

# procuRE Tender Launch Event

30th of November 21  
13:00 – 14:00 (CET)



## The Presenters (and the Consortium)



**Niko Natek**

**KSSENA**  
Lead Procurer,  
Coordinator

**Roberto Fedrizzi**

**EURAC Research**  
Research Group Leader



**Georg Vogt**

**empirica GmbH**  
Head of ICT Innovation -  
Energy



# Agenda

## 1 Tender Summary

2 Challenge Brief (TD2)

3 Terms and Submission (TD1)

Q&A

Wonder.me: Matchmaking Session



**Niko Natek**  
Lead Procurer,  
Coordinator





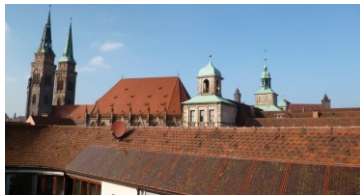
**Barcelona, Spain**



**Eilat, Israel**



**Istanbul, Turkey**



**Nuremberg, Germany**



**Velenje, Slovenia**



**Vila Nova de Gaia  
(Porto), Portugal**



**6 Procurers - 6 Countries**  
responsible for 21,000 Buildings

**1 Challenge: eliminating off-side supply  
in existing buildings**

**€7.68 mio. for external R&D services**

**Budget spent in 3 phase competition**

**3 Schools - 3 Offices**

## procuRE tackles core bottle necks for Renovation Wave

Why procuRE?

# WHY?

MACRO-LEVEL (EU, Member States)

**Renovation rates are too low**

**Workforce is already limited**

**Current renovations do not deliver enough CO<sub>2</sub> savings per €**

**Investors want what they understand**

**Great complexity hinders procurers (technologies, integration, organisation)**

MICRO-LEVEL (Cities)

**procuRE searches for a pivotal change on how renovations are planned and done**

— What does procuRE want to achieve?

# WHAT?

**Active approach to building operation**

**100% RES whenever possible**

**Less work needed on-site**

**One-stop-shop with  
clever Co-Design Procedure**

**Service contracting and financing to  
reduce burden and risks**

# Suppliers develop a generic Renovation Approach in the proposal ... .... to generate Renovation Packages during the project for Demonstration Sites

Core terminology



# procuRE is technology neutral

Solution design

**Buyers Group  
defines the  
problem and  
award criteria**

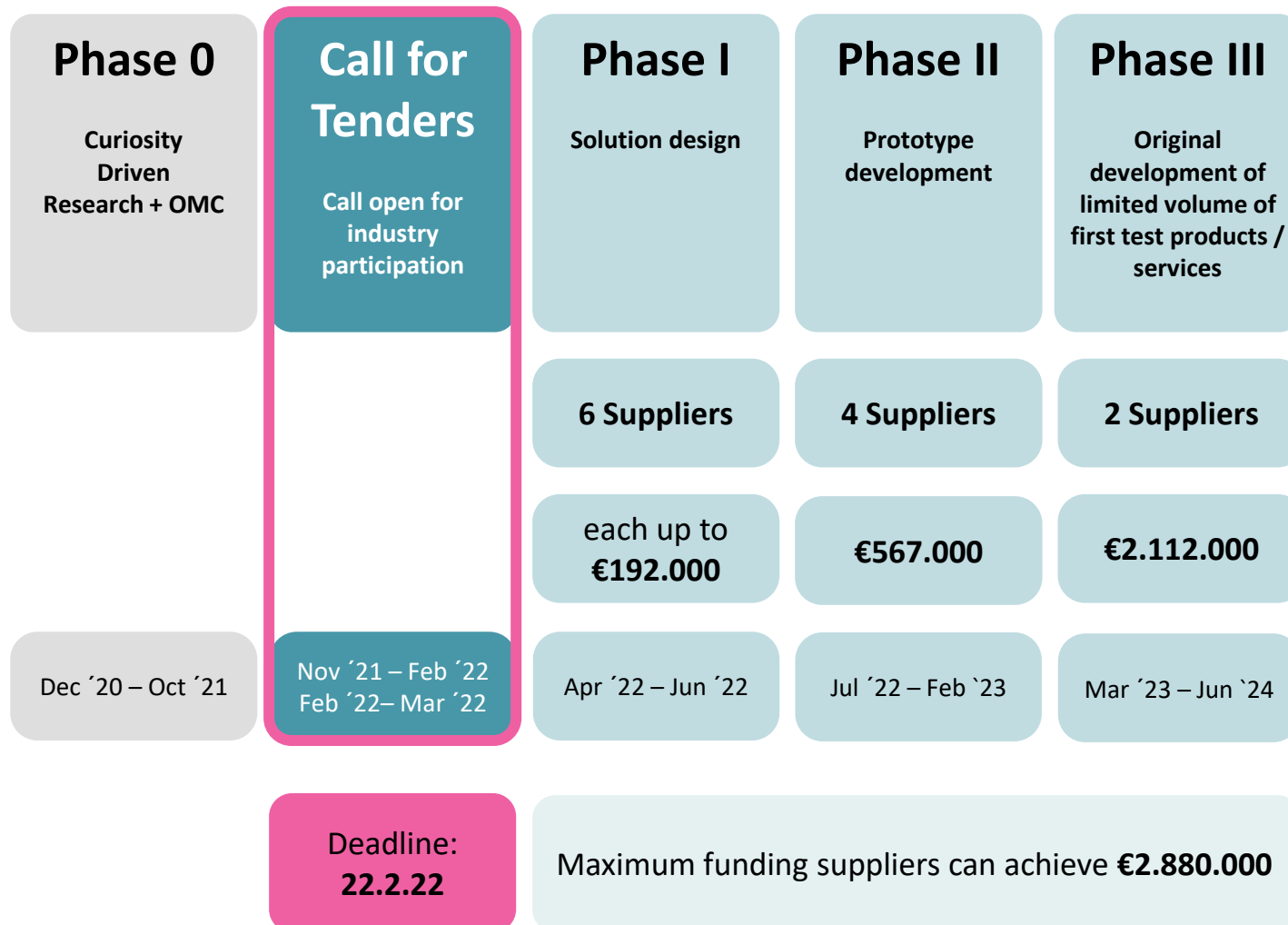
**Suppliers  
define the  
solution**

**...any constellation of technologies is thinkable if it is  
applicable to other buildings, sustainable, etc. ...**



# The PCP follows a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

## Procurement of Innovation and Tender Process



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- 2 Challenge Brief (TD2)**
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**Roberto Fedrizzi**  
Research Group Leader

**eurac**  
research

# procuRE aims for more than one-off solutions; the core challenge is a NEW Approach to advanced retrofits followed by application in the real-world

## Recap on core terminology

### RENOVATION APPROACH DEMONSTRATED BY...

Developing methods and tools for public buildings retrofit to 100% RES supply

Modelling the integration of components at sustainable investment costs

Designing renovation packages with Building Information Modelling (BIM) including monitoring and control

Including an assessment framework to deliver procurers and investors with transparent choices of their options

Deploying an efficient co-design procedure with procurers not requiring complete or deeply specialised expertise

Offering financing or contracting models increasing the procurers' ability to start a renovation wave



### ... RENOVATION PACKAGES FOR OFFICES AND SCHOOLS

100% Renewable Supply has to be on-site and close property for all demand (heat, cold, electricity)

Ensure easy configuration to adopt to different regulation and needs in energy usage

100% RES follows demand to largest extent possible (24/7 and over the year). Tools to operate and maintain building at a distance

Occupant behaviour and comfort level is fully considered

Provide innovative and cost-efficient training to building operators to ensure optimal operation

