



Federal Ministry  
for Economic Affairs  
and Energy

**KOINNO**  
EU CONTACT POINT  
INNOVATIVE PROCUREMENT

# German competence centre and support for innovation procurement

Doris Scheffler

Competence Centre for Innovation Procurement, Germany

c/o ZENIT GmbH

[www.koinno-bmwi.de](http://www.koinno-bmwi.de)



# Key Facts

## Zentrum für Innovation und Technik in Nordrhein-Westfalen GmbH

### Mission

Support of innovation and technology, above all in SMEs, in North Rhine-Westphalia

### Facts and figures

€ 4 million turnover (2016)  
Non-profit, project-based business, regional (NRW), nationwide and EU clients, established in 1984

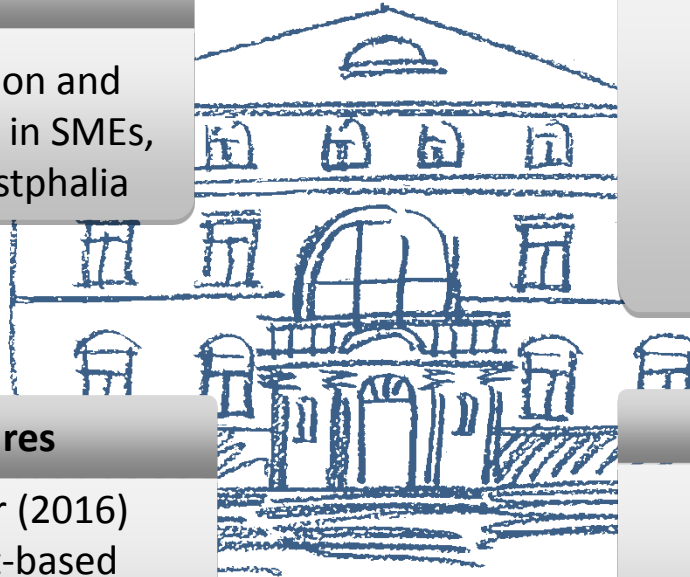
### Management

Dr. Herbert Rath  
(Managing Director)

Dr. Karsten Lemke,  
Bernd Meyer  
(Authorized Signatory)

### Personnel

Approx. 55 employees  
Interdisciplinary team





# Consulting Fields

## Priorities and areas of expertise



### Europe

EU information  
Internationalisation strategies  
Cooperation partner search

### Funding

Information on funding  
Evaluation of project ideas  
Choice of programme  
Application support

 **Funding Hotline (0208 30004-39)**

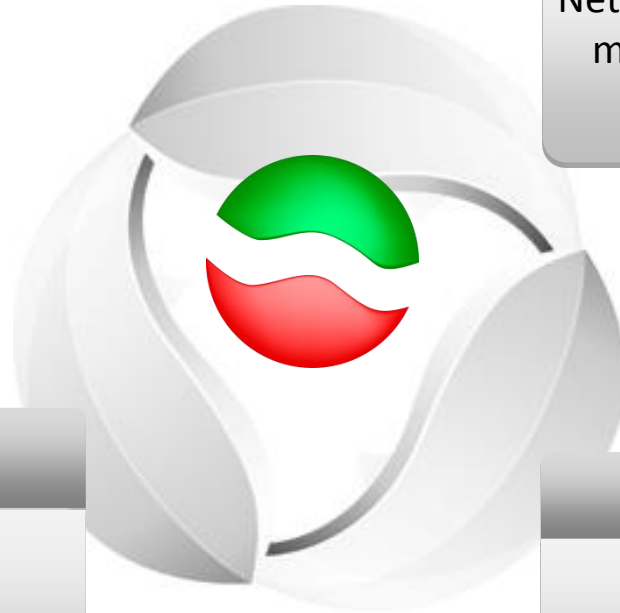
### Innovation

International  
technology transfer,  
innovation management,  
technology searches and  
appraisals



