



Innovation Procurement Pre-Commercial Procurement

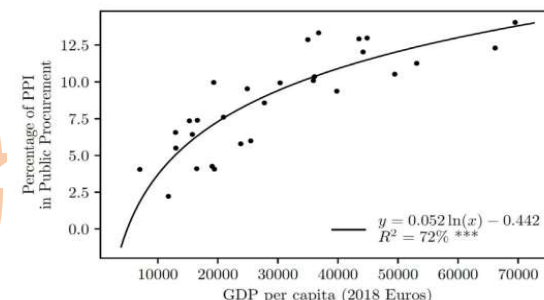
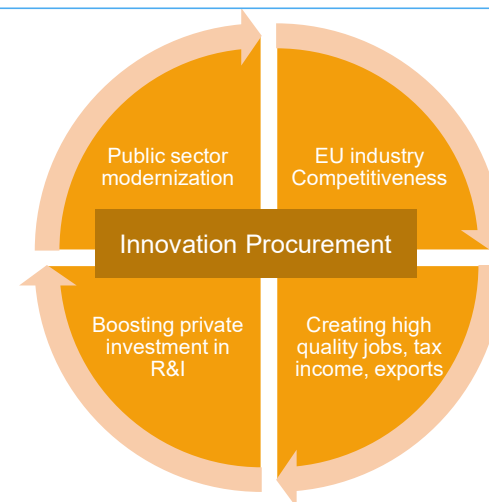
Lieve Bos (DG RTD)

28 May 2025

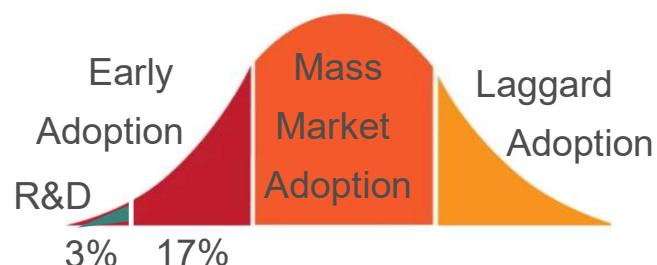
Strategic importance of innovation procurement



Many societal challenges unsolvable via public procurement of 'existing' solutions. Public procurement of R&D / innovative solutions needed.



Studies: Innovation procurement essential for economic growth. Clear relation between innovation procurement investments and growth of GDP per capita.



Healthy economies worldwide spend minimum: 20% of public procurement on innovation procurement. Today EU average is ~10%. ([EU benchmarking](#))

