



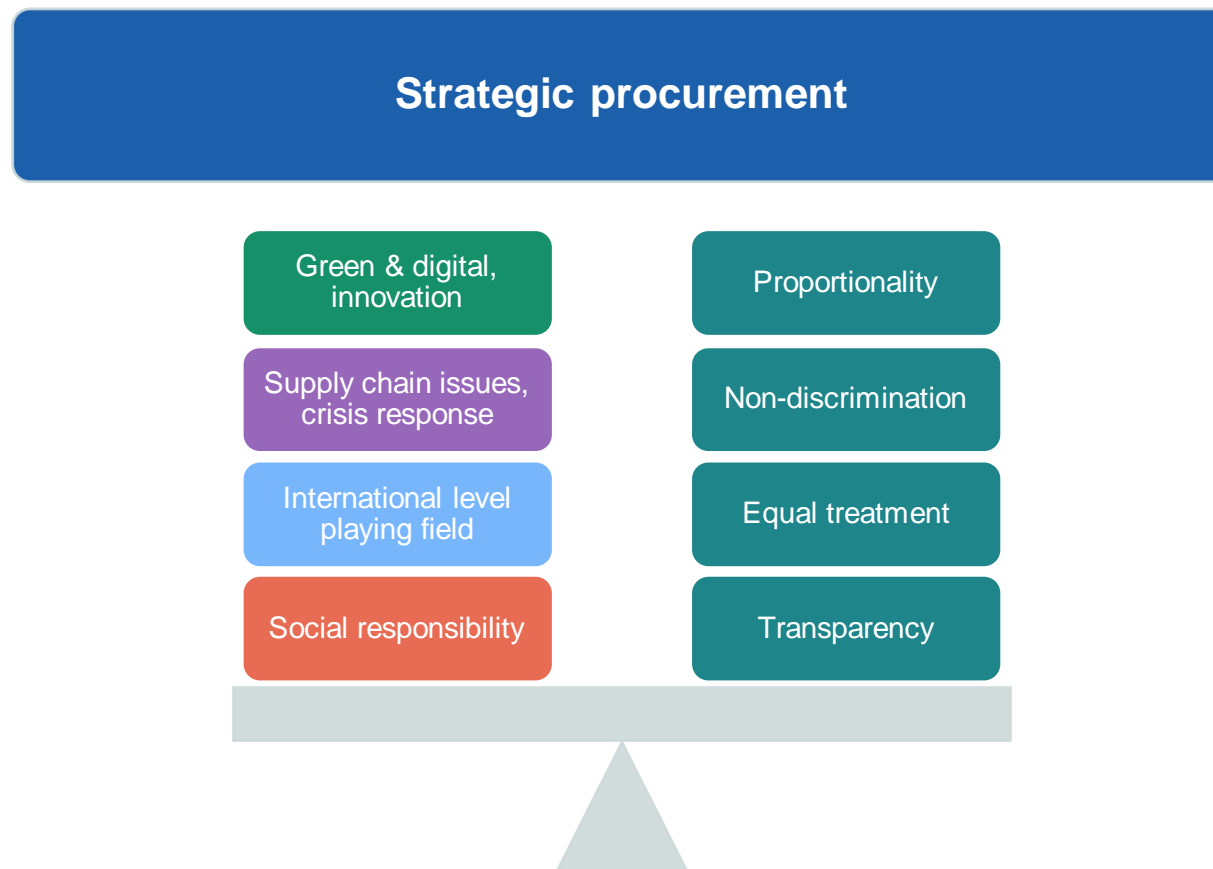
# Strategic public procurement – the EU context

Procura + Seminar - Connect – Exchange – Act on sustainable and innovation procurement

