

Capacity Building Group 3: Risk or reward? Innovation procurement in practice (Facilitated by Hasan Wazir, Birmingham City Council)



PROJECT

→ CARDBOARD
POOLING BOOTH

BLOCKAGE

INTERNAL:
COMMISSIONER

INFO / DATA

FINANCIAL
DATA /
STATISTICS

ARE THE
FEDERAL
BOARDS OF
THE INFORMATION
PROJECT

DATA FEED
SOURCES
SOURCES

INTERVIEW
USERS
INTERVIEWS

RISK ASS.

FINANCIAL
RISK

RISK OF
INVESTMENT
DECISIONS

TRAINED
INVESTMENT
MANAGEMENT
TEAM

COMMUNICATION

PROJECTING
DATA
FOR
COMMUNICATION

PROJECTING
DATA
FOR
COMMUNICATION

PROJECTING
DATA
FOR
COMMUNICATION

→ RETROFIT
HISTORICAL
BUILDINGS

INTERNAL:
FINANCIAL MANAG.

ENERGY SAVING
+ FINANCIAL SAVING
FINANCIAL SAVING

INFO ON THE
STATE OF THE
BUILDING

NEED PROJECT
NOT DE RENTED
LED & NOT
NOT BY

IF THE BUILDING
IS NOT
THE BUILDING
PROJECT

SPENDING
INFORMATION
FINANCIAL SAVING

DETAILED
COST
INFORMATION
IF THE BUILDING
IS NOT
FINANCIAL SAVING

HAVE
COSTS BEING
CONSIDERED?

CRITICAL
SOURCES

FINANCIAL
INFORMATION
FINANCIAL SAVING

FINANCIAL
INFORMATION
FINANCIAL SAVING

→ RENOVATION
PUBLIC
SCHOOLS

EXTERNAL:
SCHOOL COUNCIL

FINANCIAL
INFORMATION
FINANCIAL SAVING
ETC.

INFO ON
IMPACTS ON
HUMANITY
HEALTH

FINANCIAL
INFORMATION
FINANCIAL SAVING

FINANCIAL
INFORMATION
FINANCIAL SAVING

FINANCIAL
INFORMATION
FINANCIAL SAVING

INFO ON
CO₂

WOULD BE
WANTED INTO

NO FUNDING
FOR THE PROJECT

NO FUNDING
FOR THE PROJECT

NO FUNDING
FOR THE PROJECT

Why to use PPI?

Forced innovation
from managers &
Politicians
↓

Not the
best inspiring
way

Compliance
with new
legislation

Financial
budgetary
pressure to
reduce costs

Needs to
shift the market.
eg. from the old
market to new
sectors

In order to
achieving
higher goals
(e.g. recycling
rates)

Personal
ambition/
motivation
of civil
servants

Who is responsible for innovation?

EU

Service
managers

Top-down
|
bottom up
process

POLITICIANS

Private

National
framework
|

"obligation to innovate
comes from above"

Problems / Barriers / Challenges

Difficult when
is a lack
of drive to
innovate.
Why charge a
service that
is already
working.

Legal barriers.
being too
'innovative' might
be 'dangerous'
↓
you find yourself
quickly in court

Lack of
knowledge of
'innovation
legal terms'
(RCP, PPI)

Lack of
technical
expertise

RISKS

- ↳ void prevents
- ↳ solution doesn't
work
- ↳ paying RCP found
at first solution
is not necessary
- ↳ end up in court

POLITICIANS
need 'quick
fixes' and
innovation needs
time for results

Procurers have
strong political
mandates
behind

Overcome
'check the box'
culture

Innovation comes
from outside
local area →
local business
pressure

Solutions / Recommendations

change cities
administration
to more 'project
oriented'

set up
meetings with
procureers to
inspire them

Understanding
what keeps
you from the
next step?

Involving
technicians/procureers
at early stage
of decision
making process

making joint
procurements
with nearby
municipalities

Political
support

Get your
decision makers
inspired

Bring
external
expertise.

Clear
mandates
&
goals

Ambition of
cities to
"stand out"

PROJECT

TEXTILES

BIOMETRICS

FEET LIGHTING

Blockage

SEVERAL ACTORS
INT/EXT

BUSINESSES
EXT

PROCUREMENT
EXT

INFO/DATA

CSC information

RISK MANA'T

NOT CERTAIN
IS A DECISION - HOW
WOULD THE MANAGE
RISK?

SCENARIO BASED
PROPOSE.

CLARA PRACTICAL
MANAGEMENT

COMMS

CECILE COMMS
STRATEGY ON
CSC INVOLVEMENT

COORDINABLE
DISCUSSIONS

Resistant
Feedback

Case Studies
from other
Cities

Data on cur
re of lamps
and cost.

but at Procurement
aims and objectives

Pilot
projects

Alternative
Finance
Mechanism

Capacity
Building

Expert
Involvement
→ Consultants.

Strong Project
Plans

Take Procurement
to new suppliers
and exhibitions

Discuss and
pitch ideas -
inspire new thinking

Report speaking
the language
of procurers.