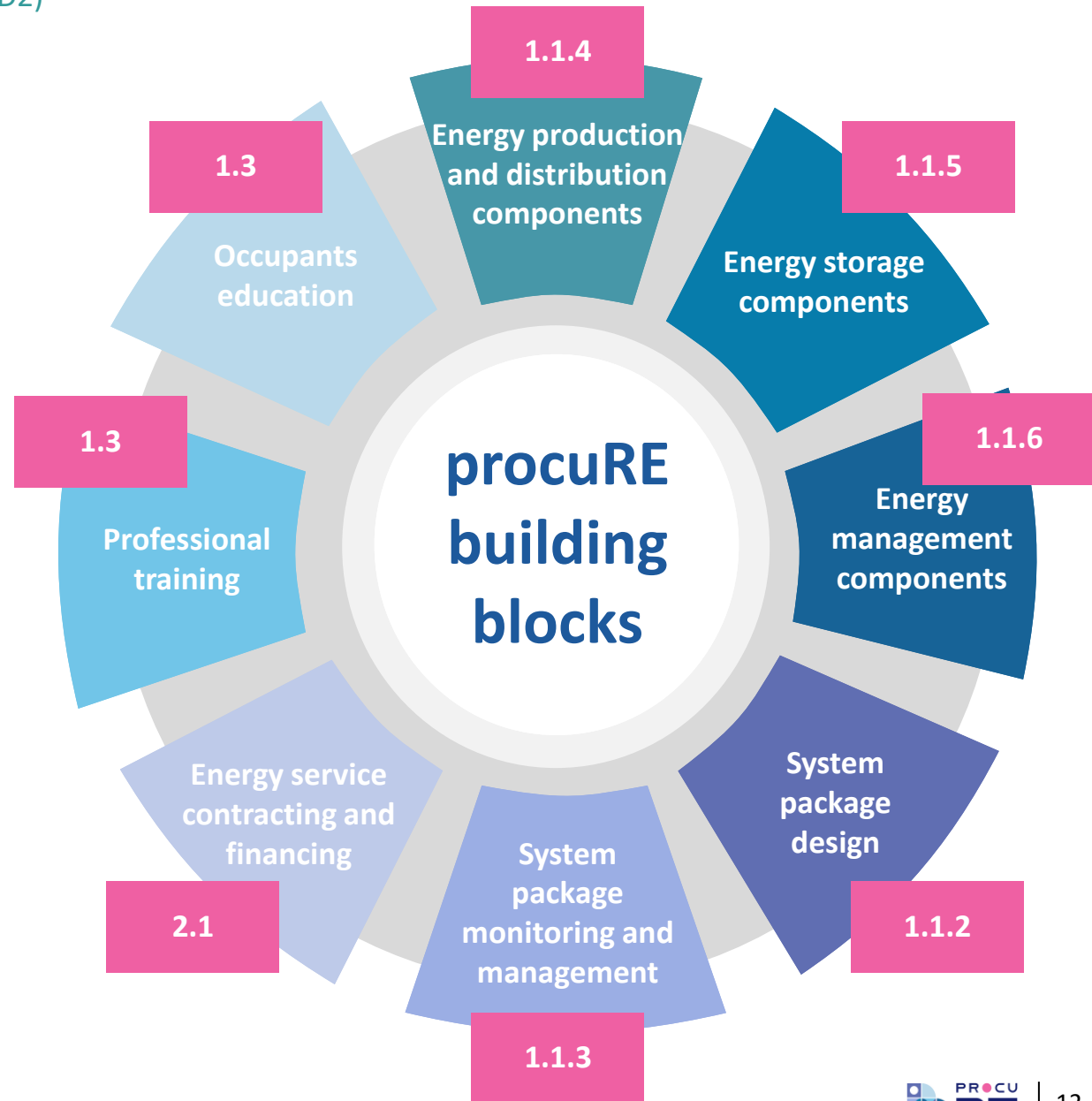
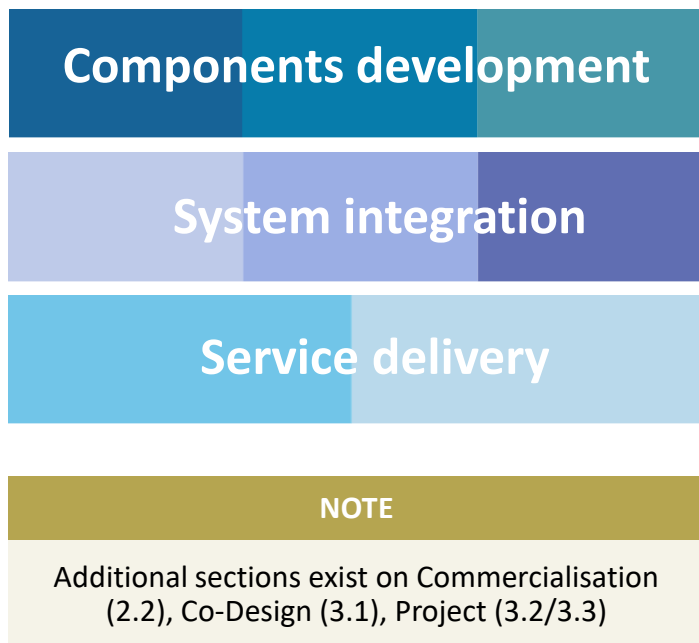
Remove entry barriers

# procuRE structures the common challenge for R&D services along eight building blocks

## Structure of Technical Content in Challenge Brief (TD2)

Our analysis identified eight blocks showing **major shortcomings** which require **progress beyond the state-of-the-art**.

An Expert Group will rate supplier proposals based on the Blocks' requirements.



## Sections contain an introduction and / or context followed by the Challenge in this area

### Content of Challenge Brief (1/2)

#### 1.1.6 Energy management components

**Context:** Integration of RES, energy storages and efficient environment requires active control of the building technology easily accessible to operators and occupants. Current Management Systems (BEMS) do not cover all segments ensure 100% RES operation.

Background on the issues procurers are faced with

**Challenge:** Suppliers are encouraged to pre-select Approach. As a set, pre-selected technologies must cover and contexts and be safely applied to offices and school installations. Most technologies should be already commercialised, with adaptation to the social, economic, regulatory, and environmental context of the Buyers Group Demonstration Sites completed or at least planned. Proven technologies should be cost-effective and easy-to-install, with performance demonstrated by standards or specifications or for selected core components or integrated during prototype testing in Phase II. A minimal and coherent set of scalable and modular pre-selected technologies capable of delivering all below will be considered a plus. (It will be possible to update the list of building level components during the project).

Description of what solutions should cover and include

## Some sections are NOT relevant for the proposal but for later call-offs

### Content of Challenge Brief (2/2)

#### **----RELEVANT ONLY FROM PHASE II**

##### *Global warming potential over the system Life Cycle (E\_GWP)*

Starting from Phase II of the design process, the Suppliers will be requested to also assess global warming potential (GWP, measured in kg CO<sub>2</sub>-Equivalent) of the system over its Life duration, from “cradle to grave”. GWP assessment will need to account for components’ manufacturing, transportation on site and disposal at life end, as well as for the installation process. These data are to be determined based on product-specific environmental product declarations (EPDs). If specific environmental declaration datasets are unavailable, recognised generic datasets<sup>3</sup> are to be used. Datasets need to comply with DIN EN 15804.