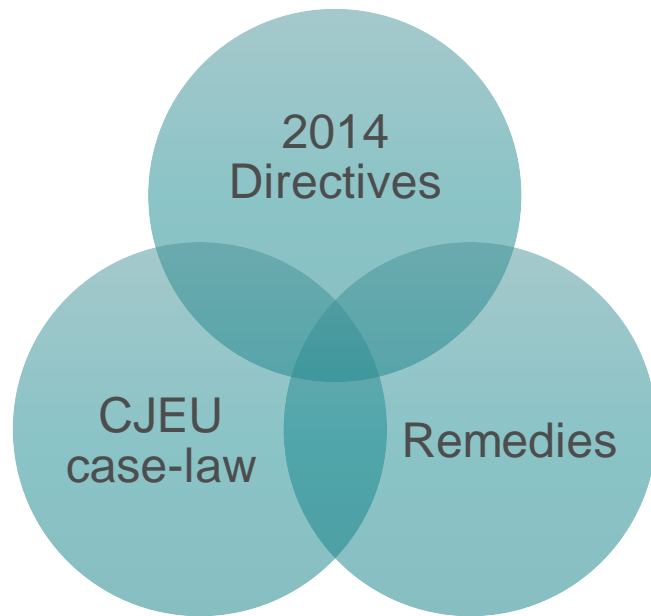
Brussels, 12<sup>th</sup> October 2022

*Anna Lupi – Public procurement policy unit – DG GROW*

# EU public procurement policy: strategic outlook



# Legislative framework developments



- Sustainable products
- Construction products
- Farm 2 Fork (food)
- Energy efficiency
- Sustainable Batteries



Minimum wages



Pay Transparency

# Building communities

# Opportunities for buyers

Problems	Buyers need	We offer
<ul style="list-style-type: none"><li>• Tough challenges</li><li>• High speed of change</li><li>• Old solutions not sufficient to address them</li><li>• Buyers just cannot achieve their goals alone</li></ul>	<ul style="list-style-type: none"><li>• Innovative solutions to new challenges</li><li>• Moving faster on the learning curve</li><li>• Avoid “reinventing the wheel”</li><li>• Send a message to the market</li><li>• More choice, new entrants, startups</li></ul>	<ul style="list-style-type: none"><li>• Driving the market to develop new solutions</li><li>• Joint market study and engagement</li><li>• Hackatons, study visits, ePitchings</li><li>• Training</li><li>• Building collective intelligence</li><li>• Liaising to other EU initiatives</li></ul>

