



iProcureNet

Innovation by developing a European Procurer Networking for security research services

Key findings – October 2023



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1 The iProcureNet project

iProcureNet is a five-year project funded by the European Commission under the Horizon2020 programme for research and innovation and coordinated by the French Ministry of Interior. It aims to create an **ecosystem of procurers, prescribers, legal advisors and other key stakeholders of public security procurement**, to share procurement trends and needs, and open pathways for innovation in public procurement and joint public procurement across EU member states.

In an innovative three-cycle process, iProcureNet will map the European procurement environment, compare national investment strategies, identify innovation needs, and analyse security markets.



Figure 1: iProcureNet outputs

Find more information on the project and how to get involved as a public security procurement expert on www.iprocurenet.eu.

2 What iProcureNet did in the past six months

Continuous efforts to enlarge the iPOP community and the network

iProcureNet has made good progress in reaching other EU projects and initiatives in order to enlarge the community by proposing new stakeholders to enrol in the iPOP and become active members. The PROTECT project which aims to identify public buyers' needs in the different domains of climate services, analyse them and prepare the PCP for them was identified by WP4 has been invited to join the community. In exchange, dissemination of the project was done by IPNCs and TGLs who also collaborated in an ongoing survey prepared by the project members.

The iProcureNet Charter was revised by WP1, WP6 and ARTTIC to take into account the changes needed further to the new iPOP platform.

In addition, during the General Assembly in Cyprus on 12 and 13 September 2023, a proposal was raised to organise a training on "Community management techniques" for the IPNCs and TGLs. This action will help IPNCs to increase the interest from different organisations and to adapt communication strategy to target new members in the different fields (procurement, LEAs, academia, etc.)



In fact, this action has become necessary to achieve the KPI. Due to lack of interaction on the platform, as managing a community or a group of professionals on a network like IPOP require an adapted strategy and a close monitoring. Some IPNCs and TGLs have posted articles on their groups but there is no exchange with the members, as it is difficult to obtain reaction from them or interaction.

IPNCs continued to carry out on their role of communication about the project in their respective countries and online groups on the IPOP platform. A specific template was elaborated (see figure n°1 below) to reach out to their contacts in their countries can be found in the next page.

It is planned in the coming weeks that after the meetings held between the coordinator and the WP leaders about KPIs, WP1 will organise a session with the IPNCs to see how they can contribute to reach the different KPIs of the project.

<IPNC's name>
<IPNC's position>
<IPNC's organisation>
<IPNC's contact details>

<Name>
<Organisation>
<Other available contact details>

Dear <Sir, Madam>,

As <IPNC's occupation> of <IPNC's organisation>, and as iProcureNet National Contact Point for <IPNC's country>, I would like to introduce to you the iProcureNet Network and Community of which I think you may benefit.

iProcureNet is an initiative that started in mid-2019 with funding from H2020. The European Commission tasked our 14 consortium partners with developing tools and methodologies to aid two things in Europe: a) Joint-Cross Border Public Procurement, and b) Procurement of Innovation.

So far, this has resulted in a lot of impressive research on how to better enable different national public authorities around Europe to procure security products and solutions together, and on how public authorities can buy innovation. This knowledge populates our Toolbox. We've also created a secure online platform for all stakeholders of the procurement value chain (from end-users, to procurers, all the way to innovators), to finally have a common space to discuss and share experience on topics of interests: this brief video will present to you the platform and its benefit to professionals of the security sector involve in procurement and in innovation. The project also delivers competence building webinars and trainings at least twice a year.



<Your organisation letter head>

and in innovation. The project also delivers competence building webinars and trainings at least twice a year.

Through our network, we are creating Buyers Groups: they are groups of public authorities that have found a common need and are interested in buying together thanks to the developed methodology. Key security areas covered are: Disaster Resilience, Border & External Security, and Crime & Terrorism.

We are now looking to extend our network, which currently contains 9 public procurement institutions, in order to better spread our knowledge and eventually advance towards actual joint procurement in the next few years. This is why we are contacting you, and we would be delighted to discuss with you the benefits of joining the network in a short meeting.

With best salutations

<Your signature>

With support of the iProcureNet project and the European Commission



Web: <https://www.iprocurenet.eu/>
Email: contact@iprocurenet.eu
LinkedIn: <https://www.linkedin.com/feed/>
Youtube: [@iprocurenetproject](https://www.youtube.com/@iprocurenetproject)
EU Cordis webpage: <https://cordis.europa.eu/project/id/832875>



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 832875.

<Your organisation footer>

Keeping track of investments needs and JCBPP segment candidates

Continuous analysis of investment plans and targeted identification of innovation needs permitted to adjust the segments and candidates list for joint procurement. These results proof validity of the findings in third cycle.



Close cooperation with several innovative solutions providers was established and several workshops are planned for the next period. Contacted projects are: ODYSSEUS, EURMARS, INHERIT.

During this period, findings in third cycle were monitored and aligned with current trends. No needs for changes were identified.

