

D2.3 - 10 Online Trainings and Accompanying Material

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Project abstract

PROTECT aims at leveraging innovation procurement to unlock the climate service (CS) market's potential to support urgent climate adaptation and mitigation. The project will allow public and private organisations to build up and integrate their knowledge and skills about climate change, environmental observation (EO) and innovation procurement, notably enabling public authorities to shift to a proactive governance model, using innovative public procurement approaches to increase value and climate impact for money. It shall increase access of CS SME providers across Europe to public procurement markets and shape solutions that best address public demand, both specific and systemic. The initial focus will be on five encompassing application domains (Energy & Utilities, Sustainable Urban Communities, Agriculture, Forestry and other Land use, Marine and Coastal Environments and Civil Security and Protection) and their contributions to the areas of sustainability in Horizon Europe's Cluster 6. The project will source and assess existing and high-potential CS solutions and technologies that use EO data. It will engage with an extensive and varied community of procurers, inform the definition and aggregation of their needs and functional requirements for CS, explaining, fostering, and supporting a 'buying with impact' approach. Clearer, less fragmented demand shall guide and support R&D for future CS. PROTECT will prepare the operational ground for one or more joint, crossborder or coordinated pre-commercial procurement (PCP) processes and identify short-term actions so that Public Procurement of Innovative Solutions (PPI) can be activated towards or right after the project's end. At policy level, it will provide decision-makers for procurement, climate, and policy, at EU, national, regional and local levels, with practical recommendations and guidelines to boost the use of innovation procurement for climate action.

Keywords

Training, capacity building, audience, webinars, materials

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1. The role of capacity building and awareness raising in PROTECT

The PROTECT project is instrumental in preparing the ground for the open call issued by the European Commission supporting the [customisation/pre-operationalisation of prototypes end-user services in the area Climate Change Adaptation and Mitigation](#).

Nonetheless, the mandate of PROTECT goes beyond this specific call. *WP2 Community Building and Engagement, Awareness Raising, and Capacity Building* serves two of the main goals of the project: building capacity and raising awareness of the role that innovative procurement, and pre-commercial procurement (PCP) in particular, can play in the co-development of climate services. The breadth of the benefits is two-fold, as tailored co-designed climate services are both better positioned to serve the particular needs of the end-user and represent a much-needed push for the development of the otherwise largely underdeveloped climate service market.

One of the major tools that was created to allow for knowledge sharing and provide room for discussion on the topics was the PROTECT Training Curriculum described hereafter.

2. The PROTECT training curriculum

2.1. Purpose of the PROTECT training curriculum

The PROTECT Training curriculum consists of a series of workshops that took place online in spring and autumn of 2023. Holding the workshops virtually ensured that they could reach a wider audience across Europe/the EU.

The aim of the workshops was to provide a broad audience with the tools and steppingstones needed to understand and manage the topics of innovative and pre-commercial procurement, climate services, Earth Observation, and their interactions. Some workshops focused on specific topics that are cornerstones to the context of PROTECT, while others put the emphasis on interaction with other fields.

The PROTECT training curriculum aimed to provide public procurers on EU, national, regional, and local levels with practical guidance and advice on how to effectively utilize innovation procurement to address their climate-related issues. The training webinars are primarily aimed at buyers/public authorities who will position themselves for the upcoming PCP call, but also open to the active participation of anyone else willing to learn more about the topics.

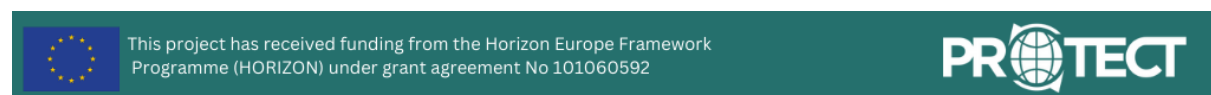
The name “curriculum” was chosen to highlight the concept of having a single and multi-faced programme, which, despite being composed of a range of topics and cross-topics, represents a comprehensive pathway towards gathering the understanding needed to learn about pre-commercial procurement of climate services, and to provide the tools needed to participate in such procurement.

2.2 Structure of the workshops and of the curriculum

The curriculum was divided into a spring and an autumn session.

Spring Workshops: First steps into climate services and pre-commercial procurement

1. Introduction to Innovation procurement: PCP and PPI
2. Exploring the wide range and scope of climate services
3. Practical aspects of PCP
4. Matching climate services to climate targets and broader needs



INNOVATION PROCUREMENT AND CLIMATE SERVICES TRAINING CURRICULUM



Figure 1 A banner used online for promoting the spring session of webinars

Autumn Workshops: How to identify and structure your demand for climate services (for a PCP and beyond)?

