

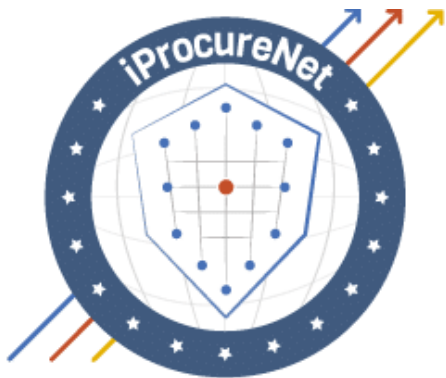
innovation by developing a European Procurer
Networking for security research services



iProcureNet Webinar

A Webinar on public/private innovation procurement of storm water management solutions for climate resilience

Join our lunch time webinar to explore how the municipality of Frederiksberg brought forward much needed solutions by adopting different approaches to public-private innovation procurement.



**28 FEBRUARY 2024 • 12 TO 13PM
CET**

Program

Welcome and introduction,

Jorge Garzon, iProcureNet Coordinator, Ministry of Interior, France

Climate resilience and the security sector,

Panayiotis Liassides, Spokesperson/Assistant Director Cyprus Civil Defence(CCD)

Public/private innovation procurement in the municipality of Frederiksberg,

Lene Stolpe Meyer, PhD, Project Manager Climate Adaptation, Denmark

Panel discussion and Q&A

End of session



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contact@iprocorenet.eu

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 832875.



Speaker

S:



Lene Stolpe Meyer

Project Manager
Frederiksberg Kommune

Lene worked with climate adaption for the last fifteen years. Currently a project manager at Frederiksberg in Denmark, with a focus on developing, testing and monitoring solutions for cloudburst management. The implementation of the projects is part of the municipality's climate resilience plan.



Jorge GARZON

iProcureNet Project Coordinator
French Ministry of the Interior and Overseas Territories

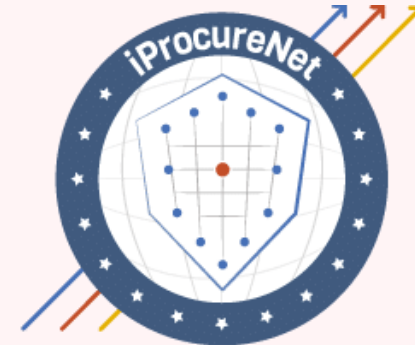
Jorge Garzon is a civil servant attached to the French Ministry of the Interior and Overseas Territories, in charge of strategy and performance of procurement. He is the iProcureNet Project Coordinator. He is actively working in implementing the innovation public procurement strategy for the French law enforcement services, facilitating access to VSE-SME to public procurement, reducing procurement costs, and supporting sustainable procurement.



Panayiotis Liassides

Spokesperson/Assistant Director
Cyprus Civil Defence

Panayiotis is a Civil Protection expert from Cyprus with more than twenty-two years' experience in the public sector. Currently working to the Civil Defence as Assistant Director in Limassol District and additionally having the duties of the Civil Defence Spokesperson.



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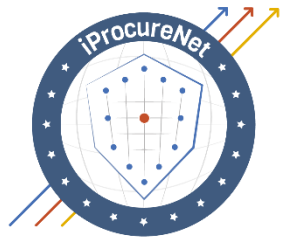


