



## Question(s) submitted:

### I. Eligibility criteria

**1. Question: The call asks for public authorities, and a public body as a coordinator. Is the public authority a public procurer or it can refer to other type of public entities as innovation agencies, Ministries departments with no innovation buying potential, etc.? I guess the core of the proposed consortium is a public procurer, but then the requested tasks are probably more consultancy oriented.**

Answer: Applicants must be legal entities forming a consortium. A non-exhaustive list of types of entities that can participate in the consortium includes: non-profit organisations (private or public); public authorities (national, regional, local); universities or educational institutions; research centres; profit making entities. Natural persons are not eligible.

Applicant consortia must have at least 2 members from at least 2 eligible countries. At least one member of the consortium has to be a public authority (European, national, regional, local). The coordinator of the consortium shall be a public body. Such a body may be any public entity that has the necessary skills and potential to fulfil the objectives set out in the call, either by itself or with other members in the consortium. It does not necessarily have to incorporate any significant procurement functions itself.

**2. Question: We are a Research and Technology Organisation based in central Europe falling under the national procurement law. What is the definition of “Public Body” for this call to be able to evaluate if we could participate as coordinator? (i.e. “The coordinator of the consortium shall be a public body.”)**

Answer: 'Public (law) bodies' are entities established as such under national, European or international law. The coordinator of the consortium shall be a public body, i.e. a public law body WITH LEGAL PERSONALITY, meaning a public entity being able to represent itself and act in its own name, being capable of suing or being sued, acquiring and disposing of property, entering into contracts. This legal status is confirmed by the official legal act establishing the entity (a law, a decree, etc.).

**3. Question: We are not sure whether our organisation could be considered as a "public authority" in the meaning of the call's eligibility conditions.**

Answer: In the context of this call for proposals "public authorities" are any public entities to which the EU Directive 2014/24/EU on public procurement applies.

**4. Question: One of our potential partner is located in Norway. Is Norway participating in the COSME program?**

Answer: Norway is not a COSME associated country. For more information on the specific eligibility criteria, please see section "6. ELIGIBILITY CRITERIA" in the terms of reference on page 13.

### II. Activities

**1. Question: Within section 2.4 Eligible activities, section A) Define the role and fine tune the tasks of the Innovation Procurement Broker, it says that as one the main deliverables, the applicant will have to develop a sustainable business model for an Innovation Procurement Broker. Could you please, specify what exactly do you mean by that?**

Answer: As one of the main deliverables, the applicant will have to develop a sustainable business model for an Innovation Procurement Broker linking buyers and suppliers of innovative solutions within the European Single Market. The applicant is expected to come up with a clear, comprehensive and sound method, which ensures a proper implementation of all activities foreseen in the call.

The method will have to be outlined in the proposal and will be fine-tuned at the occasion of the kick-off meeting and further during the implementation of the call (if required). The final report shall, inter alia, include a sustainable business model outlining the main features of a successful Innovation Procurement Broker with the aim of encouraging the take up and replication of similar initiatives at different level in the COSME countries.

The description of the business model will take the form of a stand-alone document to be annexed to the final report. The model shall include recommendations on how to establish sustainable Innovation Procurement Brokers, potentially also on a commercial level. It shall serve as a discussion paper for a dedicated workshop which the European Commission will organise tentatively around 6 months after the end of the pilot and to which the beneficiary may be invited to illustrate its case study.

**2. Question: Regarding the call COS-LINKPP-2017-2-02, I would like to arise a question about the eligibility criteria. In the website of the call it is said “specific focus will be put on the broad area of topics related to environmental sustainability and energy efficiency within the European Single Market”. Does it mean that other topics related to innovation procurement cannot be considered?**

Answer: This call for proposals will support one pilot for the co-financing of one Innovation Procurement Broker to develop and implement a sustainable method for the successful facilitation of public procurement of innovation. A specific focus will be put on the broad area of topics related to environmental sustainability and energy efficiency within the European Single Market.

In these areas, the Innovation Procurement Broker can promote the public procurement of innovation of different types of technologies or services. For example, they can be technologies based on artificial intelligence or innovative materials or the use of data, as long as they contribute to the overall theme of environmental sustainability and energy efficiency.

The Innovation Procurement Broker in this pilot is meant to facilitate public procurements of innovation only in the areas of environmental sustainability and energy efficiency. However, we believe that this is a wide enough area that can be approached from a variety of angles which can have applications in the area of sustainability and energy efficiency (e.g. materials, artificial intelligence, Internet of Things etc.)

**3. Question: We are a little concerned as the call specifies the topic of Sustainability and Energy Efficiency, and our project idea does not fits clearly with this. As only one project is approved, can we know if there our proposal will be interesting?**

Answer: Please see answer to Question 2 above.

**4. Question: We are considering including a large consultancy as a part of our consortium to work with technical aspects of market consultations during the projects. Are their staff costs eligible for project funding if they are given at cost rather than commercial rates?**

Answer: Please refer to the "12. FINANCIAL PROVISIONS" section in the terms of reference (from pg. 18). Moreover, the conditions for the eligibility of direct personnel costs are outlined in detail in the Model Grant agreement (see article 6).

**5. Question: In the section 2.4.B of the call for proposals it is requested that more than 10 public buyers and more than 20 suppliers have to be identified. These buyers and suppliers should be identified in advance in the proposal or this task of identifying participants can be developed as the project goes on?**

Answer: Buyers and suppliers, as described in section 2.4.B of the call for proposals (i.e. "Promote and manage two networks of stakeholders in the European innovation eco-system"), do not have to be identified in the proposal.

However the applicant will have to develop a clear, comprehensive and sound method for creating the networks of stakeholders, including the approach to select stakeholders to engage in the networks and the way these stakeholders will be consulted. The method will have to be outlined in the proposal and will be fine-tuned at the occasion of the kick-off meeting and further during the implementation of the call (if required).

### **III. Submission / Partner search**

**1. Question: I would like to ask you if there was been organized a partner search service for the call COS-LINKPP-2017-2-02 "Innovation procurement broker: creating links for the facilitation of public procurement of innovation"**

Answer: The Participants Portal features a number of partner search functions. Please see following link for more information:

[https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner\\_search.html](https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html)

The page allows applicants to find partners for project ideas among the participants of past EU projects. Simply enter a keyword of a past call for proposals for finding related organisations. You may also search by geographical criteria or by types of organisation. For a more specialised partner search service see you online manual.