

# SPARCS

## D5.16 Joint Procurement feature publicly available on BABLE

30/09/2022

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**Topic: LC-SC3-SCC-1-2018-2019-2020: Smart Cities and Communities**

## Deliverable administration

No & name	<b>D5.16 Joint Procurement feature publicly available on BABLE</b>		
Status	Released	Due	M36
Date	2022-09-30		
Author(s)	BABLE GmbH		
Description of the related task and the deliverable. Extract from DoA	<p><b>Task 5.6 Development and Piloting of Joint Procurement of Innovation (BABLE, VTT, ESP, LPZ, CMM, RVK, KLD, KFS, LVIV, CVUT, CiviESCO) [M1-M60]</b></p> <p>SPARCS will develop and trial a digitally backed joint procurement process of smart city solutions between the partner cities, resulting in larger contracts, shared risks and lower costs for innovation.</p> <p><u><i>Subtask 5.6.1 Developing features to support Joint Cross Border Procurement (JCBP) on BABLE (BABLE) [M1-M24]</i></u></p> <p>The main focus of this subtask is to develop and test the joint procurement feature on BABLE which will be publically available for all European cities.to use. This will involve the following steps:</p> <ul style="list-style-type: none"> <li>• Development of a reference model for a joint procurement process, focussing on core aspects of procurement. The model will be based on learnings from several European Joint Cross Border Public Procurement case studies like the HAPPI project, Brenner base tunnel, Citrix Software and Appliances, etc.</li> <li>• The cross EU-SCC1 collaboration will be leveraged by conducting surveys and interviews with LHCs, FCs and city groups like Eurocities and ICLEI to understand the demand and challenges with joint cross border procurement.</li> </ul> <p>Based on the reference model and inputs from the cities, a sustainable business case to facilitate JCBP via BABLE will be developed. The feature will then be piloted on BABLE and a beta version for joint procurement will be released.This feature will consist of a) a <b>process model</b> targeted at aligning demands of public procurers and drafting joint tenders and b) a <b>digitally backed online process</b> on the BABLE platform available for public procurers to issue own demands, find partners and draft joint tenders; c) an <b>exploitation plan</b> with a business model that will enable BABLE to provide JCBP in the area of smart cities as a service to public procurers after M36 of SPARCS.</p> <ul style="list-style-type: none"> <li>• For subtask 5.6.1 a special budget has been reserved to subcontract for legal advice, making sure that the envisaged process models for JCBP are in line not only with EU regulations but also with the respective national legislations in the FC's member states.</li> </ul>		
Participants	<b>BABLE, VTT, ESP, LPZ, FHG, CMM, RVK, KLD, KFS, LVIV</b>		
Comments			
V	Date	Authors	Description
0.1	01/09/2022	BABLE	Deliverable version 1



0.2	20/09/2022	Leipzig	Review of the deliverable
0.3	27/09/2022	BABLE	Deliverable version 2
0.4	28/09/2022	WP Leader	Deliverable checked by WP leader and released to the Coordinator and the Quality Manager for quality check and subsequent submission to the EC.
1	30/09/2022	VTT	Coordinator submits the deliverable to the EC

### Dissemination level

PU	Public	X
CO	Confidential, only for members of the consortium (including the Commission Services)	



## About SPARCS

Sustainable energy Positive & zero cARbon Communities demonstrates and validates technically and socioeconomically viable and replicable, innovative solutions for rolling out smart, integrated positive energy systems for the transition to a citizen centred zero carbon & resource efficient economy. SPARCS facilitates the participation of buildings to the energy market enabling new services and a virtual power plant concept, creating VirtualPositiveEnergy communities as energy democratic playground (positive energy districts can exchange energy with energy entities located outside the district). Seven cities will demonstrate 100+ actions turning buildings, blocks, and districts into energy prosumers. Impacts span economic growth, improved quality of life, and environmental benefits towards the EC policy framework for climate and energy, the SET plan and UN Sustainable Development goals. SPARCS co-creation brings together citizens, companies, research organizations, city planning and decision making entities, transforming cities to carbon-free inclusive communities. Lighthouse cities Espoo (FI) and Leipzig (DE) implement large demonstrations. Fellow cities Reykjavik (IS), Maia (PT), Lviv (UA), Kifissia (EL) and Kladno (CZ) prepare replication with hands-on feasibility studies. SPARCS identifies bankable actions to accelerate market uptake, pioneers innovative, exploitable governance and business models boosting the transformation processes, joint procurement procedures and citizen engaging mechanisms in an overarching city planning instrument toward the bold City Vision 2050. SPARCS engages 30 partners from 8 EU Member States (FI, DE, PT, CY, EL, BE, CZ, IT) and 2 non-EU countries (UA, IS), representing key stakeholders within the value chain of urban challenges and smart, sustainable cities bringing together three distinct but also overlapping knowledge areas: (i) City Energy Systems, (ii) ICT and Interoperability, (iii) Business Innovation and Market Knowledge.

