

Pre-commercial procurement

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An aerial photograph of a coastal landscape. In the foreground, several circular fish farms are visible in the water. In the middle ground, a small bridge spans across a narrow channel. In the background, a range of snow-capped mountains stretches across the horizon under a soft, golden sky. A small orange horizontal line is positioned above the main title.

Empowering ideas for a better world

We promote a society where research is created, used and shared and contributes to the sustainable solutions the world needs.



OBJECTIVES



Sustainable development



Ground-breaking research
and radical innovation



Transforming businesses
and public sector

STRATEGIC AREAS



Oceans



Green transition



Health and welfare



Technology and
digitalisation



Cohesion and
globalisation



A well-functioning research and innovation system

Our job is to make the best research and innovation possible

- We work to promote a society where research is created, used and shared, and contributes to a sustainable society.
- We ensure that the best research and innovation projects are funded.



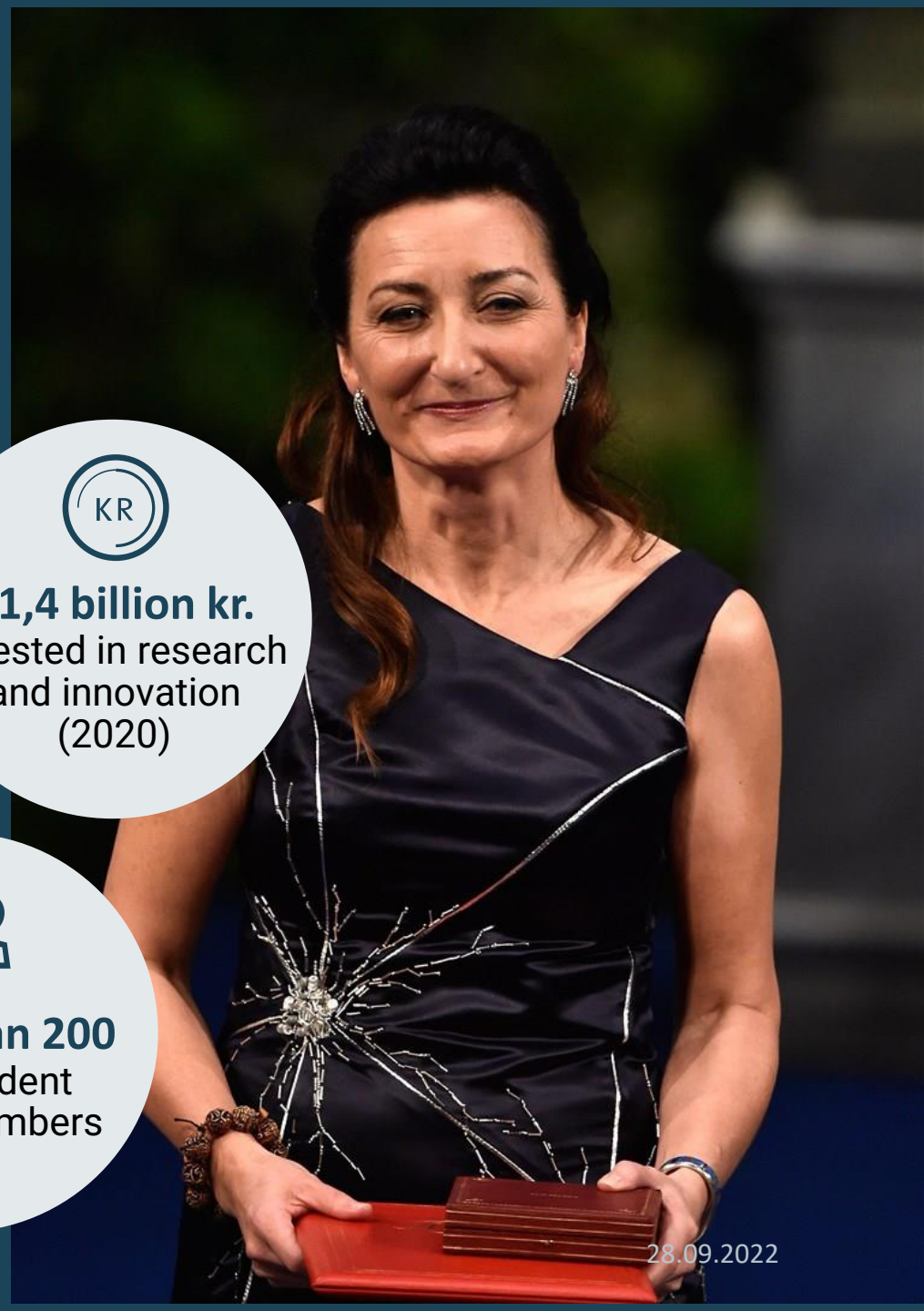
1750
international
experts



11,4 billion kr.
invested in research
and innovation
(2020)



More than 200
independent
board members



Innovation in the public sector

The Research Council has an overall responsibility to:

- enhance the research and innovation system
- enable the research community to play a wider role in developing a more knowledge-based and innovative public sector.
- January 2018 – [Strategy for innovation in public sector.](#)
 - develop effective instruments to increase cooperation on research-supported innovation in the public sector.



Target areas the last 5 years

- Improving coordination and collaboration within the research and innovation system;
- Implementing larger-scale knowledge-based initiatives and a wider range of joint solutions
- Coordinating efforts at the regional, national and international levels
- Introducing instruments to promote experimentation, renewal and innovation.



Increased public - private cooperation
Established PCP as a new method



Pre-commercial procurement

- Contributes to more demand-driven innovation that responds to the public sector's challenges.
- Enables public procurers to compare alternative potential solution approaches and to steer the development of new solutions directly towards its needs.
- Gives business the opportunity to exploit the value creation potential inherent in these challenges.



When public purchasers don't have the answer themselves...

- Suitable when there is a need for something new that is not available on the market today
- An innovation competition where several suppliers compete to deliver the best solution to the client's specific needs
- Initiates several development projects on a concrete challenge



Distinctive features of the pre-commercial method

Features and requirements:

- Exception from the usual rules for public procurement
 - The R&D exception in the procurement regulations
- Must involve research and development (R&D)
 - The R&D exception in the state aid regulations
- The suppliers retain the rights to the developed product



