

***IMPORTANT NOTICE:*** *In the case incoherence between the information in this presentation and the official documentation of the call, the texts of the official call (ITT) and all related annexes prevail.*

# Projecte IMAILE

**Information session 08.10.15  
Viladecans**



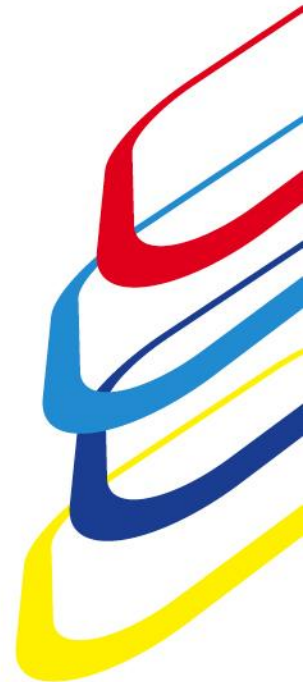
Co-funded  
by the European Union

- Introduction to IMAILE
- Stages of the IMAILE project
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# Introduction to IMAILE

- 10 partners in 7 countries
- 4 partners - buyers group:
  - Halmstad (Sweden) – coordinator
  - Konnevesi (Finland)
  - Sachsen-Anhalt (Germany)
  - Viladecans
- 6 support organisations PCP, ICT and Communication
- First PCP (Pre-commercial Procurement) of Education at EU level
- PCP Budget: 3.8 million €
- Financed by 7th FP Programme



## Objective

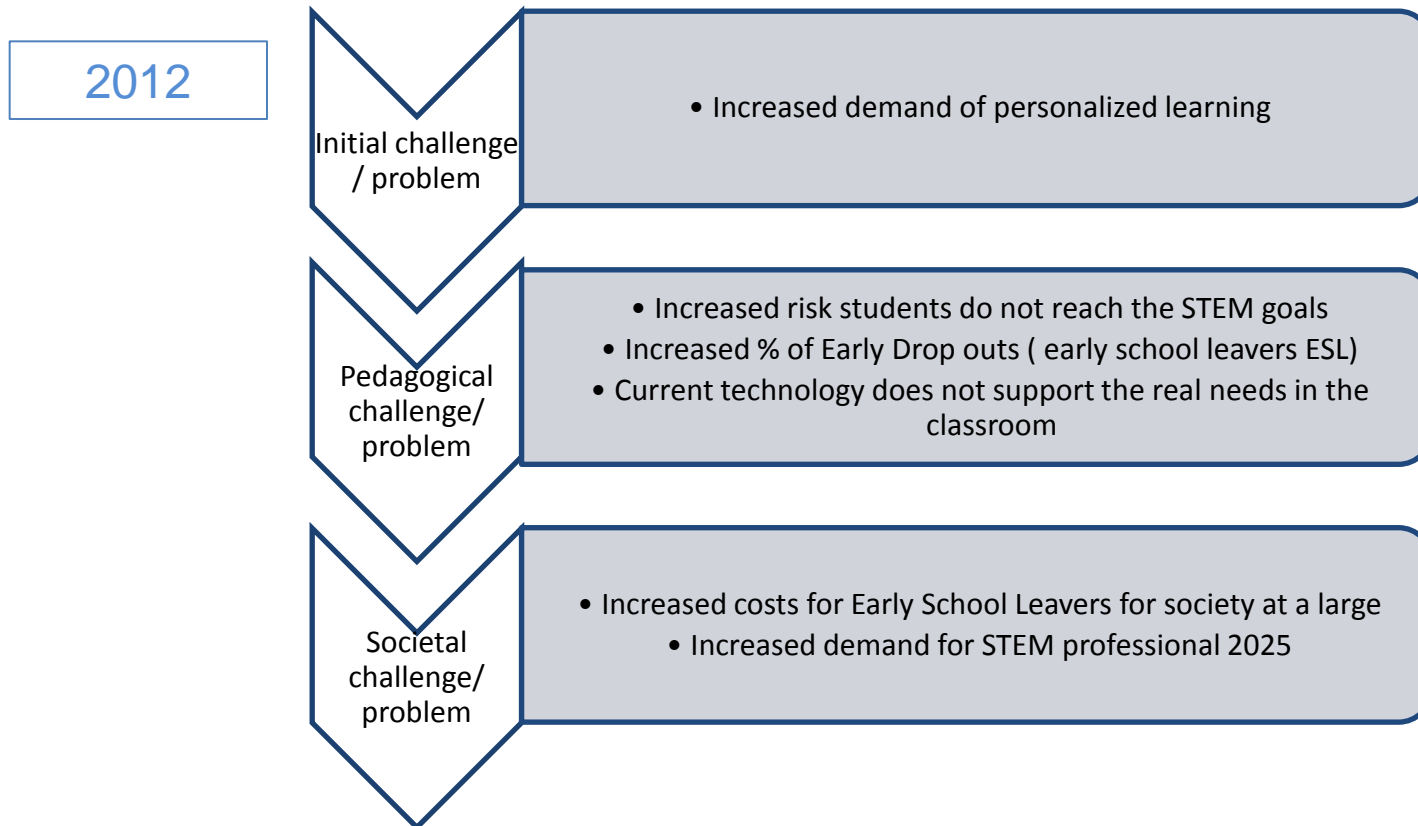
The overall objective of IMAILE is to use the PCP process to identify innovative technologies and services which address the challenge of providing next generation Personal Learning Environments (PLE) in primary and lower secondary education within the subjects of Mathematics, Biology, Chemistry and Physics (STEM subjects)

