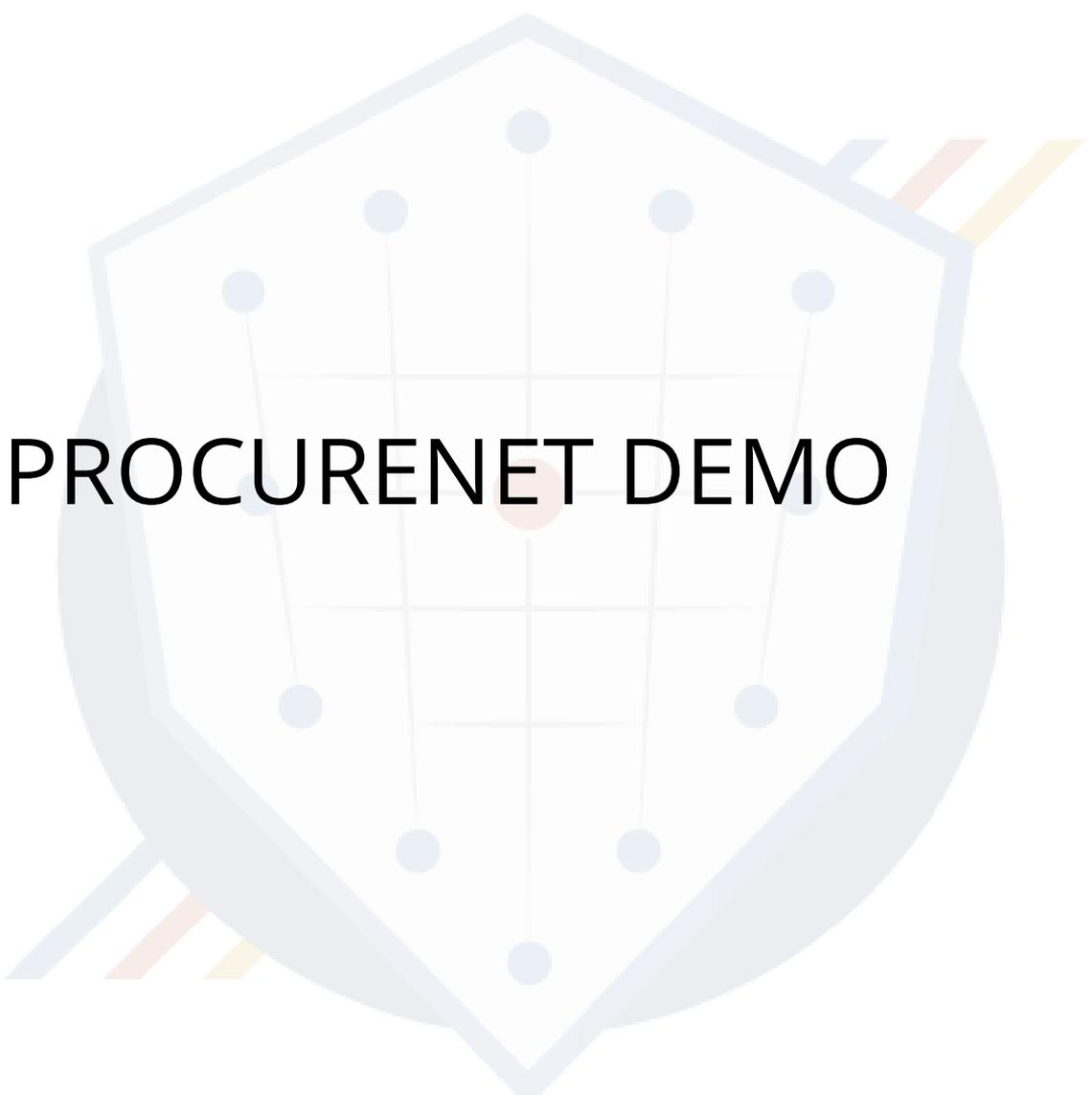


Fig. "Presentazione Open Market Consultation" (S. Bedin)



# I PROCURENET DEMO

LIVE DEMO



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[Survey](#)

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This Toolbox contains step-by-step guides and information on legal, practical and financial issues that need to be taken account

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[Terminology and abbreviations](#)

[Structure and how to use it](#)

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### Joint cross-border public procurement

Defines JP; Outlines the role and benefits of JP, and why it is a valuable tool for the security sector; what JP looks like in practice, including short illustrative case examples highlighting the benefits and methods used. References to relevant policy, legislation, regulation etc.