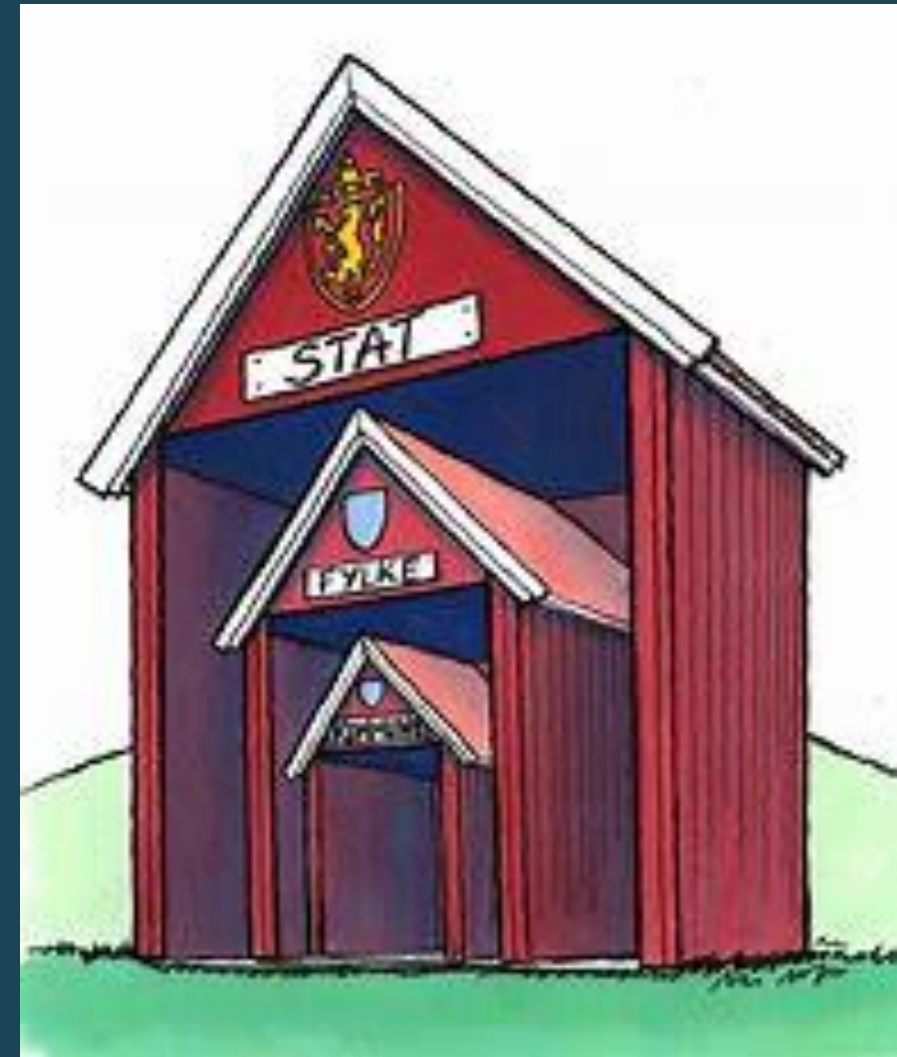


Who do we fund?

- The project-owner must be a public agency:
 - state
 - regional or
 - lokal
- Agencies within all sectors and areas can apply

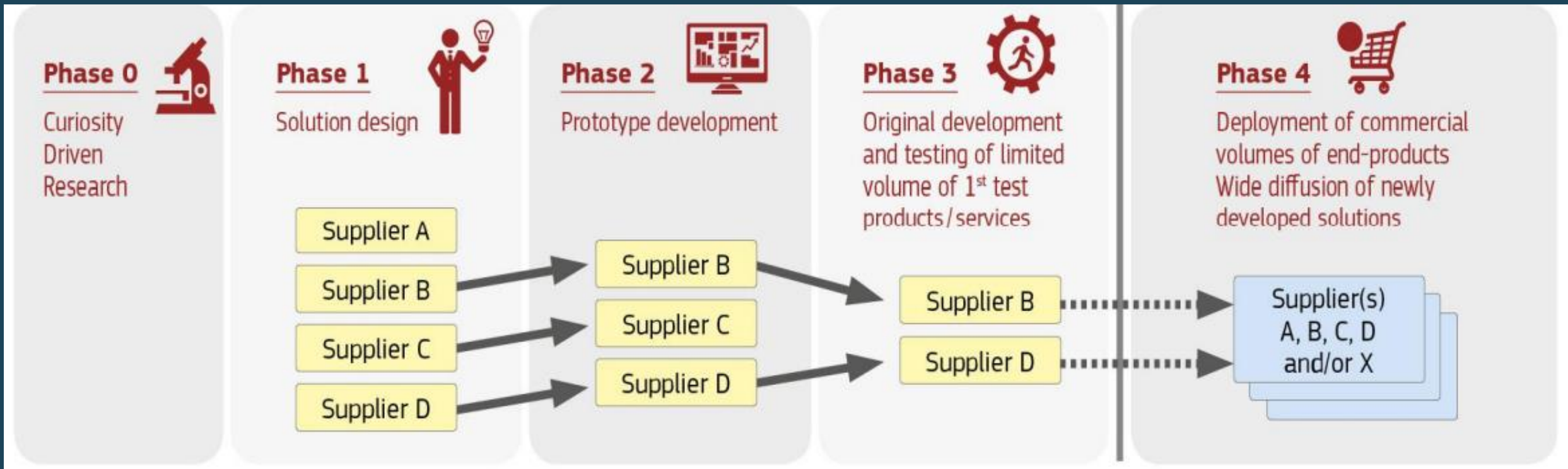
Projects can focus on:

- innovation in services, infrastructure, administration etc.
- The projects must lead to value creation for the public sector, business and users of public services



Competitive development in phases:

- In PCP, public procurers buy R&D from several competing suppliers in parallel
 - to compare alternative solution approaches and
 - identify the best value for money solutions that the market can deliver to address their needs.
- R&D is split into phases (solution design, prototyping, development and testing of a limited set of first products) with the number of competing R&D providers being reduced after each R&D phase.



