

BOOKLET
for Suppliers



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**.

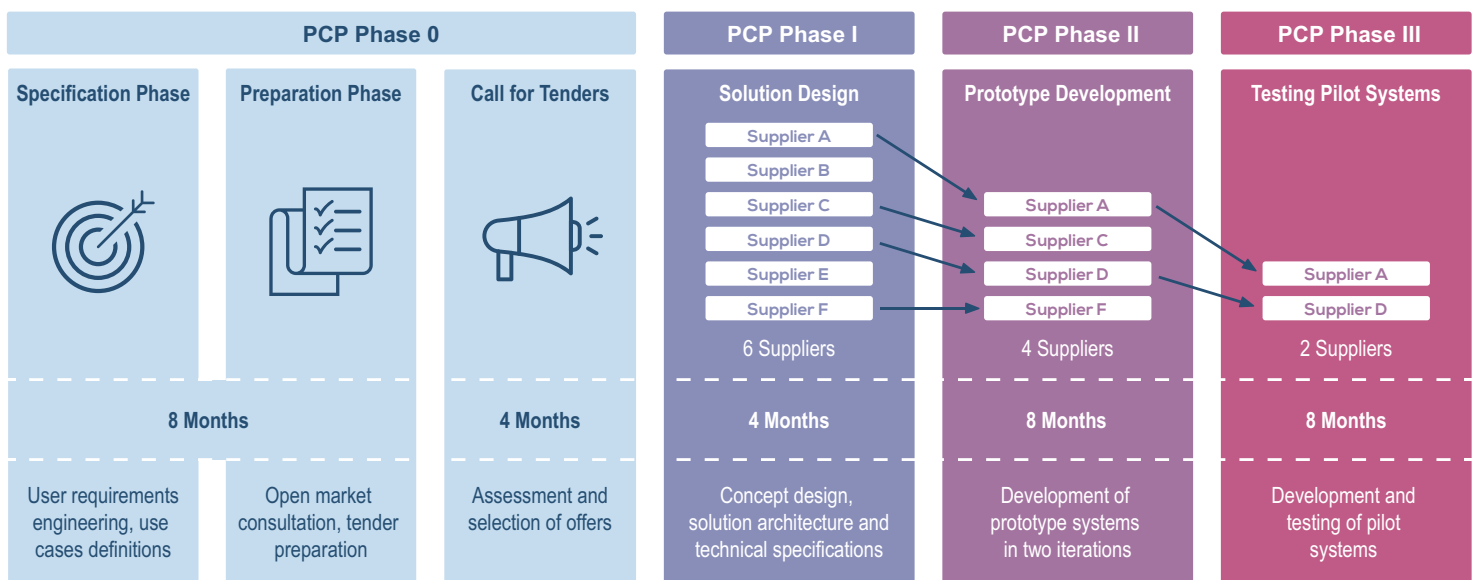


What is PCP?

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



Supplier Benefits



6.7 million Euros are made available for R&D services. We strongly encourage suppliers to take part in the OMC events in order to get acquainted with the Call for Tenders process.

Supplier Contribution

- Participate in the international or national Open Market Consultation events (OMC);
- Establish a proactive communication channel with the procurers;
- Participate in the Call for Tenders;
- Develop and test the prototypes in cooperation with the procurers.




Next Steps

The iProcureSecurity PCP project has organised seven **Open Market Consultation Events** in order to **promote and foster** the engagement of suppliers within the Call for Tenders and to bring together the supply (industry, academia) and demand (procurers) sides.



Save the Dates

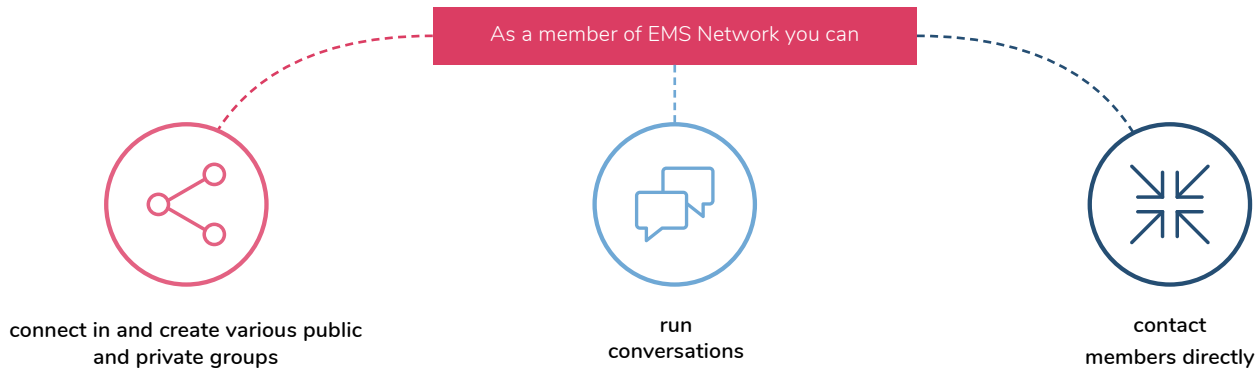
Suppliers are strongly invited to take part in the OMC national and international events.

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

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**.



Facts

The work done within the EU funded PCP projects has been carefully monitored and evaluated. Updated data from the first 30 PCP projects whose procurements are 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.
- **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.

Stay in Contact



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