1. Advanced aspects of PCP: PCP & venture capital, from PCP to PPI
2. As open as possible, as restricted as necessary: what public data standards and open data mean for policymakers and innovation procurers?
3. How to identify and structure your demand for climate services: Flood mapping and prediction
4. How to identify and structure your demand for climate services: Climate resilient water solutions (predicting, collecting data, planning)

5. How to identify and structure your demand for climate services: Sustainable & resilient infrastructure in vulnerable urban & regional areas (integrated sustainable re-development, restoring & adaptation of old and existing buildings)
6. How to identify and structure your demand for climate services: Fires prediction & prevention (tracing, identifying – e.g. illegal waste dump fires)



Training Curriculum

Structure your demand for climate services (PCP & beyond)



Figure 2 A banner used online for promoting the autumn session of webinars

A list of the specific subtopics, questions and goals of each of the Workshops from the PROTECT Training curriculum can be found in the Annex.

The complexity of the topics varies throughout the workshops, aiming to provide useful information to stakeholders with diverse levels of pre-existing knowledge in the domains. Where possible and appropriate, an introductory workshop was provided, followed by a deep dive on the same subject.

Some of the workshops had a different structure – with four of them fully dedicated to the four finalist challenges PROTECT has identified (Floods mapping and prediction, Climate resilient water solutions, Sustainable & resilient infrastructure, Fires prediction & prevention). These workshops discussed a mixture of topics- climate services and markets and defining needs for pre-commercial procurement in the context of each challenge. The workshops were largely created in synergy with the [Painpoint workshops \(WP3\)](#) and based on the feedback received from public procurers during those workshops. Overall, a strong focus was put on the discussion and exchange with the audience on the topics, aiming to foster exchange between procurers and CS providers.

Most of the workshops featured speakers from the PROTECT consortium. An exception was a webinar delivered by the *GEO working group on data* that showcased some elementary principles on data standardization and open data, as well as specific aspects and tools that can serve procurers in the phases of tender definition, but also implementation of EO-based solutions. This workshop was thus aimed at filling the gap in the limited knowledge that public authorities may have on the topic, which is often wrongly perceived as overly technical and not relevant.

3. Impact and way forward

The workshops were shared through PROTECT's social channels, its newsletter, as well as on the PROTECT website. Partner projects, such as Climateurope2 and VALORADA, also shared the training curriculum within their consortia, networks and social channels.

The webinars and workshops of the PROTECT training curriculum were recorded and are all made available on the PROTECT website so that they can be freely consulted both in view of the coming PCP call and in view of interest in any of the topics discussed. It remains to be seen, including from feedback during future discussions (e.g., The PROTECT final exploitation workshop) what the paths for exploitation of the content beyond the end of PROTECT could be.

The PROTECT training curriculum can be found at <http://www.protect-pcp.eu/training-curriculum/>.

ANNEX – List of workshops from the PROTECT training curriculum and the main topics tackled therein

Spring Workshops: First steps into climate services and pre-commercial procurement

1. **Introduction to Innovation procurement: PCP and PPI** - the first workshop served as setting the scene and providing basic understanding of innovation procurement. The opening intervention was made by Lieve Bos from DG Connect who spoke about the strategic importance of innovation procurement. The following presentation, made by PROTECT representatives answered the questions:
 - What is Public Procurement?
 - What is Innovation Public Procurement and its two modalities: PCP and PPI? PCP: what, when and how (legal framework)?
 - PPI: what, when and how (legal framework)?

2. **Exploring the wide range and scope of climate services** – was the first webinar of the series tackling climate services and Earth Observation. Thought as an introductory webinar for the topics, the main questions answered were:
 - Why should I care about climate services?
 - What do we mean by climate services, is it only about measuring our GHG emissions? What are the types of climate services?
 - What is the role of Earth observation data in climate services?

3. **Practical aspects of PCP** - was the second webinar fully dedicated to innovation procurement – once past the basics of the field explored earlier, more integrated topics were tackled, such as:
 - How can public authorities benefit from Climate Services – providing examples in each of the PROTECT domains (Marine and coastal environments Energy & Utilities Sustainable urban communities Agriculture, Forestry and other land use, Civil security & protection),
 - Introduction to the EAFIP step-by-step methodology on how to prepare an innovation procurement (EAFIP step-by-step guide for before, during and after the procurement),
 - Practical examples of Innovation Procurement of Climate Services and lessons learned by a procurer, and recommendations on practical aspects of Innovation Procurement (the city of Haarlem sharing their experience).