# Shareholder

Established in 1984 as  
Public-Private Partnership



**German State of  
North Rhine-Westphalia**

Represented by:  
Ministry of Culture and Science  
NRW

**Netzwerk ZENIT e.V.**

Network of 190 primarily small and  
medium-sized enterprises from  
NRW

**Consortium of banks**

NRW.BANK  
DZ BANK  
Bank Association NRW



## EU Contact Point for Public Procurement of Innovation

- Since 01.01.2017 ZENIT is part of KOINNO – the competence centre for innovation procurement in Germany as EU Contact Point for PPI
- Our aim:  
enhance the number of German participants in EU projects for PCP and PPI
- We are supporting public procurers successfully in EU projects since 2012 in NRW



## Our services:

### Consultancy

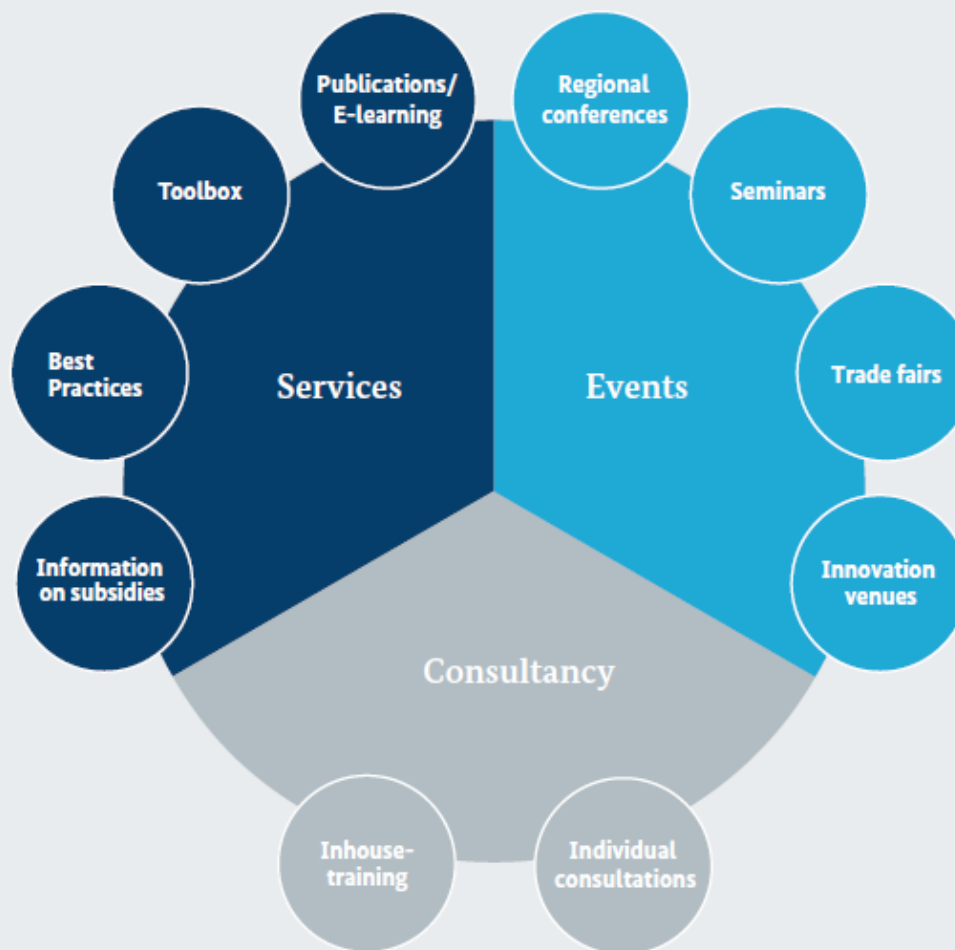
Free consultations for all public procurement bodies on all general and individual questions relating to innovative procurement and European subsidies

### Services

Collection of practical examples, procurement tools, publications, training videos and practical information

### Events

Events on innovative public procurement topics – build your personal network, exchange ideas and expand your knowledge!





