[LOGO PROJECT]

**[End of Phase] [End of Project] [PCP] [PPI]**

**results and conclusions**

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| **Part to be completed with input provided by the Contactors**  **(For PCPs: complete this box for each contractor that was awarded a (phase 1, 2 or 3) PCP contract) (For PPIs: complete this box for each contractor that was awarded a PPI contract)** |
| **The innovative solution**  [Provide a short description (that is suitable for publication purposes) of:  (1) the innovative solution (in its current form)  (2) where exactly lies the innovativeness in the solution. In which ways and to which extent does the solution go beyond what existing solutions can achieve.  (3) the degree of innovation: a totally new product/service/process/method, an improvement to an existing product/service/process/method, a new combination of existing products/services/processes/methods, a new use for existing products/services/processes/methods)] |
| **Commercialisation success**  [Provide a short description (mark parts that are not suitable for publication purposes) of:  (1) how mature the innovative solution is in terms of readiness to commercialise widely. Which steps towards wide scale commercialisation have been completed by now (don't forget IPR protection, certification, CE marking, attracting additional investors to grow the business, setting up sales / distribution channels / marketing activities to expand sales to other countries etc.).  (3) the current commercialisation success of the solution (e.g. awards / other forms of recognitions obtained, sales / increase in market share already achieved, licensing agreements already concluded, collaboration agreements with other partners (e.g. retailers) to commercialise the solutions already signed, additional investments attracted to further commercialise the solution)] |
| **Other benefits obtained**  [Provide a short description (that is suitable for publication purposes) of any other benefits that you obtained from participating in the procurement: e.g.  - accessing (a new segment of) the public procurement market  - growing your business across borders / to other markets (e.g. private markets) thanks to the first customer references provided by the procurement  - speeding up the time-to-market for your innovation thanks to early customer/end-user feedback] |
| **Prospects to grow your business**  [Provide a short description (mark parts that are not suitable for publication purposes) of:  (1) planned steps to evolve your business to reach wide commercialisation of the innovative solution (e.g. attracting additional investors to grow your business, mergers / acquisitions / joint ventures / spin-offs / IPO, setting up sales / distribution channels / marketing activities, expanding to other countries etc.)  (2) the prospects to grow your business through wider commercialisation of the solution): how large is the potential market for your solution, is it a growing / steady / declining market, is competition fierce…] |

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| **Part to be completed with input provided by the Procurers (buyers group)**  **(complete this box only once with the joint conclusions from all procurers in the buyers group)** |
| **Procurement need**  [Describe briefly (in a way that is suitable for publication purposes):  (1) the problem / challenge you were trying to address with the procurement  (2) what type of innovative solutions (product / service) you were looking for and which functionality / performance / price requirements did you set forward in the tender specifications (specify the minimum and target quality / efficiency improvements that you wanted the innovative solutions to achieve)] |
| **Impact on public sector modernization**  [Describe briefly (in a way that is suitable for publication purposes):  (1) to what extent the innovative solutions managed to meet the procurement need / tender requirements (which requirements were the innovative solutions not able to meet, able to meet, more than able to meet)  For PCPs, specify whether all participating contractors managed to complete the previous phase successfully (did their solutions all meet the procurement need / the tender requirements). What is the current impact of the innovative solution on end-users?  (2) what level of quality and/or efficiency improvements in the operation of your public service do the innovative solutions enable to achieve (use measurable indicators to quantify the impact achieved e.g. 25% reduction in maintenance costs, 30% reduction in mortality rate of patients in your hospital)] |
| **Other benefits obtained**  [Describe briefly any other benefits obtained from the procurement, not only for the public procurers involved but also wider benefits for society (in a way that is suitable for publication purposes), e.g.  (1) reducing vendor lock-in: e.g. the procurement delivers more open (standardised) solutions and/or provides a route to the market for new innovative players which creates a more competitive supply chain  (2) wider benefits to society: e.g. contribution to CO2 reduction, improved public safety / health  (3) contribution to growth and jobs: For PCPs, specify the percentage of the R&D that the contractors actually performed in the Member States or countries associated with Horizon 2020. For PPIs, specify the percentage of the total PPI contract value that was awarded to contractors from Member States or countries associated with Horizon 2020.  (4) this PCP/PPI triggered management commitment to start new innovation procurements in the future in organisations xyz that will speed up further public sector modernisation in other areas] |
| **Scalability – Wider deployment**  [Describe briefly (in a way that is suitable for publication purposes):  (1) how easy it would be for other procurers to replicate / deploy the innovative solutions resulting from your procurement (which parts of the solution are generic / replicatable as such by other procurers across Europe versus which aspects of the solution would still need adaptation / modification to other markets)  (2) what actions did you take to facilitate the scaling up of the innovative solutions to wider markets (e.g. did you or the suppliers in your procurement contribute to standardisation, did you or the suppliers publish results/lessons learnt of the procurement, did you require the innovative solutions for your procurement to be based on open interfaces or open source?, did your dissemination activities promote results / impacts achieved by the procurement to other procurers? did you help the suppliers to go for wider commercialisation of the innovative solutions (e.g. via joint supplier-procurer presentations of the solutions/impacts at trade fairs, actively acting as first customer reference to other customers, introducing the suppliers to investors, etc.), (at the end of the project) did you update the initial tender specifications with the lessons learnt during the procurement and did you publish these updated tender specifications so that other procurers can use them in future procurements?)]  (3) which aspects of the initial tender specifications (in particular functionality / performance / price requirements) you would change / update after this procurement based on the lessons learnt, to make sure that later procurements that go for wider deployment would run as smoothly as possible? |