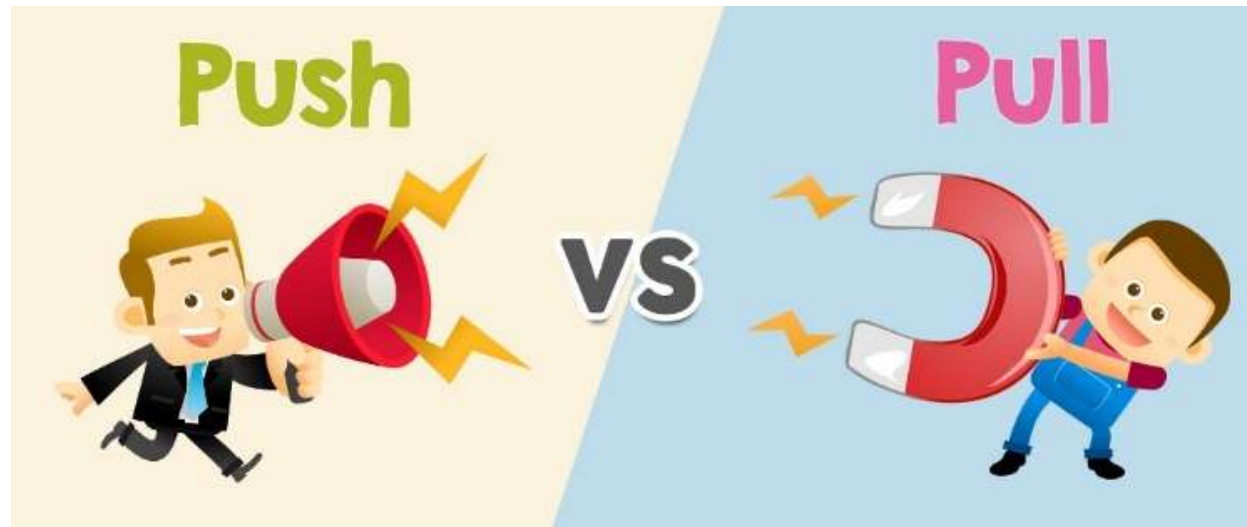


Strategic technologies like ICTs are key catalyzers

Healthy economies worldwide spend minimum: 10% of public proc (or 60% of innov proc) on 'ICT-enabled' solutions. Today EU average is ~3,5% of public proc (or ~40% of innov proc)

Complementing push with pull R&I policies

Innovation procurement uses public procurement to drive innovation from the demand side.



Innovation procurement

Key benefits for the supply side

- Open up concrete business opportunities
- Speed up time to market for innovations
- Attract investors / scale up internationally
- Create jobs / technological leadership