# Big Buyers for climate & environment



## 4 Working Groups



Heavy duty electric vehicles



Digital solutions for health care



Zero emission construction site

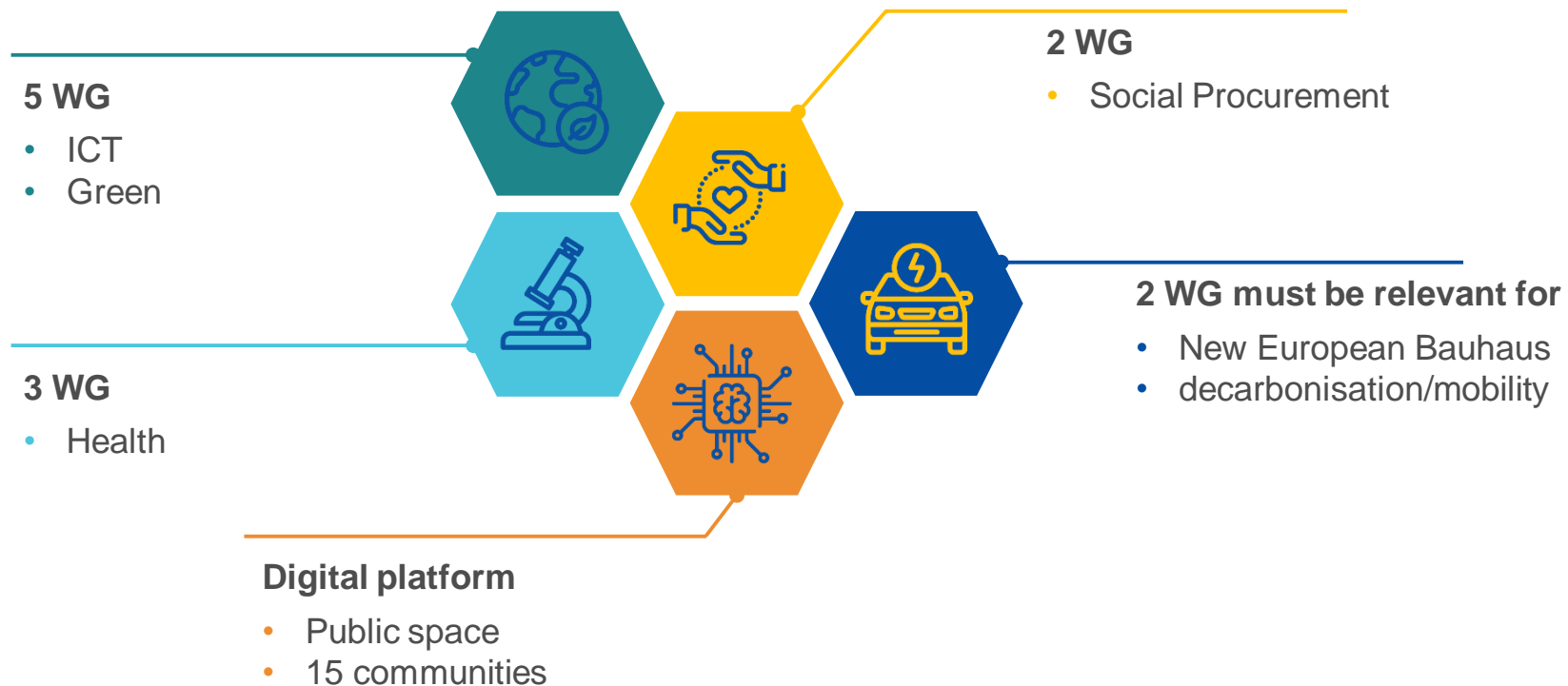


Circular construction material

# Big Buyers 3



*As from 2023 → 10 Working Groups*



# Big Buyers: how does it work?



## Zero-emission construction sites – 21 members

Focuses on **low-emission construction & use of emission-free construction machinery**

- Exchange of best practices
- Market intelligence & joint market dialogue
- Joint development of procurement approaches
- Exchange of ideas on contract performance & monitoring
- Explore and strengthen solutions
- Scale-up zero-emission construction pilots

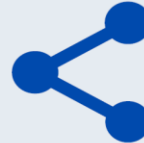


# Digital Public Buyers Platform

Innovate now, but how?



**The platform is a meeting space between European public buyers and the European Commission** to work better on Innovation PP



This platform is developed on **several levels**, starting from a **public** one, passing through a **general community** one, up to a **completely private** one for the members of the community only.



Your community will have a private profile, completely dedicated to the exchange of sensitive internal data, not accessible to others..  
**Confidentiality is key.**

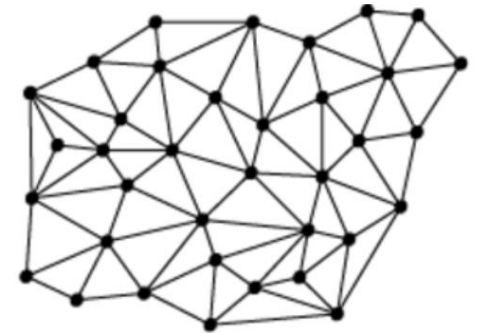
***Commission's main portal and communication tool***

