



**PAPIRUS**

Public Administration Procurement Innovation  
to Reach Ultimate Sustainability



The research leading to these results has received funding from the European Union  
CIP Entrepreneurship and Innovation Programme under grant agreement n° SI2.662792.



# PAPIRUS International Market Event

19th of November 2014

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Place: The Delegation of the Basque Government in Brussels (Rue des Deux  
Églises / Tweekerkenstraat, 27/ B-1000 Brussels, Belgium)

This document gives a short description of the PAPIRUS project and the aim of the PAPIRUS International Market Event. It also gives a short overview of what will be discussed and what is expected from the public bodies and participating suppliers. Please note that this document gives just a rough outline of the content.

Please note that participation in the Market Event is neither a requirement to bid for the PAPIRUS tender, nor does it give any advantage in the selection process.

In order to participate in the event please fill in the registration form and send it to [administrator@papius-project.eu](mailto:administrator@papius-project.eu). The agenda of the event as well as the registration form may be found on the project webpage.

For detailed information about the project please visit our webpage

[www.papius-project.eu](http://www.papius-project.eu).

**Please do not forget to register for the event.**



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## PAPIRUS project overview

The overall objective of the international PAPIRUS project is to promote, implement and validate innovative solutions enabling the European community to achieve sustainable construction. The project implies an introduction of a new public procurement process focused on providing materials characterized by near zero energy consumption for the repair and construction of buildings in six European locations.

In order to reach the overall objective of the proposal, the following specific objectives have been established:

- To Promote Strategic dual role of Public Procurers. On the one hand, the role of market maker, being the innovative technologies tractor. On the other hand, as early adopter, enabling the deployment of new directives of Nearly Zero Energy Buildings (Energy Performance of Buildings Directive5- recast (EPBD) is leading the transformation for new buildings.
- To develop a new procurement strategy focusing on the identification and assessment of innovation. The process will focus on the identification and evaluation of innovation from the technological point of view (including risk assessment). In addition the new process will integrate a methodology for common evaluating of the tenders from different administrations and different countries.
- To change the “purchase price only” mind-set. A key challenge identified by many public sector organizations is changing behavior within purchasing departments - in particular using purchase price alone to decide between offers, rather than the full life-cycle cost of the product or service.
- To transfer from a local market to European market. This proposal will develop economies of scale, making special emphasis in innovative SMEs.
- To launch a Joint public procurement in 4 pilot sites. All these objectives will be developed through the launch of a Public Procurement of Innovative solution in four European countries (Spain, Germany, Norway and Italy).



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Support for highly innovative SMEs with a clear commercial ambition and a potential for high growth and internationalization is one of the European Commission strategies. Respectively, one of the aims of PAPIRUS project is to push Small and Medium - sized Enterprises to grow and expand their activities across Europe.

**Because of the impact on buildings energy performance, PAPIRUS Public Procurement of Innovation will focus on technologies and solutions that:**

- Reduce the energy losses through buildings opaque envelope (SUPERINSULATION);
- Reduce energy losses in winter and solar gains through window in summer (SMART WINDOWS);
- Technologies that provide good quality natural day-lighting (TECHNOLOGIES FOR THE USE OF NATURAL LIGHTING);
- Solutions that store thermal energy increasing the thermal comfort and shifting heating and cooling peak loads (MATERIALS AND SOLUTIONS FOR THERMAL ENERGY STORAGE);
- Technologies for light weight prefabricated panels with low specific CO2 emissions (INDUSTRIALIZED INTERNAL PARTITION WITH MINIMUM THICKNESS AND HIGH THERMAL AND ACOUSTIC INSULATION AND LOW CARBON FOOTPRINT).

**If you are a manufacturer, service provider or supplier of innovative building products of at least one of the technologies mentioned above this event is addressed to you!!!**



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## Aim of the PAPIRUS International Market Event

Many barriers still discourage innovative manufacturers, suppliers from responding to public tenders or even lead them to avoid such opportunities altogether. Among those barriers are difficulties in obtaining information, lack of knowledge about tender procedures, too short time span to prepare the proposal, too high administrative burdens and most importantly the very limited role that quality currently plays in the evaluation of tenders.

In order to overcome such obstacles and encourage companies to participate in PAPIRUS projects' new Public Procurement Process for Innovative Solutions an International Market event will be organized in Brussels on the 19<sup>th</sup> of November. Introduction of technical dialogue is an instrument to support raising product innovation.

This event will take place before the actual publication of the call for tender. It is one of the ways of informing suppliers in advance about tenders which will include innovative solutions performance criteria. Hence, the suppliers will have more time in order to prepare their proposal and will have the opportunity to enquire the public bodies about their uncertainties and gain as much advice and knowledge needed to prepare the proposal as possible. It will be a great chance for the participating companies to present their innovative products and solutions.

Public bodies will also benefit from these meetings. They will gain deep knowledge of the market - e.g. the availability, cost and possible practical implications of greener alternatives. Gaining more specific knowledge is important. This early market knowledge and engagement will be an important method of capturing intelligence on innovations, project feasibility and market capacity/capability which can then be factored into options appraisal, specification and procurement of the construction project.

Public bodies will have the opportunity to have “technical dialog” with the suppliers who shall provide them with advice which may be useful in the refinement of the tender documents.

During the event public entities will present their main objectives taking into account the types of innovative solutions and the timing of procurement activities. Public Procurers



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will stress that not only purchase price will decide between offers but most of all the full life-cycle cost of product or service. During the second part of the meeting a “brain storming” discussion will be carried out where companies will advise public bodies how to rationally determine the conditions of the specifications. During the third session which will run parallel to the second session, participating companies will have a chance to individually present their products to the PAPIRUS Consortium. In order to present your product to the PAPIRUS Consortium please download the presentation template from the project website and send it to [administrator@papyrus-project.eu](mailto:administrator@papyrus-project.eu) by the 13th of November 2014.

This meeting will give both sides a clear understanding of the role expected of them as a part of the implementation of the public procurement of innovative solutions. The up taken dialog will not only be an excellent way of overcoming the common barriers which discourage private entities to participate in public tenders but also will give Public Procurers invaluable knowledge and advice.

**You can find detailed information about the PAPIRUS International Market Event along with Agenda and Registration form on the PAPIRUS project website!**

**[www.papyrus-project.eu](http://www.papyrus-project.eu)**

*Procurement is the key to unlock innovation*