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The CLIMABOROUGH public procurement procedure

*City of Sofia Preliminary Market Consultation
January 21, 2025*



**Co-funded by
the European Union**

Purpose of this event

The purpose of this **Preliminary Market Consultation** (PMC) is to acquire information from invited stakeholders regarding near- to-market prototypes (TRL5-6 or higher) or already existing products / services (TRL9) that may be suitable for experimental deployment within the City hosting the event.

The results of the PMC will support ANCI in the design of a **call for tender**, which will be published by mid March 2025, with a comfortable deadline (say until April) to submit your candidatures.

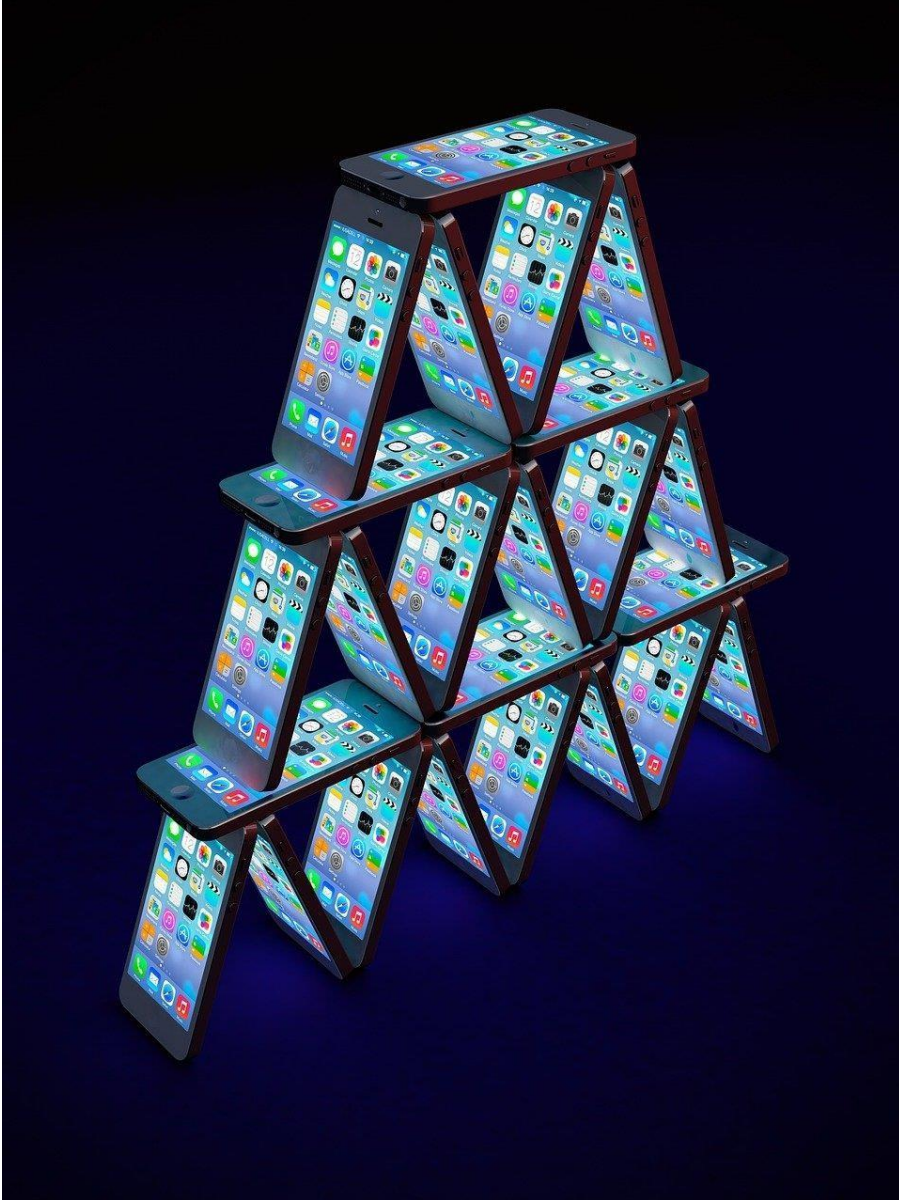
The call will have an approximate **budget of €240.000 (VAT excluded)** and aims to reward **2 distinct and independent solution providers**.

These may be individual economic operators or consortia. Access criteria will be very loose, to promote participation. The IPR of bidders will be protected and preserved.

