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FORUM

INNOWACYJNYCH ZAMÓWIEŃ PUBLICZNYCH

28 MAJA 2025



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Stephan Corvers
Founder & CEO



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- Introduction
- EAFIP (methodology, programme overview and technical assistance)
- SPIN4EIC (programme overview and technical assistance)
- SPIN4EIC – EAFIP cooperation & Open Calls
- Q&A





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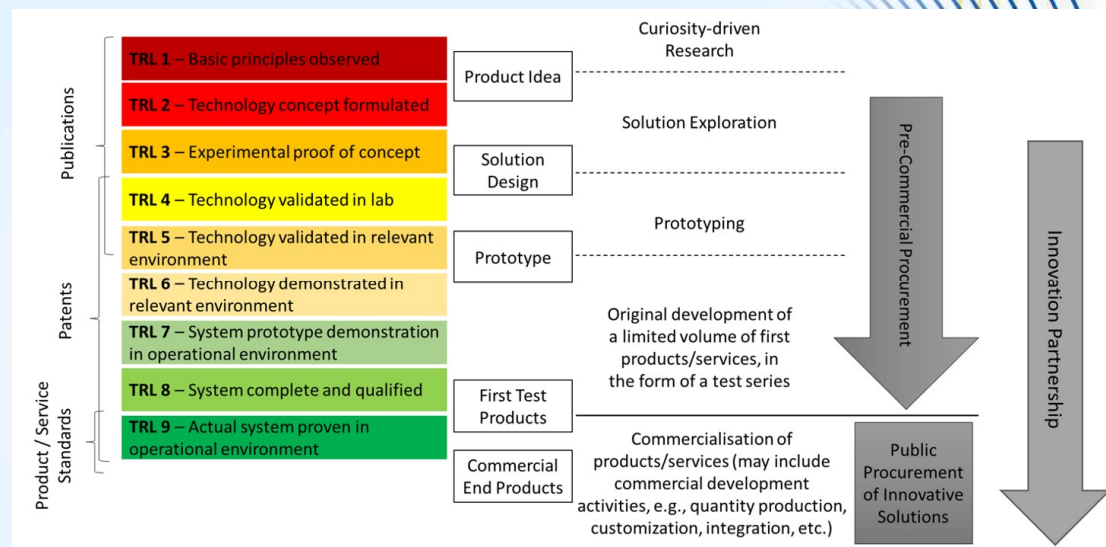
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EAFIP & SPIN4EIC - flagship initiatives of the European Commission (EC) and of the European Innovation Council (EIC) **on innovation procurement.** Support to public procurers (e.g. cities, municipalities, councils, etc.) in multiple ways through their assistance packages.

Unlike traditional procurement, which focuses on off-the-shelf solutions, **innovation procurement fosters the creation of new, advanced technologies tailored to the operational needs of public buyers.**





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How and why is Technical Assistance crucial in Innovation Procurement?

Navigate Complex Procurement Processes: Innovation procurement involves distinct modalities. Public procurers may lack the in-house expertise and specialisation to structure this type of procedures and implement innovation-oriented projects as efficiently as possible.

Facilitate Engagement with Innovative Market Players: Public procurers must connect with innovative companies, including SMEs and startups, to access cutting-edge solutions. However, market engagement requires strategic planning, early dialogue and consultation with the technology providers.

Reduce Risks and Increase Efficiency in Procuring New Solutions through the utilisation of a well-tested methodology and by evaluating the economic impact and market viability of the relevant projects.

Ensure Compliance with EU Public Procurement Rules: EU regulations on public procurement, state aid, and competition law impose strict requirements. Non-compliance can lead to legal disputes, funding loss, or project failure. Therefore, a well-structured procedure (outlining the tendering process, evaluation criteria, IPR considerations, and contract structure) is critical.





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EAFIP: European Assistance for Innovation Procurement

The European Assistance for Innovation Procurement (EAFIP) initiative supports public procurers across Europe in developing and implementing innovation procurement.

The aim of the EAFIP-initiative is to **promote good practices and reinforce the evidence base on completed innovation procurements across Europe.**

To encourage other public procurers to start new PCP and PPI procurements and to boost the digital-green economy recovery through Innovation Procurement (PCP & PPI).

The European Assistance for Innovation Procurement (EAFIP) provides:

- ☐ free expert support to selected public procurers in the preparation and implementation of **PCP** and **PPI**.
- ☐ **webinars & workshops** (organised on a regular basis).
- ☐ **the EAFIP-Toolkit** - an easy-to-use support and hands-on guidance in preparing and implementing an innovation procurement.





