



MINISTERIO  
DE ECONOMÍA  
Y COMPETITIVIDAD

Public Procurement of Innovation:

# ADOPTION & OPPORTUNITIES IN SPAIN

Directorate for the Promotion of Innovation  
Secretariat General for Science and Innovation

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FORUM ON PROCUREMENT FOR INNOVATION - OECD  
PARIS, 05 OCTOBER 2016

## I. OBJECTIVES AND DEFINITIONS

### Aims:

- Public Services Improvement (effectiveness & efficiency)
- Increasing funding opportunities for entrepreneurial R&D&i
- Leveraging the commercialization of entrepreneurial innovations (Public procurer/Launch Customer)

### **Public Procurement of Innovation (PPI)\* /** Compra Pública de Tecnología Innovadora (CPTI):

- Public procurer – Launch customer. Closer to the market than PCP
- Objective: procure/deploy innovative good & services not commercially available.

### **Precommercial Public Procurement (CPP)\*\* /** Compra Pública Precomercial (CPP):

- Public procurer **share risks and benefits** jointly with suppliers **in market-conditions**
- Objective: **R&D services\*\*\*** linked to the needs of public services.

(\*) EC; “CORDIS: FP7: ICT: ICT:PCP”

(\*\*) E.C.; “Paper of the Services of DG Competition containing a draft framework for state aid for R&D&i”

(\*\*\*) Comprendido en categorías de I+D del marco comunitario de ayudas a la I+D+i. Excluyendo productos terminados salvo prototipos.



## II. RATIONALES

## COMPLEMENTARITY

- Contribution to annual GNP [Order of Magnitude 10% - 20% (OCDE, EU/EUROSTAT...)]

i.e: (ES)  $\Delta$  +3% investing effort at AGE's\* level in PPI, amounts up to  $\Delta$  + 7,5% a 10% in R+D+i [x2]

- Econometric estimations for Demand Side Measures' Impacts (PPI...):

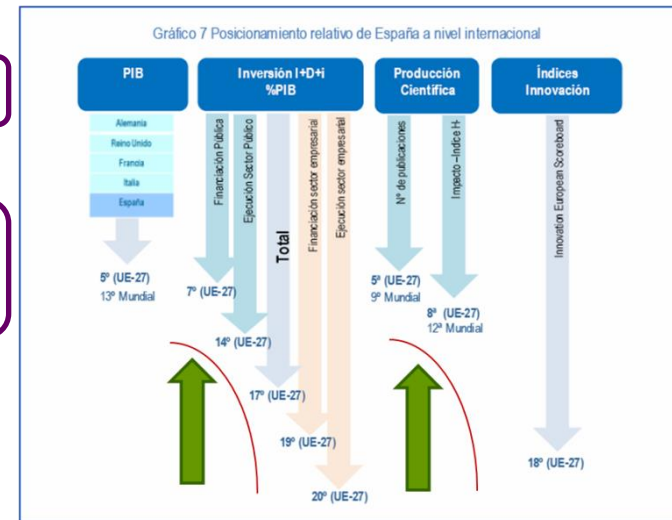
- PPI – Private Investment on R&D\*\*:

✓ Augmented private effort on R&D by contractors: [Correlation +]

- Public Investment on R&D – Forward & backwards Linkages \*\*\*:

✓ Increased likelihood of private R&D investment: [x2]

✓ Demand side (forward linkages) – offer side (backwards linkages): [x10]



(\*) AGE: Administración General del Estado – Spanish National Administration

(\*\*) OCDE-2014. Cobb-Douglas modelling for private R&D effort

(\*\*\*\*) Universidad de Valencia 2008-2009; Serrano Domínguez et al.