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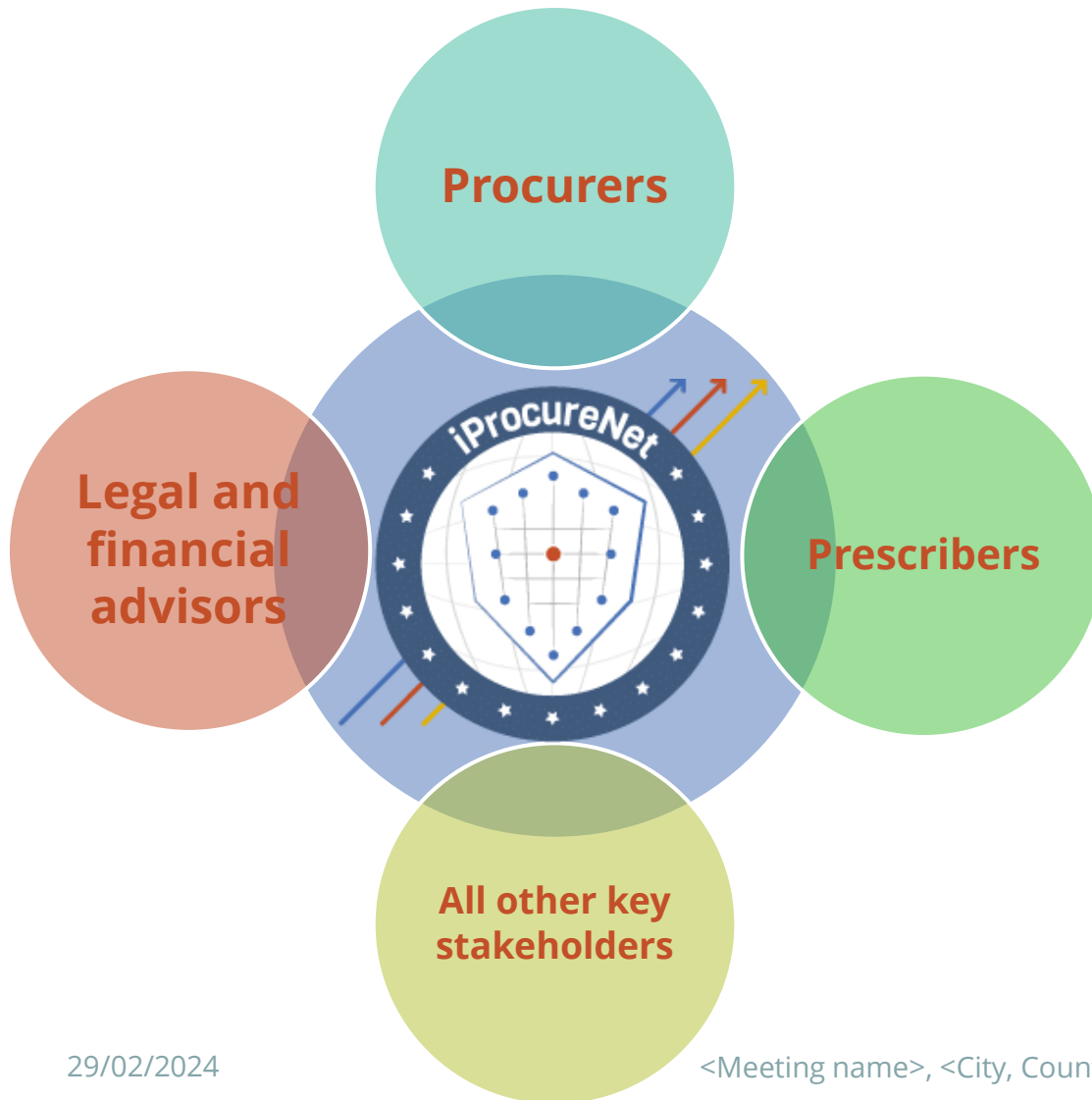


Procurement
at the
heart of
security
innovation



Jorge
GARZON
Project
Coordinator

IPROCURENET IN A NUTSHELL



- To share **security procurement trends and needs** for a deeper understanding of the European procurement environment;
- To develop **common and standardised practices** from the technical, legal and financial perspectives, and a methodological framework for **cross-border joint procurement**.

The ultimate goal is to make procurement a catalyst for security innovation.

An **H2020** project starting **1 May 2019**...
...and lasting **5 years**

13 partners from **10 member states**,
out of which **9 are procurement agencies**

1,5M€ budget 

FACTS
AND
FIGURES

THE IPROCURENET PARTNERS



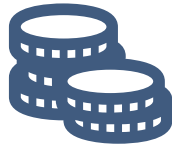
CHALLENGES TO JOINT PROCUREMENT



LEGAL CHALLENGES

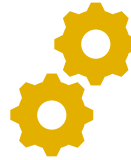
Different **regulatory standards**

Different national practices in **implementing European directives**



ECONOMIC CHALLENGES

Unease of **suppliers** towards joint procurement due to **lack of experience** and **lower prices**