## Partners





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## 1. EXECUTIVE SUMMARY

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This deliverable summary presents a review and abstract of the work carried out so far under Task 5.6 on the Development and Piloting of Joint Procurement of Innovation and the tool created to support market consultation. It shows a shift in focus that stems from the results and findings from the research and consultation with the cities which explains why we are currently emphasising the market consultation process (as opposed to the joint cross border procurement). The deliverable itself is the tool developed and available on the BABLE platform, for which this document provides context and further explanation of the justification for its development, its current features and future developments.

### 1.1 Deliverable description

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This deliverable presents the first results of the Task 5.6 on the Development and Piloting of Joint Procurement of Innovation. The task has due to further research shifted its focus, which is described below.

*In 2021, the BABLE Team conducted a thorough analysis of the existing literature and experiences of Joint Cross Border Procurement as well as interviewed several experts and practitioners in the field (from EU, national and local levels). The findings from this analysis, as well as the conversations with the FCs and Project Coordinator, lead to the conclusion that the task would provide more value to the cities' projects by supporting the cities in an early stage procurement process often disregarded: open market consultations.*

*The overall task will still support the cities in their procurement, but focusing more on the market consultation as well as providing guidelines for effective innovative procurement. The possibility of conducting a market consultation will be offered to all FCs expanding as well the reach and scope of the task, by shifting its focus. This task will also build on the capacities of BABLE and its large network of companies working in the energy and mobility field which can inform the request of information cities will pose. The task will also support joint market consultation, where other cities will be able to learn from the process as well as from the information gathered from the leading city. In conversation with FCs, they have expressed their interest in trying this new approach, which can enhance their replication projects.*

**A new tool has been created which simplifies the process that cities need to follow to reach out to a widely spread market early on in the project development process.** Local procurement processes are scattered in national procurement portals, which make difficult for companies to have an overview of the needs of their potential clients and for other cities to know what other cities are planning on procuring.

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*[Access to the tool on BABLE Platform \(some functionalities may not be accessible if not logged in\)](#)*

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### **Results of the first research on Joint Cross Border Procurement of Innovation (JCBP)**

The 2014 Procurement Directive allows for joint cross-border procurement and explicitly forbids EU Member States from prohibiting such efforts, stating “[a] Member State shall not prohibit its contracting authorities from using centralized purchasing activities offered by central purchasing bodies located in another Member State” (European Parliament, 2014).



Furthermore, it provides different avenues for Member States to pursue cross-border collaboration. Under the Directive, contracting authorities can use public contracts awarded by authorities of different member states and they may delegate another contracting authority to implement their own procurement procedure. In addition, it allows contracting authorities from different Member States to set up joint entities established under EU or national law (Ponzio, 2017).

As part of the research to identify the potential and the process for a potential joint procurement methodology, the BABLE Team executed the following actions:

- ▶ Study of available literature on the matter
- ▶ Review of most important and emblematic case studies across Europe (HAPPI, Citrix software, EURIPHI)
- ▶ Interviews with experts from academia and practitioners
- ▶ Interviews with Fellow Cities and their Procurement Officers
- ▶ Master thesis on JCBP and cross border collaboration

## Joint Procurement Interviews

We've spoken to a wide variety of procurement experts

Dana Mitea	BBG Austria	Head of International Relations
Gabriella Racca	University of Turin (HAPPI)	Professor of Administrative Law
Analucia Jaramillo	EAFIP/Corvers	
Karolis Granickas	Open Contracting	Senior Program Manager for Europe
Caroline Hobson	CMS (EURIPHI)	Co head of competition
Virginie Dor	CMS (EURIPHI)	Partner
Ivo Locatelli	European Commission	Senior Procurement Expert
Albert Sanchez Graells	Bristol Law School	Professor of Economic Law



The most important findings of the aforementioned research and expert engagement are:

- ▶ Impact since publication of the DIRECTIVE 2014/25/EU (supporting joint cross border procurement)
  - ▶ 2017: **37** cases of JCBP
  - ▶ 2018 – 2021: **11** cases of JCBP – not enough comprehensive data available
- ▶ Majority of JCBP processes where between **countries sharing borders**
- ▶ JCBP between **national governments** (e.g. vaccines, infrastructure, energy)
- ▶ Most experiences in the **health sector** (e.g. EURIPHI, HAPPI)



- ▶ **No expert consensus** on benefits outweighing costs of JCBP
- ▶ No specific support from EU for legal coordination (though it goes in line with the idea of one European market)

The context of SPARCS and the participating cities, presented the following additional challenges:

### Common challenges

- ▶ Different existing processes
- ▶ Different language and culture: key point since a lot of coordination and agreement is required
- ▶ Coordination between procurers proves to be difficult
- ▶ Difficult to define a common technical requirement and agreeing on the assessment process and decision.

