

# PREFORMA: Pre-Commercial Procurement for Cultural Heritage

*Claudio Prandoni*  
*PREFORMA Communication*  
*Coordinator*  
*Promoter Srl*

Media Partner

DIGITAL MEETS **CULTURE** .net  
[www.digitalmeetsculture.net](http://www.digitalmeetsculture.net)

**S3 workshop**  
**Rome, 25 November 2016**



# PCP & PPI, two instruments to foster innovation



- ❑ Public sector is faced with important challenges. Addressing these, often requires public sector transformations
  
- ❑ Sometimes solutions are near the market and would be provided if clear requirements/sufficient demand is expressed by the market
  - **Public Procurement of Innovative Solutions** (PPI)
  
- ❑ In other cases, there is still R&D required to de-risk technology and still competing solution approaches to compare before committing to large scale deployment
  - **Pre-Commercial Procurement** (PCP)

Media Partner

DIGITAL MEETS CULTURE .net  
www.digitalmeetsculture.net

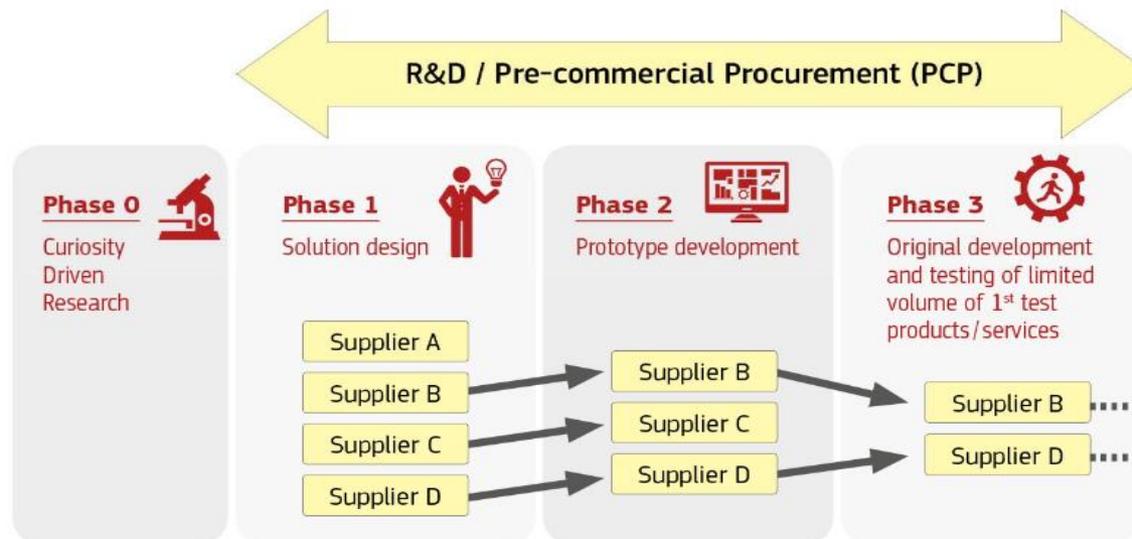
S3 workshop  
Rome, 25 November 2016



# Pre-Commercial Procurement



- ❑ **Objective:** to steer the development of solutions towards concrete public sector needs
- ❑ **Approach:** public sector buys R&D from several suppliers in parallel in form of a competition, comparing alternative solution approaches and evaluating progress after critical milestones (design, prototyping, testing)