TECHNICAL CHALLENGES

Different **technical standards**



PRACTICAL CHALLENGES

Different **national priorities**

Lack of knowledge on other countries' practices and investment needs



AWARENESS & INFORMATION

Difficult access to innovation alongside daily duties

Lack of awareness of existing solutions and of joint procurement

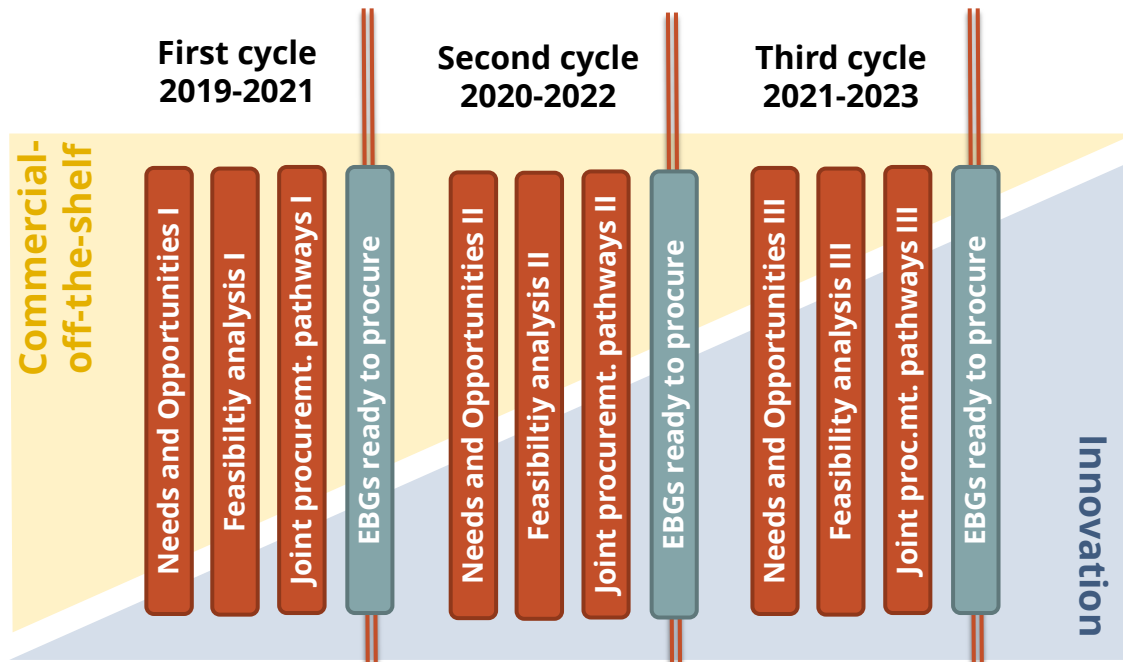
AN INNOVATIVE METHODOLOGY

In an innovative **three-cycle process**, iProcureNet will map the European procurement environment, **compare national investment strategies, identify innovation needs, and analyse security markets.**

Established Buyers
Groups

Knowledge

Online Toolbox



2019 July 2021 July 2022 August 2023 April 2024

AN OPERATIONAL MODE IN 3 CYCLES, EACH COMPOSED OF 3 PHASES

AN INNOVATIVE METHODOLOGY

Security procurement practitioners and experts from academy and industry contribute to the development of common and standardised **joint procurement practices** and innovative approaches, to prepare a larger uptake and a common European security market.

Trainings, Workshops & Conferences

Annual events, both online and real life: networking, dissemination, peer learning and capacity building: for European public security procurement experts

Network+Community

Institutions and experts involved or interested in public security procurement

THE IPROCURENET COMMUNITY

Are you an **expert from a public security procurement department, from industry or academia, a policy makers or simply an engaged citizen** involved or interested in the procurement of security innovation ?

Join the iProcureNet community !

Find your iProcureNet National Contact Point on our website:
www.iprocorenet.eu/joinus

Your country is not in the list?
Contact **contact@iprocorenet.eu**.



STAY IN TOUCH!

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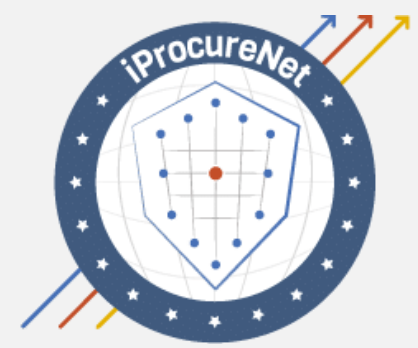
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Horizon 2020 iProcureNet Project



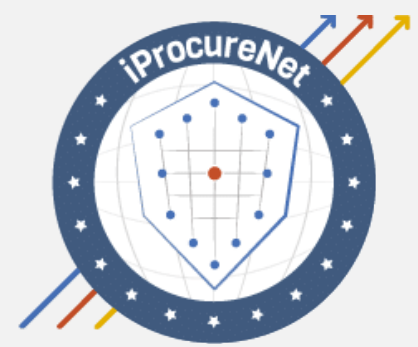
**Innovation procurement for climate resilience,
February 28, 2024**

PANAYIOTIS LIASSIDES

ASSISTANT DIRECTOR, CYPRUS CIVIL DEFENCE

HORIZON 2020 – PROJECT “IPROCURENET”

