



PEN-CP

Pan-European Network of
Customs Practitioners

Open innovation strategy to drive innovative solutions for Customs

Ms. Susana Wong Chan

University of Lausanne | Cross-border Research Association



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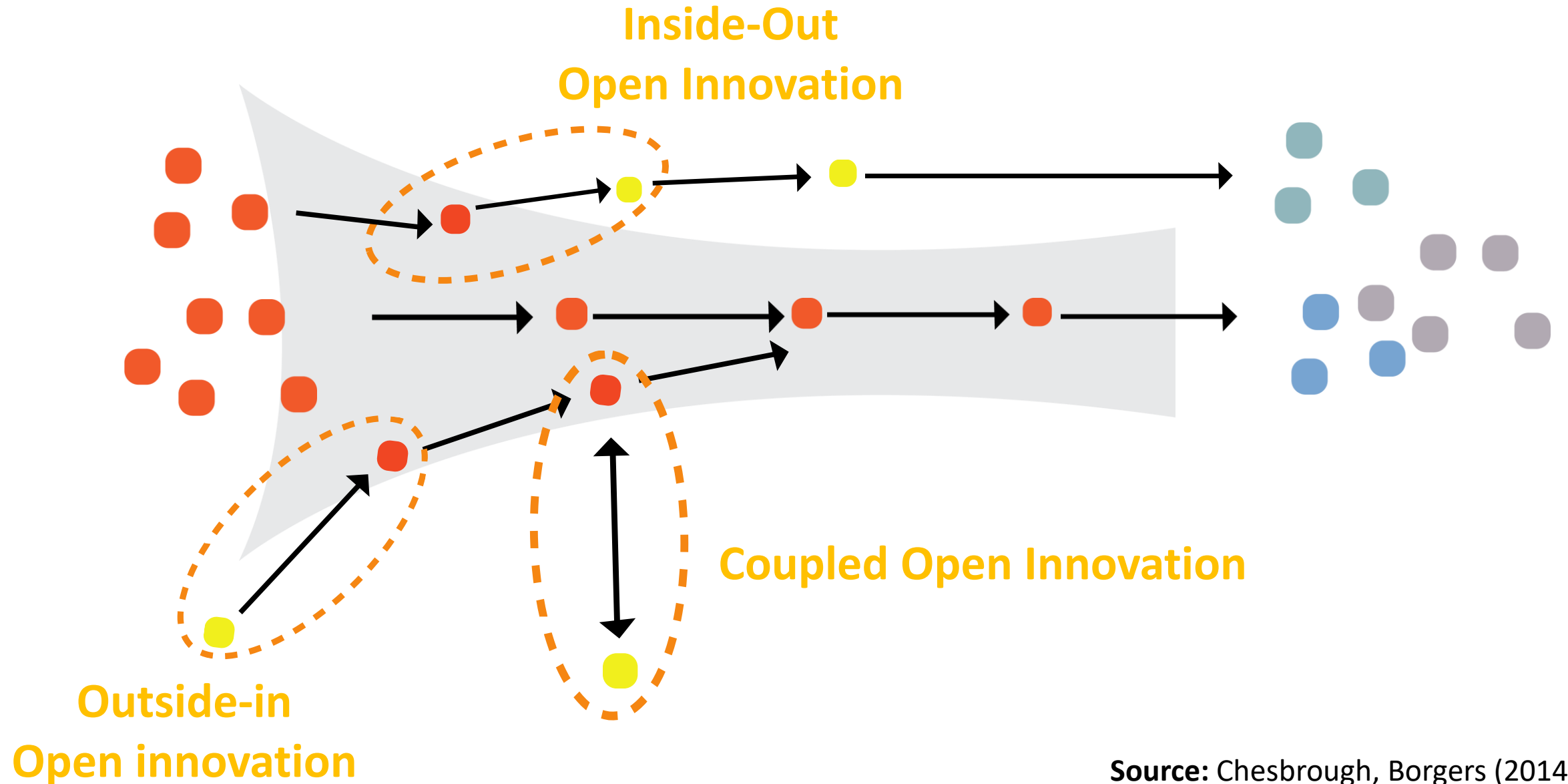
What is Open Innovation?

“Open innovation is the use of purposive inflows and outflows of knowledge to accelerate internal innovation, and expand the markets for external use of innovation, respectively. [This paradigm] assumes that firms can and should use external ideas as well as internal ideas, and internal and external paths to market, as they look to advance their technology.”

-Henry Chesbrough, Open Innovation: Researching a New Paradigm (2006)



Types of Open Innovation



Source: Chesbrough, Borger (2014)

PEN-CP as an Innovation Intermediary



13 customs
administrations

-Inside out innovation-

— PEN-CP —



Firms (start-ups, scale-
ups, SMEs, etc.)

-Outside in innovation-

Our overarching goal

is the **proof-of-concept**

for a novel Customs

innovation boosting
community and, with valuable
innovation intermediary services,
offered through an on-line
platform **network**.



