Strategic public procurement – the EU context

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

Brussels, 12th October 2022

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EU public procurement policy: strategic outlook

Strategic procurement

- Green & digital, innovation
- Supply chain issues, crisis response
- International level playing field
- Social responsibility

- Proportionality
- Non-discrimination
- Equal treatment
- Transparency
Legislative framework developments

2014 Directives

CJEU case-law

Remedies

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

Minimum wages

Pay Transparency
Building communities
# Opportunities for buyers

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<tr>
<th>Problems</th>
<th>Buyers need</th>
<th>We offer</th>
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<tr>
<td>• Tough challenges</td>
<td>• Innovative solutions to new challenges</td>
<td>• Driving the market to develop new solutions</td>
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<td>• High speed of change</td>
<td>• Moving faster on the learning curve</td>
<td>• Joint market study and engagement</td>
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<td>• Old solutions not sufficient to address them</td>
<td>• Avoid “reinventing the wheel”</td>
<td>• Hackatons, study visits, ePitchings</td>
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<td>• Buyers just cannot achieve their goals alone</td>
<td>• Send a message to the market</td>
<td>• Training</td>
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<td>• More choice, new entrants, startups</td>
<td>• Building collective intelligence</td>
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<td>• Liaising to other EU initiatives</td>
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# Big Buyers for climate & environment

## 4 Working Groups

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<tr>
<th>Heavy duty electric vehicles</th>
<th>Digital solutions for health care</th>
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<tbody>
<tr>
<td>Zero emission construction site</td>
<td>Circular construction material</td>
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Big Buyers 3

As from 2023 ➔ 10 Working Groups

5 WG
- ICT
- Green

3 WG
- Health

2 WG
- Social Procurement

2 WG must be relevant for
- New European Bauhaus
- Decarbonisation/mobility

Digital platform
- Public space
- 15 communities
Big Buyers: how does it work?

- Needs assessment
- Facilitates collaboration & activities
- Organises meetings, travel, accommodation
- 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
Implementation on the ground
Connecting public buyers with innovation ecosystems

Public Procurement of Innovation Calls

- 3 ongoing projects
- 1 on Drug detection in prisons
- 2 on Health sector

Bringing public buyers and suppliers of innovation together
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

- EN FR DE
- GPP + SRPP
  - gpp-helpdesk@iclei.org
  - +49 761 368 920

News Alert

- News
- Events
- Good practices
- Interviews

Webinars

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 your city
  Gitty Korsmeier (City of Utrecht, Netherlands)
  Adjusting tender requirements to match suppliers' capabilities
  Małgorzata Bartyń-Zielńska (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

#WeBuySocialEU
A bite of Social Procurement
Lunchtime talks

How to price the value of innovation in an Innovation Partnership
5 May
7 June
21 June

Ecolabels in Green Public Procurement
Enabling the green transition
Online workshop
13 October 2022 from 9:30 to 11:00 am CET

Mysteries unveiled. Innovation Procurement in practice
IPRs and Innovation Procurement
20 January 2022
10:30 - 12:00 AM (CET)
Stay tuned!

Subscribe to *Actors for Social Impact Procurement* and *Agents of Innovation Procurement*

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