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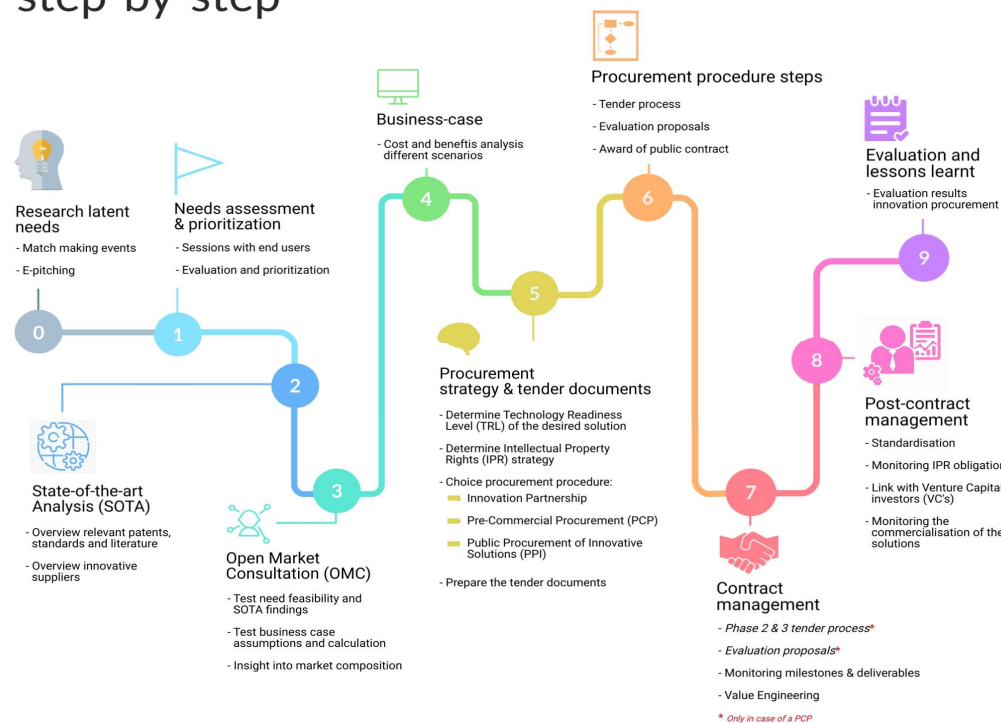
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EAFIP step-by-step methodology and toolkit

EAFIP methodology step-by-step



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European Assistance for Innovation Procurement (EAFIP)

Home About Events Assistance Toolkit Resources Contact

Home > > European Assistance for Innovation Procurement (EAFIP) > EAFIP Toolkit

EAFIP Toolkit

Your one-stop destination for online help in preparing your innovation procurement

PAGE CONTENTS

[MODULE 1 - Policy Makers](#)

[MODULE 2 - Public Procurers](#)

[MODULE 3 - Legal Services](#)

[FAQ](#)

The EAFIP Toolkit provides support to policy makers in designing PCP and PPI strategies, and to procurers and their legal departments in implementing such procurements.

The EAFIP Toolkit on Innovation Procurement consists of three modules:

MODULE 1 - Policy Makers

- Module 1 of the EAFIP Toolkit on Innovation Procurement is a strategic module addressed to **policy makers**, providing economic and case evidence about the impacts and benefits of PCP and PPI, together with concrete guidance on how to embed PCP and PPI into innovation strategies.

[EAFIP-Toolkit_MODULE-1_mth-index.pdf](#)
English (1.09 MB - PCP)

[Download](#)

MODULE 2 - Public Procurers

- Module 2 of the EAFIP Toolkit on Innovation Procurement is an operational module addressed to **public procurers** aimed at clarifying the pre-requisites and key steps to design and implement an innovation procurement process (PCP and PPI).

[EAFIP-Toolkit_MODULE-2.pdf](#)
English (3.91 MB - PCP)

[Download](#)

MODULE 3 - Legal Services

- Module 3 of the EAFIP Toolkit on Innovation Procurement is a legal / operational module addressed to **legal services** aimed at clarifying legal issues and provide practical 'how-to' guidelines, supported by templates.