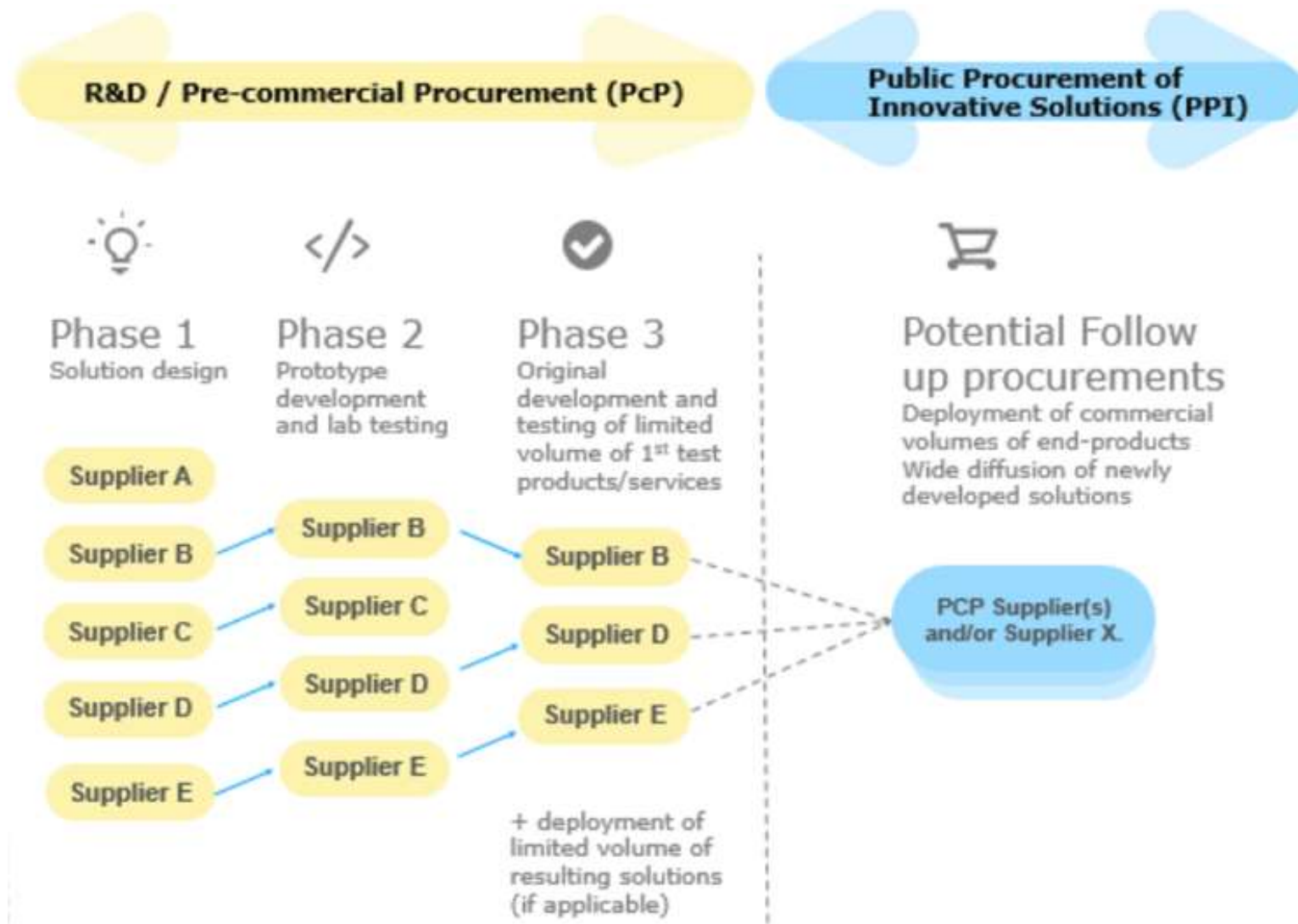
Innovation Procurement

Key benefits for the demand side

Steer and speed up the development and/or adoption of innovative solutions to:

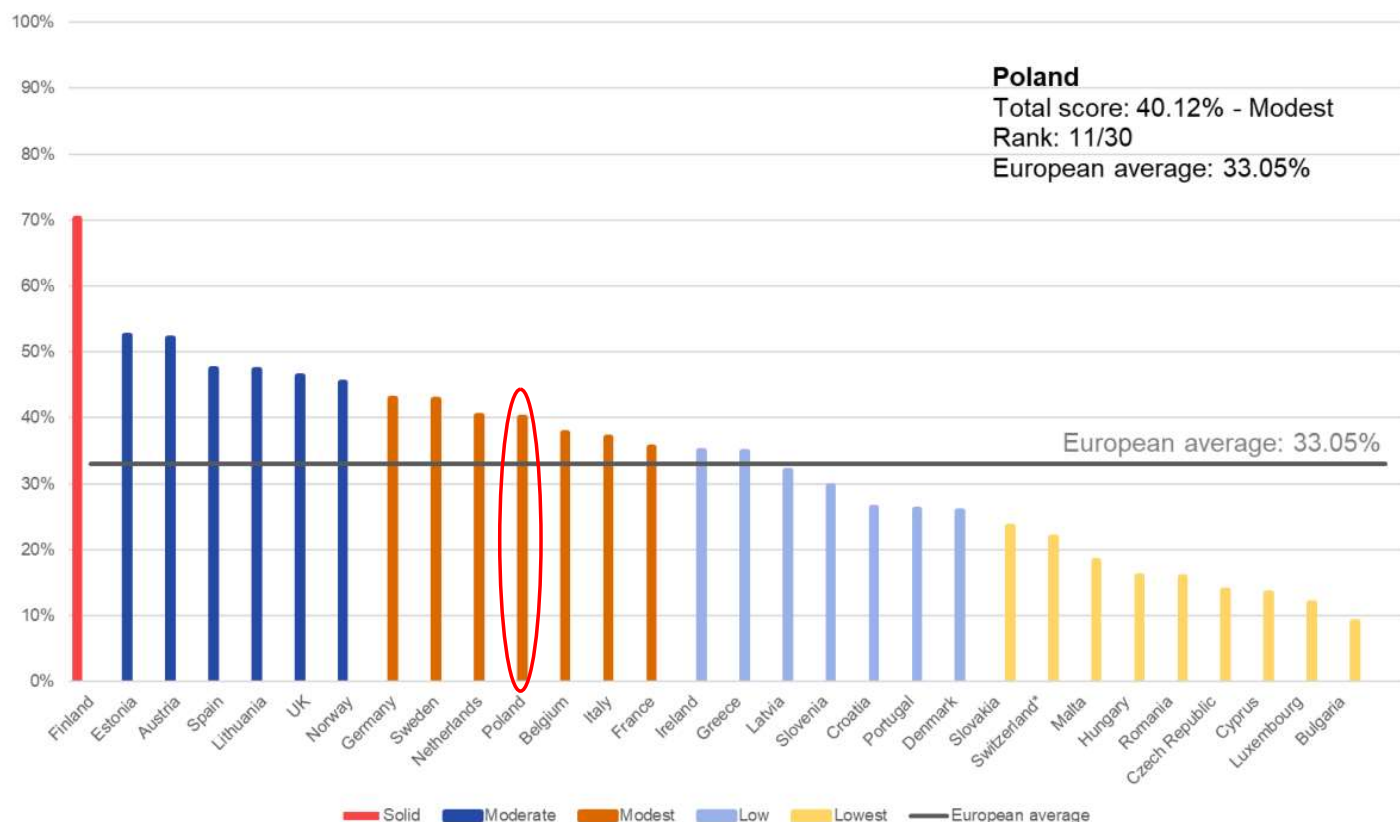
- Improve quality & efficiency of public services
- Address wider societal challenges

