

**Notes from Workshop**  
**PCP/PPI in Horizon2020 Projects on Earth Observation**  
**3<sup>rd</sup> December 2015, Brussels**

EARSC and BHO Legal organized a workshop on PCP (Pre-commercial Procurement) on December 3 in Brussels to guide public procurers and interested companies on how to approach the H2020 call EO2-2016. The event gathered industry representatives, associations, public procurers, and legal experts, who discussed the special instrument of PCP and potential approaches to the EO2 call. The PCP is a particular approach, whereby the grant is given to public procurers for a joint procurement of innovative R&D services.

Around 30 participants joined the discussion and EARSC facilitated the streaming of the session.

**Apostolia Karamali** from DG GROW presented the H2020 EO2 call. PCP is introduced for the first time in the space sector and could lead to further actions in the work programme 2018-19. PCP is different from other H2020 grants as it aims at creating a demand push. With this call, public procurer have the chance to procure customised Copernicus-based services to their local needs around a specific common challenge.

**Lieve Bos** from DG Connect explained the PCP & PPI instruments in detail. While PCP steers the development of new solutions towards concrete public sector needs, PPI derisks a large market deployment. Under both instruments, the buyer group has to be composed by at least 3 partners from 3 MS or AC (among which at least 2 public procurers from 2 different countries) with a common need. In PCP, EC funds 90% of the direct costs, 10% need to be shared between the buyers group.

The afternoon sessions provided more details on PCP/PPI and innovation procurement in general. **Ingo Baumann** from BHO Legal shared views on PCP/PPI as a good way to overcome the “valley of death”. **Roderic Ortner** from BHO Legal presented the new instrument of Innovation Partnerships under the new Procurement Directive (2014/24/EU).

**Anne Müngersdorff** from OECD presented the success factors for PCP/PPI based on results of an OECD study, which will be published mid-2016. She also exposed a potential roadmap for the EO2 call and provided useful proposal writing tips.

**Agenda and Presentations are available [online](#).**

## **Attendance List**

ACRI-ADWAISEO: Philippe Mettens  
ADS: Alexander Kasper  
BHO Legal: Ingo Baumann  
BHO Legal: Roderic Ortner  
CDTI: Marina Martinez  
DLR: Christian Langenbach  
DTA Puglia Aerospace Cluster  
EARSC: Geoff Sawyer  
EARSC: Ariane Dubost-Bonnet  
EARSC: Lefteris Mamais  
EEA: Eleni Barla  
EEA: Hans Dufourmont  
EURISY: Stefaan de Mey  
EURISY: Grazia Fiore  
European Commission, DG Grow: Nicolas Peter  
European Commission, DG Grow: Apostolia Karamali  
European Commission, DG Connect: Lieve Bos  
Eurosense: Geert Van Muylem  
ERRIN: Anett Ruszanov  
ESA: Thierry Herman  
FCT: João Romana  
Geomatrix: Gedas Vaitkus  
GIM: Vincent Tigny  
H2020 consultant: Stanciu Dan  
NEREUS: Roya Ayazi  
NEREUS: Ilaria d'Auria  
OECD: Anne Mungersdorff  
OHB: Lionel Poncelet  
Planetek Hellas: Stelios Bollanos  
Spaceteqpartners: Stéphane Ourevitch  
Veneto Region: Carlo Dirodi

## **Streaming:**

CloudEO: Emmanuel Mondon  
EARSC: Mónica Miguel Lago  
GMV: María Julia Yagüe Ballester  
IABG: Krätzschar Elke  
NEO: Rob Beck  
Pixalytics: Samantha Lavander