**JCBPP in practice**



**Roles and benefits**



**Defining JCBPP**



**Methods and tools overview**



**Policy, Legislation, and Regulation in the security sector**



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## JCBPP in practice



iProcureNet Services	+
Examples and benchmark cases	+
Good practices	+
Enabling factors for JCBPP	+
Challenging issues	+



## JCBPP in practice



iProcureNet Services



Examples and benchmark cases



### Good practices

Strategies and activities that reliably lead to a successful JCBPP.



[For all public procurement procedures](#)

[For JCBPP in tender phase](#)

[For JCBPP in post-tender phase/contract performance phase](#)



## JCBPP in practice



iProcureNet Services



Examples and benchmark cases



Good practices

Strategies and activities that reliably lead to a successful JCBPP.



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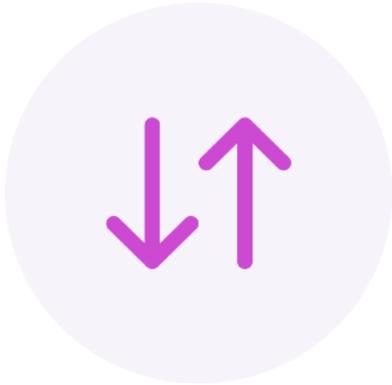
[For JCBPP in tender phase](#)

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What changes to the  
Toolbox would you  
recommend? (select in order  
from the most important to least)

- a. Webdesign/layout
- b. Less text, more infographics,  
tables, and schemes
- c. More legal information
- d. Different structure
- e. Other

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**What changes to the Toolbox would you recommend? (from the most important to the least)**

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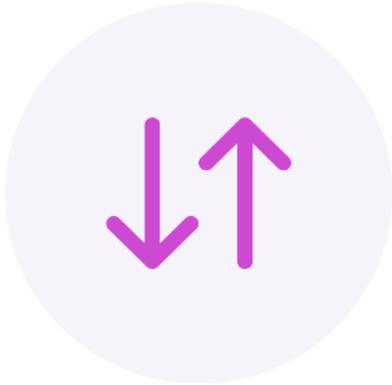
**If you selected "Other" in just a few words, what other change would you recommend?**

① Start presenting to display the poll results on this slide.

Please rank these topics  
from your strongest interest  
to your weakest

- a. Methodology
- b. Policy, legislation, regulation
- c. Organisational aspects
- d. Best practices and guidelines
- e. Financial tools
- f. Case studies
- g. Opportunities for JCBPP

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**Please rank these topics  
from your strongest  
interest to your weakest**

ⓘ Start presenting to display the poll results on this slide.

How useful do you feel this  
Toolbox can be promoting  
joint public procurement in  
the security sector?



Extremely not useful



Somewhat useful



Neutral



Somewhat useful



Extremely useful

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**How useful do you feel this Toolbox  
can be promoting joint public  
procurement in the security sector?**

① Start presenting to display the poll results on this slide.

THANK YOU!  
[www.iprocuren.net](http://www.iprocuren.net)

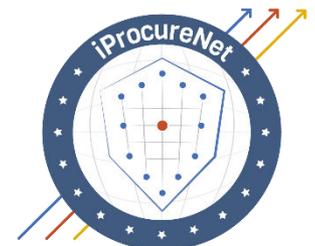


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Innovation by developing a European Procurer  
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