[EAFIP-Toolkit_MODULE-3_mth-index.pdf](#)
English (1.09 MB - PCP)

[Download](#)

Provided the ambitious nature of the Toolkit, the overarching perspective regarding innovation procurement methodologies it covers, as well as the categories of its addressees, the Toolkit is subject to several exclusions, assumptions and qualifications. [For more details, please click here](#)





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Assistance categories



Depending on the specific need of the procurer, one or more of **four categories of assistance** is provided:

- 1. Needs assessment – including prior art analysis and scoping of the procurement need.**
(5 days of assistance)
- 2. Business case development.** *(5 days of assistance)*
- 3. Conducting a market analysis – incl. identification of the State-of-the-Art, preparing and implementing an Open Market Consultation and possible e-pitching sessions.** *(5 days of assistance)*
- 4. Preparing the tender specifications, drafting the tender documents and launching the procurement.** *(5 days of assistance)*

*The assistance covers at least one (1) day of local assistance (on the spot on the premises of the procurer or online), one-to-one meetings, answers to questions by email, hands-on guidance, and individual support (including legal and IPR handling support) to prepare and launch an **innovation procurement (PCP or PPI)**.*



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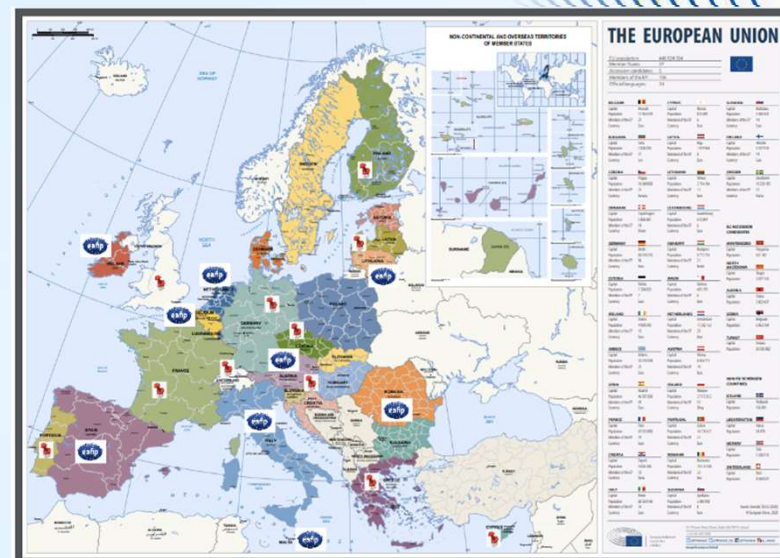


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EAFIP: Eligibility considerations

- **Innovation Partnerships are not eligible** to benefit from EAFIP.
- All public procurers from **EU member states** are eligible to apply for assistance.
- The EAFIP initiative **does not provide assistance** in the formulation/preparation of proposals/offers **for Horizon Europe calls**.
- **Projects that receive EU funding** for the costs related to the preparation and/or management of an innovation procurement (e.g. from Horizon Europe, ESIF programmes, etc.) **are not eligible** for EAFIP assistance for activities that are eligible for costs under the EU funding they already receive.





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EAFIP: How to apply?

New projects that aim to procure innovative ICT-based solutions have the opportunity to apply for free assistance. Innovation procurements of ICT-based solutions will be selected **to benefit from free technical and/or legal local assistance.**

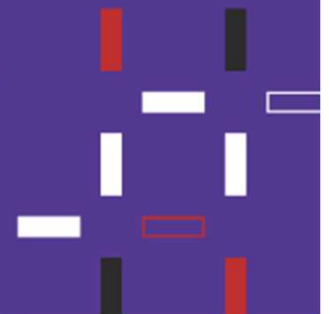


<https://ec.europa.eu/eusurvey/runner/EAFIP2024>



SPIN4EIC

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SPIN4EIC: Strategic Innovation Procurement

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WHAT

- Establish the EIC as a **Centre of Excellence** on Innovation Procurement



WHY

- Open procurement **market opportunities** to EIC awardees, thereby supporting them in scaling their businesses

HOW



Skills

- › Provide **EIC awardees** with skills and knowledge to navigate procurement processes effectively through **trainings and toolkits**
- › Empowering **public procurers** with skills to understand and implement innovative procurement practices via direct assistance



Contacts

- › Connecting procurers and EIC awardees and building a network of public and private procurers interested in EIC solutions via the **SPIN4EIC community**
- › Facilitating **matchmaking** of EIC awardees with procurers for innovative solutions, via **pitching events**



Contracts

- › Fostering **agreements** between EIC awardees and procurers for innovative solutions, via **pitching and matchmaking events**
- › **Assisting** EIC awardees to participate in public and private innovation **procurement tenders**.

