

## **EIC ePitching to procurers on COVID19: co-creating innovative solutions to support European public & private procurers on COVID19**

**30 April 2020**

*This agenda is subject to changes*

### **Context**

In response to the current sanitary crisis, the European Innovation Council [Business Acceleration Services](#) and ICLEI will organize an online market engagement event – ePitching to connect public and private procurers from the health sector with EIC companies providing medical supply (e.g. personal protective garments, medication, test kits, respiratory machinery...) and innovative technologies (e.g. tele-medicine, remote solutions, artificial intelligence for data analysis and prediction, supply chain and logistics management, ...).

### **Objective**

- A first ePitching and co-construction/co-design event is planned for 30 April 2020 in order to connect public and private procurers from the health sector with EIC-backed SMEs
- To gather at least 10 European procurers and 20 to 30 EIC very innovative companies.

### **Needs**

- Collection of **procurers' needs in innovative solutions** and/or challenges/problems facing COVID19
- Listing EIC-backed companies able to propose solutions facing these needs and/or challenges/problems with regards to COVID19
- At least 10 European public & private procurers available to attend the e-pitching

### **Concept of the pitching**

**09h00-09h15 – Registration and ice breaking session**

**09h15-09h25 – Welcoming words** - Jean-David Malo, Director European Innovation Council Task Force-EIC, DG R&I, European Commission

**09h25-09h30 – Introduction** - Bertrand Wert EIC-BAS & Rafael Hirt ICLEI

- **Presentation of EIC matching platform**
- **Presentation of the 2 selected topics of the e-pitches**
- **Upcoming events**

#### **MORE INFORMATION**

[ec.europa.eu/easme/sme](https://ec.europa.eu/easme/sme)

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**09h30-10h10** – Challenge-based procurement – presentation of 6 challenges/problems that European public & private procurers are currently facing in fighting COVID19

*2 minutes per procurers with 4 minutes max Q&A*

- List of 6 procurers presenting their challenges/problems they are/will face with COVID19 outbreak

On the following 3 topics, 2 will be chosen on the base of procurers needs and challenges that will participate to the e-pitching event:

- 1. Medical devices, supply chain and logistics management:** EIC companies with medical devices to help the COVID19 outbreak
- 2. Biotechnology / Health - Drugs, antimicrobials:** EIC Beneficiaries explore new antimicrobials and drugs to tackle new virus
- 3. Tools for Prediction & stopping the spread of new diseases:** Discover EIC innovations working in the contagion phenomena

**10h10-11h** – 1<sup>st</sup> ePitching

*2 minutes per companies with 2 minutes max Q&A - **12 EIC companies pitching***

**11h-11h15** – coffee break – possibility of bilateral meeting between EIC companies & procurers

**11h15-12h05** – 2<sup>nd</sup> ePitching

*2 minutes per companies with 2 minutes max Q&A - **12 EIC companies pitching***

**12h05-12h45** – presentation of **potential future financial support by the European Commission and the European Innovation Council of innovative procurers via the Horizon2020 programme calls for tenders**

- Presentation of Horizon2020 calls by Ana Duarte - DG RTD
  1. Pre-commercial procurement (PCP) for integrated care solutions  
<https://62.141.38.134/topics/SC1-BHC-20A-2020/show>
  2. Public procurement of innovative solutions (PPI) for diagnostics for infectious diseases <https://62.141.38.134/topics/SC1-BHC-20B-2020/show>
- Presentation of Horizon2020 calls by Lieve Bos - DG CONNECT
  1. Pre-commercial Procurements (PCP) for digital health and care: DTH-14 (call deadline 18 June 2020)

- Presentation of COSME calls by Ivo Locatelli- DG GROW
  1. “Training for SME-Friendly policies in Central Purchasing Bodies”  
GRO/SME/19/B/07 – 400.000€
  2. “Co-Financing of Consortia for Public Procurement of Innovation”  
GRO/SME/20/B/05 – 10M€
  3. “Creating links for the facilitation of public procurement of innovation”  
GRO/SME/20/B/06 – 1.200.000€
- Presentation of the “Future EIC scheme to support Public Procurers of Innovative Solutions”, Nicolas Sabatier – DG RTD, EIC, Advisor to EIC Director

**12h45 – 13h: Follow up & closure of the day**

**14h00 – 15h00: Optional: One to one meetings**

Post event session in which participants can schedule one to one meetings

***Optional: additional session with procurers 5 to 10 days later for EIC companies to present innovative solutions to challenges/problems identified***

**Public and private procurers wanting to participate in this event please contact the**

**European Innovation Council Business Acceleration Services**

**at**

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And [rafael.hirt@iclei.org](mailto:rafael.hirt@iclei.org) Tel +49 761 3689286

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