All partners actively participated in definition, testing and evaluation of the updated methodology development. Furthermore, a benchmark with similar methodologies from other similar projects was organised in order to assess iProcureNet's methodology and identify additional ways for improvements. Results of the process will be reported in a specific deliverable: Inventory of the innovation procurement for the future joint procurement (M60).

Updating of the most promising segments

The following activities were foreseen for the period May – November 2023:

- The Revised list of the most promising segments for JCBPP for the 3rd Cycle (Deliverable D3.6) that is presented to Work Package WP4 and Description of Methodological Process for Common Procurement, WP3 - Feasibility analysis and recommendations (Deliverable D3.7), that is presented to Work Package WP5, will be supported by more detailed knowledge and information for WP4 team, for buyers' groups, iProcureNet Network and other interested cooperation partners.
- There will be additional activities to find the best suitable structure and environment for Knowledge Factory and to propagate it with the relevant content that is useful to support JCBPP and activities of LEAs within the iProcureNet Community.

During that period, the Revised list of the most promising segments for JCBPP for the 3rd Cycle (Deliverable D3.6) was reviewed, slightly modified according to the remarks from EC reviewers and presented again. This did not affect the Description of Methodological Process for Common Procurement, WP3 - Feasibility analysis and recommendations (Deliverable D3.7).

Additional activities were conducted to find the best internal structure for Knowledge Factory and relevant information on JCBPP practices on focus items and its legal framework and financial capacities were researched to support the data propagation to Knowledge Factory.

1. We conducted 3rd online survey **on Joint cross-border public procurement**. This survey collects **experiences and opinions on joint cross-border public procurement (JCBPP)**. The survey results will feed into our feasibility studies, helping to establish joint procurement pathways and policy recommendations and ultimately building the Common European Security market. The survey was shared widely through partners, social media (, RTOs but also the CERIS community and other stakeholders of security procurement. It was allow to share it with potential respondents who have not done JCBPP personally but can have opinions or knowledge about JCBPP.



<https://ec.europa.eu/eusurvey/runner/iProcureNetSurveyJCBPP2023>

https://www.linkedin.com/posts/iprocurenet_survey-on-joint-cross-border-public-procurement-activity-7064864745245261824-MFi6?utm_source=share&utm_medium=member_desktop

2. On 31st of May 2023 MoI presented results of the iProcureNet project at the “Research and Innovation Symposium for European SECURITY and Defense” The presentation with the title Is public procurement hindering factor in the uptake of Innovation? debated the role of public procurement in security research and Innovation, presented the steps that the project iProcureNet is taking to promote Innovation, and ultimately answer the question if public procurement is a hindering factor in innovation uptake. As the conclusion it was stated that the frustration of end-users complaining about public procurement as an obstacle to Innovation could be addressed by procurement departments by explaining instruments to promote innovation. It is also vital to the success of innovation procurement that the end users are involved in these procurement instruments; for example, they should be part of the team responsible for conducting preliminary market consultation.

https://rise-sd2023.eu/wp-content/uploads/2023/06/rise-sd-proceedings-book_sallon_compressed.pdf

3. To facilitate a more in-depth discussion on the innovation needs, we proposed and organized an onsite workshop during the iProcureNet GA meeting held on September 12th in Cyprus. This workshop served as a platform to delve into the technical aspects of the most promising segments for JCBPP, as advised by the reviewers during the last review meeting.

During the workshop, the participants focused their attention on three out of the eight identified segments. These three segments were deemed particularly promising for JCBPP. The workshop facilitated extensive discussions on the visions of the practitioners and fostered debates on the unification of technical requirements.

The segments that received further attention and were thoroughly discussed during the workshop include the following:

- a. Mitigation and adaptation to climate change
- b. Use cases of artificial intelligence by LEAs
- c. Drones and in-drone technology.

Building upon the insights and discussions from the onsite workshop, an initial draft of the use cases has been prepared. Moving forward, a more refined and structured version of the use cases will be developed within WP4. This comprehensive version will be shared with all consortium partners for their valuable input and preferences. Furthermore, consortium

4. On 20th of September, Jozef Kubinec participated in the International Digital Security Forum in Vienna. The [event](#) aimed to bring together international and national leadership and stakeholders for information exchange, collaboration, and partnership building under the conference motto of "Digital resilience – the basis for a safe, secure, and free society". Jozef



took part in the panel discussion on "Fighting against Organized Crime in the Digital Era: Tools, Technologies, and Strategies", where he discussed various topics related to public procurement.

