

# Invitation to Tender - Guide for Suppliers



Pre-Commercial Procurement  
of Innovative Personal Protective  
Equipment for First Responders

# ACTIVE PCP Vision

The vision of the ACTIVE PCP project is to revolutionise first responder safety.

The ACTIVE PCP Project addresses critical shortcomings of Personal Protective Equipment (PPE) for first responders, aiming to enhance their safety, operational efficiency, and adaptability in response of evolving threats, including Chemical, Biological, Radiological, Nuclear, and Explosive (CBRN-E) incidents. The project employs the Pre-Commercial Procurement (PCP) approach to drive innovation in PPE, focusing on multi-hazard scenarios.

## Key Innovation Areas



### Development of an “All-Hazard” Fabric Solution

Comprehensive protection against a wide spectrum of CBRN-E hazards



### Real-Time Monitoring Integrated in PPE

Miniaturised sensors to track responders’ health and environmental hazard with secure data transmission



### Enhanced Usability and Comfort Features

Incorporating ergonomic designs, stretchable fabrics, and advanced ventilation for reduced heaviness and restrictiveness



### Sustainable and Low-Maintenance Material

Developing self-cleaning or antimicrobial properties to reduce decontamination efforts



### Adaptive, Modular Design for Multi-Use and Portability

Configurable for different roles with interchangeable protective layers for quick adaptation



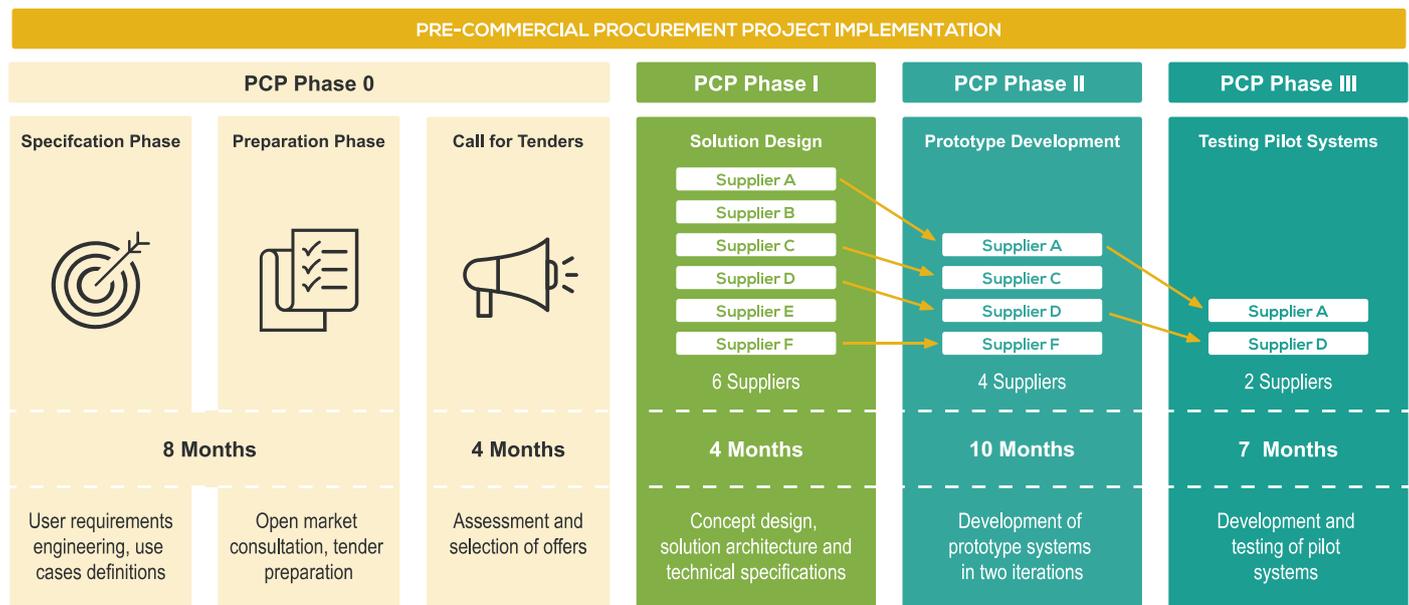
### Compliance with Emerging Standards and Regulatory Progress

Complying with emerging EU regulations and certifications for cross-border use

## What is the PCP?

In Pre-Commercial Procurement (PCP) projects procurers provide funding to suppliers to procure R&D services and develop tailored solutions that are not yet available on the market. The PCP is co-funded by the European Commission and structured in competitive phases, in which suppliers develop their solutions to address the procurement challenge. For technology and solution providers, especially SMEs, a PCP creates the unique opportunity to partner with a launching customer enhancing market competitiveness and brand visibility, while supporting long-term business planning.

## How is it structured?



## Supplier Benefits

**3.65 Mio EUR are made available for R&D services.**

**We strongly encourage suppliers to participate in the OMC events in order to become familiar with the Call for Tender process.**

### SUPPLIER CONTRIBUTION

- Participate to the international or national Open Market Consultation events (OMC);
- Establish a proactive communication channel with the procurers;
- Participate to the Call for Tender;
- Develop and test the prototypes in cooperation with the procurers.

# Next Steps

ACTIVE PCP project will organise **5 Open Market Consultation Events** in order to **promote and foster** the engagement of suppliers within the Call for Tender and to bridge the technical industries together with the partners' procurers.



## Save the Dates - Open Market Consultations

### Register now!

Solution providers are strongly encouraged to participate in the OMC national or international events.