Presentation content

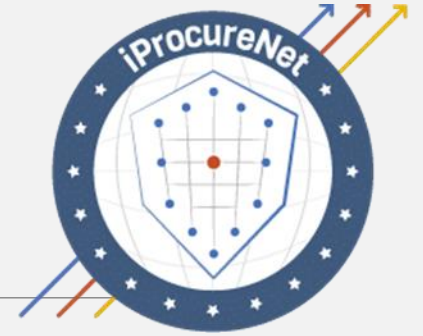


- **Climate change milestones**
- **Climate change consequences**
- **Future challenges**
- **Climate resilience**
- **Civil Protection measures**
- **Innovative systems**

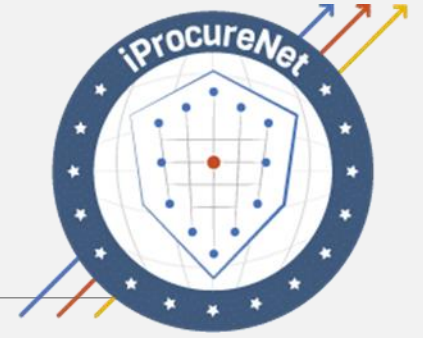


Horizon 2020 – Project “iProcureNet”

Climate change milestones



Horizon 2020 – Project “iProcureNet” Consequences (based to EU Climate Action)



• Natural

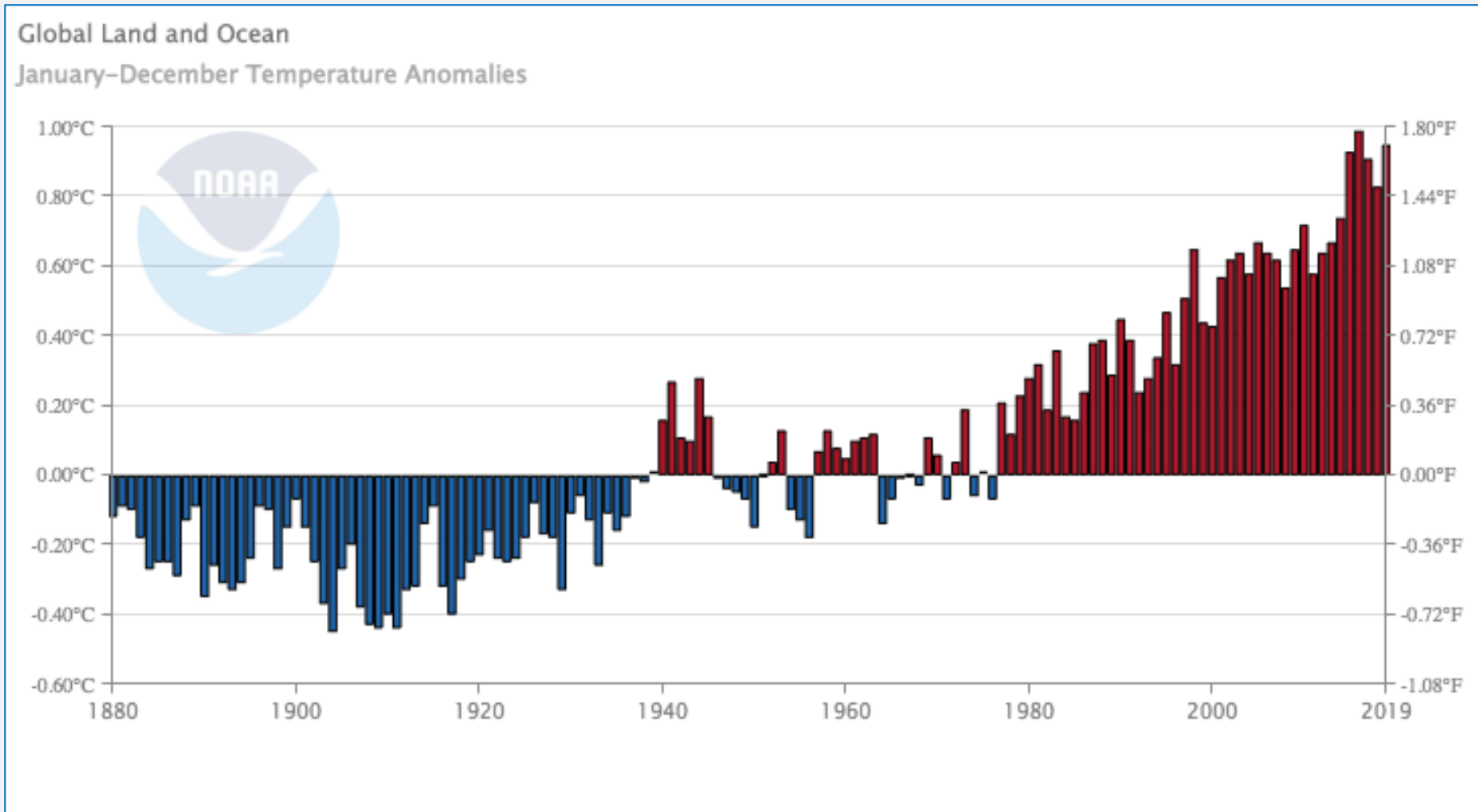
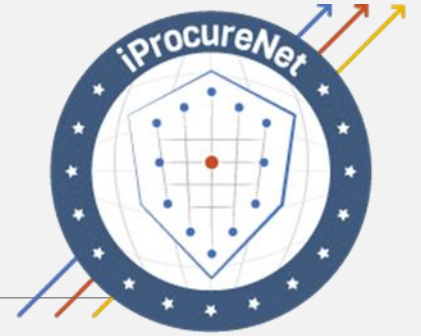
- Drought and Wildfires
- Availability of fresh water
- Floods
- Sea level rise and coastal areas
- Biodiversity
- Soils
- Inland water
- Marine environment



