Joint Innovation Procurement on Circular Economy

113th of June 2024 | 10:30 – 12:00 (CET) - Dina Padalkina (Circular Berlin)

This project has received funding from the European Union’s Horizon Europe under Grant Agreement n° 101092208.
We are a non-profit accelerating Berlin's transition towards a circular city, envisioning it as a resilient, citizen-oriented region.
Project

Leading Circular Cities are tackling a common challenge together

- **Istanbul, Turkey**
- **Circular Berlin, Germany**
- **Helsinki, Finland**
- **Sandyford, Ireland**
- **Guimarães, Portugal**
- **City Network Sweden**
- **City Network Slovenia**
- **ReLondon, UK**

**8 Procurers – 8 Countries**
45 million citizens

Representing Europe’s leading circular cities and regions

Common challenge: accelerate transition towards a Circular Economy (CE)

€5.64 million investment in R&D

Budget spent in a 3-phase competition

A wide-reaching Follower Network which will continue to grow

1 Associated Partner involved in all activities
The problems and needs to transition to CE

Cities face a complex problem across four interlinked areas, each with its own needs

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<th>Problem</th>
<th>Area</th>
<th>Needs</th>
<th>CE-solution</th>
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<td></td>
<td></td>
<td>No access to CE knowledge</td>
<td>A dedicated solution to enable cities, business and their staff to deploy circular economy action</td>
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<td>No routine in acting circular</td>
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<td>No capacity for a CE transition</td>
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<td>Linear mindset</td>
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<td>Information</td>
<td>Access to and understanding of CE knowledge</td>
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<td>Operation</td>
<td>Making circular workable on city-level and day-to-day</td>
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<td>Organisation</td>
<td>One location for information, people and tracking</td>
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<td>Change &amp; Upskilling</td>
<td>Customised capacity-building and training</td>
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Pre Commercial Procurement (PCP) Structure

PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

**Phase 0**
- Curiosity Driven Research
- Open Market Consultation
- Call for Tenders: Call open for industry participation
- 15 submissions
- 3 Months + 2 Process
- Jan '23 – Dec '23

**Phase I**
- Solution design
- 4 + 1 Months € 846k PCP Budget 5 Suppliers

**Phase II**
- Prototype development
- 7 + 1 Months € 2.256k PCP budget 3 Suppliers

**Phase III**
- Original development of limited volume of first test products / services
- 11 Months € 2.538k PCP budget 2 Suppliers

**Phase IV**
- Deployment of commercial volumes of end-products
- [OUTSIDE OF CircularPSP SCOPE]
Phase 0 as a precondition for the joint innovation procurement

In order to receive good quality submissions with innovative approach join preparation is a key

**Central Project Management team**

**Focus groups**

- Each partner conducted 3 focus groups with circular businesses, local intermediaries and municipalities representatives, to dive deeper into the requirements for the future solutions
- Combined requirement lists for the platform development was designed that served as essential input for the challenge brief

**Open Market Consultations**

- Each partner organised OPM in a local language to ensure the information reach the potential suppliers together with 1 international OPM. It is crucial to ensure local touch and demonstrate the local need
- OMC preparation was coordinated from the central PM team, which supported with the content, organisation and event management
Key success points for joint procurements

There are several points that must be considered in the joint procurement approaches

**Strong and knowledge coordination team**

- PM / Lead partner is essential, as some processes must be organised and disseminated among procurers
- Experience and forward looking entity for this role must be onboarded

**Active engagement of procurers to explore their true needs for the solution**

- Procurers should be able to formulate their needs through conducting active dialogues and requirements collections
- It is not enough just to wait for the solution, the internal team should be also mobilised

**Ensure attractivity for suppliers**

- Successful tender means good suppliers applications, so it must be designed with a lot attraction for the suppliers ⇒ joint procurement aims for it, as supplier might have a chance to scale its solution across several procurers
Designing the followers network

Establish the attractiveness for the suppliers to apply for tender, by creating the market beyond individual consortium

**Consortium**

**Followers**

**Procurers**

- circular
- Re:London
- FORUM VIRIUM HELSINKI
- Almunge Kommuner
- SANDYFORD KNOWLEDGE CITY
- Circularity Centrale Nederland
- Metropolregion Rhein-Neckar
- City of Lahti

**Individual Cities & Regions**

- Goteborgs Stad
- Gemeente Amsterdam
- CITY in Torino
- Helsinki-Uusimaa Circular Valley
- HSY
- BRAGA

**Supported by**

- empirica
- RE:SE
- Research Institutes of Sweden
- ENERGY EFFICIENCY in Industrial Processes
- TAGES
- ENERGITIES
- ICLEI
- ACR+

**City Collectives & other CE-initiatives**

- Circularity & Fair ICT Pact
- Procurement of AI Community
- CRN
- CIRCULEIRE
- CARE 4 CLIMATE
- BUILD
- InvestCEC

*As of 10 January 2024
Keep content within boundaries
Supporting / Guiding lines
Standard green
#27AF19
Light green
#D3F8CA
Dark green
#169D53
Green-2
#75D481
Blue
#00A0FF
Light blue
#75CEFF
Orange
#FBAE1D
Light orange
#FFE6B8
Purple
#5E17EB
Light purple
#B396ED
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