A two staged model

Pre-PCP project (3-12 months)

- Support, up to 300 000 kroner

Clarification of needs, challenges



- Collect and analyze information, insight.
- Understand what exists and what is needed

Market dialog



- Dialogue with businesses and experts
- Identifying opportunities.

PCP (2-4 years)

- Support, up to 10 000 000 kroner

Competition



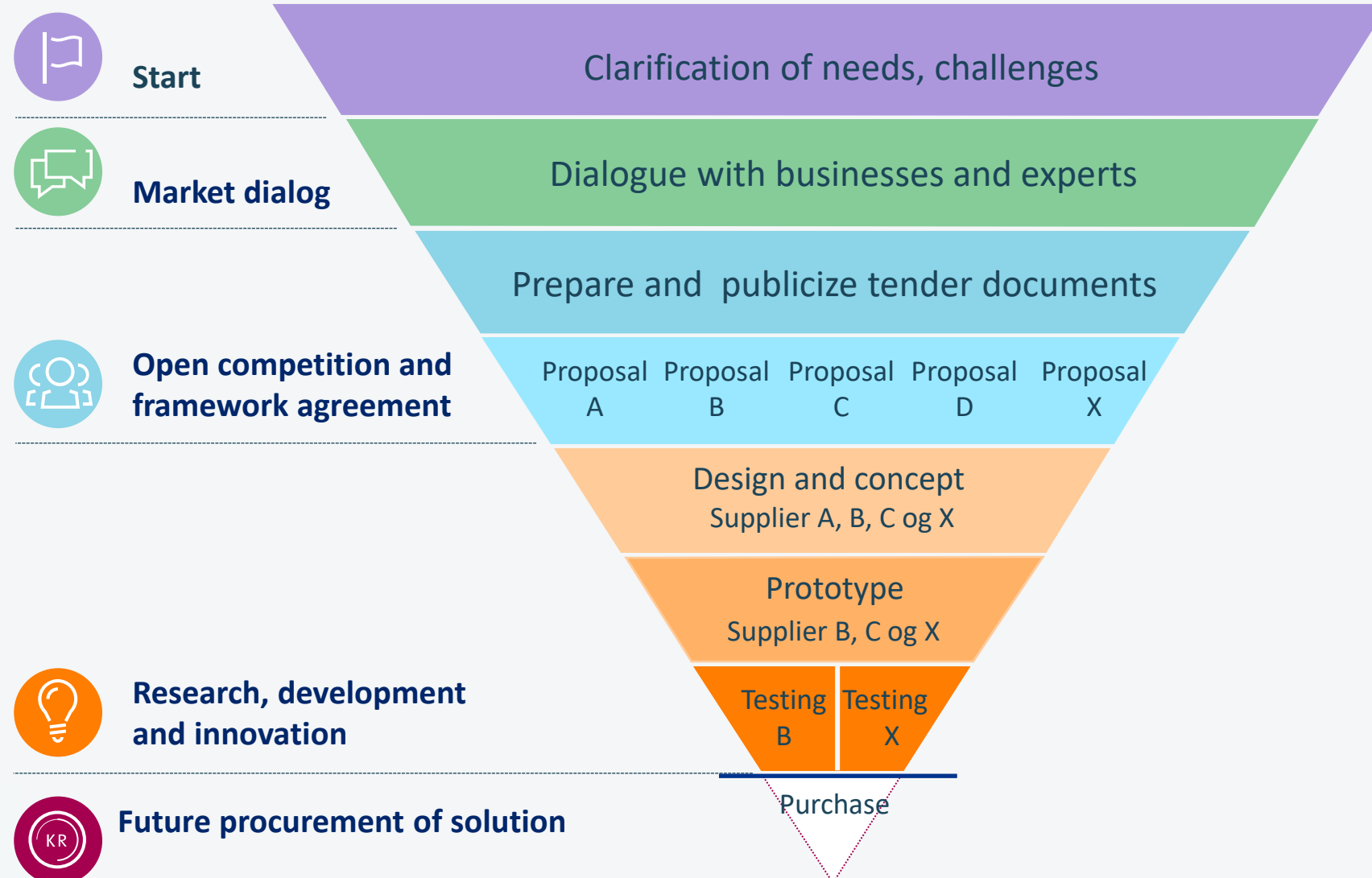
- Create and publicize the tender documents
- Assess received proposals and prepare framework agreements