4. **Matching climate services to climate targets and broader needs** – looked into the importance of being able to formulate one's needs for climate services in order to seek for appropriate solutions. It discussed, among others:
 - Importance of identifying main climate and non-climate needs and understanding the climate services market,

- Involving different parts of the organization in defining the demand and optimising procurement of climate services,
- Climate services for non-climate objectives,
- Formulating and structuring demands to the climate services market.

Autumn Workshops: How to identify and structure your demand for climate services (for a PCP and beyond)?

5. **Advanced aspects of PCP: PCP & venture capital, from PCP to PPI** - aimed at bringing the idea of PCP closer to the market needs, by connecting it to venture capital. The topics tackled included:
 - Introduction to Innovation Procurement and VC,
 - Showcasing a link between Venture Funding and the success of the companies that participated in FP7 Funded Pre-Commercial Procurement,
 - Showcasing the PREVENT PCP project,
 - Gaps in the Innovation Pathway,
 - Contribution of VC Investment in Innovation Procurement,
 - Benefits and Costs of VC Involvement,
 - Schemes currently in place, observations and future work.
6. **As open as possible, as restricted as necessary: what public data standards and open data mean for policymakers and innovation procurers?** – Representatives of the GEO Data Working Group joined the PROTECT community to Raise awareness about Open Data and standards, including sharing best practices and useful tools for public procurers. The objectives of the workshop were to discuss with attendees:
 - Introduction to open data s haring and data management principles (GEO, FAIR, CARE, TRUST).
 - What should public bodies be aware of when it comes to data standardisation and open data?
 - How are data standards indispensable for public procurers to asses the quality of a procured/envisaged data solution?
7. **How to identify and structure your demand for climate services: Flood mapping and prediction**
8. **How to identify and structure your demand for climate services: Climate resilient water solutions (predicting, collecting data, planning)**
9. **How to identify and structure your demand for climate services: Sustainable & resilient infrastructure in vulnerable urban & regional areas (integrated sustainable re-development, restoring & adaptation of old and existing buildings)**
10. **How to identify and structure your demand for climate services: Fires prediction & prevention (tracing, identifying – e.g. illegal waste dump fires)** – the last four webinars were each thought as a forum for interaction with the PROTECT community building up to the launch of the PCP call. The topics of the four workshops were the four challenges that were considered the most relevant for the development of PCP on climate services, according to analysis made in the project under *D1.2 Cross-cutting analysis of drivers of the demand for climate services and barriers*, namely: Flood mapping and prediction, Climate resilient water solutions (predicting, collecting data,

planning), Sustainable & resilient infrastructure in vulnerable urban & rural areas, Fires prediction & prevention.

Each discussion was pertinent to one of the 4 challenges, and was aimed at declining the earlier broad topics in the training curriculum for the public procurers specifically interested in the challenge at hand, hence what was considered was:

- What are climate services and why does defining them matter?
- What is the role of PCP in climate services?
- How do local authorities prioritize [the specific challenge]?
- How does [the specific challenge] relate to other climate hazards?
- How is the awareness around [the specific challenge] distributed within the organization?
- How to improve the analyses of needs and structure the demand in view of a PCP?

After this first part, a discussion was launched with the attending procurers, aimed at sensing their pain points and guide them towards forming the demand for PCP. The guiding questions used by the workshop hosts were:

- Do you have enough data to identify the areas at risk of [the specific challenge] in your city/area?
- How are you made aware of the risk of [the specific challenge]: from where/whom (source) and which format (data)?
- How are these concerns addressed internally within your department and across different departments or organizations? Name your department and a few others that are involved
- How do different departments collaborate with each other to understand and address climate service needs in the field [the specific challenge] (e.g. in order to write the terms for a procurement process)?
- Which other domains/regulations influence the response (the definition of climate services that you need)?
- Could you improve the analysis and structuration of the needs for [the specific challenge] across your organisation, and how best to describe them in view of a PCP? If so, how?
- From what you have heard today from other participants, are there needs expressed by others that you would want to explore for your own organisation and ecosystem? If so, which ones?
- How will you prioritise the needs for fire risk assessment, prevention and reaction that you want to bring to a PCP process?
- What do you see as the potential barriers or challenges in implementing PCP for the co-development of fire-related solutions?