



**CERTH**  
CENTRE FOR  
RESEARCH & TECHNOLOGY  
HELLAS

Public Private Partnership for Public Procurement of Innovation within the Innobroker Model

## Agenda

### *"How to procure innovation"*

*Practical Pathways to Innovation Procurement and Market Dialogue*

#### **Workshop & Training Event**

**Date:** 05 and 06 March 2024

**Location:** COLORS Urban Hotel, Thessaloniki, Greece

**Objective:** The aim of the workshop and training event is to bring together key actors, project managers, policy makers, and researchers to explore the opportunities, challenges, and best practices associated with the procurement of innovative goods, services, and works in the public sector.

**Working language in workshop & training event:** English

**Day 1.** 05 March 2024



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## Training Session 1 – Solution Providers

### “How to set up and scale up Spent Coffee Grounds valorization paths” Open Market Consultation

#### **Scope**

Discuss the **importance of innovation** in utilizing spent coffee grounds.

Define the **specific innovation or solutions needed** for spent coffee grounds utilization.

Discuss the **desired outcomes, performance criteria, and any regulatory requirements**.

Consider **potential environmental and sustainability factors**.

16.00 -17.15

- Strategic Procurement of Innovation -  
Mr. C. Ketikidis and Mrs. Eleni Lianou, CERTH
- Public Procurement of Innovation for Utilization of Spent Coffee Grounds  
Open Market Consultation  
Dr. Kyriaki Sakellariou, DIADYMA SA

17.15 -17.45

- **coffee break**

17.45 -19.00

- Presentation of proposed solution  
**“Recovery of bioactive compounds from spent coffee grounds in pilot scale extractions: Challenges and opportunities”**, Dr. Eleni Gogou, Scientific Consultant, Natural Food Additives (NFA)  
  
**“Valorization of spent coffee grounds for the production of novel raw materials for food and cosmetic matrices”**, Dr. Ioannis Mourtzinis, Anastasios Vetsos, AgrofoodRnD  
  
**“Isolation and utilization of phenolic substances from spent coffee grounds for use in food and cosmetics”**, Dr. Ioannis Giavasis, University of Thessaly



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**Day 2.** 06 March 2024

## Training Session 2 --Public Buyers

“State of play of innovation needs identification of public authorities”

### Scope

Provide explanation of **Public Procurement of Innovation**, the benefits it brings, implementation rules and steps as well as lessons learned from like-minded projects.

Provide a practical set of tips which may be useful for future followers.

### **Target groups and reasons for participation**

**PUBLIC PROCURERS: national and regional authorities** including public business entities, public agencies, etc., **with experience** in Public Procurement of Innovation, open Innovation processes or interest in improving public services through Innovation Procurement in strategic areas, such as **Diadyma SA (theoretical knowledge)**, **KEMEA (practical knowledge)**.

Other public entities with **no experience** in Innovation Procurement, but which depending on their competences and strategic areas are likely to become public procurers of innovation, such as the **Region of Western Macedonia**.

10.00 -12.00

- **Practical insights into innovation procurement – The what, why, and how**, Mr. C. Ketikidis, Mrs. Eleni Lianou, CERTH
- **Key Challenges to Public Procurement of Innovative Solutions**, Ms. Anastasia Tigka, project coordinator of DrugDetect PPI, Center for Security Studies (KEMEA).
- **The way forward in public procurement: Diadyma’s case**, Mr. Periklis Kafasis, Department of Procurement-Services-Projects, Waste Management of Western Macedonia S.A.
- **Opportunities in Public Sector Procurement: Regional Development Fund of Western Macedonia**, Mrs. Katerina Koutsianou, European Projects Department
- **Innovation procurement brokerage service: scope, goals and benefits. The P5 Innobroker project**, Dr. Carlos García Delgado, CTA, ES

12.00 -12.30

- **coffee break**



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## Training Session 3 - Regional Innovation Ecosystem

“How to support, start up and accelerate businesses?”

### **Scope**

Panel discussion on how the landscape of technology transfer has changed in recent years and what factors have contributed to these changes?

