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# 15:15-15:45 Panel discussion Procurement of Innovation and Recommendations for Lithuania



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# PPI/ PCI: Definitions

- Public Procurement of Innovation (PPI)/Pre-commercial Procurement
- **Public Procurement of Innovative** solutions (PPI) happens when the **public sector** uses its purchasing power to act as early adopter of **innovative** solutions which are not yet available on large scale commercial basis.
- **Pre-Commercial Procurement (PCP)** challenges industry from the demand side to develop innovative solutions for public sector needs and it provides a first customer reference that enables companies to create competitive advantage on the market. PCP enables public procurers to compare alternative potential solution approaches and filter out the best possible solutions that the market can deliver to address the public need.

# PPI/ PCI: Panel discussion points

1. OECD: What are the key elements of the PCP/IPP process without which it is difficult to achieve desired results?
2. PIANOo: What does it mean to be 'a Competence Centre' in the PCP/IPP (What have been the benefits for PIANOo of joining a network of such Centres?)
3. Vinnova: What kind of support services have proven to be the most successful in strengthening the role of the public sector as a 'demander of innovation'?

# Recommendations for Lithuania

1. Continue the support for PCP and PPI
  - Continue to develop the practice of PCP and PPI in line with the Law on Technology and Innovation (2018)
  - Investigate including PCP/PPI into the delivery of national missions.
2. Develop PCP/PPI capacities within the public sector
  - Develop the capacities of public sector buyers to apply innovative solutions to solving identified problems.
  - Capacity-building support instruments should cover: the establishment of a network of 'innovative public procurers'; facilitation of a joint problem-setting; targeted practice-oriented training; methodological support; and collection and dissemination of knowledge.

# Recommendations for Lithuania

## 3. Introduce a buyer-supplier dialogue

- Generate interest and incentives for the public sector to get involved in this process;
- Stimulate and support public sector organisations to begin identifying needs within their institutions.

## 4. Increase an up-take through positive examples

- Successfully complete and promote PCP/PPI projects as a way to stimulate interest in PCP/PPI both from the buyer and supplier side.