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# EU Contact Point for Public Procurement of Innovation

## Why ZENIT as EU Contact Point for PCP / PPI?

- Since 2012 establish consulting structures for PCP and PPI projects in NRW, on behalf of the regional Ministry for Science and Innovation
- Information events
- In-house workshops
- Intensive consulting services for proposal writing



## Consulting Services for PCP / PPI in NRW

### ■ Results:

- 14 intensive consulting service for the writing of proposals
- 11 projects were submitted
- 7 were successful
  - THALEA (PCP) und THALEA II (PPI)
  - PRO4VIP (CSA)
  - STARS (PCP)
  - AntiSuperBugs (PCP)
  - Nightingale (PCP)
  - CivilNEXT (PCP)

**Thalea**<sup>)))</sup>







## EU Contact Point for Public Procurement of Innovation

### Our expertise

<b>Information</b> <ul style="list-style-type: none"><li>• Newsletter</li><li>• Special events</li><li>• Exchange of experience</li></ul>	<b>Advice</b> <ul style="list-style-type: none"><li>• Customised advice</li><li>• Assessment of project ideas</li><li>• Funding recommendations</li><li>• Workshops</li></ul>
<b>Project support</b> <ul style="list-style-type: none"><li>• Coaching</li><li>• Proposal check</li><li>• Strategic consortium building</li></ul>	<b>Partner mediation</b> <ul style="list-style-type: none"><li>• Search for international partners</li><li>• Matchmaking with German partners for international projects</li></ul>



## Horizon 2020 – Calls 2018-2020

### 2018 (41,2 M€)

#### • **PCP actions**

- ICT based solutions for any area of public interest: 6 M€ ([ICT-34](#))
- Digital health & care: 22 M€ ([DTH-10](#))
- Security: 8,2 M€ ([SU-GM03](#))

#### • **CSA actions**

- Integrated healthcare / diagnosis: 2M€ ([HCO-12](#))
- Digital health & care: 3M€ ([HCC-04](#))

### 2019 (83 M€)

#### • **PCP actions**

- ICT based solutions for any area of public interest: 6 M€ ([ICT-34](#))
- Next generation sequencing for routine diagnosis: 40 M€ ([BHC-10](#))
- Wave energy: 20 M€ ([LC-SC3-JA-3-2019](#))
- Security: 7 M€ ([SU-GM03](#))

#### • **PPI actions**

- Digital health & care solutions for an ageing society: 10 M€ ([DTH-05](#))

### 2020 (100+ M€)

#### • **PCP actions**

- Infection & integrated care: ([BHC-20](#))
- Climate Change resilience ([LC-CLA-13-2020](#))
- 100% renewable energy: ([LC-SC3-RES-10-2020](#))
- Security ([SU-GM03](#))

#### • **PPI actions**

- Infection & integrated care: ([BHC-20](#))
- Innovative HPC systems ([INFRAEDI-04](#))



## PCP Calls

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- **ICT Work Program**

- ICT-34: Open to ICT based solutions in any area of public interest (€ 6M; 17 Apr 2018)
- ICT-34: Open to ICT based solutions in any area of public interest (€ 6M; 28 Mar 2019)

- **Health Work program**

- DTH-10: Digital health and care (€ 22M; 14 Nov 2018)
- BHC-10: Next generation sequencing for routine diagnosis (€ 40M; 16 April 2019)
- BHC-20: Infection and integrated care (budget / deadline tbc)

- **Climate Work program**

- LC-CLA-13-2020: Solutions for climate change resilience (budget/deadline tbc)



## PCP Calls

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- **Energy Work program**
  - LC-SC3-JA-3-2019: Wave energy (€ 20M; 27 Nov 2019)
  - LC-SC3-RES-10-2020: 100% renewable energy (budget/ deadline tbc)
- **Security Work Program**
  - SU-GM03: Innovative solutions to enhance security (€ 8,2M; 23 Aug 2018)
  - SU-GM03: Innovative solutions to enhance security (€ 7M; 22 Aug 2019)
  - SU-GM03: Innovative solutions to enhance security (budget / deadline tbc)



# PPI and CSA Calls

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- PPI actions
- Health Work Program
  - DTH-05: Digital health and care solutions for an ageing society (€ 10M; 24 Apr 2019)
  - BHC-20: Infection and integrated care (budget/deadline tbc)
- Research infrastructure Work Program
  - INFRAEDI-04: Innovative High Performance Computing (budget/deadline tbc)
- CSA actions
- Health Work Program
  - HCO-12: Integrated healthcare / diagnosis (€ 3M; 18 Apr 2018)
  - HCC-04: Digital health and care (€ 3M; 24 Apr 2018)



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## Contact



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