The call will involve **other 4 European Cities** with identical budgets but (sometimes slightly) different Challenges.



What we are looking for



Based on today's discussion, ANCI will define the exact profile of the solutions looked for, on which we are agnostic (and ready to purchase more than a single one).

However, some critical features are expected to be common to all of them:

- They should fit within the perimeter of a “**challenge**” posed by the City Hall in relation to the pathway towards Climate Neutrality and that is a subject of discussion today;
- They should be “**socio-technical**” – i.e. involving people and people's behaviours (or changes thereof) alongside the appropriation and/or use of technology;
- They should be “**low-cost**” – given the stated budget availability for the call;
- They should be “**scalable**” – i.e. their experimental deployment is expected to allow the City Hall making plans for large scale adoption in the short term, financed with adequate (own) resources;
- They should be “**transferable**” – i.e. we are envisaging a business scenario where a solution tested successfully in City A can quite easily be migrated to City B. This can be an additional source of incentive for participants, above and beyond the tender award.

Milestones

Today

- Discussion on the City Challenge
- Presentation of possible Solutions
- The PMC is recorded and its proceedings published on website

February 10

- Possibility for all to send a written contribution to the City Hall, with a description of proposed solution(s)
- Every received contribution will be published on website

March 15 (indicative)

- Publication of the Call for tender on TED

July / August (indicative)

- Deadline for bidders to submit a proposal

December 2025 (indicative)

- Signature of 10 procurement contracts and release of 1st payments



Legal framework

The specific procurement instrument selected for this exercise is the **Innovation Partnership (IP)**, see art. 31 of the Procurement Directive 2014/24/EU.

The legal basis for ANCI acting on behalf of 5 European Cities is art. 38 of the Procurement Directive 2014/24/EU – as well as the ClimaBorough Grant Agreement signed with the European Commission.

This Preliminary Market Consultation rests under the provisions of art. 40 of the Procurement Directive 2014/24/EU.

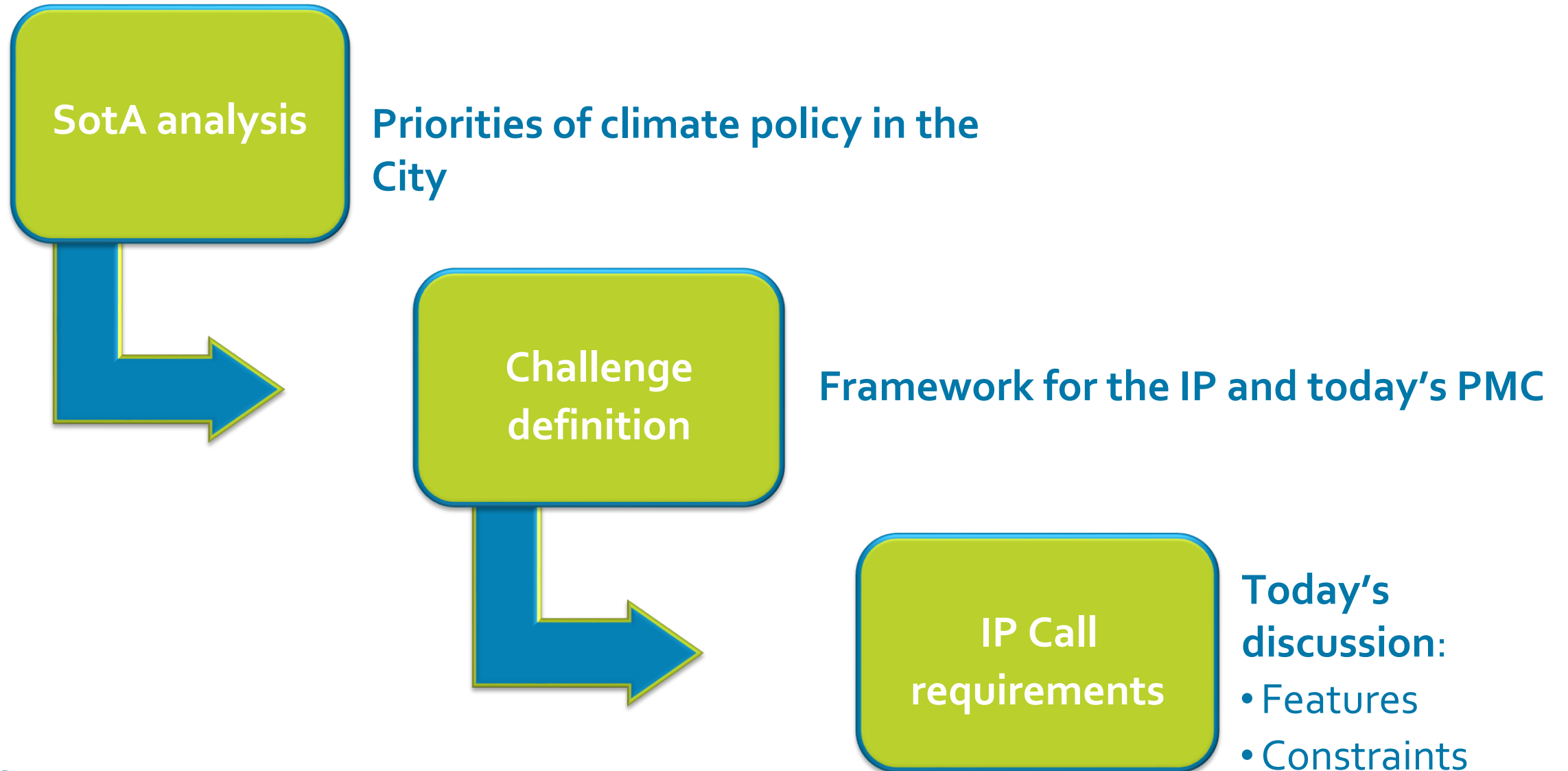
More information you can find at:

<https://climaborough.eu/public-procurement/preliminary-market-consultations-of-follower-cities/faqs-for-the-follower-cities-pmc/>

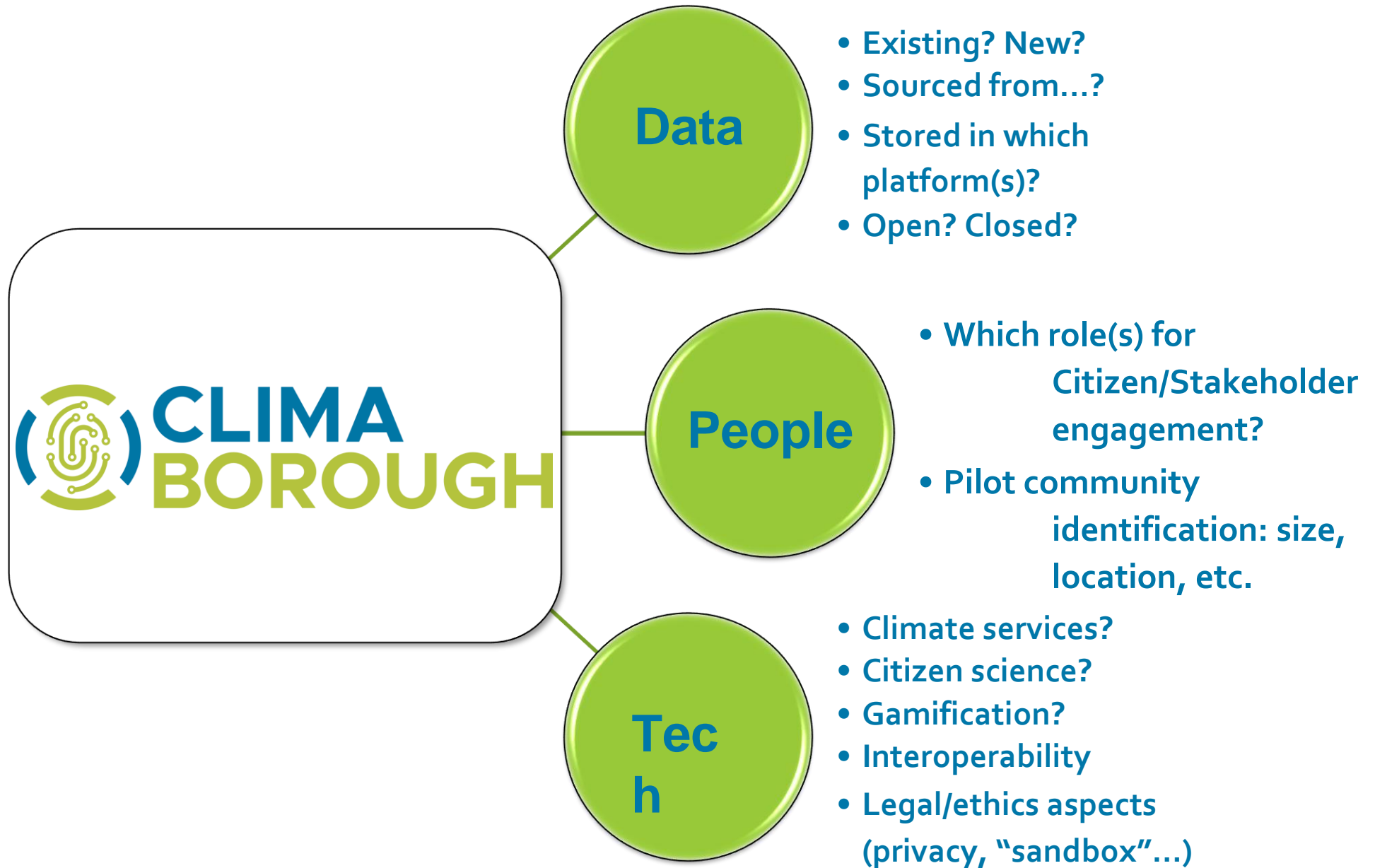
The prior information notice of this procedure was published in December 2024 on TED – the Supplement of the Official Gazette of the European Union dedicated to public procurement – at this URL: <https://ted.europa.eu/en/notice/-/detail/791861-2024>