Potential Benefits of JCBP	SPARCS context	SPARCS context - Comments
Economy of scale		Expected scale of the projects isn't big enough to get economy of scale benefits
Collaboration, sharing knowledge and exchanging good practices		Possible, but there is no need for JCBP to make it happen
Standardisation of technical specifications		Possible, but there is no need for JCBP to make it happen
Promotion of innovation and R&D		Possible, but there is no need for JCBP to make it happen

Contrasting the results of the research against the needs and challenges of the SPARCS project, we arrived at the following conclusion:

Collaboration, sharing of knowledge and exchanging good practices, standardising technical specifications and promoting innovation and R&D can be achieved through formal joint market consultation. This could be enhanced by accessing a good representation of companies and innovators operating in the European markets; as well as by encouraging cities to make market engagement a common tool to be used in preparation for their procurement process.

### **Why market consultations? What is it added value to the procurement of innovation?**

Market consultations have twofold purposes: to inform a tender preparation process and to inform suppliers of the procurement plans. By engaging with the market, cities can assess the capabilities of economic operators to deliver the solution they are looking for and evaluate how feasible their needs are. Furthermore, by inviting interested parties to be involved early on, you improve their capabilities to respond with high-quality applications.





The 2014 Procurement Directive from the European Commission highly encourages Member States to look beyond their own borders in procurement procedures and take advantage of the entire European market. The BABLE Platform community of smart city professionals from across Europe enables cities to reach suppliers in markets they traditionally may not interact with. This mechanism is particularly useful for pre-commercial procurement (PCP) and public procurement of innovation (PPI).

What the Directive calls Preliminary Market Consultations has a variety of names used by cities across Europe. Whether the Market Consultation is preliminary, open, prior, or pre-market, cities are referring to similar concepts. Likewise, if instead of consultation the process is called a dialogue or engagement is immaterial- the goals are the same.

**Benefits of an open market consultation** (Brunel, Alberigo, Bartolome, Pleiter, & F., 2020)

Technical aspects:

- ▶ Help in **reviewing common and specific requirements**;
- ▶ It provides feedback on how to **raise interest from the market** to answer the upcoming call for tender and what **players on the market** are more likely to respond.
- ▶ To cross-check the procurer's analysis of the prior art/IPR and **standardization/regulatory environment** which confirms the choice of the procurement approach (PCP or PPI)
- ▶ To clarify assumptions taken by the procurers in the design of the **business case** The OMC enables the procurer to cross-check the project feasibility in terms of whether the market is able to *deliver new solutions that meet the expected minimum functionality/performance requirements (the expected benefits) within the foreseen time schedule and budgetary limits* (expected costs in the business case); It also informs the procurer about the **risks and benefits** of the various technological solutions that are available on the market or that are being developed;
- ▶ Improvement of **definition and clarification of ambiguous requirements**;
- ▶ When done with several cities, it offers an opportunity for **collaboration, sharing knowledge and exchanging good practices**

For legal and procedure aspects:

- ▶ Clarification on the application form;
- ▶ To cross-check the **feasibility and market acceptance** of the envisaged contract set-up (if PPI/PCP check IPR conditions, idea of contract split into lots)
- ▶ The open market consultation **helps validate the innovation potential of the identified need/challenge**. It confirms whether there is already a solution already available on the market with the desired functionality/performance requirements (no PCP or PPI needed), or whether still incremental innovation is needed to bring solutions to the market (PPI can then be used) or whether radical innovation/R&D is needed to bring it to the market (PCP can then be used).



## 1.2 Purpose and target group

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### What does the tool do for a public sector representative?