##### *Waste management (E\_W)*

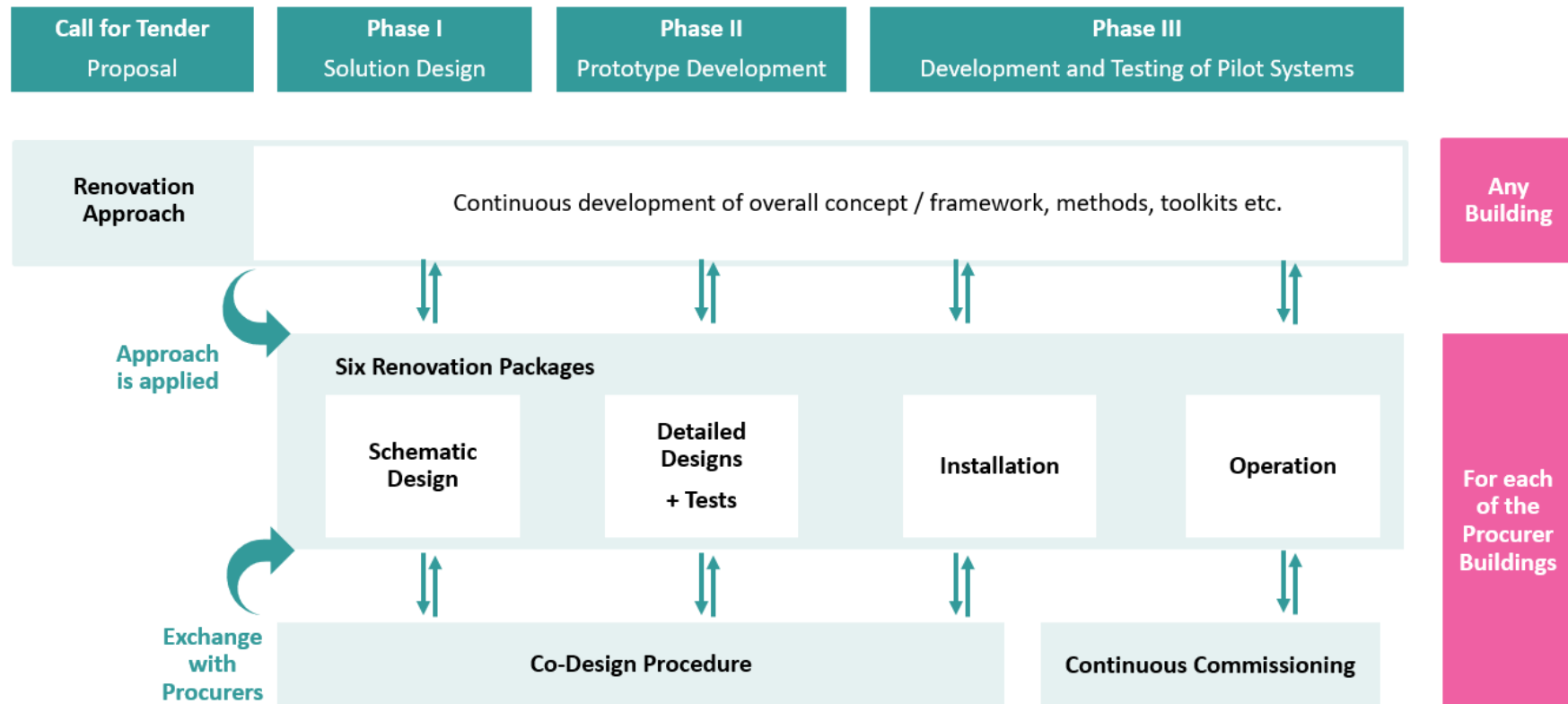
Starting from Phase II of the design process, the Suppliers will be requested to define and implement a plan for the management and possibly recycling of the waste materials produced during installation phases. Suppliers will need to provide information on the mass and type of waste generated together with the amount of such mass that will be recycled.

#### NOTE

These sections may be subject to change before call-off

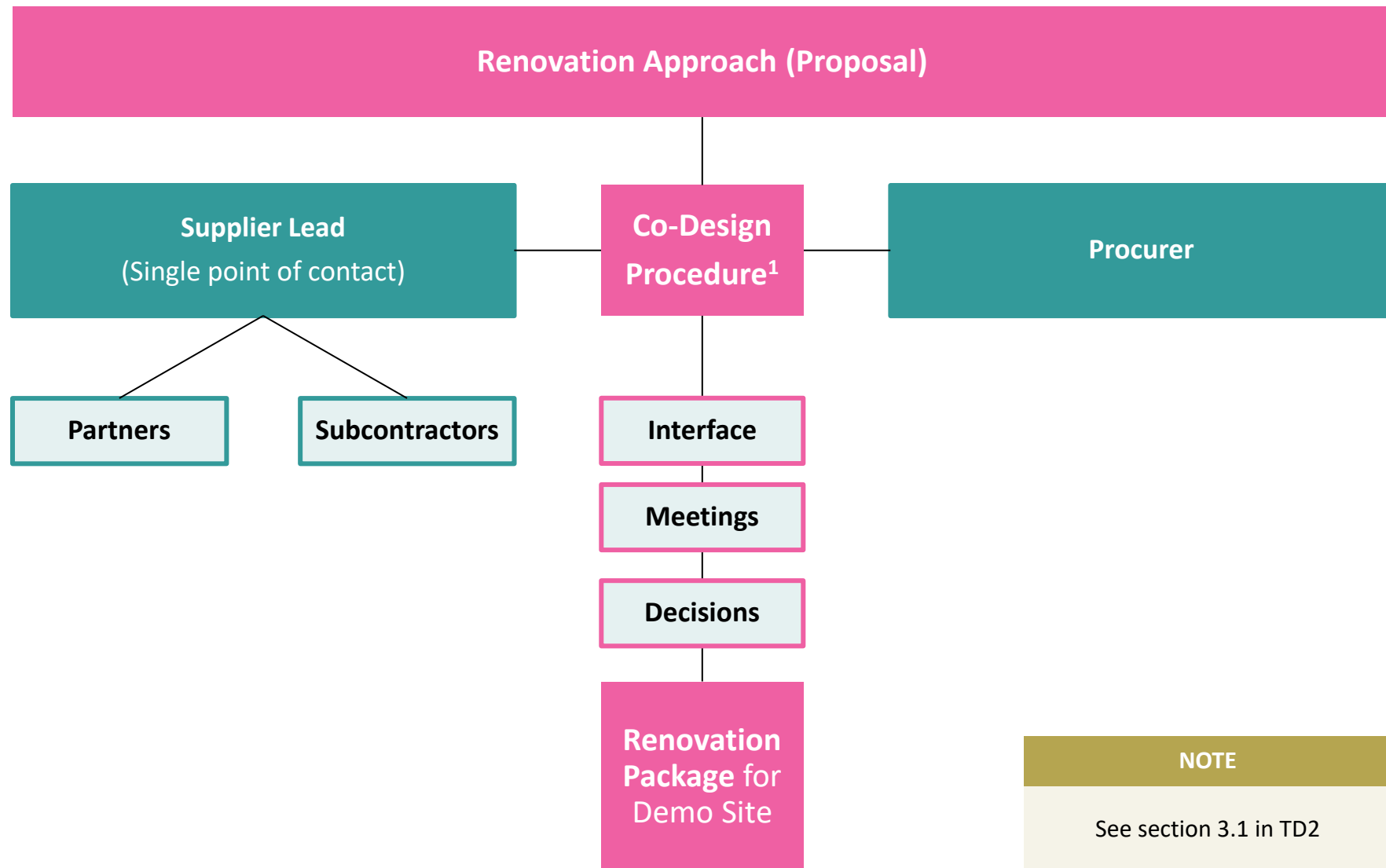
# Continuous development, monitoring and improvement for a better energy performance