## III. INSTRUMENTATION

Guide for Public Procurement of Innovation 2.0<sup>1</sup>

December 2015 (v 1.0 NOV2011)

SUPPORT DESKTOPS

AGE (MINECO; MSSSI; CDTI)  
CC.AA. (GAIN; AQuAS)

PPI AWARD

Since 2012

FID Programme (INNOCOMPRA)

FEDER 2014-2020

H2020 Programme

Since 2014

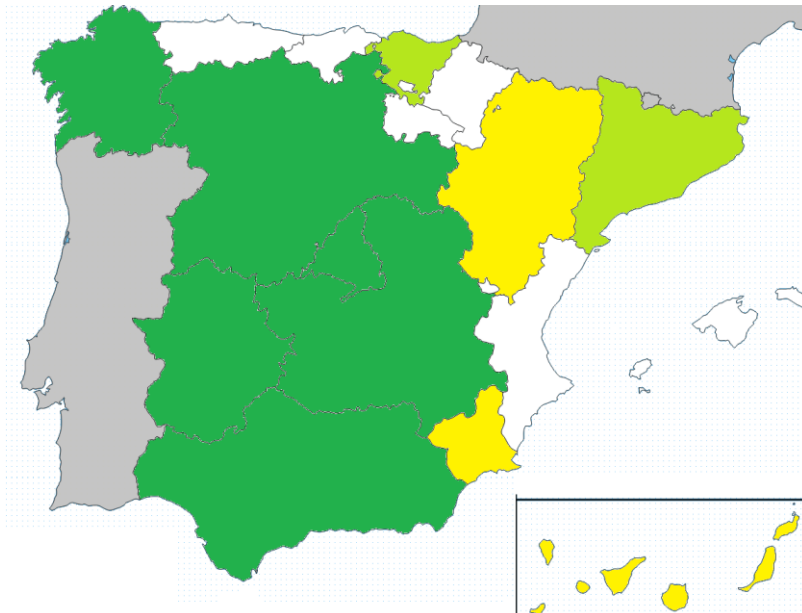
INNODEMANDA Programme (Synchronization)

Since 2012

1. Produced in close cooperation with the Observatory for Public Procurement (**OBCP**) from the University de Zaragoza (**UNIZAR**)

## IV. ADOPTION

1<sup>st</sup> & 2<sup>nd</sup> Generation - Period 2011-2015 + 3<sup>rd</sup> Generation:



### OPERATIONS 1<sup>st</sup> Y 2<sup>nd</sup> GENERATION [2011-15]:

21 Covenants (229,49 M€)

- Achievements:  85% aprox.
- Budget Certification:  80% aprox.

### OPERATIONS 3<sup>Rd</sup> GENERATION [2016-2020]:

4 Convenants (aprox. 47 M€)

## IV. ADOPTION

## CASE-STUDY: FID SALUD

**SECTOR:** HEALTH. National Portfolio of Health Services

**FOCUS:** Personalized Medicine, Advanced Diagnosis, Automation, Robotics...

**BUYER:** REGIONAL HEALTH SERVICES (18)  
MINISTRY OF HEALTH AND SOCIAL SERVICES (COORDINATION)  
INSTITUTO DE SALUD CARLOS III (EVALUATION)

**ROUNDS:** ONCE PER YEAR (Aprox. 15 projects; Aprox. 60 M€ R&D)

**CURRENT ROUND:** 2<sup>nd</sup>



## V. LESSONS LEARNT / CONSIDERATIONS

### ☐ BEFORE LAUNCHING THE OPERATION

- Run a meaningful **Cost Benefit Analysis** (CBA). Comprising:
  - ✓ Clear **identification of public service** to be improved
  - ✓ Clear identification of potential **scalability** and procurer commitment
  - ✓ Clear identification of **authentic needs** (based on **Key Indicators**) avoiding solution lock-in.
- **Smart investor** (consider **capacities of local supply** chain before prioritising investments)

### ☐ DURING AND AFTER THE OPERATION

- Need of **integrated multidisciplinary teams** (controllers, managers, procurers, legal advisors...)
  - ✓ Joint effort (coordination required)
  - ✓ **Early involvement** (since the beginning).
- Close **follow-up** (separated accounting, quarterly reporting...)