



**IFPSM Europe - ADACI**

International Convention on Public Procurement  
ROMA-NOVEMBER 6-7/2025



## INNOVATION TO DRIVE THE ADOPTION OF NEW OR IMPROVED SOLUTIONS TO PUBLIC NEEDS

The **ECLIPSE** project – Enhancing Capacity-building for Leveraging **Innovative Procurement Strategies** in Europe

**Donato Iacobucci**

Università Politecnica delle Marche  
d.iacobucci@staff.univpm.it



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# ECLIPSE

The partnership



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## ECLIPSE: aim of the project

design and implementation of **new services and tools** addressed to public administrations, start-ups and venture capitalists

to **facilitate the involvement of start-ups and venture capitalists** in innovation procurement

thus making **innovation procurement** more effective and raising the **likelihood of success of innovative solutions**

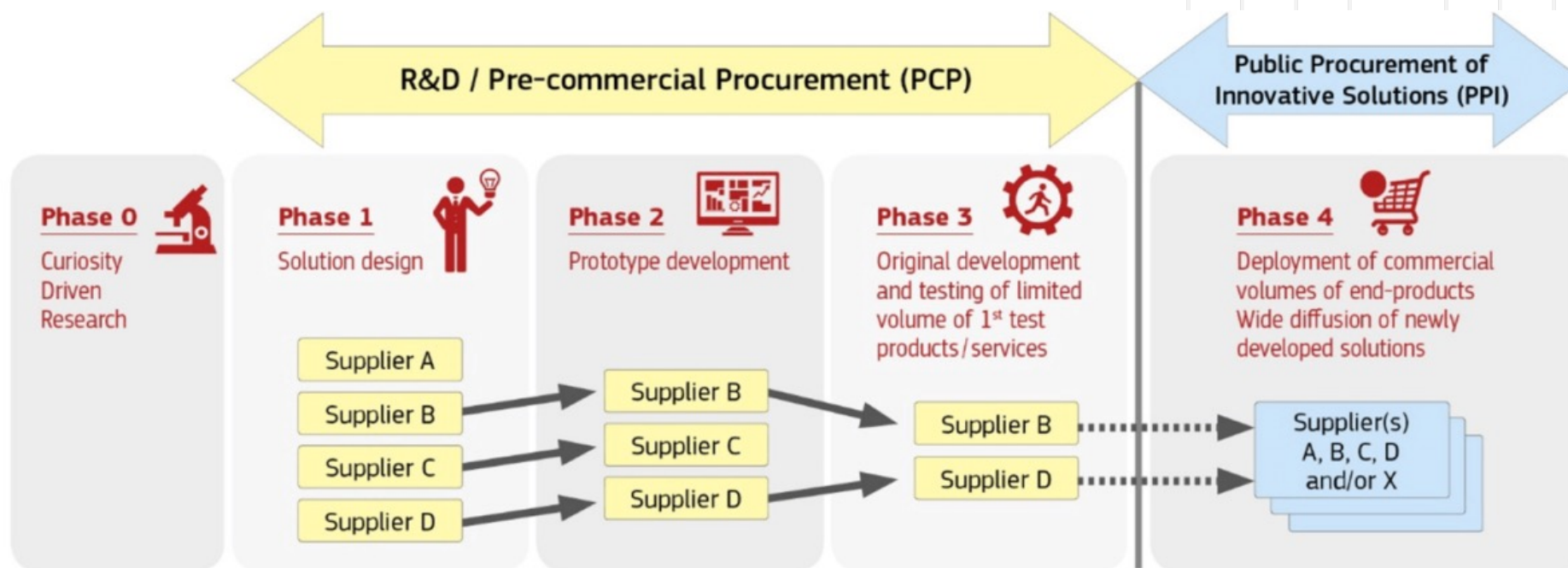


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## PCP and PPI



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## Problems along the procurement process

### From the point of view of public procurer

- Assessing the state of the art of the technology and defining the functional requirements to be addressed
- Evaluating and selecting the most promising solutions
- Selecting the suppliers that can deploy the solutions

### From the point of view of start-ups and SMEs

- Identify and understanding public procurement opportunities
- Preparing and managing competitive bids
- Complying with the legal framework of innovation procurement



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## Opportunities for venture capital in PCP and PPI