## Summary of core activities



# Suppliers propose a Co-Design Procedure in Tender to be used during Design Phase and Continuous Commissioning

Project: Co-Design Procedure starting in Phase I

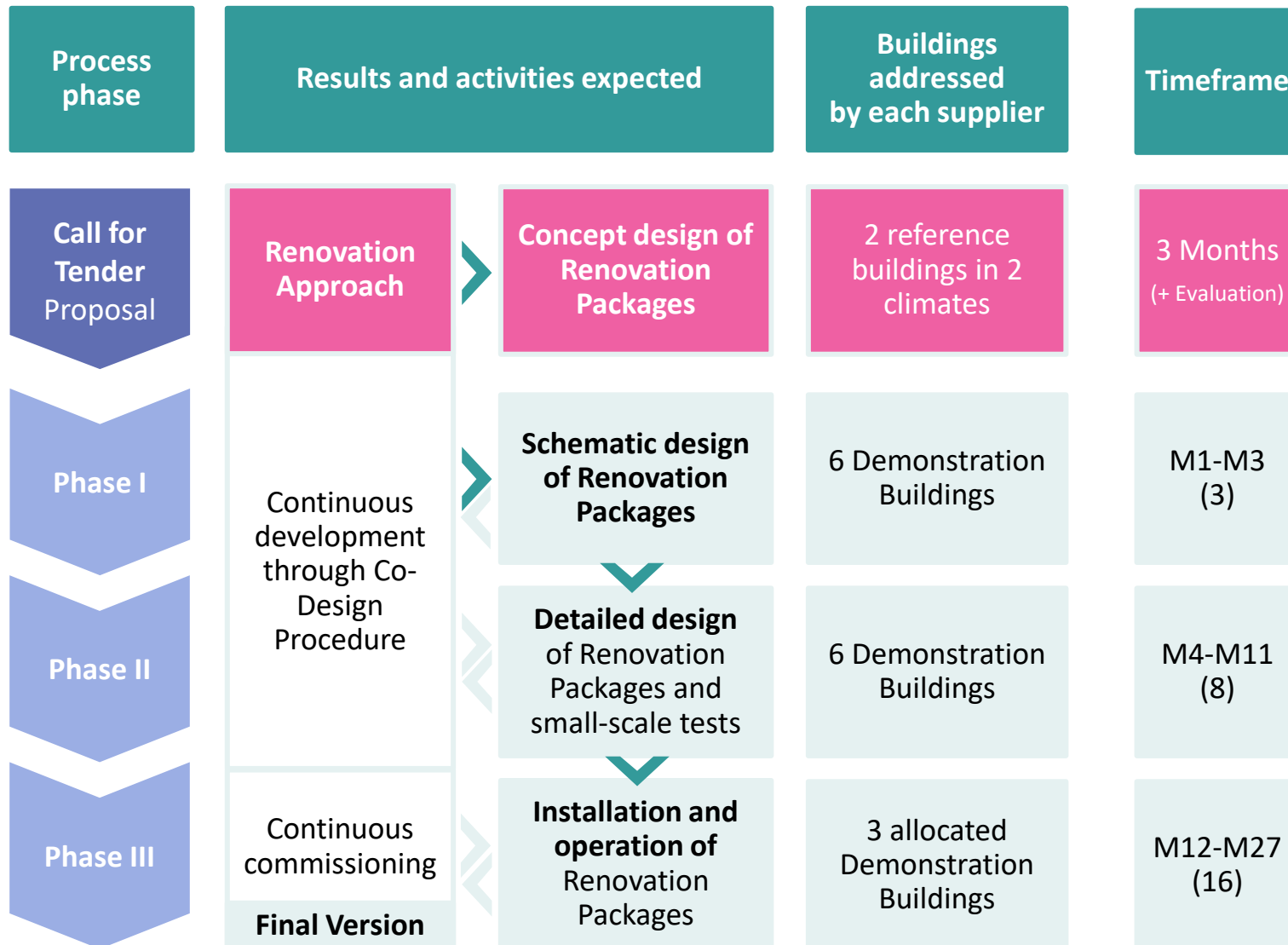


<sup>1</sup> Later Continuous Commissioning to observe energy contracting, KPIs, O&M etc.



# The Renovation Approach is consciously improved; funding and time increases with each phase

## Summary procuRE conditions



# Suppliers deploy solutions in any three of six Demonstration Sites – Allocation takes place after Call-off in Phase 2

## Project: procuRE demonstration sites

### VELENJE, SLOVENIA

- ▶ Primary school + linked Sports hall
- ▶ Envelope 20 years old
- ▶ Space heating: oil + electric



### BARCELONA, SPAIN

- ▶ Offices + data centre
- ▶ 2010 upgrade to envelope (1850)
- ▶ Central heat pump with several splitters
- ▶ AC for data needs upgrade, monitoring installed since 2015



### NUREMBERG, GERMANY

- ▶ Primary school + nursery
- ▶ Built 2015 to passive-house standards
- ▶ Natural gas condensing boiler (radiators)
- ▶ No RES; basic HVAC control system



### ISTANBUL, TURKEY

- ▶ Office + bakery school
- ▶ Built 2015
- ▶ Variable Refrigerant Flow system
- ▶ No RES or monitoring



### VILA NOVA DE GAIA (PORTO), PORTUGAL

- ▶ Primary school + nursery
- ▶ Built 2014 to national standards
- ▶ Natural gas boiler, heat pump for cooling
- ▶ Small solar thermal; advanced control system for building



### EILAT, ISRAEL

- ▶ Future: Office + Maker + Exhibition
- ▶ Old terminal and tower - Built 1960
- ▶ Upgrades expected before phase III <sup>1</sup>
- ▶ Central HVAC, local AC systems, chillers



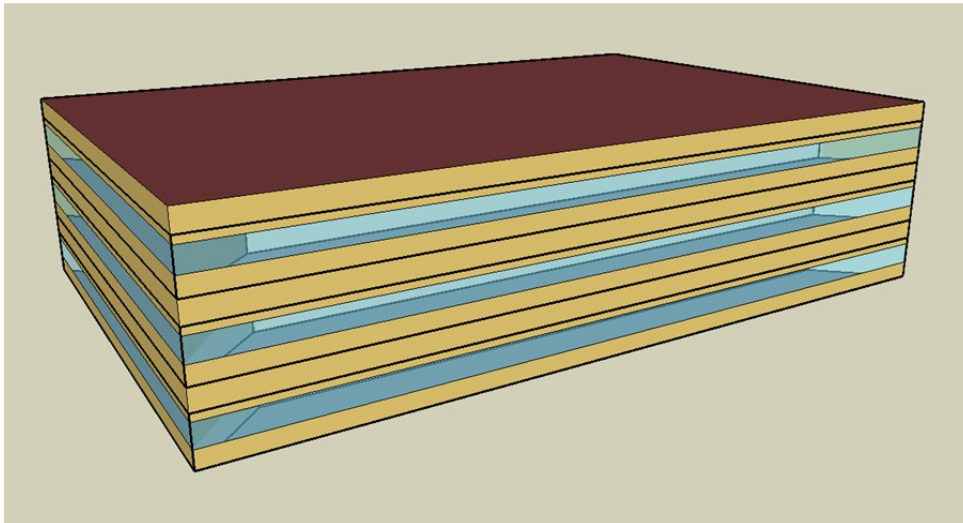
<sup>1</sup> Details of changes will be provided in tender specifications (Challenge Brief)

