



# The future of Public Procurement

Strategic Procurement Team

Public Procurement – DG GROW – C2

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*Prague, 4 November 2021*

# BRIEFING

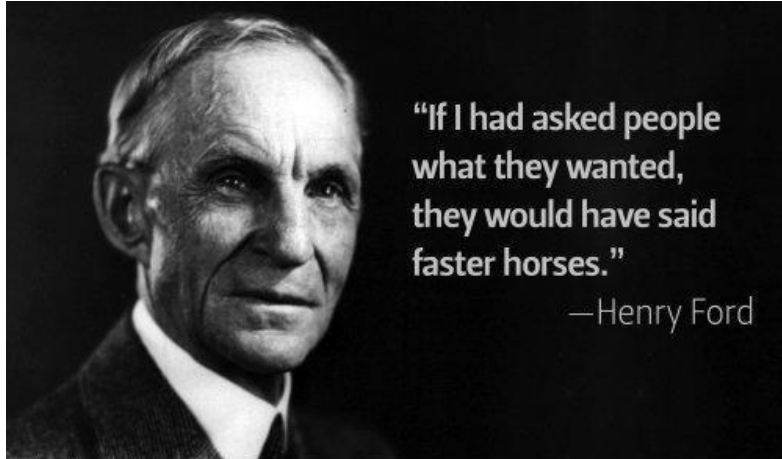
## MISSION AND ACTIVITIES

# The Power of the Public Purse

- Public Procurement is the flywheel for delivering **PUBLIC VALUE** within our democratic system with tax payer's money



# Procurement of Innovation: Time is NOW



- Faster
- Better
- More affordable



# EU Legal Framework

- The Procurement Directives:  
What are the possibilities?

## Answer:

- Legal framework supports the ambition
- Just do it!



# Example: Guidance on Innovation

## City of Copenhagen: Replacing Street Lights

### **Overall policy objectives:**

- custom designed Led Lantern for streets
- Save energy and CO2
- Improve quality of lightening and increase of security/comfort
- Central management of lights and integration with traffic density





## Different approach to procurement:

- Different procedure: competitive dialogue
- Different award criteria: price 25%, task performance and organization 25%, lighting solution 20%, energy and environmental qualities 30%.
- Take time! Prepare, Consult Market! Duration 16 months till signature contract

## Different Outcomes:

- 57% reduction on energy consumption
- Reduction of maintenance costs of 1.6 million a year on an investment of 26 mln.

## Details are available at:

<https://spice-project.eu/>

[https://spice-project.eu/wp-content/uploads/sites/14/2017/08/Copenhagen\\_Street\\_Light.pdf](https://spice-project.eu/wp-content/uploads/sites/14/2017/08/Copenhagen_Street_Light.pdf)





# When you start your journey

Source: Paul Iske, Professor – Institute of Brilliant Failures, Maastricht (Ecoprocura 2018)

**NT + OO = EOO**

**New Technology**  
**Old Organisation**

----- +

**Expensive Old Organisation**

# Get in the helicopter



## Internal organisational changes needed for innovation procurement

- Loosing the Silo's, working cross departmental and organisational
- Professionalization of the procurement function and introducing risk management

# Get in the helicopter



External organisation changes needed for innovation procurement :

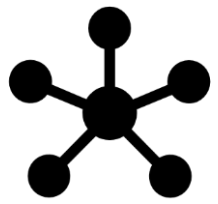
- Increase of collaboration
- Sharing of Resources ( Intelligence, Costs)
- Increase of Speed of Things ( digital, hyper connectivity)

# When you start your journey : reality

Source: Paul Iske, Professor – Institute of Brilliant Failures, Maastricht (Ecoprocura 2018)



# Procurement within European Commission



- DG GROW C2 ( public procurement), team Strategic Procurement
- Collaborate within GROW, examples: B4 ( procurement data), C3 ( Concessions)
- Align commission's Activities on Procurement (co-chair Steering group with RTD): CNECT, ENV, CLIMA, ENER, HOME, SANTE, REGIO etc.
- Enhanced cooperation with RTD and European Innovation Council (Work programme and EIC-calls)

# Funding an European procurement community



## Ongoing Projects:

- Big Buyers for Climate and Environment
  - More info: <https://bigbuyers.eu/>
- Experimenting Innovation 'broker' role
- Public Procurement of innovation Calls

# Funding an European procurement community



- Training schemes Central Purchasing bodies
  - [More information : https://ppe.bbg.gv.at/](https://ppe.bbg.gv.at/)
- **NEW:** Digital Collaborative space for European public buyers

# Knowledge Building



- Guidances ( Innovation, Buy Social)
- Webinars ( Buy Social and Innovation Guide: Connection to Ecosystem, IPR, Risk Management)
- Studies ( Value of Innovation)



# Mysteries unveiled. Innovation Procurement in practice

## Connecting to the innovation ecosystems

16 November 2021  
10:30 - 12:00 AM (CET)



**Registration:** [https://webgate.ec.europa.eu/cas/login?loginRequestId=ECAS\\_LR-35811038-5vtizKmBUXhmnYvwU34iU8ePI7icFdhd6zajQYdC7htqUmctiBply8Yy0InJjo2Vp8ezPNpla1EKe0KCEdxjwam-yntOf97TTHqozwcSofbotzm-UH8AbzLn1bWmDHx5IzIn7POtRxZgZ8Yscgct7TJMLZXq5DneBooRS0obReUjBuzLTIN6HwXixQIBNMXgpex8M8G](https://webgate.ec.europa.eu/cas/login?loginRequestId=ECAS_LR-35811038-5vtizKmBUXhmnYvwU34iU8ePI7icFdhd6zajQYdC7htqUmctiBply8Yy0InJjo2Vp8ezPNpla1EKe0KCEdxjwam-yntOf97TTHqozwcSofbotzm-UH8AbzLn1bWmDHx5IzIn7POtRxZgZ8Yscgct7TJMLZXq5DneBooRS0obReUjBuzLTIN6HwXixQIBNMXgpex8M8G)

# Conclusion

- Change is here to stay operating in a rapidly changing world
- It will have an effect on your procurement function
- Start deal with it before it starts dealing with you!

# Let's keep in touch!



Website European Commission on Public Procurement  
[https://ec.europa.eu/growth/single-market/public-procurement\\_en](https://ec.europa.eu/growth/single-market/public-procurement_en)



Actors for social procurement Impact  
<https://www.linkedin.com/groups/12541336/>



Agents of Innovation Procurement  
<https://www.linkedin.com/groups/12467827/>



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# Thank you



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