### Two key issues

- **Public procurers:** tend to measure the success based on the fulfilment of the procedure rather than the effective deployment of the solution
- **Venture capitalist:** no involvement in PCP or PPI procedures; little knowledge about innovation procurement and its potential





## Suggested solutions

### **Leveraging on the competences, expertise and networks of public and private venture capitalists**

- Promoting the participation of start-ups in innovation procurement
- Supporting public procurers in analysing the state of the technology
- Evaluating the proposed solutions
- Supporting the market exploitation of the process results



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## Outcomes

A **toolkit** (NAVIGATOR) featuring a **handbook and training materials** for public procurers, start-ups and investors

Integrating existing **tools for matchmaking and fundraising** in the innovation procurement process

- **EuroQuity** platform managed by BPI France
- **Success Readiness Level Scoring** (SRLS) tool developed by Toro Ventures



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## Participatory model

- **VCs engagement** in PCP and PPI procedures may have several benefits (for public procurers and start-ups):
  - Supporting public procurers in analyzing the state of the technology
  - Promoting the participation of start-ups in innovation procurement
  - Evaluating the proposed solutions
  - Supporting the market exploitation of innovative solutions

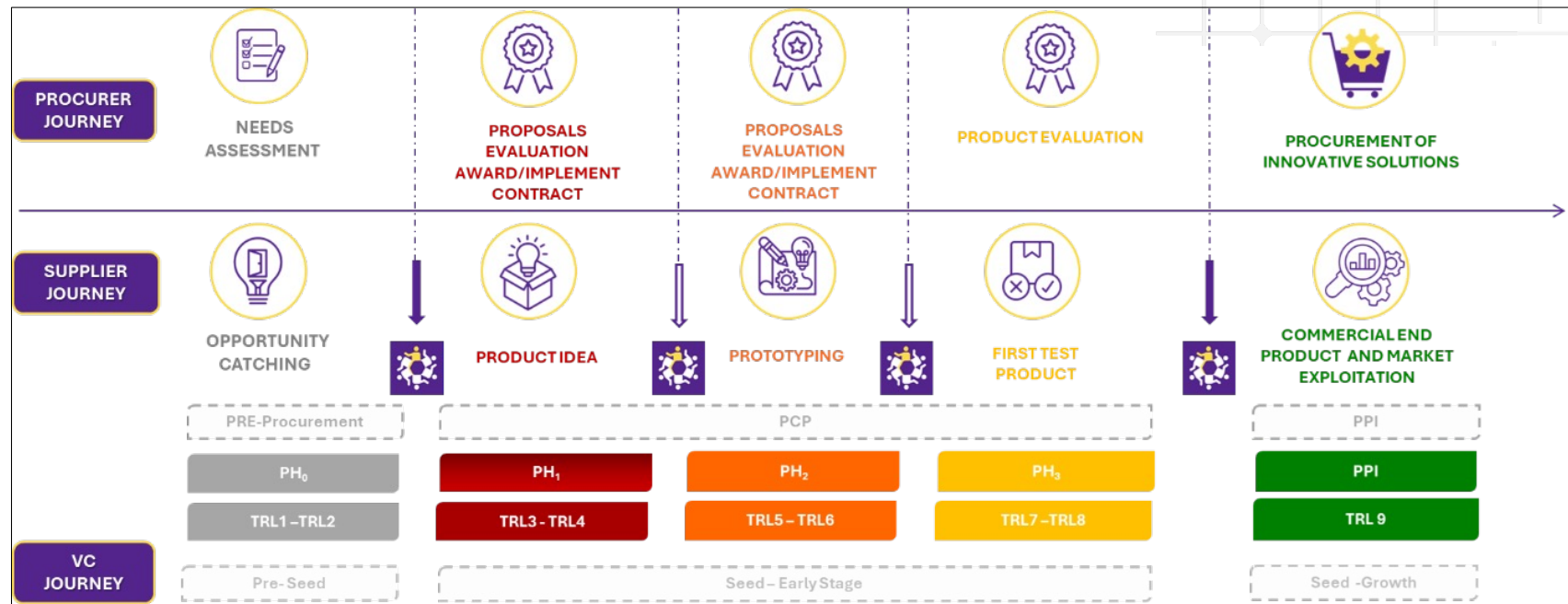


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# Interaction points within the Innovation Procurement Journey



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## To know more

- Website and social
  - <https://www.eclipseproject.eu/>
- EuroQuity platform
  - <https://www.euroquity.com/>



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