Open
Market
Consultation



More than 1000 public buyers around Europe have already successfully implemented PCPs
PPI uses procurement procedures defined in EU public procurement directives and national law

Benchmarking policy FWs and investments



2020
21st Position

2024
11th Position

1/3 of policy measures mobilised

- + - Economic reform, procurement and R&D&I policies supportive
- Ambitious spending target
- Good monitoring system
- ESIF support PCP (NCBR)
- - No national action plan yet
- Lack of strategic tech projects
- Only 3 of 10 sectorial policies (environment, energy, water)
- No full-scale competence center
- No Innov friendly IPR policy
- Few market consultations, low use value for money awards
- Overprescription tender docs

[Results](#) of 2024 benchmarking of national policy frameworks and investments on innovation procurement

Upcoming EU initiatives – innovation procurement

Europe still lags behind in using its vast public sector's purchasing power to pull innovations to the market ([benchmarking](#)). Europe directs **only 10% of public procurement** to buying the development and deployment of innovative solutions, while **US and Asia (e.g. South Korea) at least the double**. This jeopardizes EU competitiveness (slow, not modern and expensive public sector, sluggish industrial growth, relocation of innovative companies to other parts of the world).

Barriers (Letta and Draghi reports etc):

- Lack of EU & national action plans for innovation procurement with clear goals / targets, resources and timeline
- Overly restrictive financial requirements that exclude startups / SMEs and even deter large companies from tendering
- Other SME hurdles (e.g. red tape / slow process, disqualification for minor admin unclarities, pre-financing underused...)
- Over-specification of tender documents exclude offers with innovative solutions
- IPR conditions that hamper innovation and commercialization of results
- Difficulties for startups/SMEs to enter sectors where large established players dominate (multiple sourcing too complex)
- Static long duration contracts that don't incentivize innovation (further cost/quality improvement) after contract signature
- Unfair level playing field against low-cost countries due to overly awarding contracts based on lowest price only
- Lack of easy legal regime for joint cross-border procurement to tackle common European challenges together
- Lack of dedicated EU funding (sub)programme in Horizon Europe to reinforce innovation procurement
- Underutilisation of possibilities to strengthen EU strategic autonomy

→ **Expert group** provides **[solutions/recommendations](#)** on how to address these barriers in the upcoming Revision PP directives, EU Innovation Act, EU Startup & Scale up strategy

Free of charge assistance



[Eafip website](#)