https://climate.ec.europa.eu/climate-change/consequences-climate-change_en

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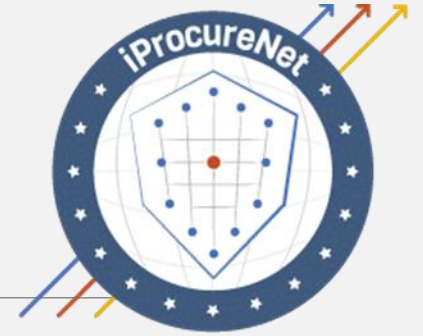
Consequences –Temperature Increase



Source: Global temperature anomalies from 1880-2019. National Oceanic and Atmospheric Administration (NOAA).

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Consequences



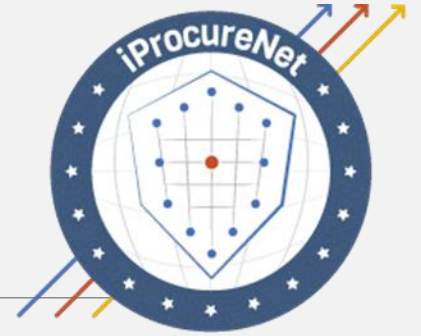
- **Social Threats**
 - Health
 - Vulnerable Population
 - Employment
 - Education



https://climate.ec.europa.eu/climate-change/consequences-climate-change_en

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Consequences

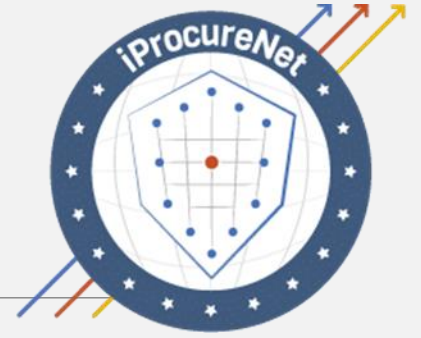


- **Business Threats**
 - Energy
 - Agriculture
 - Forestry
 - Insurance
 - Tourism
 - Cross cutting issues



https://climate.ec.europa.eu/climate-change/consequences-climate-change_en

Horizon 2020 – Project “iProcureNet” Consequences



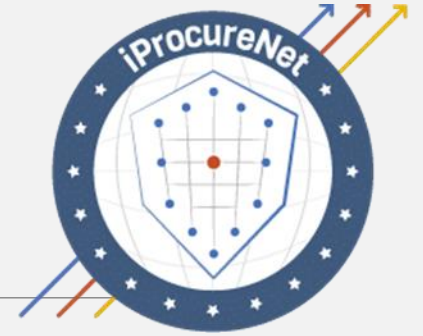
- **Territorial Threats**
 - **The Arctic**
 - **Northern Europe**
 - **North-Western Europe**
 - **Central and Eastern Europe**
 - **Mediterranean Region**
 - **Urban and mountain areas**



https://climate.ec.europa.eu/climate-change/consequences-climate-change_en

Horizon 2020 – Project “iProcureNet”

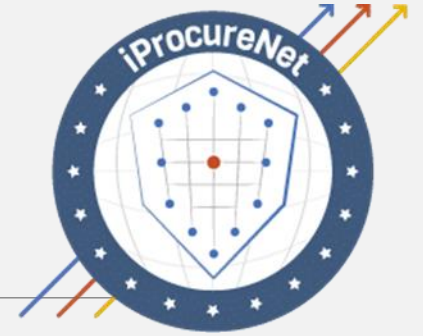
Climate Resilience I



- **Based to the above we need to build climate resilience societies**
 - **Better planning for prevention, preparedness and response to events due to the climate**
 - **More flexibility taking into consideration the complexity and the severe consequences of the climate related emergencies.**
 - **Development of preparedness and protection culture to all the stakeholders**
 - **Campaigns through media and other channels in order the citizens to learn about the self protection measures.**