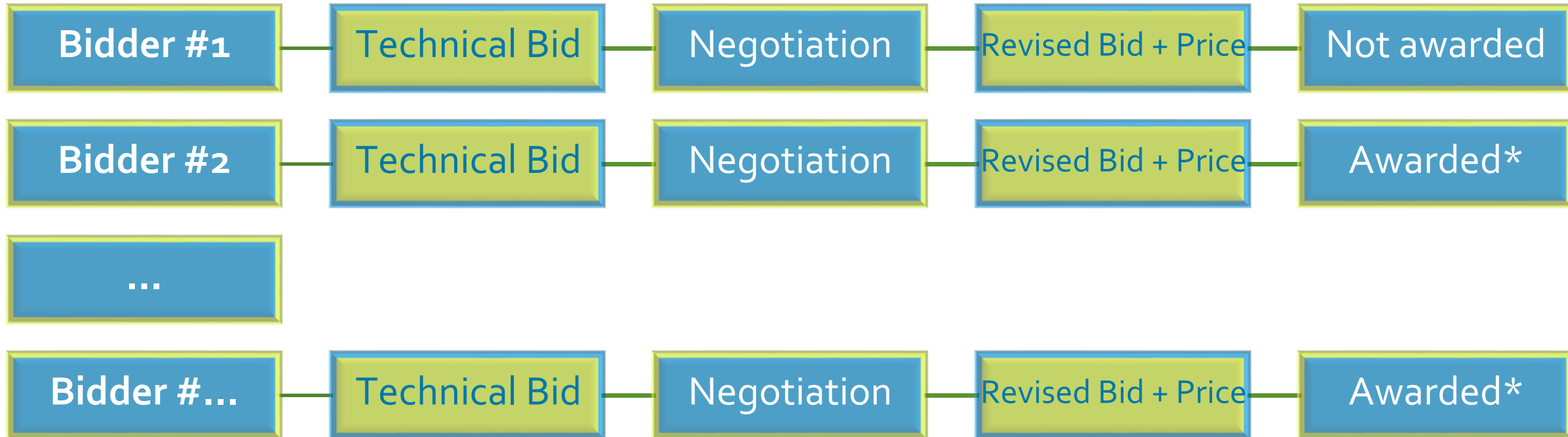
Process of solution identification



Focal points



Why did we choose the Innovation Partnership



** Ranking will be done according to the MEAT principle (Most Economically Advantageous Tender) – or Quality vs Price Ratio – and the first two solution providers in the ranking will be awarded*

The 5 Challenges

Climate neutral Cities Hub#1: from stationary energy to mobility



Issy-les-Moulineaux

Increase the scale persistence of people's participation in local zero-carbon initiatives

Pilsen

Promote sustainable transport options and increase traffic safety around schools

The 5 Challenges

Climate neutral Cities Hub#2: from waste to circularity



Grenoble

Extend the lifetime of electronic equipment through reuse

Prijedor

Transparently monitor local waste management process performance indicators

Sofia

Provide two-way communication and information to the citizens on sustainable waste management and the circular economy



Thank you!



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