[Personalised learning: how the student learns in 2020](#)





# I. Common identified challenge



## II. Prestudy need and market (proposal)

### III. Approved project

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According to an initial need and market analysis, there was no solution at the market that answered to all the identified needs – **INNOVATION GAP**.

A project proposal was submitted under 7FP of the EU. The proposal considered that the Precommercial Procurements was a suitable tool to answer to the identified INNOVATION GAP.

The project started in 01.02.14.



## IV. Need and market analysis in depth

### V. Verification of State of the Art/ Market consultation



April- November 2014 – need analysis in Sweden, Finland, Germany and Spain and European level.

- Surveys/workshops with STEM teachers (primary and secondary) at European level
- Surveys/workshops with IMAILE procurers
- Surveys to procurers outside the IMAILE consortium
- Workshops with students (primary and secondary)

The results is based on the participation of:

- 550 European teachers
- 520 European students
- Procuring organization (1/3 member states)





## IV. Need and market analysis in depth

### V. Verification of State of the Art/ Market consultation

A deeper need and market analysis reconfirmed the ***innovation gap*** that was originally identified. In this sense, it was carried out:

- 2 *Request for information* (RFI) delivered to suppliers
- Feature list

The need and market analysis was verified by the CE.



## IV. Need and market analysis in depth

### V. Verification of State of the Art/ Market consultation

#### •Challenges

Challenges	Identified content
Expected impact	
Pedagogical Challenges	<p>Challenge 1 - Full implementation of personalized STEM learning approach for all students including SEN( special education needs) support</p> <p>Challenge 2 - Increase STEM motivation and students results using technology enhanced learning</p>
Direct impact	
Technical Challenges	<p>Challenge 3 - Technology applicable to all devices , Interoperability and scalability of innovative digital solutions</p>
Direct impact	
Societal Challenges	<p>Challenge 4 - Labor market and increased demand of STEM professionals 2025</p> <p>Challenge 5 - Costs and risks of Early school leavers for EU Member States</p>
Indirect impact	

#### •Definition of PLE and STEM scope according IMAILE project

► Please consult Challenge Brief

## VI. Joint PCP call for tenders

It allows dialogue between demand and supply side

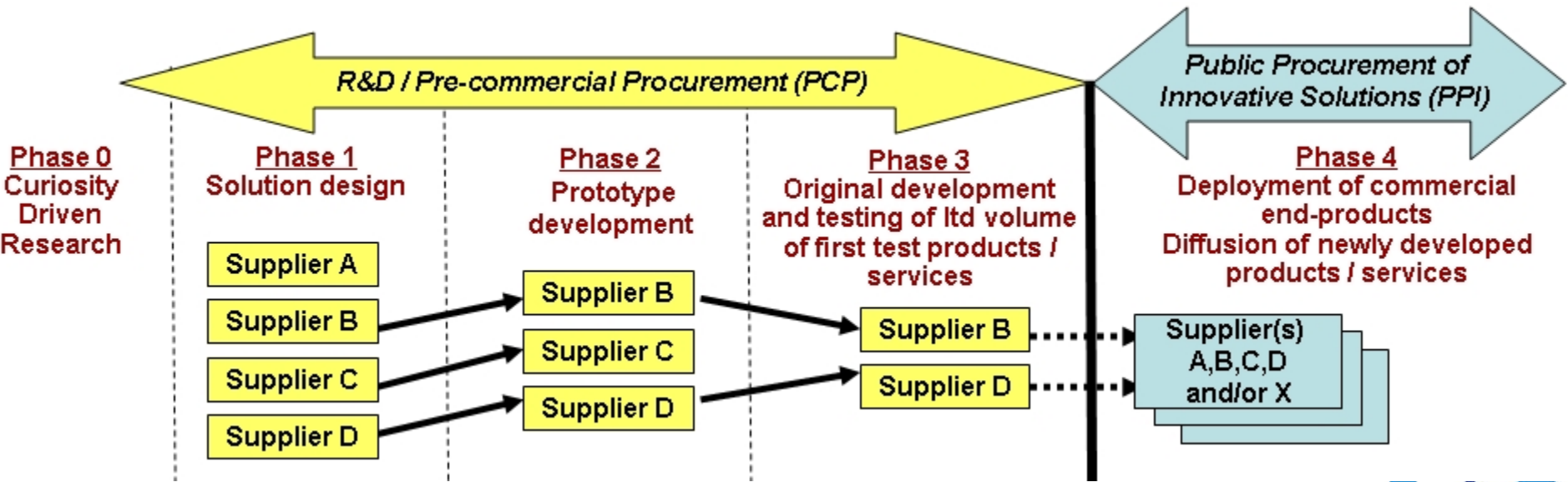
It steers the development of solutions towards concrete public sector needs, whilst comparing/validating alternative solution approaches from various vendors