# For the proposal, reference buildings are used to permit comparable calculations of designs

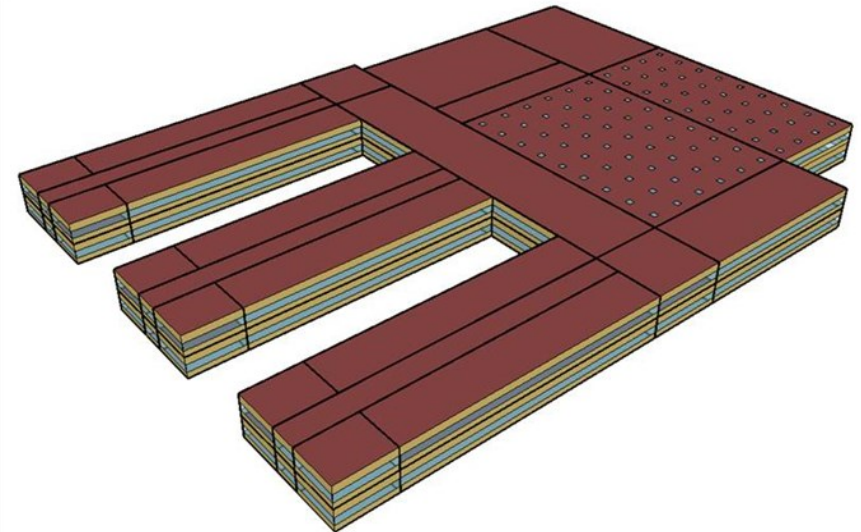
## Proposal: Reference Buildings

- ▶ **Reference Office and reference School**
- ▶ The description of the reference buildings and the boundary conditions to be considered are reported in the **RfT TD2a Challenge Brief, Annex E**
  - A significant share of information is machine readable requiring only minor adjustments

Reference Office



Reference School



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**Georg Vogt**  
Head Innovation  
Energy





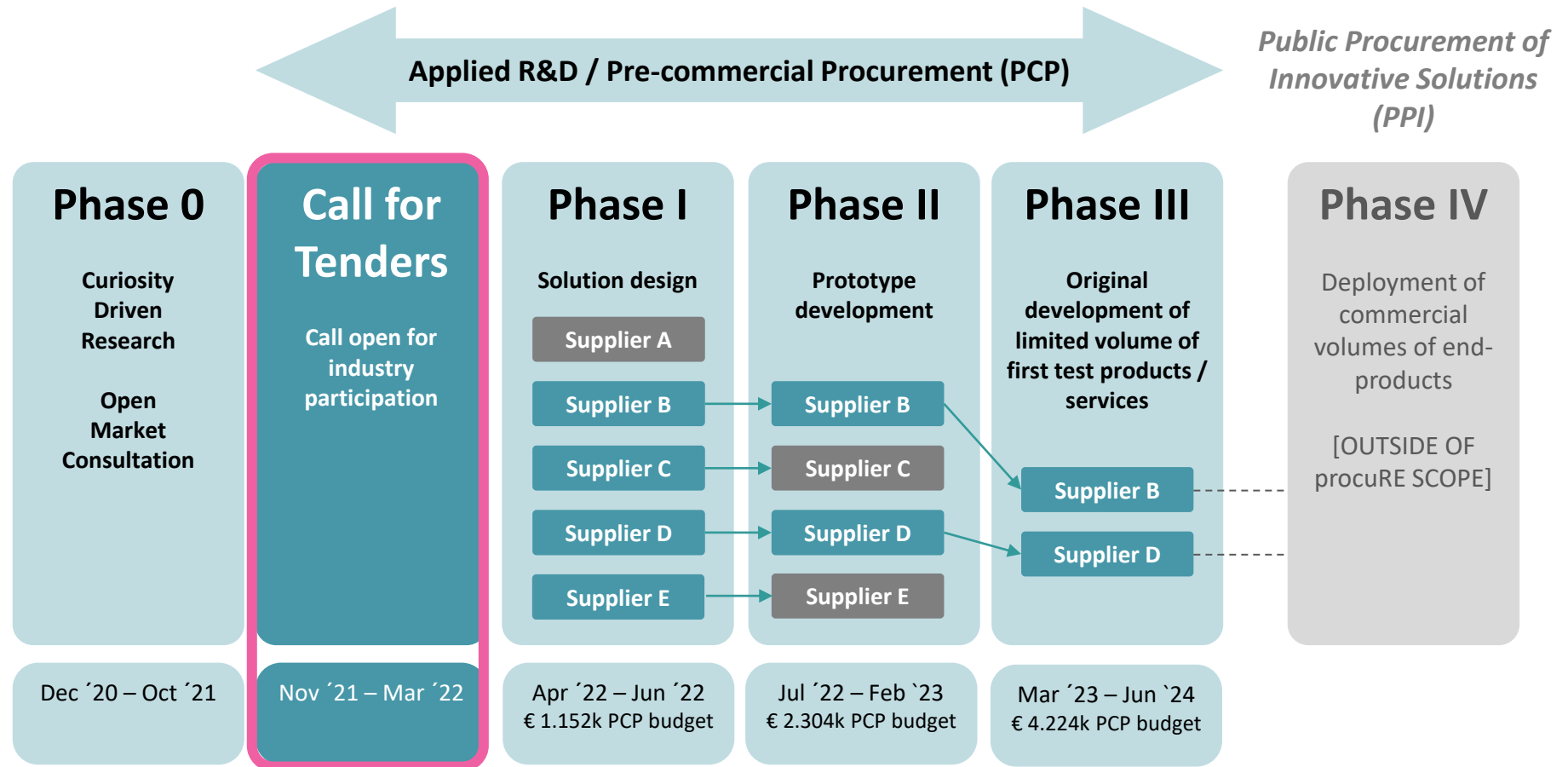
# Terms and conditions

In General  
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Access to this Website is permitted on a temporary basis, and we reserve the right to withdraw or amend the Services without notice. We may be liable if for any reason this Website is unavailable at any time or for any period. This Website may contain links to other websites (the "Linked Sites"), which are not operated by [Your Online Store URL]. [Your Online Store URL] has no control over the Linked Sites and accepts no responsibility for them. Your use of the Linked Sites will be subject to the terms of use and privacy policy of each such site.

# PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

Procurement of Innovation and Tender Process (TD1 section 1)



- ▶ Lead Procurer: KSENA, overall co-ordination of the procurers, acting on their behalf vis-à-vis the suppliers
- ▶ Procurers (also Buyers Group: Barcelona, Eilat, Istanbul, Nuremburg, Energaia)
- ▶ Suppliers (later Contractors) = organisations or consortia competing in the PCP process

