



TENDER DOCUMENT 13 (TD 13): END OF PHASE (1, 2, 3) REPORT

Results & conclusions

Contractors

1. The innovative solution

Provide a short description (that is suitable for publication purposes) of:

The innovative solution (in its current form)

Where exactly lies the innovation in the solution: In which ways and to which extent does the solution go beyond what existing solutions can achieve?

The degree of innovation: indicate if your innovative solution is (a) a totally new product / service / process / method; (b) an improvement to an existing product / service / process / method; (c) a new combination of existing products / services / processes / methods and (d) a new use for existing products / services / processes / methods).

2. Commercialisation success

Provide a short description (mark parts that are not suitable for publication purposes) of:

How mature is the innovative solution in terms of its readiness to commercialise widely: Which steps towards wide scale commercialisation have been completed so far? *(do not forget: IPR protection, certification, CE marking, attracting additional investors to grow the business, setting up sales / distribution channels / marketing activities to expand sales to other countries etc.)*

What is the current commercialisation success of the solution: *e.g. awards / other forms of recognitions obtained, sales / increase in market share already achieved, licensing agreements already concluded, collaboration agreements with other partners (e.g. retailers) to commercialise the solutions already signed, additional investments attracted to further commercialise the solution.*





3. Other benefits obtained

Provide a short description (mark parts that are not suitable for publication purposes) of any other benefits that you obtained from participating in the procurement, e.g.

Getting easier access to (a new segment of) the public procurement market (e.g. did the procurement enable you to work with procurers/end-users that you were not working with beforehand?)

Growing your business across borders and/or to other markets (e.g. private markets) due to the first customer references provided by the procurement

Shortening the time-to-market for your innovation due to early customer/end-user feedback

Other benefits / lessons learnt: complete if applicable

4. Business growth

Provide a short description (mark parts that are not suitable for publication purposes) of:

How much has your business already grown during the procurement?

In terms of (a) personnel growth; (b) turnover growth; (c) growth in market share etc.

What are the prospects to grow your business via wider commercialisation of the solution:

1. How large is the potential market for your solution? is it a growing / steady / declining market?
2. By when can commercialisation start (now / in 1 / in 3 / in 5 / in more than 5 years)?
3. Is competition patchy (no major players) / established (but no comparable offering) / fierce?

Which future steps do you plan to take to further grow your business? (e.g. attracting additional investors to grow your business, mergers / acquisitions / joint ventures / spin-offs / IPO, setting up sales / distribution channels / marketing activities, expanding to other countries etc.)





5. Final remarks *(not for publication purposes, to assess how further EU support could best help you)*

What are the remaining bottlenecks to commercialise your solution? (e.g. certification, legislation etc.)

What type(s) of assistance do you need to address those bottlenecks and grow your business / commercialise your solution more widely? (e.g. EU regulation on x, finding investors, IPR help etc.)

How important was the procurement for your business? (Would/could you have done it on your own?)





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