The role of technology transfer & assistance, SMEs/start-ups fundraising & VC support, social economy business cases.

12.30 -14.00

- SPEIRA (Technology Transfer Office), Dr. Katerina Papadopoulou, CERTH
- i4g (Incubator), Dr. Theologos Prokopiou
- Loggerhead ventures (Venture Capital), Dr. Evangelos Kosmidis
- Incommon (Civil Society Non-Profit Organization), Mrs. Mara Angelidou

14.00 -15.00

- **Light lunch**



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## Company/organization - profile description



NFA is an innovation driven SME specializing in extracting bioactive compounds from organically cultivated herbs while investigating the use of agrofood by-products as new sources of raw materials.

NFA extraction processes are designed to recover different fractions of bioactive compounds including antioxidants, water/oil soluble phenols, rosmarinic acid, flavonoids etc. Recovered extracts are further formulated to produce natural ingredients for the food and cosmetics producing sectors.

[www.natural-foodadditives.com](http://www.natural-foodadditives.com)



AgrofoodRnD, a promising spin-off venture from AUTH, is in the process of establishment. Our primary focus is on the creation of novel plant-based extracts derived from aromatic and medicinal plants, and agro-industrial residues. These innovative extracts are tailored to serve as distinctive ingredients like natural colorants in food products, giving us a competitive advantage in the marketplace.

Our mission is to substitute traditional additives, which are linked to numerous health hazards, with our natural alternatives. This approach provides our clients with a unique selling point. We have made significant investments in the development of eco-friendly extraction methods and effective delivery systems. These investments ensure the stability and bioavailability of our ingredients, thereby augmenting the value proposition of our offerings.

<https://agrofoodrnd.gr/>



### **Technology Transfer, SPIRA - Technology Transfer Office**

Spira is the Technology Transfer Office of the Centre for Research and Technology Hellas (CERTH) and four more universities and research entities. It provides solutions to a great variety of technological challenges in the fields of ICT, AI, Advanced Robotics, IoT, Autonomous Vehicles, Sustainable energy, Agro-technology, and health. As a technology transfer office, the mission is to transfer the knowledge and the applications which own and other research institutes produce, to industry and society by utilizing the research results, developing spin-offs, and fostering new partnerships with the industries.

<https://www.linkedin.com/company/spira-technology-transfer-office-certh/about/>



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**Loggerhead Ventures** is an equity fund, focusing on mission driven deep-tech startups established in regional innovation ecosystems in Greece, capitalizing upon the opportunities for green and digital transformation of the Greek economy. Loggerhead Ventures is managing a €10 million fund for 10-15 early-stage companies in disruptive technological fields enabling a strong positive environmental impact.

<https://loggerhead.vc/>



**i4G** is a Greek-based Incubator running also a seed investment fund for tech and science startups. It is home to a vibrant community of more than 120 people, designed to create opportunities, to share knowledge and expertise, offer cross-sector business opportunities and inspire them to achieve new levels of success.

The mission of i4G is to be a fundamental piece of the startup ecosystem of Greece, connecting the entrepreneurial, tech, and science communities to achieve greater good.

The vision of i4G is to be recognised as a top location of choice for startups in South East Europe to build world-class business.

<https://i4g.gr/>



**InCommOn** is a civil non-profit company (NGO) that promotes sustainable and participatory urban development and seeks to tackle the problems facing Greek cities with an emphasis on modern environmental challenges (climate change and resilience, proper management of available resources, and utilization of waste, pollution, etc.). However, realising that the effectiveness of sectoral approaches to the complex issues facing urban centers is limited, it adopts a holistic and multidisciplinary approach that takes into account the environmental, social, economic and other dimensions of these problems. In addition, by carefully selecting the methodology and tools it uses (eg bottom-up approach, participatory design) it seeks to enhance social cohesion through inclusion and the gradual elimination of all forms of exclusion, but also to activate all its inhabitants of the city to prevent and manage urban crises. To this end, it provides the space, tools and support for the communities to realise their full potential and generates environmental, social, educational, and cultural projects with and by these communities.

<https://incommon.gr/>