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SPIN4EIC programme overview

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DEMAND

SUPPLY

Private

Pitching events

For Private and Public procurers;

- › **Identification** of relevant procurers and development of a **common challenge**
- › **Matching** EIC beneficiaries with buyers' needs based on the defined challenges

Public

Assistance to public procurers

- › Identification and assessment of the **needs** of the public procurer
- › Support with conducting an **open market consultation**
- › Support in the drafting of **tender documents** and building a **business case**

SPIN4EIC
Community

Academies and Toolkit

- › Organisation of **online Innovation Procurement Academies** to boost innovation procurement knowledge and skills in the **European and Global** contexts
- › Building and sharing a **toolkit on innovation procurement** to be accessible on the SPIN4EIC **Helpdesk**

Pitching events

- › **Selection** of EIC Awardees to match procurers' needs and challenges
- › Provision of **pitching coaching** and feedback on **pitch decks**

Assistance

- › Identification of European and international **opportunities** matching EIC Awardees' solutions
- › Assisting EIC Awardees **throughout the tendering cycle** (guidance on elaboration of tender strategy, storyline, pipeline management, opportunities follow-up and feedback loops, IP and legal matters, etc.) based on tailored needs of each assisted EIC Awardee



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How can you benefit from SPIN4EIC?

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EIC Innovators: SPIN4EIC can boost their procurement capabilities via free training and direct procurement assistance in the preparation of their (innovation) procurement tenders in Europe and beyond. SPIN4EIC can also connect EIC innovators with potential buyers via its online community and matchmaking/pitching events.

Useful links:

[1- EIC Innovation Procurement Toolkit - European Commission](#)

[2- SPIN4EIC: An initiative powered by the EIC BAS Innovation Procurement Programme - European Commission](#)

Public and private buyers: SPIN4EIC can **connect buyers with a pool of 6,000+ of the most innovative European startups** via the SPIN4EIC community and matchmaking/pitching events for free. It can also offer **free support** to public organisations to adopt innovation practices.



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SPIN4EIC: Assistance to public buyers

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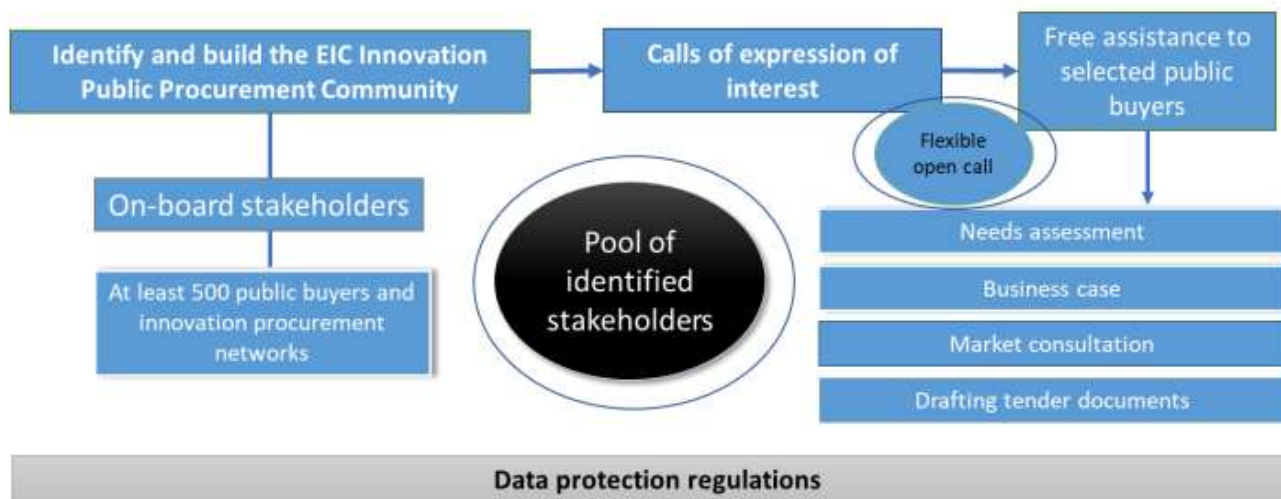
3 STEP METHODOLOGY

Step 1. Calls for Expression of Interest (Calls for EOI)

- 4 calls for the 4 types of assistance
- Principles: open and transparent wide calls, flexible call, eligibility criteria per type of assistance, application received-assessed

Step 2. Selection of public buyers

Step 3. Assistance



Calls for Expression of Interest (EOI)

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Services provided to assist Public Buyers to enhance their capacity to purchase innovative solutions

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- Assistance to public buyers throughout the whole **tender preparation process** to enhance their **capacity to purchase innovative solutions**.
- The exact scope and content of the assistance to be provided to the selected procurers is determined on a **case-by-case basis**.
- Assistance may include **one-to-one and one-to-many** meetings, support by email, hands-on guidance legal and business support to prepare and implement an innovation procurement project.
- **Non eligible:** preparation of proposals for Horizon Europe calls and projects that already receive EU funding for the same activities.
- **Support provided by:**

