



**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.



## MARKET EVENTS

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### Germany Italy Norway Spain

This document gives a short description of the PAPIRUS project and the aim of Market Events. It also gives a short overview of what will be discussed and what is expected from the public bodies and participants. Please note that this document gives a 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.

As the events are organized in different countries, each Market Event has an individual, separate Agenda as well as Registration form. Detailed information regarding particular events is to be found on the PAPIRUS project website ([www.papirus-project.com](http://www.papirus-project.com)) in the “Market Events” bookmark.

Please do not forget to register for the event.



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## 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.



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- 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).

**Because of the impact on buildings energy performance, PAPIRUS 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).

**In order to achieve PAPIRUS objectives the participants of the Market Events should be manufacturers, service providers and suppliers of innovative building products and materials concerning at least one of the above mentioned technologies or solutions.**



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## Aim of the Market Events

Many barriers still discourage 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 tenders procedures;
- too short time span to prepare the proposal;
- too high administrative burdens.

In order to overcome such obstacles and encourage private entities to participate in PAPIRUS projects' new Public Procurement Process for Innovative Solutions **Market Events** will be organized in four countries where public tenders are to be launched.

These Events are to be conducted before the actual publication of the call for tender. It will be one of the ways of informing suppliers in advance about tenders which will include innovative solutions performance criteria. Hence, the suppliers will have a lot of 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.

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.

Market events will be conducted about 6 months before the official publication of the call for tender. Therefore public bodies will have the opportunity to have “technical dialog”



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with the suppliers and be provided with advice which may be useful in the preparation of the tender documents.

During the events public entities will present their main objectives taking into account the types of innovative solutions and the timing of procurement activities. Public Procurers will stress that not only purchase price will decide between offers but most of all the full life-cycle cost of product or service.

These meetings 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 Market Events in particular countries along with Agendas and Registration forms in the “Market Events” bookmark.**