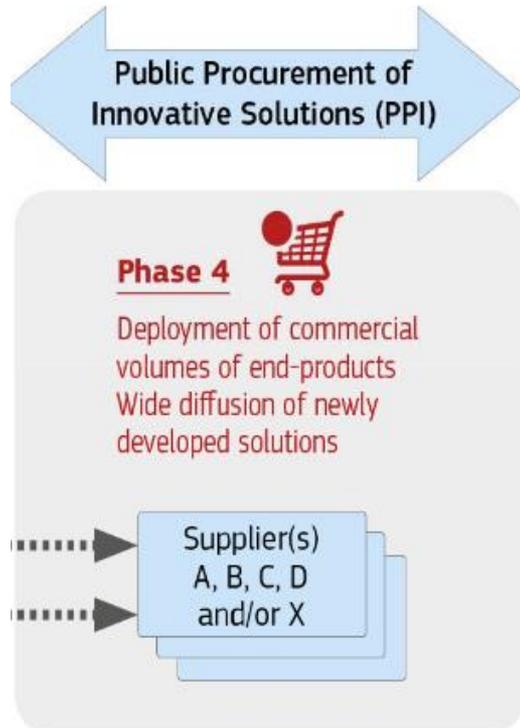
Media Partner

DIGITAL MEETS CULTURE  
www.digitalmeetsculture.net

S3 workshop  
Rome, 25 November 2016



# Public Procurement of Innovative Solutions



- ❑ **Objective:** to act as launching customer/early adopter/first buyer of innovative commercial end-solutions newly arriving on the market (not widely commercially available yet)
- ❑ **Approach:** public sector buys a significant volume of solutions, after potentially a test/certification/labelling

Media Partner

DIGITAL MEETS CULTURE .net  
www.digitalmeetsculture.net

S3 workshop  
Rome, 25 November 2016



# Benefits of the PCP



<p><b><i>Suppliers</i></b></p> <ul style="list-style-type: none"> <li>- Better products</li> <li>- Economies of scale</li> <li>- Wider market size</li> <li>- Shorter Time to market</li> </ul>	<ul style="list-style-type: none"> <li>- New lead markets</li> <li>- Increase export</li> <li>- Global competitiveness</li> </ul>	<p><b><i>Politicians</i></b></p> <ul style="list-style-type: none"> <li>- Quality of public services</li> <li>- Focus on political priorities</li> <li>- Improve innovation climate</li> <li>- Attract foreign investment</li> <li>- Increase employment</li> </ul>
<ul style="list-style-type: none"> <li>- First buyer in early R&amp;D</li> <li>- Shared risks &amp; benefits</li> </ul>		<ul style="list-style-type: none"> <li>- Reduce cost of procurement</li> <li>- Reduce risk of innovation</li> </ul>
<p>Get the 'Best Product' ... <b><i>Procurers</i></b> ... at the 'Lowest Price'</p> <ul style="list-style-type: none"> <li>- Address 'public market innovation failure'</li> <li>- Shape product development to public needs</li> <li>- Increase technology knowledge</li> <li>- Reduce risk in commercial tendering</li> <li>- Favour supplier competition</li> </ul> <ul style="list-style-type: none"> <li>- Pooling of resources</li> <li>- Economies of scale</li> <li>- No licensing costs</li> <li>- 'First time right' product</li> <li>- 'EU interoperable'</li> <li>- Attractive to venture capitalists</li> <li>- Reduce unforeseen expenditure</li> </ul>		

Media Partner



# An example of PCP project: PREFORMA



- ❑ PREFORMA is a **Pre-Commercial Procurement** project co-funded by the European Commission under the FP7-ICT Programme
- ❑ 13 partners: **9 procurers** led by Riksarkivet + **4 technical partners** who assist them in the preparation, running and evaluation of the procurement
- ❑ **Start date:** 1 January 2014
- ❑ **Duration:** 48 month (end date: 31 December 2017)
- ❑ **Total budget for the procurement:** 2.805.000 EUR
- ❑ **Website:** [www.preforma-project.eu](http://www.preforma-project.eu)

Media Partner

DIGITAL MEETS CULTURE .net  
www.digitalmeetsculture.net

S3 workshop  
Rome, 25 November 2016



# The PREFORMA Challenge



to empower memory institutions to gain full control over the process of conformity tests of files intended for long-term preservation

- ❑ Develop three **open source conformance checkers** for electronic documents, still images and AV content that check whether a file complies with the standard specifications and with the acceptance criteria of the memory institutions
- ❑ Set up **interoperability mechanisms** allowing the integration of the tools into the legacy systems of the memory institutions and their extension to new formats
- ❑ Establish a **sustainable community** that ensures long-term availability of the software, generates useful feedback for those who control the software and advances improvement of the standard specifications

Media Partner

DIGITAL MEETS CULTURE .net  
www.digitalmeetsculture.net

S3 workshop  
Rome, 25 November 2016



# Lessons learnt



- ❑ **Working together** gives added value, but requires a great deal of time and energy
- ❑ Avoid self-referential approaches. Be attentive to what is going on in the surrounding world and **re-use** well established **methodologies and best practices**
- ❑ The value of **sound management** and **reliable procedures**
- ❑ **Copyright** and **IPR**