Start date: 1 September 2018 – **Duration:** 60 Months – **EU budget contribution:** 3.5 million EUR

PEN-CP Consortium

CUSTOMS PARTNERS

- Albania
- Austria
- Belgium
- Estonia
- Latvia
- Lithuania
- Hungary
- Ireland
- Macedonia
- Netherlands
- Norway
- Slovakia
- UK

RESEARCH & ADMINISTRATION

- TU-Delft (Netherlands)
- UNIL (Switzerland)
- ARTTIC (France)
- CBRA (Switzerland)

MANAGEMENT TEAM MEMBERS

- Mr. Migeotte (Belgium)
- Dr. Dezsi (Hungary)
- Mr. Humpreys (Ireland)
- Mr. Francis (UK)
- Dr. Hintsa (CBRA, Coordinator)



PEN-CP

THEMES & TOPICS



MAIN PEN-CP Services



Collecting and analyzing customs challenges, problems and user needs



Monitoring markets on technologies, products, services, projects and patents



Match-making between customs challenges and (above listed) monitored items



Sharing customs experiences on usage of existing technologies, products and services



Engaging innovators not yet active in customs business - including start-ups and scale-ups



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CHALLENGES, PROBLEMS & USER NEEDS

IN YOUR CUSTOMS?

LET'S TRY TO SOLVE THEM TOGETHER



CHALLENGES contain

1. Articulation of problems your administration is facing today/ expecting to face in the future.
2. Explanation on what customs officers need, in operational and/or managerial work.

**PEN-CP collects
customs innovation,
solution and
improvement ideas
from all Customs
officers**





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Pan-European Network of
Customs Practitioners

We monitor **Technologies, Products, Services, Projects** and **Patents** – within Customs domain, and beyond (Police, Forensics, Border guard, Emergency services and more)



Monitoring covers many types of organizations and institutions:

Companies
(start-ups,
scale-ups, large
enterprises etc.)

Research
Institutes

Universities

Governmental
agencies

& MORE...



Welcome to the World of Customs

- Engage with innovators not active in Customs business

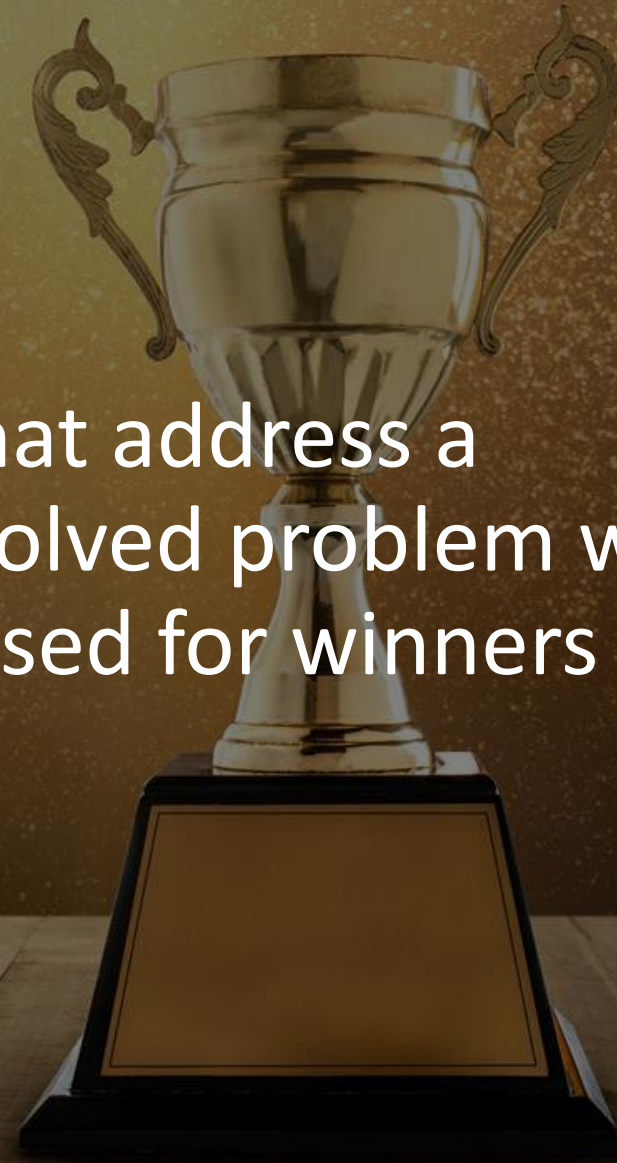


Customs challenges processed through the **PEN-CP** innovation funnel



CHALLENGE COMPETITION

Seek entries that address a previously unsolved problem with rewards promised for winners



CROWDSOURCED IDEAS

Solicit ideas relevant to a particular challenge without declaring any winners, especially when the topic is already well known and of public interest.

A photograph of three people in athletic wear (two women and one man) in a starting crouch on a paved path. The image is semi-transparent, serving as a background for the text. The person on the left is a woman with blonde braids, wearing a grey tank top and black leggings. The person in the middle is wearing a grey t-shirt and black leggings. The person on the right is a man wearing a dark grey t-shirt and black leggings. They are all in a starting crouch with their hands on the ground and feet spread apart. The background shows a paved path and some greenery.

Hackathon

Gather people with relevant skillsets and interest to create solutions to a given challenge in an event

Our ultimate goal is to facilitate the creation and adoption of more **accurate**, **faster** **performing**, and/or **cheaper** customs security technologies.





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Visit us at booth 27

www.pen-cp.net

pen-cp@cross-border.org

Twitter: @PENCP_NET