Horizon 2020 – Project “iProcureNet”

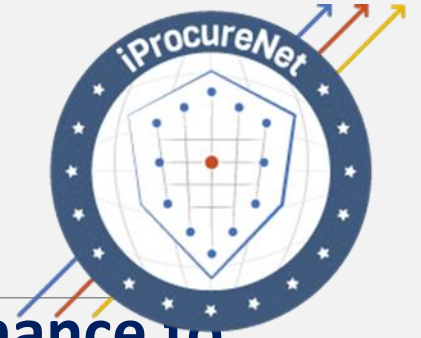
Climate Resilience II



- **Adaptation of the quality and the availability of the resources and the equipment based to the new challenges**
- **Innovative early warning solutions for the better and more effective dissemination of the warnings and instructions to the citizens.**
- **Simplification of the procedures for the supply of equipment that is essential for the improvement of the climate resilience**

Horizon 2020 – Project “iProcureNet”

Our contribution

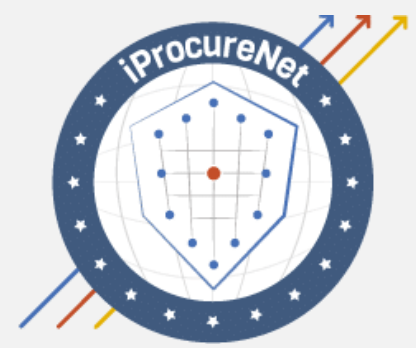


Our project can contribute to the climate resilience giving the chance to the following stakeholders to have a say, propose and discuss innovative solutions:

- **Emergency services**
- **Suppliers**
- **Academic and Innovation centres**
- **Local authorities**
- **Professional associations**

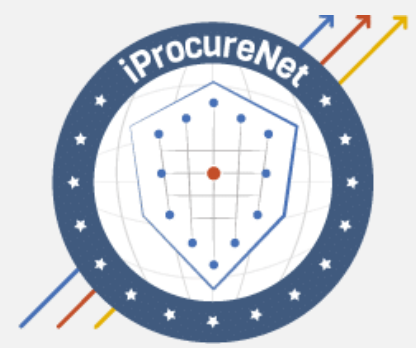
Additionally can give the chance for joint procurements which will result to lower prices, better quality, time saving, avoidance of duplication, interoperability, etc

HORIZON 2020 – PROJECT “IPROCUENET”



Any Questions?

HORIZON 2020 – PROJECT “IPROCURENET”



Many thanks for your attention!

pliassides@cd.moi.gov.cy

PPI – Public/Privat Innovation

Experiences from Storm water management solutions

Lene Stolpe Meyer

Project manager - climate adaptation

F R E D E R I K S B E R G
K O M M U N E



Storm water management

- Limited space
- Synergies
 - Rain Water management - reuse of rain water - watering trees - urban space - biodiversity - urban heat island effect
- Development of new solutions - PPI

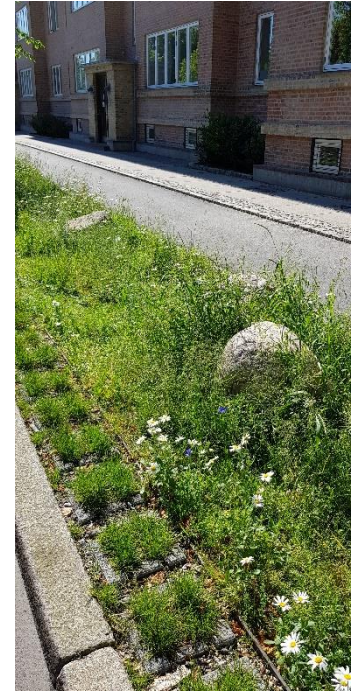


F R E D E R I K S B E R G
K O M M U N E



PPI without a contract

- Co-development and purchase if the solution meets the wished criteria



Permeable grasse
concrete slab



Special designed grate



Watering device serving as a
protection for the tree

F R E D E R I K S B E R G
K O M M U N E



PPI with a contract

- Development and purchase within an existing project without a tender
- Framework agreement – tender