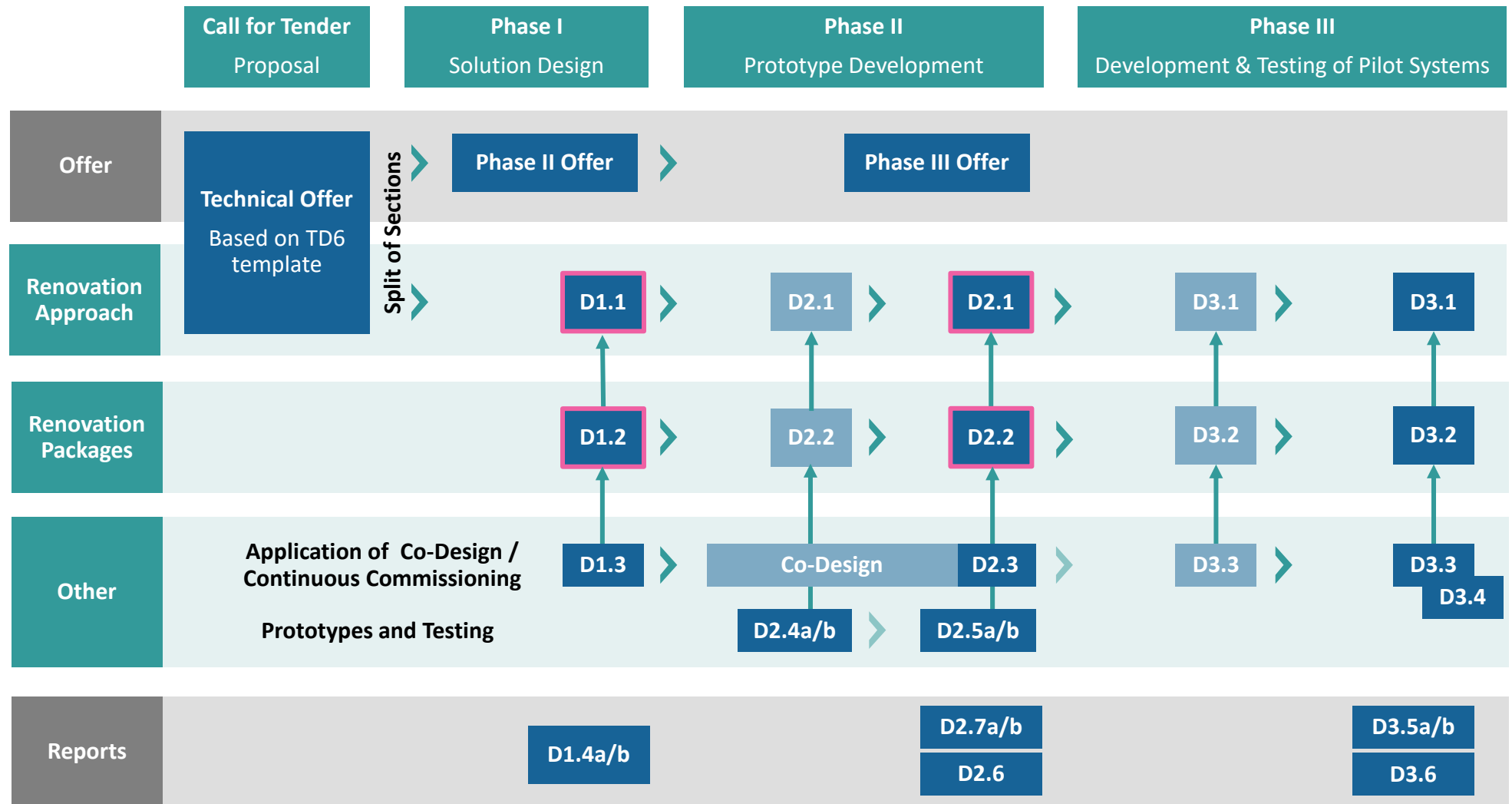
# The Renovation Approach is consciously improved; funding and time increases with each phase

Summary procuRE conditions (TD1 section 2)

Process phase	Results and activities expected	Buildings addressed by each supplier	Timeframe	N. of contractors selected (min)	Financing to each contractor (max)	
Call for Tender Proposal	Renovation Approach	Concept design of Renovation Packages	2 reference buildings in 2 climates	3 Months (+ Evaluation)	Open	-
Phase I	Continuous development through Co-Design Procedure	Schematic design of Renovation Packages	6 Demonstration Buildings	M1-M3 (3)	6	€ 192,000
Phase II		Detailed design of Renovation Packages and small-scale tests	6 Demonstration Buildings	M4-M11 (8)	4	€ 576,000
Phase III		Installation and operation of Renovation Packages	3 allocated Demonstration Buildings	M12-M27 (16)	2	€2,112,000
	Continuous commissioning Final Version					

# The majority of deliverables follow a Living Document approach; you keep improving from earlier Phasee

Expected Output (TD1 2.1)



Content to be attached to the Offer.

**NOTE**

Suppliers receive a brief at each start of a Phase.



## For each of the three phases the same rules on contract, monitoring, payments and IPR apply

### Core Terms

#### Financials Offers

**Offers (TD7) include all costs up to the ceiling**

#### Contracting

**Framework agreement (TD8) with specific contracts (TD9) in each phase**

#### Completion criteria

**Satisfactory completion (TD1 5.5) of milestones and deliverables: requirement for payment**

#### Eligibility criteria for next Phase

**Successful completion (TD1 5.5) of milestones and deliverables: requirement for call-off**

#### Intellectual property rights

Suppliers **keep ownership of the IPRs (TD1 2.7)** attached to the results generated during the PCP implementation, but must exploit

## All core requirements are derived from the EU directive on competition

### Core criteria and requirements

#### CRITERIA (TD1 SECTION 3)

- ▶ Tender is open to **all types of operators** (companies or other type of legal entities) regardless of their size or governance structure
- ▶ Both **single entity** or **joint tender** offers (consortia) and subcontracting are possible
- ▶ The call will be open to all participants, as long as a **minimum of 50% of the project R&D activities/budget** takes place **in the EU or Associated countries**
- ▶ Initial proposals do NOT have to include subcontractors for all Sites (Call-off in Phase 2)
- ▶ Participation in the open market consultation is not a condition for submitting a tender

#### CRITICAL

**Electronic Submission via S-Procurement**

**Official language is English**

**Proposals must be complete**

**Proposals need to plan all Phases**

**Deadline 22.2.22 17:00 CET**

**FAQ on website as accompanying info (official is tender only); future written questions, via S-Procurement but we will maintain both**