1. Informs them of and encourages the use of market consultation as a method to enhance the procurement of innovative solutions
2. Public servants can navigate Use Cases – experiences from other cities and regions from all Europe – if they don't yet know what their project would be about.
3. By choosing a Solution from the list – all registered<sup>1</sup> providers on the BABLE Community connected to that Solution will be displayed and can be contacted on a 1-1 basis.
4. They can also read more in detail the Solutions pages (e.g. on Urban Data Platforms) developed under the project to better understand what its functions are, the stakeholders that need to be engaged, the cost structure and general regulations to be followed, etc.
5. The tool supports cities to create a Market Consultation Invitation which includes details of the project they are planning, what questions they want to ask the market and how the engagement will be planned (e.g. survey, event, etc.). It also provides tips on how to do a successful engagement.
6. The person creating the invitation can also mark if they are organising this process with another organisation so they can manage and edit the invitation as needed.
7. They can also choose if they are open to being contacted by other cities which are interested in the results of the process or would consider procuring together (a first step to support cities to align needs to jointly procure).
8. Once the Invitation is published – all relevant companies are automatically notified.
9. Once the Consultation has been conducted – and based on the timeline reported – the public servant will be contacted to share some of their learnings which will become available for other cities in the future.

## 1.3 Next steps

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After the development of the first version of the tool, the following steps will be followed in order to enhance the user experience and provide with the adaptations necessary to provide the user (in this case, the cities) with the most valuable experience:

1. The tool will be tested with Maia in both projects being prepared in T5.4.
2. Feedback will be collected from all cities on the usability of the tool and other meaningful features.
3. Further resources procurement of innovation will be shared on the tool as well as suggestions for market consultation.
4. Additional visual aids will be added to the tool to make it easier for the user to understand the process and where the most important information is.

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<sup>1</sup> Registration on the platform, as well as the large majority of functionalities are FOR FREE.



## **1.4 Contributions of partners**

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All cities have been involved in several consultation activities that served to the preparation of the tool. Furthermore, the tool will be tested in the context of Task 5.4, which will provide feedback to adjust the tool to the needs of its users.

## **1.5 Relations to other activities**

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This deliverable supports the market consultation stage of Project Development process (T5.4) in the Fellow Cities. It will also be available to the LHCs for their upscaling activities.

## **1.6 Some impressions from the deliverable online**

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In this section are included screenshots from the first version of the tool.



## First page: Tool Landing Page

Get to know the European market by consulting it through BABLE

### PRELIMINARY MARKET CONSULTATION TOOL

THIS TOOL HAS BEEN DEVELOPED UNDER THE SPARCS PROJECT AND IN COLLABORATION WITH ESPODO (FINLAND), LEIPZIG (GERMANY), MAIA (PORTUGAL), KLDNO (CZECH REPUBLIC), KIFISSIA (GREECE), AND REYKJAVIK (ICELAND).

BABLE's Market Consultation Tool allows you to easily inform yourself on the state of the Smart City Innovation you are looking to procure and automatically inform suppliers in that field of your plan. The hundreds of Smart City companies in the BABLE community ensure that your procurement will be informed by a cross-border market audience that shares your goal of accelerating the implementation of innovation in cities.

Market consultations have a twofold purpose: to inform your tender preparation process and to inform suppliers of your procurement plans. By engaging with the market, cities can assess the capabilities of economic operators to deliver the solution they are looking for and evaluate how feasible their needs are. Furthermore, by inviting interested parties to be involved early on, you improve their capabilities to respond with high-quality applications.

The 2014 Procurement Directive from the European Commission highly encourages Member States to look beyond their own borders in procurement procedures and take advantage of the entire European market. The BABLE Platform community of smart city professionals from across Europe enables cities to reach suppliers in markets they traditionally may not interact with. This mechanism is particularly useful for pre-commercial procurement (PCP) and public procurement of innovation (PPI).

What the Directive calls Preliminary Market Consultations has a variety of names used by cities across Europe. Whether the Market Consultation is preliminary, open, prior, or pre-market, cities are referring to similar concepts. Likewise, if instead of consultation the process is called a dialogue or engagement is immaterial- the goals are the same.

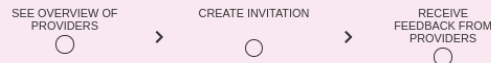
#### Benefits of Market Consultation through BABLE

 <p><b>Inform yourself on what has been done in other cities</b></p> <p>Cities share their learnings after the consultation so others can learn as well</p>	 <p><b>Reach out to a growing European-wide network of innovative suppliers</b></p> <p>Get best value from the market by getting direct feedback from suppliers all across Europe who are developing the best and most adaptable solutions</p>	 <p><b>Language barriers disappear</b></p> <p>Broaden your reach further with automatic translation to 7 European languages</p>
 <p><b>Sort the network of suppliers by the solutions they offer</b></p> <p>Choose from over 30 of the most relevant Smart City Solutions</p>	 <p><b>Complementary service</b></p> <p>100% free for cities to use, profile must be connected to a BABLE city page</p>	 <p><b>Expert advice throughout the process</b></p> <p>Get in touch with BABLE at any point to make the most out of the consultation</p>

### Get started with the Market Consultation Invitation

Do you already know what type of innovation you would like to procure? Select the corresponding Solution area and we will directly present you with an automatically generated list of tech providers from all over Europe that specialise in that area.