***Connecting a distributive network of practitioners***

# Communities of practice in PP

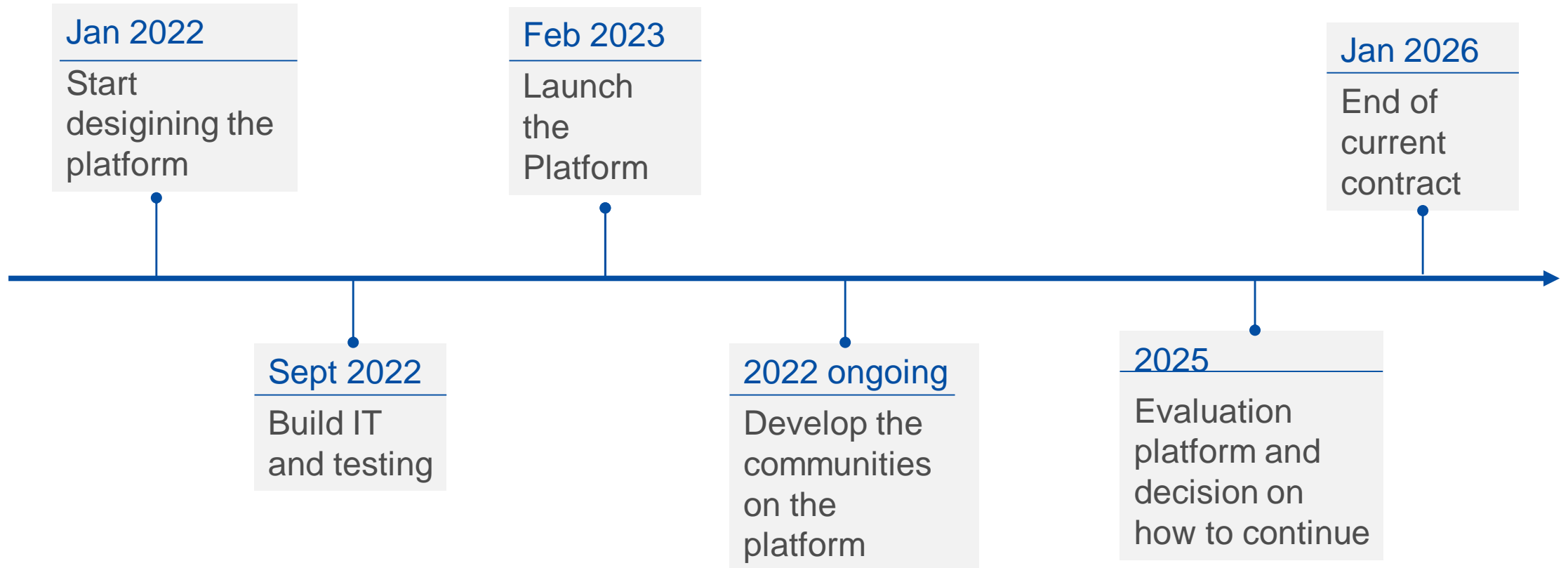
*Developing collective knowledge and intelligence to address PP challenges*

- 1) 10 Big Buyer Groups
- 2) AI community on buying AI (development of contract clauses)
- 3) CPB Network Europe
- 4) CPB Alumni Network (Procurement of Excellence Programme)
- 5) Sustainable Solar Panels
- 6) Roll out of BIM in public procurement
- 7) Network of Competence Centres (former call CNECT Procure2Innovate)
- 8) Learning network legal Review Bodies Network Eastern Europe



distributed

# Planning Digital Platform



# Implementation on the ground

# Connecting public buyers with innovation ecosystems



*Bringing public buyers and suppliers of innovation together*

## ***Public Procurement of Innovation Calls***

**3 ongoing projects**

1 on Drug detection in prisons

2 on Health sector



# Building new knowledge

# Support & knowledge for public buyers

- [Guidance: Buying Green](#) // [Buying Social](#) //
- [Brochures: Circular Procurement](#) // Innovation partnership // Procedures for innovation
- [GPP Good Practice Examples](#) // [SRPP good practices](#) & [talks](#)
- [GPP Training toolkit](#)
- [LCC tools](#)
- [GPP Criteria](#)
- [ProcurComp EU competency framework](#)