- Toolkit for demand side
- Workshops
- Local assistance for public buyers to prepare innovation procurements

Apply [here](#) for free of charge assistance
Anytime (open calls)



[SPIN4EIC website](#)

- Toolkit for supply side
- Academy / trainings for EIC SME suppliers
- Assistance also for EIC SME suppliers to prepare bids, test solutions with buyers

Horizon Europe funding – competence centers



**European network of national
competence centers on
innovation procurement**

**12 Countries have national
competence centers today**

[Website](#)

**[Upcoming call to expand the
network
\(Topic HORIZON-EIE-2026-01-
CONNECT-01\)](#)**

Horizon Europe funding – procurements

PCP/PPI actions co-finance (1) + (2)



PCP actions: 100% funding rate
PPI actions: 50% funding rate

Buyers groups of min 2 public buyers of 2 ≠ Member States or Associated countries

PCP = Pre-Commercial Procurement of R&D services

PPI = Public Procurement of Innovative Solutions

Every project goes through a preparation stage and an execution stage

1st pre-fin

Review
2nd pre-fin

Possibly additional reviews
(e.g. per phase of a PCP action)

Final review
Final payment

2025 calls in support of PCP and PPI (draft WPs!)

Call deadlines in green

CSA actions **2025**

- Preparing PCPs in advanced materials: 2 M€ (HORIZON-CL4-INDUSTRY-2025-01-MATERIALS-44; 23/9/2025)
- Preparing the ground for PCPs in security: 2 M€ (HORIZON-CL3-2025-01-SSRI-03; 12/11/2025)
- Network national competence centers: 4,5 M€ (HORIZON-EIE-2026-01-CONNECT-01; 20/1/2026)

IA actions supporting innov proc

- Industry 5.0 regional innovation valley hubs (testing / innov support for innov procurements): (HORIZON-CL4-INDUSTRY-2025-01-HUMAN-65 ; 23/9/2025)

PCP actions

- Net zero cities: 37 M€ (HORIZON-MISS-2026-04-PCP-CIT-01; 20/1/2026)
- Wave energy (follow-up of EUROPEWAVE PCP to reach higher TRL levels)
- Climate proofing of public buildings: 5 M€ (HORIZON-MISS-2025-CLIMA-01-06; 24/9/2025)

Programme Cofund actions

- Regional Innovation Valleys: 35 M€ (HORIZON-EIE-2025-02-CONNECT-02; 15/10/2025)

2026-27

PCP actions

- Health adaptation to climate change: (HORIZON-HLTH-2027-01-ENVHLTH-03; 13/4/2027)
- Net zerocities (mission cities)
- Open PCP call: open to PCP topics in any sector (linking also procurers to regulators/certification)

PPI actions

- Deploying innovative security solutions
- Access to integrated care: (HORIZON-HLTH-2027-01-CARE-01; 13/4/2027)

[Link to EU website with draft work programmes](#)



Thank you!

Questions?

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Keep up to date via our:

[Innovation Procurement website](#)

[Innovation Procurement Newsletter \(monthly\)](#)



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Interesting links

Innovation Procurement

- [How to prepare a successful innovation procurement proposal in Horizon Europe](#) (video)
- Subscribe to the [EU Innovation Procurement newsletter](#) to receive regular info on calls, news etc.
- Examples, info on EU funding etc: [EU Innovation Procurement website](#)

Proposal preparation in general

- [How to prepare a successful proposal in Horizon Europe](#)
 - More info about RIA, IA, CSA actions, types of costs, MGA, evaluation procedure etc.
- [A successful proposal for Horizon Europe: Scientific-technical excellence is key, but don't forget the other aspects](#)
 - Info about Gender dimension, Open Science, Interdisciplinarity, DNSH principle etc.
- [Dissemination & Communication in Horizon Europe](#)
- [The Funding & Tenders Portal for beginners](#)