After that we offer you the possibility to reach out to all of them (and others) by creating a Market Consultation invitation on BABLE.



Not sure which Solution area to pick?

Solution areas on BABLE have been defined after analysing many use cases and Smart City solutions on the market. You can read more about each one of them

Citizen Engagement ▾

[GO TO OVERVIEW OF PROVIDERS](#)

*Any doubts about the role of Market Consultation within procurement? Want to make your procurement process more effective?*



## (Continuation from the previous page)

Read more below in the BABLE Guide, or make use of the Use Case Finder, another tool that will help you get inspired by other city's real world use cases.

### BABLE Guide to Market Consultation

Learn more about Market Consultation, its benefits and limitations

#### What is a Preliminary Market Consultation

Preliminary Market Consultations are a way to engage with the market in the early stages of procurement with the goal of improving the procurement process. They can involve extensive dialogue with suppliers or be as simple as a prior information notice about your procurement intentions.

Links

[EU Regional Policy Guide](#)

#### How can I do one myself?

There are many methods to engage the market in a preliminary consultation. The correct approach should be based on an evaluation of a number of factors including the complexity of the solution looking to be procured, your own team's knowledge level thereof, the market complexity and maturity, the goals of the procurement procedure such as policy or innovation objectives, and the expected value of the contract. Generally, more complex or innovative procurement procedures would lend themselves to more extensive consultations.

Links

[Best Practice Report](#)

[Training Toolkit \(Module 6\)](#)

#### Challenges and benefits of cross-border consultation

Challenges:

- Geographical differences, such as language
- Likely a new procedure
- More complex response
- Greater time investment

Benefits:

- Take advantage of the whole European Market (encouraged by Procurement Directive)
- Receive more inputs, from more diverse sources
- Exposure to more perspectives is especially valuable when implementing innovation
- Create more competition and thus better-quality bids

#### Converting outcomes of consultation to effective procurement

Carefully review all inputs received during the consultation and incorporate the results in the tender-writing process. Is the budget appropriate? Are the specifications feasible and do they make sense? Will there be enough interest from the market to justify going to tender?

Links

[OECD Public Procurement Toolbox](#)

### Get inspired by real use cases

Are you not sure yet of which kind of innovation your city needs, or would just like to explore what is possible? Search through our use cases to get inspired by BABLE's extensive database of smart city projects that is relevant to you.

E.g. Bike-Sharing, Energy Storage Solutions...

Search



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European Union Funding  
for Research & Innovation

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Topic: LC-SC3-SCC-1-2018-2019-2020: Smart Cities and Communities

## Second page of the Tool: display of Companies and information on the chosen Solution

**BABLE** HOME EXPLORE SPOT CONNECT EN

SEE OVERVIEW OF PROVIDERS CREATE INVITATION RECEIVE FEEDBACK FROM PROVIDERS

Get to know the European market by consulting it through BABLE

### MARKET CONSULTATION INVITATION

#### CITIZEN ENGAGEMENT

Citizen engagement plays an instrumental role in the way human settlements are governed. Decision-making processes are enhanced by engaging those most affected and intimately connected with societal challenges.

[Read more about solution area](#)

