

INNO-Views Policy Workshop

Lead markets and public procurement:

Joining up to foster innovation

The Hague
July 3rd & 4th, 2008

Scope of the workshop

This workshop is supported by PIANOo



INNO-Views Policy Workshops

INNO-Views policy workshops provide a dialogue between public authorities, analysts, industry and academia to explore new or better innovation policy instruments for Europe. The workshops explore topical innovation themes related to actual and forthcoming needs of European innovation policies.

Four workshops are organised per year, each time bringing together 30-40 relevant professionals on the basis of personal invitations only. The workshop results directly serve the European Commission services as well as national and regional policy makers in their policy planning. The first INNO-Views workshop was organised in April 2007 on 'Supporting Gazelles in Europe', the second in July 2007 on 'Metrics to better understand innovation performance'. In September 2007 the third workshop on "Skills for innovation" was hosted in Glasgow. In Eindhoven the fourth workshop on 'Innovation Culture' took place mid of December 2007.

Workshop on Lead Markets and Public Procurement

At the end of last year, the European Commission launched the Lead Market Initiative aimed at unlocking market potential for innovative technologies and services by lifting obstacles hindering innovation in six key sectors: eHealth, protective textiles, sustainable construction, recycling, bio-based products and renewable energies. Together, these sectors have a strong potential for market growth which could increase from an annual turnover of more than € 120 billion and 1.9 million jobs in the EU to over € 300 billion and more than 3 million jobs by 2020.

The development of the current Lead Market Initiative with its six action plans is the result of a broad-based consultation process.. The notion of lead markets was highlighted by the Aho Report and taken up as a key concept in the European Commission's Communication on Innovation in September 2006.. The lead market policy approach and the identified six sectors areas were presented with the Lead Market Initiative last December 2007¹.

All of the six lead markets envisage actions to establish networks of public procurement authorities. The aim of these networks would be to enable public procurers to improve their knowledge about innovative solutions that are available, to allow a better coordinated dialogue with suppliers about the future needs of public procurers, and to realise the benefits of European cooperation in exchanging experience in procurement practices and in undertaking joint or coordinated actions.

¹ for details see: <http://ec.europa.eu/enterprise/leadmarket/leadmarket.htm>

The attached document for public consultation on a forthcoming call for proposals explains in more details the proposed scope and activities envisaged to be undertaken by the networks of public procurement authorities.

Objectives and Structure of the Workshop

The purpose of the workshop is two-fold. Firstly, it aims at contributing to a deeper understanding among workshop participants of mechanisms for public procurement in support of innovation. Secondly, and more concretely, it aims at identifying possible activities to be undertaken by the networks of contracting authorities and government organisations resulting from the above mentioned call for proposals. What would be the specific tasks of these networks, and what would be the general scope of public procurement activities in the six lead market sectors? Which activities specific to particular lead market areas should be supported that would produce the most valuable outcome?

The workshop will be organised in three sessions: one summarising state of the art and most recent initiatives in public procurement for innovation, and two sessions on how to structure / design networks of public procurement authorities:

Session 1 – Public procurement in support of innovation: Session one focuses on current initiatives and policies in Member States on public procurement and innovation. Cases will be presented by practitioners. Three ongoing examples of public procurement activities will be presented (PIANOo/The Netherlands, 1 UK example, 1 Scandinavian – e.g. TEKES) as a basis for discussions.

Session 2 – Public procurement networks in support of the Lead Market Initiative: The second session addresses building the rationale for cooperation between public procurers across different Member States. What benefits could be expected from such cooperation? Which experiences have been there up till now? What may hinder further joint activities? The session will be opened by an introduction of the Lead Market Initiative by the European Commission.

Session 3 – Scope and activities of public procurement networks in support of the lead market areas: The third session is organised as interactive discussion on the questions set out in the consultation document. This is expected to draw from the presentations and discussions in the first two sessions and allow in-depth discussions on how the Commission could best support the development of such networks.

The workshop will be concluded with a summary of outcomes and a general discussion of points missing and follow-ups needed.

Participants

A balanced mix of around 25 to 30 participants is sought from the following categories:

- Member State public procurement policy
- Member State innovation agencies
- Existing projects and independent experts
- European Commission services

INNO-Views

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Any requests, recommendations and suggestions of themes, experts and locations for further workshops are welcome and should be directly addressed to INNO-Views:

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