



BRINC

BROKERING CROSS-BORDER
INNOVATION THROUGH CLUSTERS



This project is co-funded by the
European Union's COSME programme.

BRINC project

Danko Aleksic
Project Manager
ACR+

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Meet the Partnership



clean
THE DANISH ENVIRONMENTAL CLUSTER



Hållbar
Utveckling
Skåne



**Sustainable
Business Hub**



100+ Public
Authorities

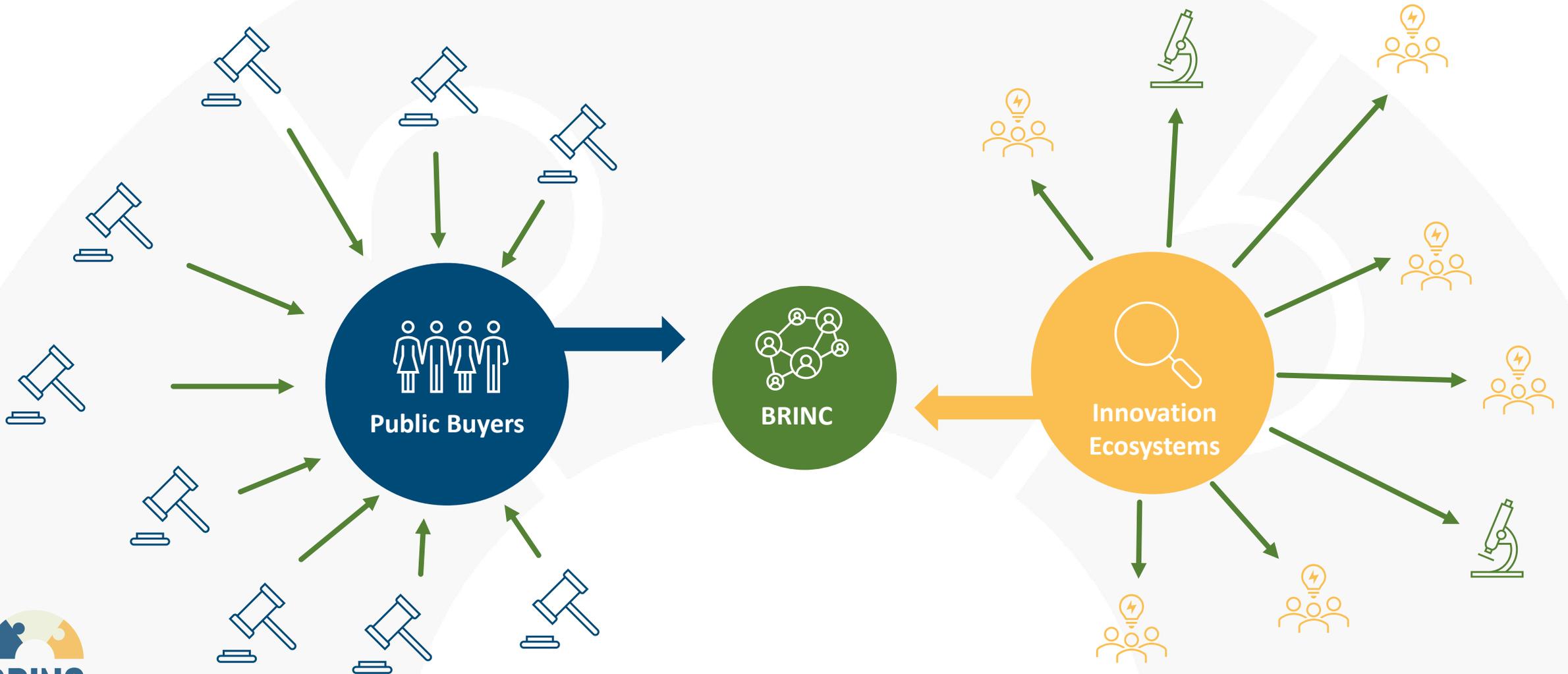


1000+
innovators



50+ universities &
research institutes

What is BRINC?



Specific objectives

1. Ensure recovery investments channelled through PAs drive SME growth, providing SMEs with easier access to PPI processes regardless of their home market
2. Develop and strengthen links between clusters, their SMEs and wider innovation ecosystems on the one hand, and PAs on the other
3. Accelerating the adoption and scalability of PPI
4. Demonstrating the effectiveness of Innovation Procurement Brokers in facilitating cross-border PPI, thereby accelerating the model's adoption throughout Europe
5. Making InnoBroker model sustainable



Impacts

In the long term, by developing a European hub for circular economy PPI, this project will:

1. Enhance cross-border collaboration between public authorities, clusters, and their innovation ecosystems on PPI for the circular economy,
2. Increase the number of cross-border PPI collaborations between public authorities,
3. Build more effective channels for SMEs and start-ups to access cross-border PPI processes,
4. Accelerate the development and uptake of innovations needed to accelerate the circular economy.



Our Process

Need Scoping
Establish groups of buyers with shared needs; develop common needs statement.