#### Providers with expertise in Citizen Engagement

<p><b>Novoville</b></p> <p>Novoville is helping councils and organizations respond to crisis and change by accelerating the digital transformation of their solutions. <a href="#">Read more about Novoville</a></p>	<p><b>Kobla AS</b></p> <p>The Kobla solution promotes and awards green travels. Seven towns are defined as walking, cycling and using public transport. <a href="#">Read more about Kobla AS</a></p>	<p><b>ELECTRONIS</b></p> <p>Electronis is a micro-mobility solutions company which makes walking, cycling, public transport, and more.</p>
<p><b>Maptionnaire</b></p> <p>Maptionnaire Community Engagement Platform is a service for cities, consultants, and research organizations enabling public engagement that provides insights for decision-making.</p>	<p><b>Streetco</b></p> <p>Streetco est le premier GPS positionnement pour les personnes à mobilité réduite en situation de handicap à se déplacer indépendamment en toute sécurité.</p>	<p><b>BJØRK innovation AB</b></p> <p>BJØRK innovation's methodology for cross-sector collaboration provides a safe arena to tackle complex challenges in social environments. We work closely with stakeholders and citizens.</p>
<p><b>Candam</b></p> <p>Candam develops technology for Circular Economy. Our disruptive technology, Recyclomat, allows the identification of citizens and the packaging items they recycle. <a href="#">Read more about canda</a></p>	<p><b>civocracy</b></p> <p>Civocracy is a civic tech company that empowers local government to co-create their best cities. We are a B2B business. <a href="#">Read more about civocracy</a></p>	<p><b>Mittwik-O-Mat</b></p> <p>The Mittwik-O-Mat shows people interested in volunteering where and how they can get involved in a really accessible and joyful way. The web application is available through our public website. <a href="#">Read more about Mittwik-O-Mat</a></p>
<p><b>ModelMe3D</b></p> <p>ModelMe3D is a stakeholder engagement platform. Our Co-Design tool allows stakeholders and citizens to participate in the design of public spaces.</p>	<p><b>CitizenTalk</b></p> <p>CitizenTalk is a smart, intelligent e-participation and co-creation app to engage people. Interactivity and create the best ideas together. <a href="#">Read more about CitizenTalk</a></p>	<p><b>The Future Fox</b></p> <p>We're a technology company with a social mission to accelerate the development of smart, sustainable and people-focused spaces.</p>
<p><b>innocode</b></p> <p>We facilitate citizen dialogue, vibrant communities and sustainability.</p>	<p><b>Eternity Group</b></p> <p>Eternity is a telecom start-up founded in 2018 with the clear objective of developing advanced and customized technology. <a href="#">Read more about Eternity Group</a></p>	<p><b>Pindex</b></p> <p>Pindex is a young Swiss startup developing a food-based guidance platform leveraging augmented reality, real games and VR to provide our clients with innovative food guidance.</p>
<p><b>Atelier Tom Voeger</b></p> <p>Atelier Tom Voeger is a design studio working on projects in the field of architecture, co-creation and design. <a href="#">Read more about Atelier Tom Voeger</a></p>	<p><b>Sowobuild</b></p> <p>Community software to connect people to your concept.</p>	<p><b>Citymatica</b></p> <p>We are not just software company. At least we try not to be so. We have started smart city business 6 years ago from software development for public transport services and other.</p>

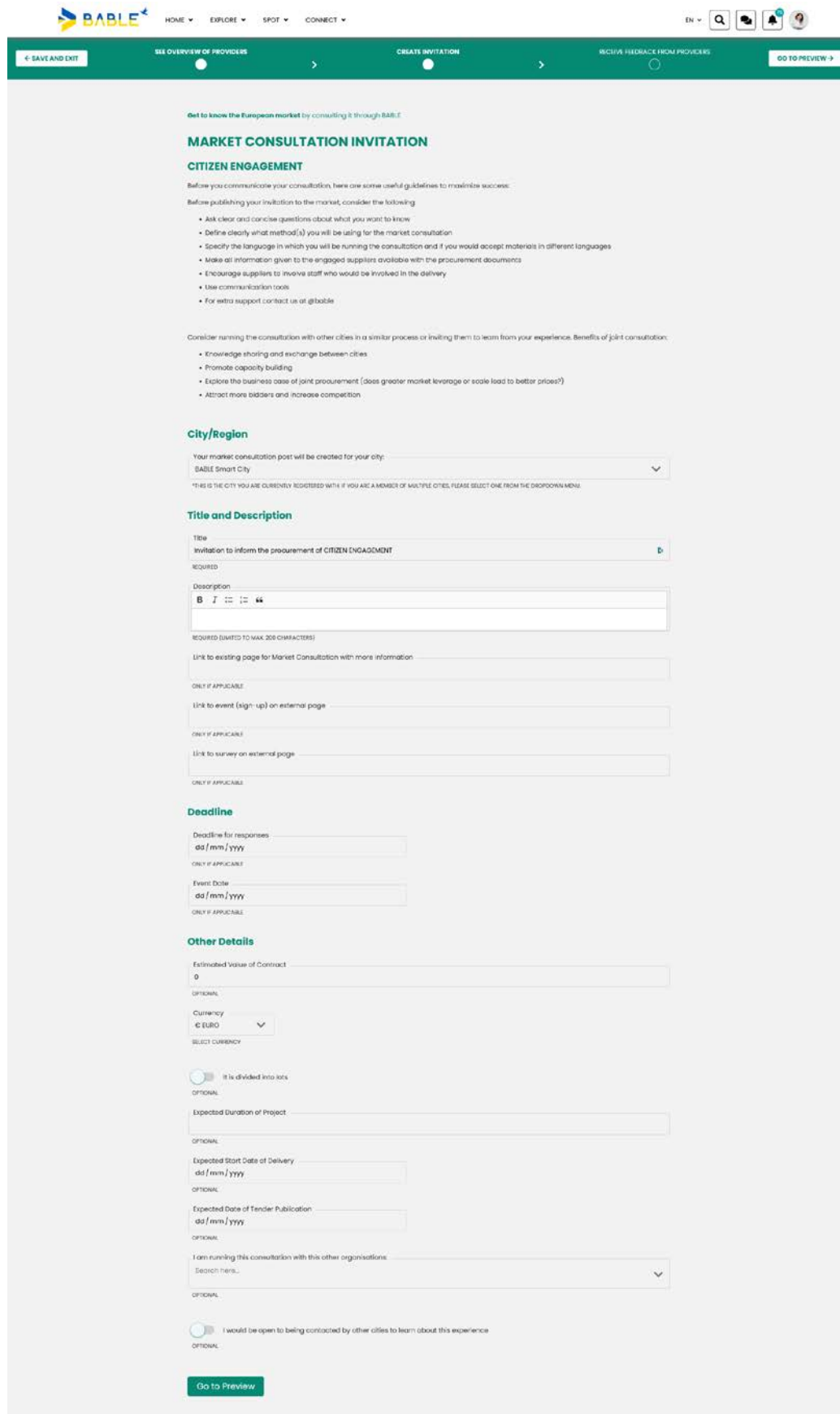
Would you like to gather further information from these and other companies that offer this type of innovation solutions?