Building blocks for
water retention with
a low CO2 footprint

F R E D E R I K S B E R G
K O M M U N E



PPI Innovationpartnership

- Marked dialogue
- Tender with dialogue and negotiations
- Purchase of development and solution
- Co-development
- Framework



Why innovation partnership

- Solution non existing
- Wish for collaboration with private companies
- Marked dialogue = more knowledge before tender
- Away from not optimal tenders
- Framework agreement = less time spent on tender and construction time



A lot of possibilities

- Co-development leads to new and improved solutions, special designed to meet the wished demands
- Continuous development throughout development, implementation and framework agreement
- Price and level of innovation based on selection and deselection
- Long term collaboration



And a lot of challenges

- Co development vs traditional thinking
- How to price something you do not know
- Partners in the consortiums -> manufactures in front
- Co-development and financial management -> has to go hand in hand
- Use of framework agreement -> choose new projects carefully



Baseline

Political backing

- Municipality strategies
- Make sure that anchoring is in one department

Financing

- Annual funding cloudburst projects
- Prior planned cloudburst projects

Project group

- Committed employees
- Lawyers with knowledge of tender
- Process facilitator



Timeline

- Marked dialogue
- Tender
- Contract
- Start of innovation project
- Construction

February 2017

June 2017

December 2017

January 2018

July-Sept. 2018



F R E D E R I K S B E R G
K O M M U N E

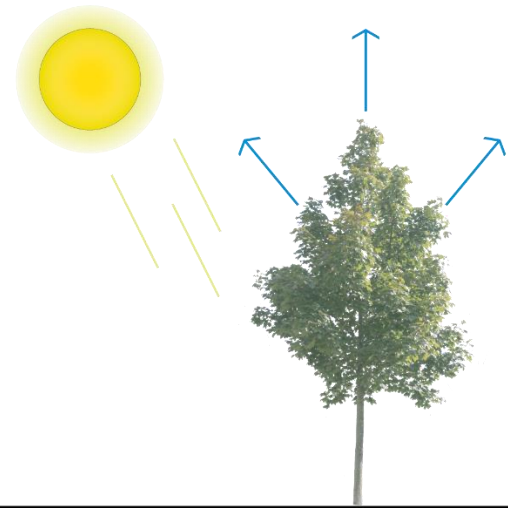


Requirements

- Capacity to capture a minimum of 0.5 m³ of sewage system water per meter of road
- Capacity to remove water from the roads during cloudbursts within a 30-minute period
- Implementing the solution in the existing road structure
- Trees should be watered directly thus be connected to the system



opmagasinerig



fordampning // transpiration



Market dialogue

2 market dialogues

- 1. market dialogue
 - Existing solutions
 - Idea / development of future solutions
- 2. market dialogue
 - Conditions for success
 - Level of innovation
 - Financing
 - Roles and responsibility
- 40 participants – eager discussions between market players and employees from the municipality



Tender material version 5

- Tender material
 - Deviate from traditional tender by not describing a specific solutions but a set of demands and wishes
- Hearing of tender
- Questions/answers
- Negotiation

- The tender material was rewritten several times after every of the above steps



Negotiations

- Two-way constructive communication - be straight forward and honest - address the hard parts
- Challenges :
 - Traditional thinking
 - Consortium constellation important, producer primary
 - Pricing



Development of solutions

- Development phase
 - Co-development, workshops etc
 - Level of innovation must be challenged
- Learning points:
 - Get as many different parties together from the beginning
 - Process facilitation very important
 - Co-development vs traditional
 - Co- development leads to better solutions based on needs and ideas from both sides
 - Time consuming to withhold co development -> fall back to traditional



Price setting and innovation

- Well defined frames for price settings
- Tight economical steering al the way through development
- Realistically aims for innovation



Framework agreement

- 4+2 years
- Time saving
- Continuous innovation
- Long-term collaboration -> better solutions -> quick construction time