FAQ







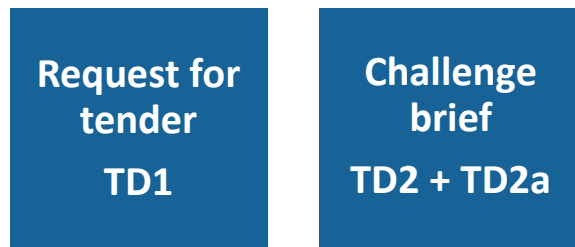
**Submission**

# Content of format of tenders follows from TD1 section 4 and 5

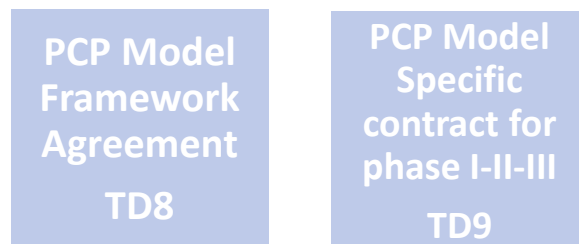
## Overview files

### INPUT

#### Content related / CfT

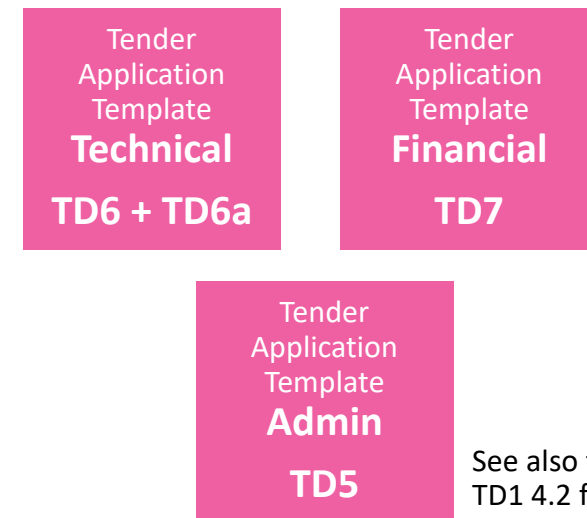


#### Reference only: Contract Templates



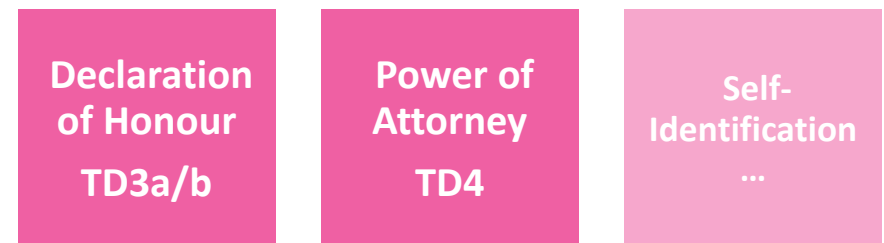
### YOUR SUBMISSION

#### Application Templates



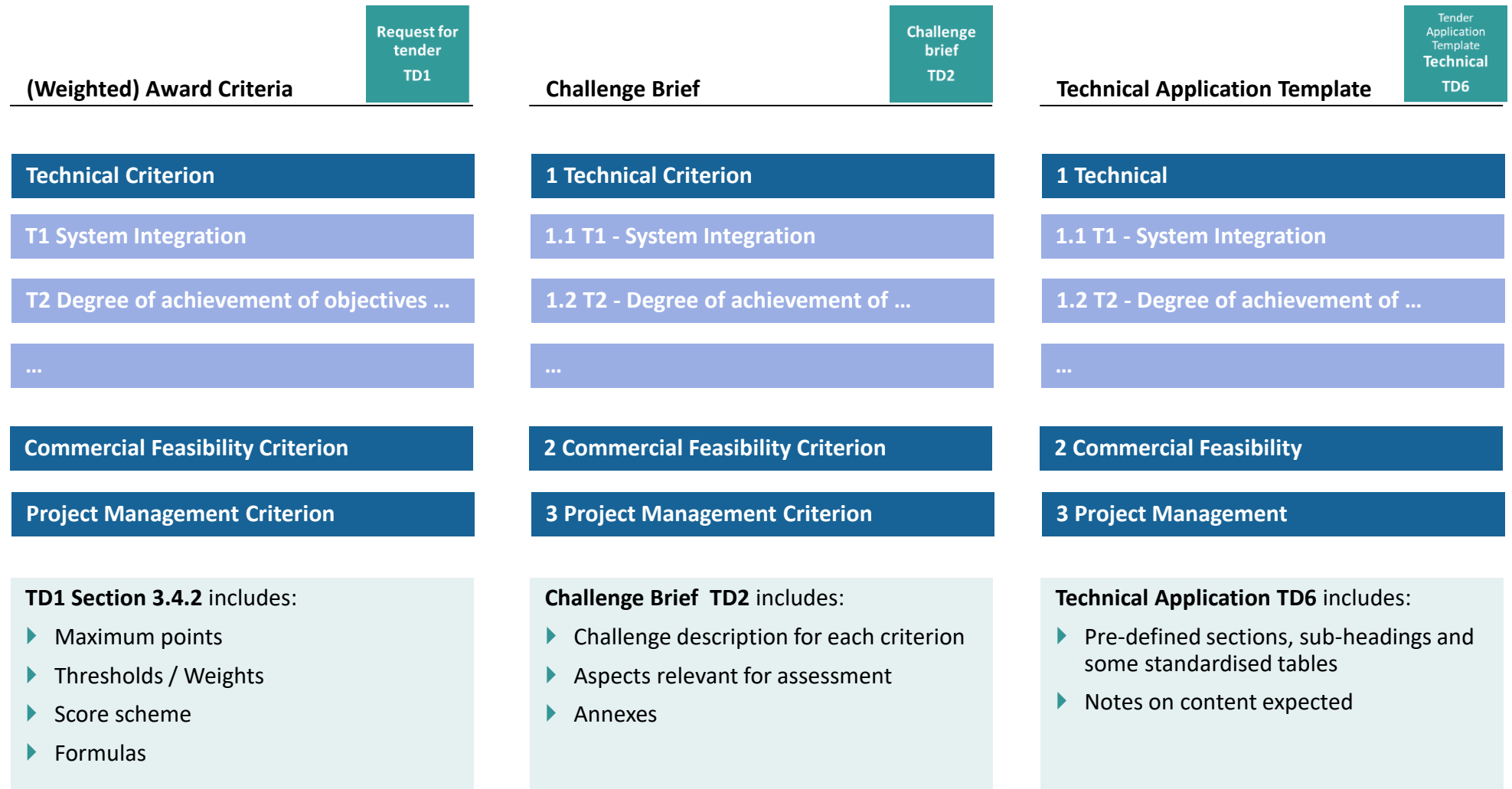
See also full detail in TD1 4.2 for

#### Administrative Forms



# Award Criteria, Challenge Brief and Application Template are fully aligned

## Structure of tender documents



## Proposal Timeline (TD1 2.6)

November 30, 2021



### Tender Launch event



**Register** to learn about the tender documents which go public within days

### Tender Info Webinar & Matchmaking

This is the first of two webinars to coach and clarify questions:  
[procure-pcp.eu/events](https://procure-pcp.eu/events)

#### NOTE

Focus: Administrative + Financial

December 16, 2021



#### NOTE

Focus: Technical

January 11, 2022



### Tender Info Webinar 2

This is the second webinar to coach and clarify questions:  
[procure-pcp.eu/events](https://procure-pcp.eu/events)

### Deadline for submitting questions

Questions have to be submitted via **S-Procurement**



January 13, 2022

January 24, 2022



### Deadline for Lead procurer to publish answers

Lead procurer will answer the submitted questions in the form of a Q&A document

# 22.02.2022 DEADLINE FOR SUBMISSION OF TENDERS



## Project Timeline (TD1 2.6)

# 22.03.2022 NOTIFICATION OF RESULTS





# Search of partners is supported with the Matchmaking Platform

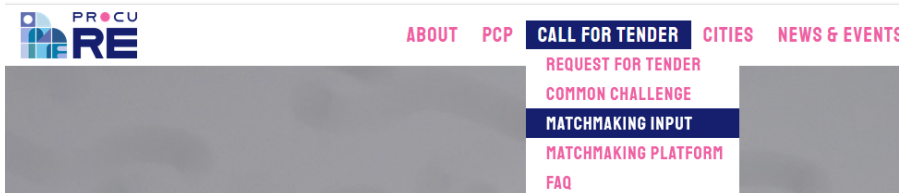
## Matchmaking platform

### MATCHMAKING

- ▶ Become visible among other suppliers looking for partners
- ▶ Steps, describe:
  - What you are looking for
  - What you are offering
  - Some basics + contact information
- ▶ Completing the form takes only ~5 minutes
- ▶ [procure-pcp.eu/matchmaking](https://procure-pcp.eu/matchmaking)

We encourage companies that cannot cover the whole procuRE solution to team up with other companies and apply together with international partners in a joint tender (consortium).

