

BOOKLET
for External Experts



iProcureSecurity PCP Vision

The vision of the iProcureSecurity PCP project builds the foundation for the development of novel **triage management systems** that are able to overcome fundamental shortcomings of currently used systems and which will allow to digitalize key processes and thereby strongly contribute to an improved quality of the service for all involved stakeholders. The project wants to **foster** the response capacities and **increase** the cooperation between the European Emergency Medical Services Systems (EMSS) in order to strengthen the resilience of European societies in the light of multiple hazards.

- a **quick and accurate** overview of casualties and their status;
- **decision support** for better allocation of available resources and quicker support for casualties;
- improved **interoperability** with other first responders and relevant actors;
- reduced **handover times** between ambulance transport and hospitals, as well as
- insights for **quality assurance** and **training measures**.

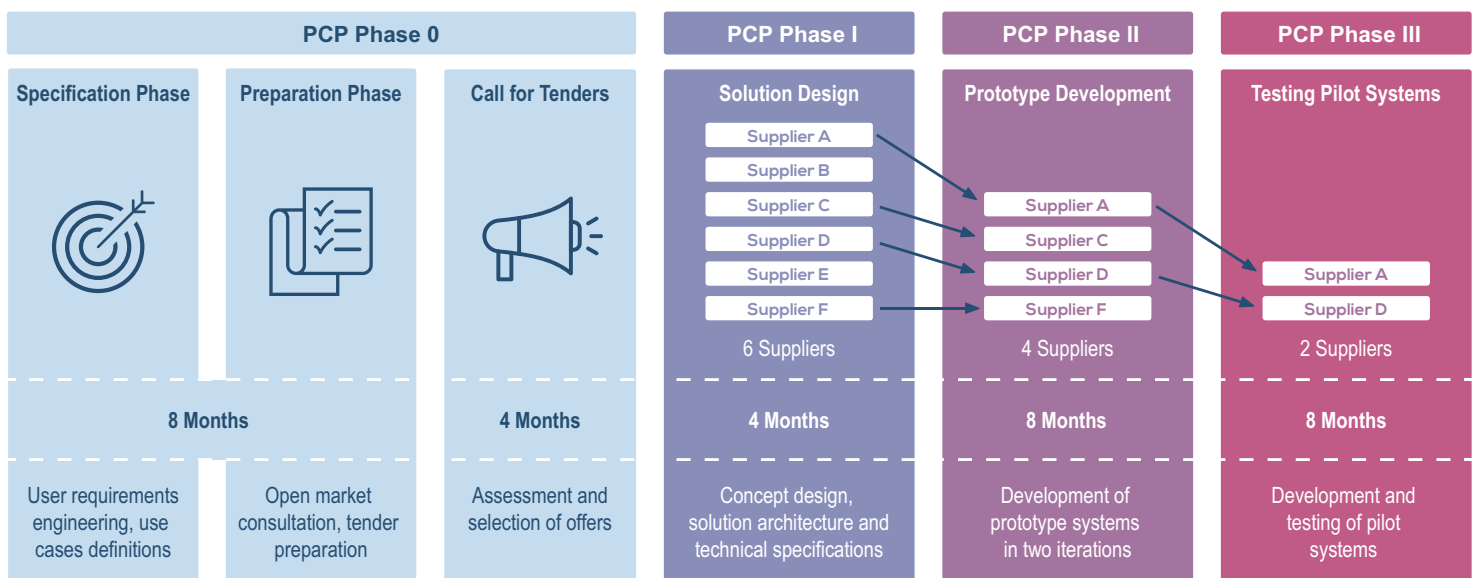


What is PCP?

In Pre-Commercial Procurement (PCP) projects procurers provide funds to suppliers to procure R&D services and develop tailored solutions that are not yet available on the market. The PCP is co-funded by the European Commission and is divided into competitive phases, in which suppliers develop their solutions to address the procurement challenge. For technology and solution providers, especially SMEs, a PCP creates the unique opportunity to partner with a launching customer which expands their market competitiveness and brand visibility, but also supports their long-term business planning.

How is it structured?

PRE-COMMERCIAL PROCUREMENT PROJECT IMPLEMENTATION



External Expert Benefits

- A dynamic and engaging hub where to connect with technical providers and solutions and with worldwide Emergency Medical Systems networks;
- Continuous update and information on the state-of-the-art of technical and academics research;
- Participation to high interactive panels, workshops and events at international level;
- Joint testing and demonstration of innovative technical solutions.

External Expert Contribution

- Observe and follow the activities of the project;
- Provide feedbacks, suggestions and ideas on a voluntary basis;
- Disseminate the outcomes of the project among your network.

Next Steps

The iProcureSecurity PCP project organises a **workshop event in March 2022**, in order to:

- Give an overview of the PCP project and its objectives;
- Outline the first results coming out from the research implemented in the first phase of the project;
- Gather feedbacks and questions which could support the project further.

Join us on <https://pcp.iprocuresecurity.eu/> to stay updated!

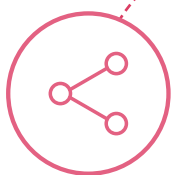
JOIN US

Stay in contact through the EMS Network

Keep contact with us using the EMS Network, and register on <https://www.iprocuresecurity.eu/ems-network/>

The **EMS Network** is an information hub where practitioners and other relevant stakeholders from the Emergency Medical Services sector in Europe can elaborate and analyse important areas of capability gaps, and thus set the ground for **future conception of new technological solutions**. Based on the collected findings, the preparation of a subsequent **European-wide pre-commercial procurement (PCP) project** will be initiated enabling solution providers across Europe to participate in the Pre-Commercial Procurement phase and develop **innovative solutions for the EMS field**.

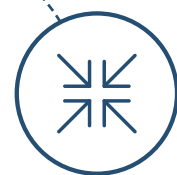
As a member of EMS Network you can



connect in and create various public and private groups



run conversations



contact members directly

Open Market Consultation Events

iProcureSecurity PCP project has organised seven **Open Market Consultation Events** in order to **promote** and **foster** the engagement of suppliers within the Call for Tender and to bridge the technical industries together with the partners' procurers.



Save the Dates

The iProcureSecurity PCP project invites you to take part in the OMC's national and international events.

	<p>Austria/Germany</p> <p>Date: 04.03.2022</p> <p>Time: 10:00 – 12:00 CET</p> <p>Language: German</p> <p>Location: Online</p> 
<p>SPAIN (Malaga)</p> <p>Date: 17.02.2022</p> <p>Time: 12:30 – 14:30 CET</p> <p>Language: Spanish</p> <p>Location: Physical, Malaga</p> 	<p>Italy</p> <p>Date: 10.03.2022</p> <p>Time: 11:00 – 13:00 CET</p> <p>Language: Italian</p> <p>Location: Physical, Milan</p> 
<p>SPAIN (Madrid)</p> <p>Date: 22.02.2022</p> <p>Time: 15:30 – 17:30 CET</p> <p>Language: Spanish</p> <p>Location: Physical, Madrid</p> 	<p>Turkey</p> <p>Date: 16/17.03.2022</p> <p>Time: 12:00 – 14:00 CET</p> <p>Language: Turkish</p> <p>Location: Online</p> 
<p>Greece</p> <p>Date: 24.02.2022</p> <p>Time: 09:30 – 11:00 CET</p> <p>Language: Greek</p> <p>Location: Online</p> 	<p>International</p> <p>Date: 24.03.2022</p> <p>Time: 11:30 – 14:15 CET</p> <p>Language: English</p> <p>Location: Online</p> 

Facts

The work done within the EU funded PCP projects has been carefully monitored and evaluated by the European Commission¹. Updated data from the first 30 PCP projects whose procurements is ongoing or completed have shown the following impacts:

DIRECT IMPACTS:

- **PCPs open a route-to-the market for new market players:** 71,50% of the PCP contract value is awarded directly to SMEs, which is more than twice the average in public procurement across Europe (29%)
- **PCPs help also larger market players to bring their product on the market:** 16% of PCP contracts are won by large company as a single bidder. 19% of PCP contracts are won by consortia of large companies plus SMEs to bring their products together on the market together.
- **PCPs increase commercialisation success rate of companies:** 86% of Phase 3 PCP contractors, 75% of Phase 2 contractors and 29% of Phase 1 contractors have already commercialised (part of) their PCP solutions.
- **Steady business growth:** ~50% of all companies are already generating revenue from commercialising their PCP solution. 24% of participating start-ups have already secured equity investment since the PCP.
- **Reducing the R&D risk for procurers / encouraging commercialisation of solutions by vendors:** leaving IPR ownership rights with the vendors reduced the R&D cost/risk for procurers on average with 50% as companies see wider commercialisation opportunities.
- **Deployment of solutions by procurers from the project:** All completed PCPs delivered solutions that improve the quality and efficiency of public services.

INDIRECT IMPACTS:

- **PCPs stimulate cross-border company growth:** 3,1% of PCP contracts are awarded cross-border, 20 times more than the average in public procurement across Europe (1,7%).
- **PCPs bring research results on the market:** 30% of contracts have universities or research centres as partners in the winning consortia (often together with university startups).
- **PCP contribute to jobs and growth in Europe:** Nearly all bidders (99,5%) are doing 100% of the R&D for the PCP contract in Europe.
- **Wider deployment by other procurers on the market:** Procurers from 38,5% of completed PCPs are already preparing new larger scale procurements with an enlarged buyers group.

¹ <https://digital-strategy.ec.europa.eu/en/news/impacts-eu-funded-pre-commercial-procurements>



Stay in Contact



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