Innovation



- Development in 3 phases:
- Concept design
 - Prototype
 - Test

The process of a pre-commercial procurement



Preparation (Pre-PCP project)

- Analyze needs, challenge
- Identifying opportunities

Procurement (Main project)

- Create and publicize the tender documents
- Evaluate proposals
- Agreements with several suppliers.
- Competitive development of solutions/innovations
- Running evaluations



Research, development and innovation



Future procurement of solution

28.09.2022

The support-system for PCP

The National Programme for Supplier Development (LUP)

Clarification of needs, dialogue activities, project assistance and communication

Free of charge
Very competent crew

Innovative anskaffelser

Nasjonalt program for leverandørutvikling



The Norwegian Agency for Public and Financial Management (DFØ)

Contracts, templates, project assistance and communication

Free of charge
Very competent crew

The Research Council of Norway

Financing, project assistance and communication



SMELT (seest)

- Two municipalities and a county council are collaborating on an innovative procurement for the removal of contaminated snow.
 - Municipality of Oslo
 - Municipality of Trondheim
 - County municipality of Trøndelag
- The goal is to develop a solution that can remove snow in an efficient, future-oriented, climate- and environmentally friendly way.
- Several cities in Norway and Europe have similar challenges and needs, i.a. Helsinki and Stockholm.
- There are possibilities for scaling the solution.



The Norwegian Directorate of Fisheries Catch ID

- Correct registration of resource extraction (catch) is:
 - a prerequisite for sustainable management and harvesting of the wild marine resources
 - a premise for equal conditions for competition between nations and between businesses
- The main objective is to develop technological solutions that have limited or no need for human interaction and which ensure the collection of verifiable data.
- Market players are invited to develop solutions for the automated collection of verified data about the harvest.



FangstID

Hver fisk teller!



Flood response – the local flood warning tool of the future

- Six municipalities are working together in this PCP
- 60 interested companies participated in the project's digital information meeting at the start of the project in 2020
- Fifteen different groups of providers then submitted proposals to develop a solution
- Two finalist suppliers are now in a test phase for their solutions
- A winner will be chosen in 2023

"We received many good offers, so it was hard to select the four best," says the project manager

Environmental DNA

“

We don't just want to sit and wait for new solutions, we want to be on the ball ourselves.

Janne Bohnhorst, Project manager
Norwegian Environment Agency

The Norwegian Environment Agency will automate environmental monitoring to save nature and save costs for manual monitoring work. Today, they spend over NOK 300 million annually on manually collecting and registering samples to map and monitor the state of nature.



Thank you

Any questions?

Hva kan du søke om støtte til?

- Midlene skal i hovedsak benyttes til å betale leverandørene for FoU-aktivitetene som kreves for å utvikle nye innovative løsninger.
- En mindre andel av midlene kan dekke andre utgifter som er nødvendige for å gjennomføre prosjektet:
 - personal- og indirekte kostnader
 - utgifter til å engasjere eksternt kompetanse.
- Maksimal støtte fra Forskningsrådet til prosjektet er begrenset til 75 prosent av de totale godkjente projektkostnadene.
- Forskningsrådets støtte skal **ikke** brukes til å betale for kjøp av de utviklede løsningene.



Vurderingskriterier

Forskning og innovasjon	Virkninger og effekter	Gjennomføring	Relevans for utlysningen
I hvilken grad representerer prosjektet ambisiøse forskningsbaserte innovasjoner?	I hvilken grad legger prosjektet til rette for verdiskapning hos de offentlige virksomhetene, deltakende leverandører og samfunnet for øvrig?	I hvilken grad gir prosjektplanen et godt grunnlag for å få gjennomført FoU-aktivitetene og få nyttiggjort resultatene?	I hvilken grad er prosjektet i samsvar med krav og føringer i utlysningen?
	Verdiskaping og realisering av gevinster	Kvaliteten på prosjektets ledelse og organisering	
	Formidling, deling og spredning	Kvalitet på prosjektleder og prosjektgruppen	