



Growing together Presentation



European Commission « Innovation and Public Procurement » Study (2005)

Public procurement of innovations has heavier requirements for interaction between buyers and potential suppliers than does 'regular' public procurement of standard products.

UK Government Report on Public Procurement (2005)

The Government's philosophy is that there should be a level playing field for business seeking to bid for contracts. At present, public sector structures and practices too often mean that small businesses are disadvantaged through lack of knowledge of available opportunities or assessment and selection systems that unfairly disadvantage them.

As a result, the public sector too often misses out on gaining access to best value, efficient and innovative suppliers of goods and services.

pactepme 



Comité | RICHELIEU

- 275 members
- On average : 55 people, 6 million €
- Founded in 1989



Towns

- Paris
- Versailles
- Angers Loire Métropole



Gouvernement Ministries

- Ministère de l'Ecologie, de l'Energie, du Développement durable
- Ministère de l'Economie, des Finances et de l'Emploi
- Ministère de l'Enseignement supérieur et de la Recherche
- Ministère de l'Intérieur, de l'Outre-Mer et des Collectivités Territoriales



Government held companies

- EDF
- La Poste
- RATP
- SNCF

Agencies

- AFP (Agence France-Presse)
- CEA (Commission for Atomic Energy)
- CNES (Space agency)
- DGA (Armament agency)
- IFP (Research and training centre in the field of energy)
- Météo France
- RESAH (buyers network for hospitals)
- UGAP (Public Sector Buying Group)

Private companies

- Air Liquide
- Alcatel-Lucent
- Alstom
- Arkema
- Bruker Biospin
- Bull
- Capsugel (Pfizer)
- Continental Automotive
- Danone
- Dassault Systèmes
- DCNS
- Ericsson France
- GE France
- Gemalto
- INEO Suez
- Ingénico
- Lagardère Active
- Lexmark International
- L'Oréal Research
- MBDA
- Microsoft France
- Norauto
- Renault
- Rhodia
- Roquette
- Sagem Défense Sécurité
- Sanofi-Aventis
- Schlumberger
- Schneider Electric
- SFR
- Siemens
- Société Générale
- Technip
- Thales
- Total



Our vision

Innovation = risk

By SMEs = risk²

Worth it :

New ideas easier in new companies

Leverage effect on companies and economy



More than 2 difficulties

Time to identify and manage

NIH

Risk on project

Risk on company



Building an answer

3 year incubation -> SME Pact joint association

1. Commitment to openness and support

By high level management, monitored by a special committee

2. Support for sourcing innovative SMEs

3. Growth boosting programme for innovative suppliers

4. Platform for policy makers

IFU/OFU, Passerelle, RAPID, art 26, SBIR



2 proposals for Europe

An « Alliance for Growth Ecosystems »

A SBIR programme



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Thank you

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Funding of prototypes and testing

Key for innovative SMEs

Two difficulties

Budget

Competition