Media Partner

DIGITAL MEETS CULTURE .net  
www.digitalmeetsculture.net

S3 workshop  
Rome, 25 November 2016



# Follow us!



**PREFORMA Website**  
[www.preforma-project.eu](http://www.preforma-project.eu)

**PREFORMA Blog**  
[www.digitalmeetsculture.net/preforma](http://www.digitalmeetsculture.net/preforma)

The screenshot shows the PREFORMA website homepage. At the top, there is a navigation menu with links for HOME, PROJECT, PARTNERS, TENDER, EVENTS, OPEN SOURCE PORTAL, COMMUNITY, DOWNLOAD, and CONTACTS. Below the navigation, there is a featured section for the '2016 ICA CONGRESS Seoul Korea' with a date of '23 NOVEMBER 2016'. To the right, there is a section for 'UPCOMING EVENTS' with a 'VIEW ALL' link. Below that, there is a section for 'PREFORMA FUTURE MEMORY STANDARDS' with a 'READ MORE' link. At the bottom, there is a section for 'LEARN MORE ABOUT THE CONFORMANCE CHECKERS' with a 'VIEW ALL' link. The footer includes the PREFORMA logo and the text 'This project has received funding from the European Union's Seventh Framework Programme under grant agreement no 619068'.

The screenshot shows the PREFORMA Open Source Portal. At the top, there is a navigation menu with links for HOME, PROJECT, PARTNERS, TENDER, ACTIVITIES, OPEN SOURCE PORTAL, COMMUNITY, DOWNLOAD, and CONTACTS. Below the navigation, there is a section for 'OPEN SOURCE PORTAL' with a 'VIEW ALL' link. The main content area is divided into three columns. The first column is titled 'PROJECT N. 1. VeraPDF: THE PDF/A CONFORMANCE CHECKER ACCEPTED INDUSTRY-WIDE' and includes a 'READ MORE' link. The second column is titled 'PROJECT N. 2. DPF MANAGER: DIGITAL PRESERVATION FORMATS MANAGER' and includes a 'READ MORE' link. The third column is titled 'PROJECT N. 3. MEDIACONCH - CONFORMANCE CHECKING FOR AUDIOVISUAL FILES' and includes a 'READ MORE' link. The footer includes the PREFORMA logo and the text 'This project has received funding from the European Union's Seventh Framework Programme under grant agreement no 619068'.

The screenshot shows the PREFORMA Blog. At the top, there is a navigation menu with links for WEBSITE, PROJECT, PARTNERS, TENDER, ACTIVITIES, OPEN SOURCE PORTAL, COMMUNITY, DOWNLOAD, and CONTACTS. Below the navigation, there is a section for 'PRESENTATION OF THE PROJECT' with a 'VIEW ALL' link. The main content area is divided into two columns. The first column is titled 'PREFORMA, FUTURE MEMORY STANDARDS' and includes a 'READ MORE' link. The second column is titled 'PREFORMA GLOSSARY' and includes a 'VIEW ALL' link. The footer includes the PREFORMA logo and the text 'This project has received funding from the European Union's Seventh Framework Programme under grant agreement no 619068'.

## Open Source Portal

[www.preforma-project.eu/open-source-portal.html](http://www.preforma-project.eu/open-source-portal.html)

Media Partner

DIGITAL MEETS CULTURE  
[www.digitalmeetsculture.net](http://www.digitalmeetsculture.net)

S3 workshop  
Rome, 25 November 2016



# Next Appointment

## Public Workshop

Padua, 7 March 2017

### Objectives:

- ❑ demonstrate the use of the conformance checkers for file-formats developed in the project
- ❑ involve memory institutions outside the PREFORMA consortium in testing, using and further developing the software
- ❑ share the experience gained by PREFORMA memory institutions working with developers under R&D service agreements

# Thank you!

*Claudio Prandoni*

*Promoter Srl*

[prandoni@promoter.it](mailto:prandoni@promoter.it)

[www.preforma-project.eu](http://www.preforma-project.eu)

**Media Partner**

DIGITAL MEETS **CULTURE** .net  
[www.digitalmeetsculture.net](http://www.digitalmeetsculture.net)

**S3 workshop**  
**Rome, 25 November 2016**