Continue to create a Market Consultation post on BABLE, sending the link to your public consultation or request for more information to all these providers, as well as promote it on the BABLE platform publicly to other providers.

[Create a market consultation invitation](#)



## Third page: Tips to create a Market Consultation Invitation and Fields to be filled



**BABLE** HOME EXPLORE SPOT CONNECT EN Q [Icons]

← SAVE AND EXIT SEE OVERVIEW OF PROVIDERS CREATE INVITATION RECEIVE FEEDBACK FROM PROVIDERS GO TO PREVIEW →

Get to know the European market by consulting it through BABLE

### MARKET CONSULTATION INVITATION

#### CITIZEN ENGAGEMENT

Before you communicate your consultation, here are some useful guidelines to maximize success:

Before publishing your invitation to the market, consider the following:

- Ask clear and concise questions about what you want to know
- Define clearly what method(s) you will be using for the market consultation
- Specify the language in which you will be running the consultation and if you would accept materials in different languages
- Make all information given to the engaged suppliers available with the procurement documents
- Encourage suppliers to involve staff who would be involved in the delivery
- Use communication tools
- For extra support contact us at @bable

Consider running the consultation with other cities in a similar process or inviting them to learn from your experience. Benefits of joint consultation:

- Knowledge sharing and exchange between cities
- Promote capacity building
- Explore the business case of joint procurement (does greater market leverage or scale lead to better prices?)
- Attract more bidders and increase competition

#### City/Region

Your market consultation post will be created for your city:

BABLE Smart City

\*THIS IS THE CITY YOU ARE CURRENTLY REGISTERED WITH. IF YOU ARE A MEMBER OF MULTIPLE CITIES, PLEASE SELECT ONE FROM THE DROPDOWN MENU.

#### Title and Description

Title: Invitation to inform the procurement of CITIZEN ENGAGEMENT

REQUIRED

Description:

**B I** [Rich text editor]

REQUIRED (LIMITED TO MAX. 300 CHARACTERS)

Link to existing page for Market Consultation with more information:

ONLY IF APPLICABLE

Link to event (sign-up) on external page:

ONLY IF APPLICABLE

Link to survey on external page:

ONLY IF APPLICABLE

#### Deadline

Deadline for responses: dd/mm/yyyy

ONLY IF APPLICABLE

Event Date: dd/mm/yyyy

ONLY IF APPLICABLE

#### Other Details

Estimated Value of Contract: 0

OPTIONAL

Currency: € EURO

SELECT CURRENCY

It is divided into lots

OPTIONAL

Expected Duration of Project:

OPTIONAL

Expected Start Date of Delivery: dd/mm/yyyy

OPTIONAL

Expected Date of Tender Publication: dd/mm/yyyy

OPTIONAL

I am running this consultation with the other organisations:

Search here...

