

Training Event

"How to procure innovation"

Practical Pathways to Innovation Procurement Projects

Purpose of the training event

The training event will provide explanation of Public Procurement of Innovation (PPI), the benefits it brings, implementation rules and steps as well as lessons learned from the [Prominent MED project](#) and beyond. Therefore, this event is not only a theoretical description of guidelines but also a practical set of tips which may be useful for future followers.

Target groups and reasons for participation

PUBLIC PROCURERS such as agents at all three levels of the public sector: **national, regional and local** including ministerial departments, public business entities, public agencies, city councils, etc., **with experience** in Public Procurement of Innovation (PPI), open PPI processes or interest in improving public services through PPI in strategic areas. Other public entities with **no experience** in PPI, but which depending on their competences and strategic areas are likely to become public procurers of innovation.

PROVIDERS OF TECHNOLOGICAL SOLUTIONS such as private companies with the capacity to develop innovative (TRL4 to TRL9) products and solutions including large companies, SMEs, Start-ups and new technology based companies who are seeking information about new business possibilities.

Register [here](#) by 21 March

Zoom participation [here](#)

ID: 833 8080 5486

Passcode: 351616

Agenda

Training event (hybrid mode) @ 10.00 – 15.00 CET

Thessaloniki, Greece, 23 March 2022, Egnatia Palace Hotel



10.00 – 10.10	Official welcome, CERTH	
10.10 – 10.20	Project and training presentation, Municipality of Narni	
10.20 – 10.30	Welcome by the National Competence Centre for Innovation Procurement in Greece, Konstantinos Tzanetopoulos , General Director of Public Procurements	
10.30 – 11.40	Online survey on innovation procurement, sli.do #694 309	<i>Moderator: Valantis Ketikidis</i>
10.40 – 11.45	Lecture 1, Gaynor Whytes , JERA Consulting Ltd, UK, "Practical insights into innovation procurement – what, why, and how"	
11.45 – 12.50	Lecture 2, Olatz Nicolas and Olga Macias Juez , Tecnalía, ES, "Hands-on experience on PPI in the field of energy efficiency"	
12.50 – 13.30		<i>Coffee break</i>
13.30 – 14.30	Lecture 3, Eleni Lianou , GR, "Strategic Procurement for Innovation"	
14.30 – 14.45	Implementation support insights, Carlos García Delgado , CTA, ES, "Innovation procurement brokerage service: scope, goals and benefits. The P5 Innobroker project"	
14.45 – 15.00	Wrap up and conclusions	



Gaynor Whyles is Director of JERA Consulting; a UK based consultancy specialising in innovation. She has initiated, facilitated and managed a number of successful and award winning FCP demonstration projects in UK and Europe and provides expert advice and training in innovation procurement for a number of organisations. Related initiatives include working with the Prince of Wales Corporate Leaders Group on Climate Change and the Department for Business, Innovation and Skills to develop joint public-private low carbon procurement compacts, designed to demonstrate demand for low carbon goods and services and engage industry in dialogue with major customers.



Olatz Nicolas has a background in architecture and urban planning. She works as a researcher in Tecnalia's Energy, Climate, and Urban Transition unit. Olatz coordinated the PAPIRUS project (Public Administration Procurement Innovation to Reach Ultimate Sustainability) and has given many lectures related to Public Procurement of Innovation. She works with different administrations as a consultant on implementing PPI in the construction sector. She participated as technical assistant of the Prominent MED project, supporting the Consorci de la Ribera in the implementation of the PPI in Spanish pilot case located in Alzira, Valencia, Spain. Recent projects on PPI are BUILDING PPI, Smart Building PPI as consultants for Consorci de la Ribera in the frame of the calls launched by the Innovation Agency of Valencia.



Olga Macías Juez is an Industrial Engineer, specialized in thermal engineering and expert in HVAC systems in buildings. After working for the Basque Energy Board (EVE) in Energy Efficiency in Buildings, she joined TECNALIA as expert in the field of Energy Efficiency. Olga is currently involved in R&D projects related to energy efficiency evaluations and energy audits, through both simulation tools, and experimental evaluations performed on-site, defining and evaluating energy improving measures, as well as applying Measurement and Verification Protocols (IPMVP®). She has been involved in several projects to promote the use of innovative construction solutions and technologies to increase energy savings in public buildings through Public Procurement of Innovation.



Eleni Lianou is a Supreme Court Lawyer-Member at the Bar Association of Thessaloniki, Greece. She has 20 years working experience on procurement law as senior legal consultant of Greek and European public authorities, providing legal services and technical assistance related to the implementation of EU funded projects and public procurement at European and national levels, including public procurement of R&D and innovation, green procurement and public-private partnerships. She is appointed by the European Commission and its Agencies as innovation procurement expert. She is member of the Working Group for the Greek National Action Plan for Innovation Procurement.