Key take-outs are following:

In the security sector, it is often perceived that public procurement hinders [innovation](#) uptake. Suppliers struggle to understand the needs of end-users, and both sides perceive bureaucratic rigidity in public procurement. However, in the [iProcureNet project](#), we believe that public procurement can be a catalyst for innovation. This can be achieved through the utilization of various instruments, such as:

- Pre-commercial procurement and PPI
- Joint cross-border public procurement
- Preliminary market consultation as a legal and flexible way to communicate with suppliers
- Promoting [innovation](#) through value engineering

https://www.linkedin.com/posts/jozef-kubinec-741219a6_idsf23-security-innovation-ugcPost-7117419431466528770-dHJ3?utm_source=share&utm_medium=member_desktop

Technical adjustments to the Toolbox

Essential work has been carried out to provide inputs and design suggestions regarding the technical implementation of R3 of the Toolbox. A user experience approach was better defined thanks to internal surveys and regular meetings with technical implementation teams.

Training workshops and dissemination

Continuous monitoring and review of training and workshops challenges, as well as best way to meet them, were at the heart of interesting discussions with some members of the consortium. Interesting subjects were identified (AI for Public Procurement, Innovation procurement for climate resilience, etc.)

Finally, PJ participated in the CERIS SSRI event on Innovation Procurement, in Brussels, on the 6th July 2023, presenting the Toolbox as a contribution to foster joint cross-border public procurement in the security sector.



3 What to expect from iProcureNet in the next six months

- Training on “community management” to be provided for IprocureNET National Contacts and Topical Group Leaders, provided that the funding is approved by the coordination team of the project.
- Organising a meeting between IPNCs and TGLs to involve them in the need for attracting new members to the Network and the Community.
- Re-organise a meeting between DrugDetect project and IprocureNET.
- Connect IprocureNET and Shield4crowd projects that have some common areas of interest as the latter involves a collection of security end users' needs, knowledge exchange between stakeholders, implementation of desk research and analysis, and conducting educational initiatives to support the preparatory activities for a pre-commercial procurement.
- Participating in the final conference of the project in Paris.
- There is planned to have additional analysis on the all three revised lists of the most promising segments for JCBPP (for the 1st, 2nd and 3rd Cycle) in order to analyse the dynamics of the needs and possibilities for JCBPP during 2019—2024.
- The activities to feed and propagate the Knowledge Factory with the information regarding JCBPP for internal security and public safety domain..
- To inform the identified EBGs in deliverable D3.6 about the results of market analysis and analyses of collected examples of JCBPP, and to share their joint procurement strategy for identified segments for possible JCBPP.
- To monitor the following activities of EBGs.
- To support EBGs in the process if they decide to start a JCBPP procedure.
- To present a detailed description of the methodology used for collecting examples of JCBPP.
- To present a detailed description of how to conduct a market search and a market analysis.
- To further disseminate examples of good practices in JCBPP on different forums, more precisely communicate these findings to other networks of practitioners and organised workshops for public procurement officials from other institutions that procure solutions in the security sector.
- Co - Organising workshops about the role of departments responsible for innovation to promote the uptake of innovation. We will organize during the final conference in Paris a session/workshop dedicated to exchange on benefits of having a special department for innovation and discuss the organizational and operational aspects.
- Release 4 of the Toolbox (31st December 2023)
- Release 5 of the Toolbox (April 2024)



- 2 Webinars (IPR and Toolbox – February 2024)
- 1 workshop at the final Conference (March/April 2024)
- Our final annual conference will be organised and delivered in the next 6 months. It will take place in Paris in March 2024.
- Our sustainability model will be further developed and finalised as a sustainability plan to ensure that our key exploitable results



Annex I. Joining the iProcureNet Community

Joining the Community

The Community of experts consists of **experts and stakeholders** in the procurement of security solutions from procurement agencies and departments, from academia, industry, policy and civil society.

As a member of the Community, you represent yourself as an individual.

Joining the Network

The Network of organisations consists of **procurement organisations and departments** active in the acquisition of security solutions in each iProcureNet member state and beyond.

As a member of the Network, you are the representative of your organisation.



Two options to join:

Your country already has an IPNC

Contact your IPNC (see list below)

Your country does not have an IPNC yet

Contact contact@iprocorenet.eu, giving background on your motivation and profile.

Figure 2: How to join the iProcureNet Network+Community

Table 1: List of iProcureNet IPNCs as of December 2024:

France	Norma Dauvin	French Ministry of Interior	france@iprocorenet.eu
Slovakia	Jozef Kubinec	Ministry of Interior of the Slovak Republic	slovakia@iprocorenet.eu
Bulgaria	Nikolai Stoianov	Bulgarian Defence Institute (BDI)	bulgaria@iprocorenet.eu
Estonia	Merike Klement	Estonian Police and Border Guard Board (PPA)	estonia@iprocorenet.eu
Cyprus	Elena Avraamidou	Cyprus Civil Defence (CCD)	cyprus@iprocorenet.eu
Portugal	Filipe Rodrigues	Portuguese Criminal Police (PJ)	portugal@iprocorenet.eu
Spain	Josef Manuel Colodras Lozano	Spanish Ministry of Interior - Policia Nacional (MIR-PN)	spain@iprocorenet.eu
Romania	George Popescu	Romanian Ministry of Internal Affairs - Directorate General Logistics (RMIA)	romania@iprocorenet.eu
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