### LOCATION ON PROCURE-PCP.EU



### FORM AND LISTING IN PLATFORM

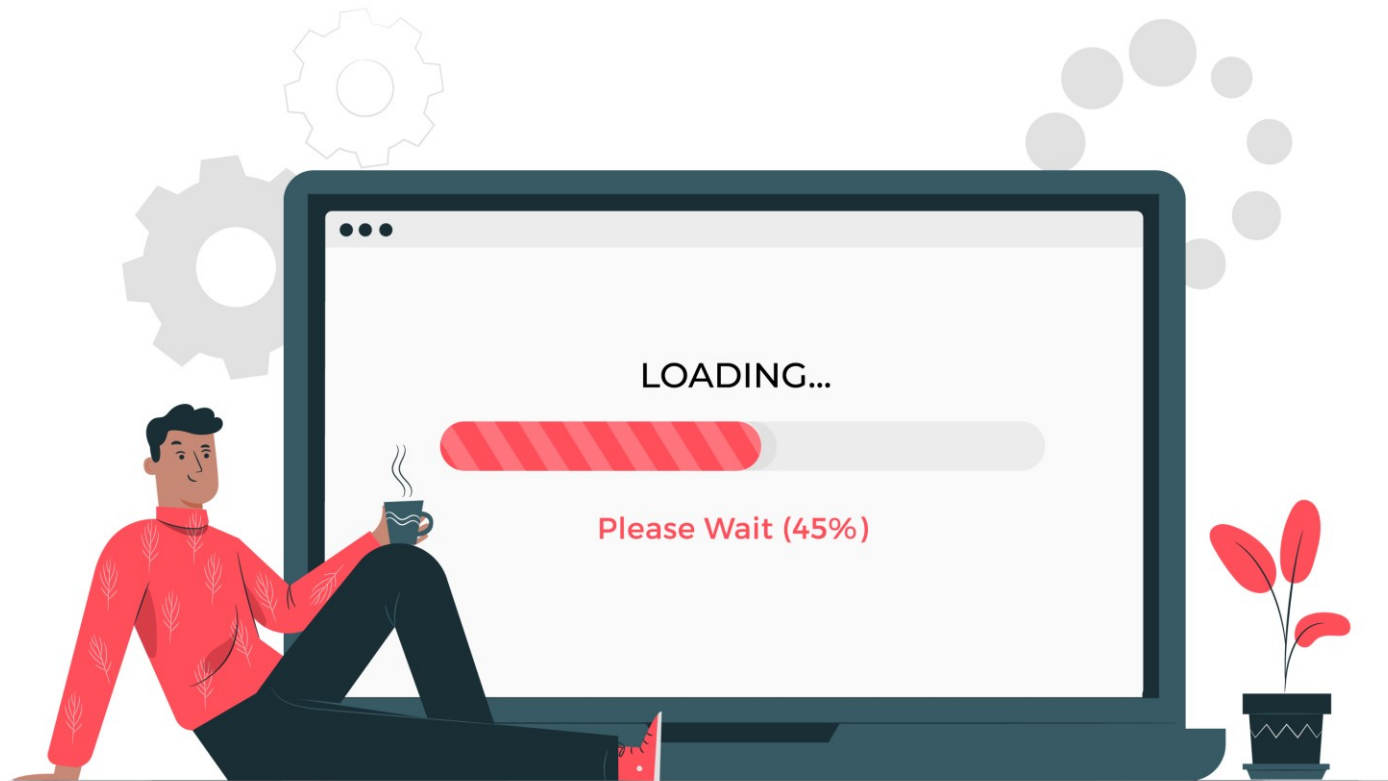
A screenshot of the 'MATCHMAKING FORM' on the Procure-PCP.EU platform. The form is titled 'MATCHMAKING FORM' and includes the following sections:

- Country coverage:** A list of checkboxes for Germany, Israel, Portugal, Slovenia, Spain, and Turkey.
- Expertise:** A list of checkboxes for Energy production and distribution components, Energy storage components, Energy management components, System package design, System, Package monitoring and management, Energy service contracting and financing, Professional training, and Occupants education.
- Describe what you are looking for:** A text input field with a character limit of (max. 400 characters).
- We are offering:** A text input field with a character limit of (you can choose more than one).
- Partnerships:** A list of checkboxes for Coordinator and Partner.

The form also includes a 'Company / organisation name' field, a 'Company / organisation website' field, and a 'Country' dropdown menu set to 'Germany'. The 'Market Presence' section has checkboxes for Local, Regional, National, EU-wide, and International (including Turkey, Israel, EU).

## In search of a consortium? Stay for matchmaking ... after Q&A

— Matchmaking events at all webinars



Please remember ...

22.2.22

... we are looking forward to 23.2.22 to read your proposals!



# Matchmaking

Next steps suppliers and procurers | Networking

## NETWORKING

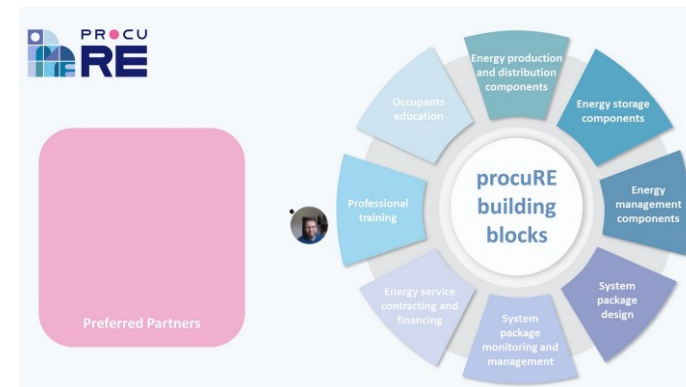
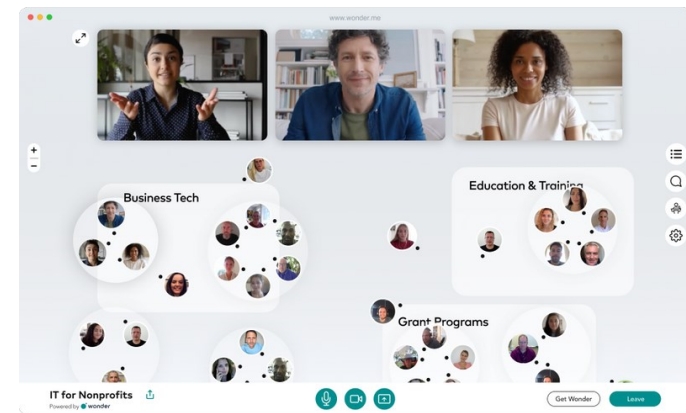
- ▶ Joining
  - Just open below link
  - No installation or registration necessary
- ▶ How it works?
  - Like a lobby at conference
    - You walk around with the mouse
    - You tap people and create or join circles
    - You talk within the circle

**Opportunity to find partners and create consortia**

## LOGIN

[bit.ly/procure-wonder](https://bit.ly/procure-wonder)

## WONDER ROOM





**Pre-commercial Procurement of  
Breakthrough Solutions for  
100% Renewable Energy Supply in Buildings**

All tender information collected on  
**[procure-pcp.eu/tender](https://procure-pcp.eu/tender)**

 [procure-pcp.eu](https://procure-pcp.eu)

 [bit.ly/procure-LI](https://bit.ly/procure-LI)

 [@procure\\_pcp](https://twitter.com/procure_pcp)

[#procu100re](https://twitter.com/procure_pcp)



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The sole responsibility for the publication lies with the editor and does not necessarily reflect the opinion of the European Commission. The European Commission is also not responsible for any use that may be made of the information contained herein.

The project will do as much as we can (and suppliers want) to make chosen solutions publicly known during each phase; a focus will be procurers across Europe

Exposure for successful suppliers (depending on preference)

**Mandatory: Abstract for EC and project website**



**Additional: Open Pilot Days**

Public and media viewing of solutions (Phase III suppliers only) at Open Pilot Days

**Optional: Presentations and Publications**

The project is being continuously presented at meetings

- ▶ Preferred Partners Forum
- ▶ Smart City Marketplace - (procuRE is an Action Cluster)



Publication of summaries and info, **already running and more to come** – we will offer suppliers to include content across all phases:

