



- > Are you an actor in public transport?
- > A transport operator, organiser or authority?
- > Do you aim to optimise your R&D spending?
- > Is public security and the prevention of terrorist attacks amongst your core objectives?

### JOIN US IN THE PREVENT PROJECT :

A pioneering and ground-breaking European project focussing on enhancing security situational awareness through



- > timely automatic detection of unattended items in Public Transport Infrastructure and, if required, in public areas in the vicinity,
- > identification and tracking of perpetrators,
- > advanced crisis management system.



Discover more on royalty-free use, sharing development risks, exploring contractual arrangements, and IPRs during the next meetings:



**VIENNA**  
25TH -26TH MARCH 2020



**MARSEILLE**  
25TH TO 27TH MAY 2020



**BRUSSELS**  
30TH JUNE - 01ST JULY 2020

For any information on the PREVENT PCP and/or reimbursement of travel costs and accommodation by the PREVENT project please contact:

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PROCUREMENTS OF INNOVATIVE, ADVANCED SYSTEMS TO SUPPORT SECURITY IN PUBLIC TRANSPORT



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## PREVENT: PAVING THE WAY TO INNOVATION IN PUBLIC TRANSPORTS

PREVENT relies on the **Pre-Commercial Procurement (PCP) approach**. Promoted, supported and co-financed by the European Commission, this procurement process ensures the development of cutting-edge technologies that are tailored to **YOUR needs**.

### PCP: A DEMAND DRIVEN APPROACH AND AN ASSET TO BUYERS

Unlike conventional procurement initiatives, a PCP ensures that you are able to procure technologies unavailable on the market to solve your unmet need. **Your needs and requirements are the sole criteria considered by the suppliers.** By introducing a R&D phased approach before the acquisition and commercialisation, you can:



Compare alternatives



Ask for adjustments



Ensure a fit-to-purpose solution is made available to you

With competition between several companies existing throughout the PCP process, the robustness of the solution is evidently ensured. Interoperability will be also an intrinsic criterion in the PCP process. A demand-driven approach also ensures that risks and benefits are shared between you, your procurement counterparts and the suppliers: **Should a prototype lead to revolutionary innovation, it is an all-round win-win situation.**

## PCP, THE BASICS

A PCP allows you to play an active and pivotal role in the R&D of your required product, through the 3 stages:

PCP Stage 1

### Solution design

At least four suppliers will be selected (after evaluating their bids) to develop the best solution.

- ⊗ Company A
- ✓ Company B
- ✓ Company C
- ✓ Company D
- ✓ Company E

PCP Stage 2

### Prototype

Those participants who have successfully completed phase 1 will be invited to submit an offer for phase 2. At least three companies will be awarded a phase 2 contract to develop a prototype.

- ⊗ Company B
- ✓ Company C
- ✓ Company D
- ✓ Company E

PCP Stage 3

### Operational testing

At least two participants will be selected and their prototypes tested in real-life situations.

- ✓ Company C
- ✓ Company D

The purpose of the PCP is to buy R&D services, but not the commercial deployment of the solution. To purchase this solution a new procurement process must be started after the PCP is concluded.



PREVENT represents a joint PCP opportunity supported by the EU Commission through the H2020 programme. This 2<sup>nd</sup> H2020 project of this program implements the PCP; should this stage be confirmed, 90% of the cost of the whole PCP is funded by the Commission.

With PREVENT, your expected financial investment is limited. PREVENT also allows you to share the risks and expertise with your procurement counterparts forming the Public Buyers Group (PBG).

During each phase, your technical, financial and administrative requirements are the prime subject of suppliers. The main goal is to launch the R&D of a custom-built security technology, that your institution and the PBG have personalised according to their concrete requirements. Once the novel product has been developed, tested and approved, suppliers will make the product available for purchase. Royalty-free and IPR conditions defined during the PCP development stage, will allow Public Buyers, such as yourself to reap the financial benefits.

High-level quality and healthy inter-supplier competition is ensured via the evaluation process after each stage. Least viable security solution approaches are eliminated by the PBG in which you will be an official member.

As public buyers, our role is to ensure that our investments translate into efficient and sustainable solution. **The PREVENT PCP encourages this mission while bringing international leadership in an ever-growing market, ensuring better quality products at lower prices and fostering interoperable solutions.**

### THE FUTURE OF THE PROTOTYPE

Should the prototype at the end of the PCP be up to commercial standards, the framework agreement underpinning the PCP allows you to have an edge over other institutions, non-members of the PBG.

Not only will you be part of the avant-garde and pioneering institutions to use the product, but you will also be able to reap the overall socio-economic benefits.