4+ types of
assistance

- **Total of 8 calls**

Flexible open call
for all types of
assistance

- **Open now**

**1. Identification
and assessment of
needs**

**2. Building a
business case**

**3. Conducting an
open market
consultation**

**4. Drafting tender
documents**

**+Additional assistance
SOTA analysis - TRL**

**5 days free of
charge per
assistance**



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Beneficiaries must indicate in all communications that they benefit from assistance offered under the SPIN4EIC initiative (www.SPIN4EIC.eu), which is supported by the European Innovation Council (EIC)/EISMEA.



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Selection of public buyers

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- Internal process
- Acknowledgement letter (terms & conditions, code of conduct, etc.)
- The Beneficiary of the assistance needs to declare that it is not receiving any other EU funding (e.g. from Horizon Europe or ESIF programmes, etc.) for the same activities supported by the assistance provided by SPIN4EIC.
- A fundamental principle underpinning the rules for public expenditure in the EU is that **no costs for the same activity can be funded twice from the EU budget. Individual projects can obtain funding from several EU funding instruments in combination, provided that there is no double funding of the same costs.**
- Double funding the same activities is prohibited by applicable EU regulations.



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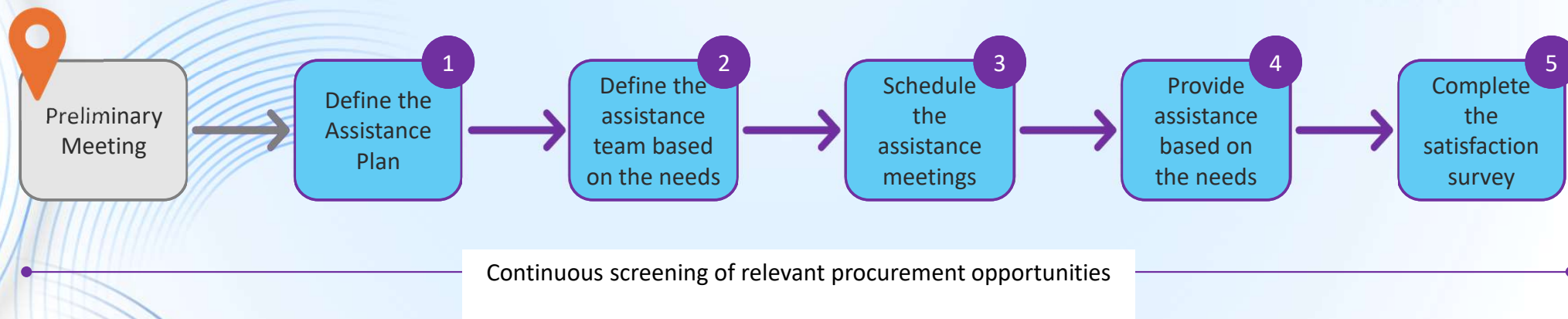
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Assistance Action

The SPIN4EIC Assistance Action is a **tailored guidance scheme**. SPIN4EIC team provides personalised support where the applicants need it most, working together to define a way forward to **capitalise on market opportunities**. The goal is to collaboratively identify specific areas within the procurement landscape where it is possible to offer guidance to **enhance the capabilities** in future tender opportunities.

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SPIN4EIC – EAFIP Cooperation

Disclaimers showcase the **cooperation** between the two initiatives and the **interchangeable nature of the applications for assistance** to public buyers.

- **EAFIP** is cooperating with the SPIN4EIC Strategic Innovation Procurement Programme to support as many public procurers as possible. When you apply as public procurer to EAFIP, we may contact you about redirecting your application to provide you free of charge assistance under SPIN4EIC instead.
- **SPIN4EIC** is cooperating with EAFIP to support as many public procurers as possible. When you apply as public procurer to SPIN4EIC, we may contact you about redirecting your application to provide you free of charge assistance under EAFIP instead.





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Calls for application, contact person

- EAFIP - Application for Assistance
- Open Call for the SPIN4EIC Assistance Action: We're calling EIC Beneficiaries to receive assistance in Innovation Procurement! | EIC Community
- Open Call - SPIN4EIC Assistance to public buyers | EIC Community
- Open Call - Call for applications to the 1st round of assistance to public buyers: Drafting tender documents | EIC Community

Contact person: Ana Lucia Jaramillo Villacís, a.jaramillo@Corvers.com





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Thank you for your attention!