User driven  
innovation



The [new EU public procurement directives 2014/24/EC](#) , [2014/25/EC](#) 2014 c

# VI. Joint PCP call for tenders



Source: COM/2007/799 & SEC/2007/1668



## VII. PCP – 3 phases

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### **Phase 1 – Solution design development**

Up to 380.000 €- to be distributed among 8 projects (max.) – max. 47.500€ per project

### **Phase 2 – Prototype development**

Up to 1.520.000 € - to be distributed among 4 projects (max.)– max. 380.000€ per project.

### **Phase 3 – Proof of concept / smaller test series \***

Up to 1.900.000 € - to be distributed among 2 projects (max.) – max. 950.000€ per project.

\*In the last phase, the prototypes must be tested in real scenarios: schools in Halmstad (Sweden), Magdeburg (Germany), Konnevesi (Finland) and Viladecans (Spain).



## VIII. Resultat

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At the third phase, 2 innovative solutions that answer to the identified challenges and the requirements stated at the *Challenge Brief* will be selected.



# IMPORTANT DATES

- **Launch of the call** – 01.10.15
- **Open until 30.11.15** – 60 days
- **Information session in Halmstad** 19.10.15 to clarify doubts on the PCP documentation and other issues (registrations until 10.10.15)
- **Selection of 8 proposals for the 1st phase** – foreseen for January 2016
- **Phase 1 – Solution design development:** Approx. 3 months (foreseen – February 2016)
- **Phase 2 – Prototype development:** Approx. 6 months (foreseen – May 2016)
- **Phase 3 - Proof of concept / smaller test series :** Approx. 7 months (foreseen - January 2017)

- **Invitation to tender (ITT) published on TED:**

<http://ted.europa.eu/udl?uri=TED:NOTICE:349526-2015:TEXT:EN:HTML>

- The Invitation to tender (ITT) and all related annexes can be downloaded at the website of the IMAILE project prior registration:

IMAILE WEBSITE ➡ PUBLIC TENDERS ➡ CALL DOCUMENTS

<http://www.imaile.eu/public-tenders/call-documents/>

- Contracting Authority: Halmstad City Council





## PCP documents

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### ▶ Invitation to tender

The general terms and conditions of the call.

### ▶ Annex 1 – The Challenge Brief - **IMPORTANT**

Description of the main challenge and sub-challenges, state of the art, minimum requirements etc.

Central document during the evaluation process

### ▶ Annex 2 – Tender form for applicants

Form to be used when submitting the proposals and related annexes

### ▶ Annex 3 – Guidance for applicants using the tender form

Guide explaining how to complete the tender form

### ▶ Annex 4 – Questions and Answers

Frequently Questions and answers

### ▶ Annex 5 – Framework agreement

Framework contract to be signed between the Contracting Authority– Halmstad – and the selected companies at the first phase. It sets out the conditions (rights and obligations between the Contracting Authority and the contractors) for the entire duration of the PCP process.

## Documents de la convocatòria- 2

### ▶ **Annex 6 – Phase Contracts – work order**

Individual contract for each one of the 3 phases to be signed by the Contracting Authority and the contractors selected for each phase. It sets out the specific conditions for each phase.

