INNOVATION PROCUREMENT IN BIG SCIENCE

Key Insights from Survey

Category	Insight
Cultural Resistance	Preference for in-house R&D limits openness to external innovation
Legal & IP Barriers	Risk aversion, long negotiations slow innovation-friendly contracting
Budget Uncertainty	Innovation timelines don't fit annual planning cycles
Human Resources Gaps	Few staff trained in innovation procurement or supplier engagement
Low Tool Awareness	Underuse of PCP, PPI, competitive dialogue due to lack of familiarity

Tools & Strategies Being Tested

- Pre-Commercial Procurement (PCP)
- Public Procurement of Innovative Solutions (PPI)
- Technology Development Programmes (TDP)
- Innovation Partnerships
- Competitive Dialogue & Market Consultations

Recommendations for BSOs

- Use Functional Specifications – Focus on needs, not solutions
- Engage Suppliers Early – Industry days, market soundings
- Support SMEs – Simplify paperwork, offer pre-payments, split contracts
- Build Shared Platforms – Centralized supplier databases across BSOs
- Train Staff – Legal, technical, and procurement training
- Share Case Studies – Build a community of practice

Conclusion

Improving innovation procurement means faster, better access to cutting-edge tech for science missions. BSOs must evolve processes, culture, and tools to meet this need.

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