OPTIONAL

I would be open to being contacted by other cities to learn about this experience

OPTIONAL

**Go to Preview**



## Fourth page: Publication confirmation and guidance on Next Steps

BABLE
HOME
EXPLORE
SPOT
CONNECT
EN

EXIT
SEE OVERVIEW OF PROVIDERS
CREATE INVITATION
RECEIVE FEEDBACK FROM PROVIDERS

Get to know the European market by consulting it through BABLE

### MARKET CONSULTATION INVITATION

#### SMART WATER MANAGEMENT

**Your post has been published on BABLE.**

It got automatically sent to all providers listed on BABLE as specialists in the solution type you have selected. Additionally, it has been placed in the Market engagement section and available to see for all providers and non-members.

Thanks for publishing your market consultation on the BABLE platform, we hope you get the best insights from the most innovative companies in the market.

Market Consultation Invitation

27-09-2022  
Marjón de Rosen  
Munich - Lande...

**Invitation to inform the procurement of SMART WATER MANAGEMENT**

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[Read more](#)

**What happens next?**

You will be able to access your market consultation on your dashboard.

Based on your chosen approach to collect inputs from the market (e.g. survey or event), you will gather valuable information from relevant market players on matters like what you aim to procure, the process you aim to follow and the budget and conditions you have set.

During this process (if you have marked that option) you may be contacted by other cities who would like to observe or follow your process to learn more about it.

After the consultation has been finalised, we will invite you back to the platform to share your insights from the process so other cities who are interested in the same type of solutions can learn from your experience. Don't worry, we will send you a reminder via email and guide you through a couple of short and simple questions.

**What else can help you in this process?**

[Have you checked the Use Case database?](#)

There you will find real-world reference projects sharing insights and learnings to show you what is already possible. Each Use Case contains a list of achieved benefits, driving factors, financial information, advice for replication and links to relevant Solutions and the implemented Products. There is also the opportunity to contact the BABLE users who participated in implementing and managing the Use Case.

[GO TO USE CASES](#)

[Have you checked the Solutions pages?](#)

Solutions on BABLE are expert-curated proposals for efficiently implementable Smart City projects. Each Solution contains a list of benefits and a list of functions needed to achieve these benefits, as well as information on the business model, driving factors, relevant legal regulations, expert advice and links to relevant Use Cases and Products.

[GO TO SOLUTIONS](#)

Do you want to get support from BABLE to run and process the results of the consultation? Let's talk about it!

Do you need funding to cover some of the costs of buying this solution? We can help you find the programme that best adapts to your needs – Get in touch (the consultation is for free)!

[CONTACT US – BOOK A MEETING](#)





## Market Consultation Invitation Example


MARKET CONSULTATION INVITATION

### Invitation to inform the procurement of SMART WATER MANAGEMENT

Date posted: 27-09-22


Contact
Edit page
Share page
Info

### Organisation



Munich -  
Landeshauptstadt  
München

### Administrator



Name Lastname

ARE YOU INTERESTED IN KNOWING MORE ABOUT THIS MARKET CONSULTATION?

Get in touch

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**Estimated value of contract:** 100,000 € EURO  
**Divided into lots:** Yes  
**Expected duration of project:** 5 months  
**Expected start date of delivery:** 01.07.2023  
**Expected date of tender publication:** 01.05.2023

I am interested in participating

### Deadline

| 15.03.2023

### Event date

| 10.02.2023



### Dashboard overview: where companies and other cities will find the open market consultations

**Navigation:** BABLE | HOME | EXPLORE | SPOT | CONNECT

**Top Bar:** Welcome to the new dashboard! | Guidance | Do not show again

**Left Sidebar:**

- My Name:** Open Profile, Edit Profile
- Your company pages:** Mercedes-Benz, Add new company
- Your Products:** Add new Product
- Your Use Cases:** Add new Use Case
- Your project pages:** Add new project

**Central Feed:**

- Post 1: **SOME COMPANY** is now on the platform. Another Person just added a new company page. Discover the initiatives, plans and activities for achieving their smart city vision.
- Post 2: **SOME COMPANY** is now on the platform. Another Person just added a new company page. Discover the initiatives, plans and activities for achieving their smart city vision.

**Right Sidebar:**

- TOP 50 SC 2022:** Apply now to get selected as a top 50 company in BABLE's Innovation Market Watch 2022. Apply Now
- Toolbox:** Massive Scale Dat..., UMAM, MORGENSTADT (each with Open Tool button)
- Market Consultation:** Smart Water Management, Traffic control software, Bike sharing system (highlighted with a yellow box)
- Followings:** Great... City (UK), Europ... Compan...
- Bookmarks:** You have not bookmarked anything yet.



## 2. REFERENCES

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