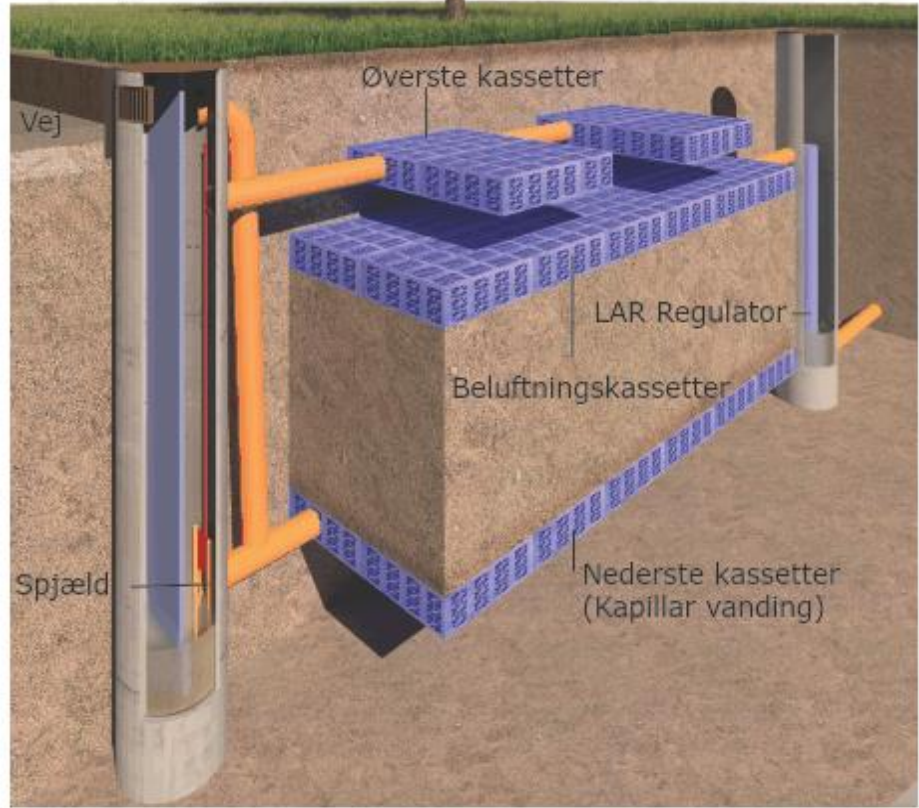
Thank you



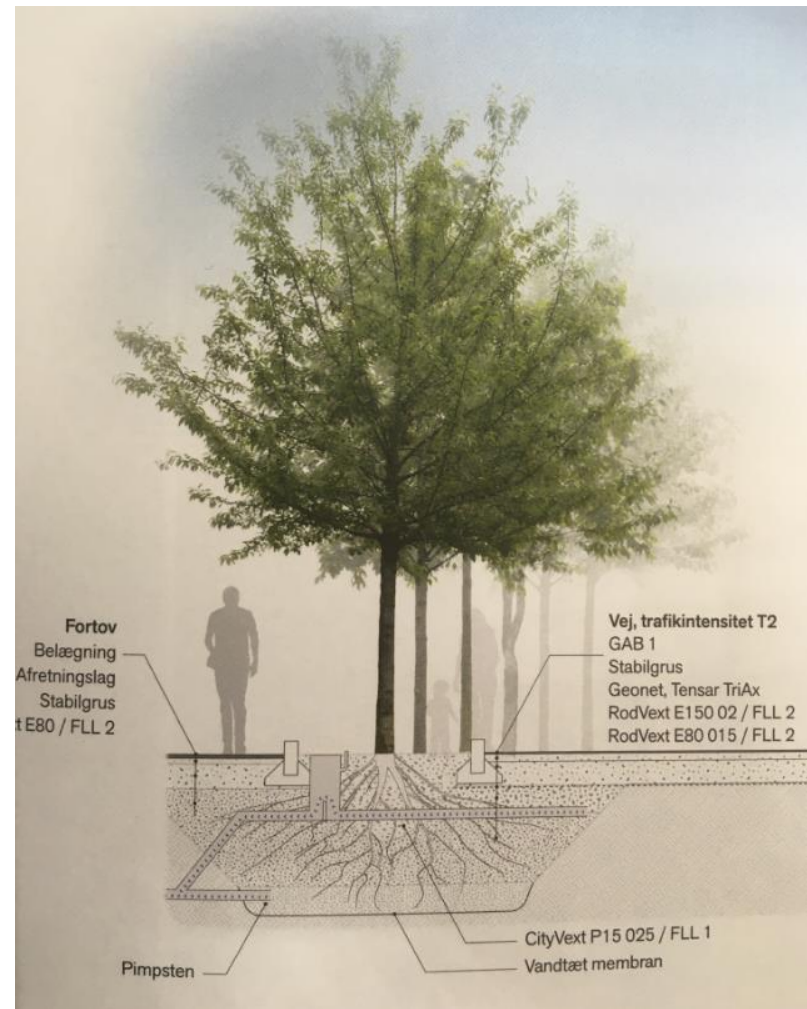
F R E D E R I K S B E R G
K O M M U N E



Punktvis håndtering af regnvand



DGE, Friesdahl, Nyrup plast, Opland



F R E D E R I K S B E R G
K O M M U N E



- How did you get the right companies to bit?
- How did you price set innovation during the development phase?
- What if something goes wrong and one part wants to get out?