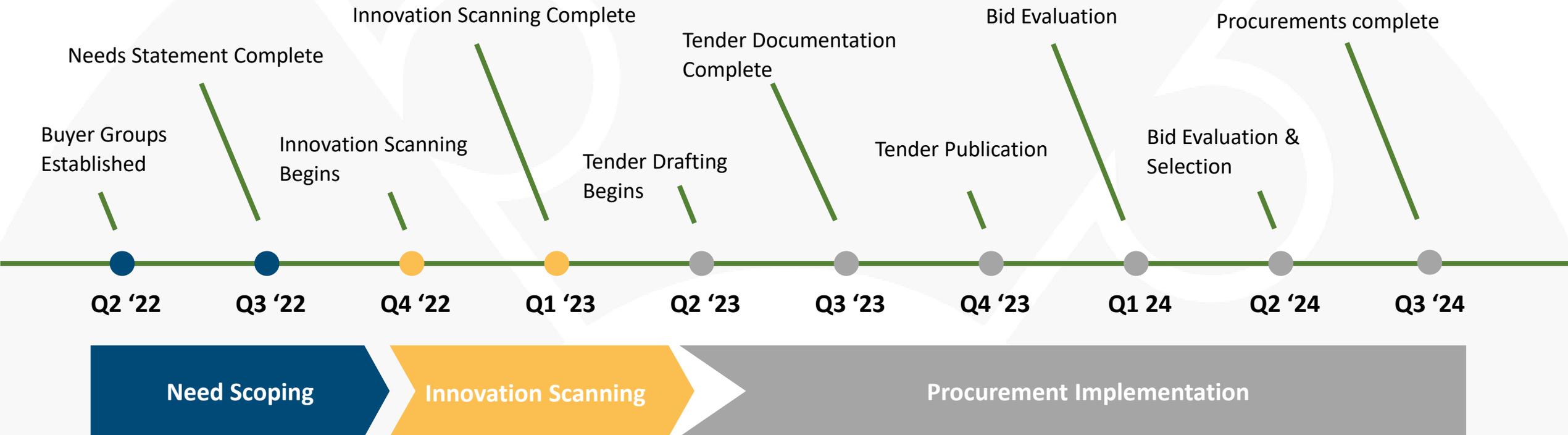
Innovation Scanning
Engage innovation ecosystems

Professional Network
Knowledge-sharing & Capacity-building

Procurement Implementation
Drive development of solutions.



Timeline



WP2: Capacity-Building and Collaboration

The objectives of the WP2 is to strengthen the capacities of both **public authorities** in their use of cross-border procurement of innovation and **clusters and other intermediaries** in their ability to act as innovation procurement brokers.

Tasks within the WP:

- Establish and drive virtual collaboration spaces
- Establish professional network of PAs & capacity building workshops for PAs
- Establish professional network of innovation procurement brokers & capacity building activities for IPB
- Virtual space for startups and SMEs & capacity building for SMEs
- Match to funding workshop

What do we offer to PAs?



PROFESSIONAL NETWORK

12 knowledge-sharing sessions; lead buyers share experiences with other participants in professional network.

VIRTUAL COLLABORATION SPACE

Dedicated virtual collaboration space allowing members of professional network to interact freely. Learning materials will be hosted here.

TARGETED TRAINING

5 training modules on topics including: Functional specification; IPR & Contract Management; Risk Assessment & Management; Dynamic Purchasing Systems & digitalisation; Legal context.

LEGAL HELPDESK

A legal helpdesk will be established to provide public authorities with ad-hoc expert advice to support them in a) the procurement procedure and b) developing tenders.

PAs - How to participate?

Follower

Some experience with innovation procurement;
interested in following lead buyers and potentially
piggy-backing on their innovation procurements.

Lead Buyer

Ready to embark on
innovation procurement.

Learner

Little to no experience with innovation
procurement; learn through knowledge-sharing,
training & following the lead buyers.

PAs - How to participate?

Activities & Services	Lead Buyers	Followers	Learners
Discussion Forum & Training	✓	✓	✓
Piggy-backing on Procurements	✓	✓	✗
Need Scoping	✓	✓	✗
Innovation Scanning	✓	✓	✗
Legal Helpdesk	✓	✗	✗
Funding Search	✓	✗	✗

What do we offer to SMEs?



VIRTUAL COLLABORATION SPACE

Dedicated virtual collaboration space allowing SMEs to identify and engage with potential partners in a bottom-up way. Learning materials will be hosted here as well.

TARGETED TRAINING

5 training modules, with potential topics including: Navigating public procurement processes; IPR Management; Navigating Innovation Commercialization; Connect to funding sources; Partnering with other SMEs

LEGAL HELPDESK

A legal helpdesk will be established to provide SMEs with ad-hoc expert advice to support them navigate the procurement process.

For more information:

dal@acrplus.org

<https://internationalcleantechnetwork.com/work-with-us/brinc/>



THANK YOU FOR
YOUR
ATTENTION!



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Q&A at the end of the session.

How does collaborative procurement work?

Need Scoping

Innovation Scanning

Tender Specification

Procurement

Collaborate on need scoping & innovation scanning

Collaborate on need scoping, innovation scanning & tender specification

Collaborate on need scoping, innovation scanning & tender specification, selection, awarding & contracting

Services for Public Buyers



Discussion Forum



Targeted Training



Need Scoping



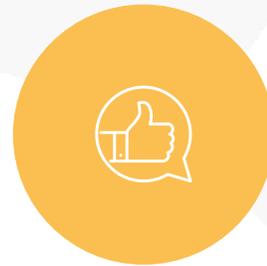
Innovation Scanning



Legal Advice



Collaboration Support



Funding Search



Tender Dissemination