### ▶ **Annex 7 – Assessment criteria and Scoring model**

Assessment criteria to evaluate the proposals received, the reports at the end of each phase and the service proposal for next phase. The assessment criteria will be the same for all phases, although the scoring weight might change, prior notice.

### ▶ **Annex 8 – Progress interim report template**

Template to submit interim progress reports in the middle of each phase.

### ▶ **Annex 9 - End of phase report and services offer for upcoming phase template form**

Template to submit the progress report at the end of each phase and to present the service proposal for the next phase.

### ▶ **Annex 10 – Invitation to information meeting**



## FAQs – am I eligible?

Is my organization eligible to submit a tender to the PCP?	The PCP call is open to all legal entities of the European Economic Area, or of any country having concluded a Stabilization and Association Agreement with the EU, willing to commit its resources to R&D services and operational activities related to the PCP contract and that can demonstrate a route to market for their proposed innovative solution after the tender process ends. Please refer E4 - ITT for further details.
I'm representing a "pre-start-up", may I apply?	Yes, however the Framework Agreements will only be awarded to legal entities (natural or legal persons).
My organization is an university, may I apply?	Universities may apply, however they must demonstrate a route to market, i.e., the tender must include a plan to commercialize the results.
As a University, should I use "Full Economic cost" (fEC)?	No. Prices should be calculated to reflect fair market value.
My organization is a Research Centre/Technology Transfer office, may I apply?	Yes, considering that the Research Centre or Technology Transfer Office is a registered legal person, able of demonstrating its financial capacity and also demonstrate a route to market, i.e., the tender must include a plan to commercialize the results.

## FAQS – Consortia

<p>Can I work in collaboration with other companies and submit together a single tender?</p>	<p>Yes, tenders from consortia are accepted as well as tenders from single legal entities. However, the contract will be signed with the Contracting Authority of the consortium after the verification of the power of attorney of all members.</p> <p>Also, contractors may identify components of the work which they wish to subcontract and may also employ specialists consultants or advisers if they believe this will increase the chances of the project being successful. Subcontractor must be stated at the tender. If the contractor wishes to rely on the resources of a subcontractor, the contractor is advised to submit a written commitment from such subcontractor to make available his resources to the contractor for the full duration of the project.</p>
<p>Can I submit multiple tenders individually or as a consortium?</p>	<p>No. Individual contractors or the same consortium can only prepare and submit one single tender.</p>
<p>Can I submit a tender individually and be a member of a consortium submitting another tender?</p>	<p>No. Any entity or individual presenting a tender or any entity or individual member of a consortium presenting a tender, cannot submit another tender or be a member of a/other consortium presenting another tender.</p>
<p>Can I be a member of 2 different consortia submitting 2 separate tenders?</p>	<p>No. One entity or individual member of a consortium presenting a tender cannot be member of other consortium presenting another tender..</p>

# FAQS - Varis



<p>How do I submit my tender?</p>	<p>Instructions on how to submit a tender can be found in the invitation to tender available at en <a href="http://www.imaile.eu">www.imaile.eu</a>. Details of the challenge and expected outcome of the project can be found in the Annexes to the Invitation to tender.</p>
<p>Who owns the Intellectual Property generated by the project?</p>	<p>The Intellectual Property rights are to be retained by the contractors although certain rights of usage will be given to the Contracting Authority and the members of the buyers group, including irrevocable, royalty-free non-exclusive right to use the newly developed solution/services (including the prototypes). As well as the right to publish key results of the PCP. A call-back option of the IPR is included in case of non use (during 2 years) or abuse of the IPR by the companies.</p> <p><b>Please refer to ITT and Framework Contract for further details.</b></p> <p>In Europe public procurers often opt for exclusive development contract conditions. Exclusive development means that the public purchaser reserves all the results and benefits of the development (including IPR) exclusively for its own use. The companies that have developed the product/services cannot reuse them for any other potential customers.</p> <p>Public procurers are to leave the IPR ownership rights with the companies in return of a cheaper development price compared to exclusive development.</p>

## More information:

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- After publication of the call, all questions must be sent in written form to the project coordinator: Ellinor Wallin ([ellinor@euprojektkonsult.se](mailto:ellinor@euprojektkonsult.se)). All questions will be included at the FAQs section on the project website and will be also sent to all suppliers that have been registered at the website - Deadline: 20/11/15
- [IMAILE's group on LinkedIn](#) for networking, presenting expertise, needs and demands of possible partners to build tender consortia.
- Newsletter
- Information session in 19.10.15 to clarify possible doubts of the PCP documentation and other related issues.
- <http://www.imaile.eu>
- @imaileproject

## IMAILE Contacts

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