Link: <https://ec.europa.eu/eusurvey/runner/6113a302-d3a8-e212-3077-84df2d62947c>



**OMC Greece & Cyprus**  
27.04.2026

Language: Greek  
Location: Online

**OMC Austria & Germany**  
28.04.2026

Language: German  
Location: Online

**OMC Lithuania**  
29.04.2026

Language: Lithuanian  
Location: Online

**OMC Spain**  
30.04.2026

Language: Spanish  
Location: Online

**International OMC**  
07.05.2026

Language: English  
Location: Hybrid | Brussels, Permanent Representation of Greece in EU

# Join the ACTIVE PCP Innovation Ecosystem

The ACTIVE PCP Project is currently building a strong collaborative network to bridge the gap between advanced technology and the real-world needs of First Responders. We are seeking forward-thinking partners to join us in two key roles:



## 1. The Observer Board: For Public Buyers & Practitioners

**Are you a first responder** (firefighter, law enforcement, emergency medical service) and you want to help shape the future by improving your safety: **Join the ACTIVE PCP Observer Board.**

Is your organisation looking to modernise its **Personal Protective Equipment (PPE)**? The ACTIVE PCP Project invites public buyers and emergency management authorities to join our exclusive Observer Board.

This is a unique opportunity to influence the R&D of multi-hazard solutions (CBRN-E, natural disasters) before they reach the commercial market.

### Why Join the Observer Board?

- **Influence the Tech**  
Provide direct feedback to ensure new innovations meet your specific operational requirements.
- **Master Innovation Procurement**  
Gain hands-on insights into the Pre-Commercial Procurement (PCP) framework to streamline your future acquisition processes.
- **Expert Networking**  
Connect with a pan-European network of first responders, tech providers, and policy experts.
- **Real-World Evidence**  
Attend live pilot tests to see how next-gen PPE performs under realistic, high-pressure conditions.

## 2. The Suppliers: For Cross-Sector Tech Providers

**Are you ready to redefine the future of First Responder safety?**

If you are an innovative company, start-up, SME, large enterprise, or research organisation – whether you specialise in advanced materials, IoT, wearable health sensors, or AI – the ACTIVE PCP Project offers a unique gateway to the European security market.

We are launching an open Pre-Commercial Procurement (PCP) to develop the next generation of **Personal Protective Equipment (PPE)**. We are not just looking for traditional PPE manufacturers; we want cross-sector innovators who can help us build lighter, smarter, and more resilient solutions for first responders facing CBRN-E threats and natural disasters.

### Why participate?

- **Co-Design with the Frontline**  
Work directly with public authorities and practitioners to prototype solutions under real operational conditions.
- **Market Expansion**  
Pivot your existing technology into the high-growth European civil security sector.
- **First-Mover Advantage**  
Secure R&D funding and position your solution for future large-scale public procurement.

**Join our boards and find more info here!** →

Link: <https://www.activepcp.eu/join-our-boards/>



# Facts

The work done within the EU-funded PCP projects has been carefully monitored and evaluated by the European Commission. **Updated data from the first 30 PCP projects, whose procurements are ongoing or completed, have shown the following impacts:**

## DIRECT IMPACTS:

- a) PCPs open a route-to-the market for new market players:**  
71.50% of the PCP contract value is awarded directly to SMEs, which is more than twice the average in public procurement across Europe (29%).
  
- b) PCPs help also larger market players to bring their products to the market:**  
16% of PCP contracts are won by large company as a single bidder. 19% of PCP contracts are won by consortia of large companies plus SMEs to bring their products together to the market.
  
- c) PCPs increase commercialisation success rate of companies:**  
86% of Phase 3 PCP contractors, 75% of Phase 2 contractors and 29% of Phase 1 contractors have already commercialised (part of) their PCP solutions.
  
- d) Steady business growth:**  
~50% of all companies are already generating revenue from commercialising their PCP solution. 24% of participating start-ups have already secured equity investment since the PCP.
  
- e) Reducing the R&D risk for procurers / encouraging commercialisation of solutions by vendors:** Retaining IPR ownership rights with the vendors has reduced the R&D cost/risk for procurers on average with 50% as companies see wider commercialisation opportunities.
  
- f) Deployment of solutions by procurers from the project:**  
All completed PCPs delivered solutions that improve the quality and efficiency of public services.



## INDIRECT IMPACTS:

- a) PCPs stimulate cross-border company growth:**  
3.1% of PCP contracts are awarded cross-border, 20 times more than the average in public procurement across Europe (1.7%).
  
- b) PCPs bring research results to the market:**  
30% of contracts have universities or research centers as partners in the winning consortia (often together with university startups).
  
- c) PCPs contribute to jobs and growth in Europe:**  
Nearly all bidders (99.5%) are doing 100% of the R&D for the PCP contract in Europe.
  
- d) Wider deployment by other procurers on the market:**  
Procurers from 38.5% of completed PCPs are already preparing new larger scale procurements with an enlarged buyers' group.

Source: <https://digital-strategy.ec.europa.eu/en/news/impacts-eu-funded-pre-commercial-procurements>

**FOLLOW US  
& FIND OUT MORE  
ABOUT OUR LATEST  
DEVELOPMENTS**

-  [www.activepcp.eu](http://www.activepcp.eu)
-  [office@activepcp.eu](mailto:office@activepcp.eu)
-  [@ACTIVEPCPProject](https://www.youtube.com/@ACTIVEPCPProject)
-  ACTIVE PCP



## Project Facts

**Duration**  
11/2025 to 10/2028

**Programme**  
Horizon EUROPE | HORIZON-CL3-2024-SSRI-01  
Pre-Commercial Procurement

**Reference**  
101226110

**Coordinator**  
SYNYO GmbH



**Funded by  
the European Union**

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Research Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.