# SPP helpdesk

## Helpdesk

- EN FR DE
- GPP + SRPP
- [gpp-helpdesk@iclei.org](mailto:gpp-helpdesk@iclei.org)
- +49 761 368 920

## News Alert

- News
- Events
- Good practices
- Interviews

## Webinars



**GPP HELPDESK  
WEBINAR**

**06 October 2022  
11:00 - 12:15 CET  
on Webex**



**Public Procurement of Nature-Based Solutions**

- **Welcome and Introduction from the EU GPP Helpdesk**  
Ivan Azevedo de Jesus (DG Environment, European Commission)
- **Public Procurement of Nature-Based Solutions (NBS)**  
Daniela Rizzi and Philipp Tepper (ICLEI)
- **Learning from Public Procurement of NBS good practices:  
How to make public procurement work for greening you city**  
Gitty Korsuize (City of Utrecht, Netherlands)  
**Adjusting tender requirements to match suppliers' capabilities**  
Malgorzata Bartyna-Zielińska (City of Wroclaw, Poland)  
**Torino - Public Procurement**  
Alessandra Aires (City of Turin, Italy)

**Facilitated by Philipp Tepper (ICLEI)**



# Building new knowledge



## Training

- Training programme for CPBs
- Big Buyers 3 (2 levels)

- Studies on how to price the value in Innovation Partnerships
  - [The theory of strategic options](#) - Prof G. Azzone
  - [Coopetitive pricing for innovation value](#) plus [The Rationale](#) - Prof P. Portier
  - [Estimating and negotiating approaches](#) plus [Rationales](#) - Prof R. Servajean-Hilst

# Webinars



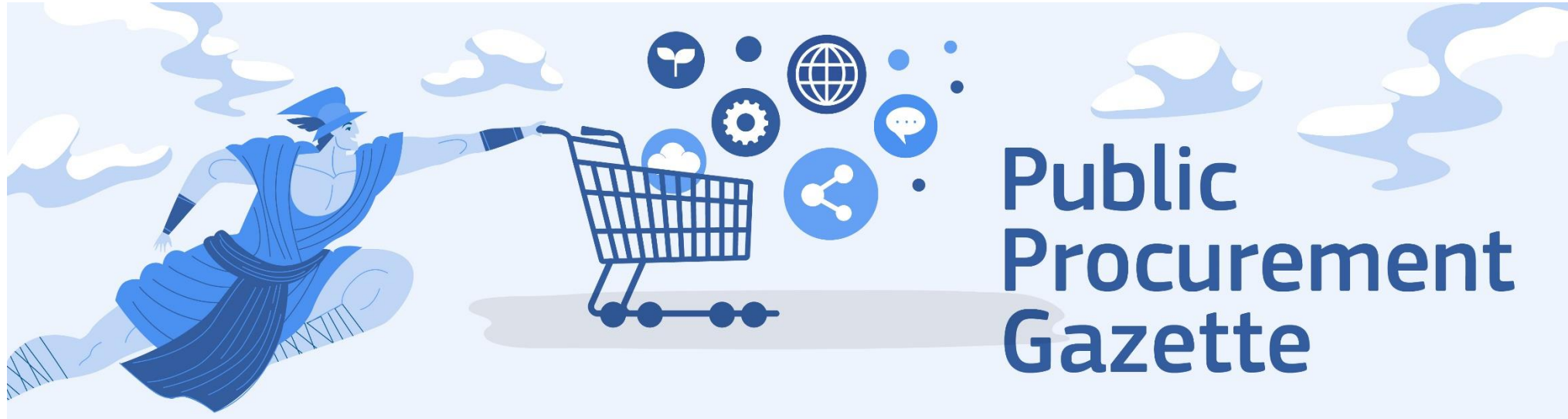
**New Challenges for  
Europe's Cohesion**

**Ecolabels in Green Public Procurement**  
*Enabling the green transition*

Online workshop  
13 October 2022 from 9:30 to 11:00 am CET



# Stay tuned!



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