



The importance of strategic procurement

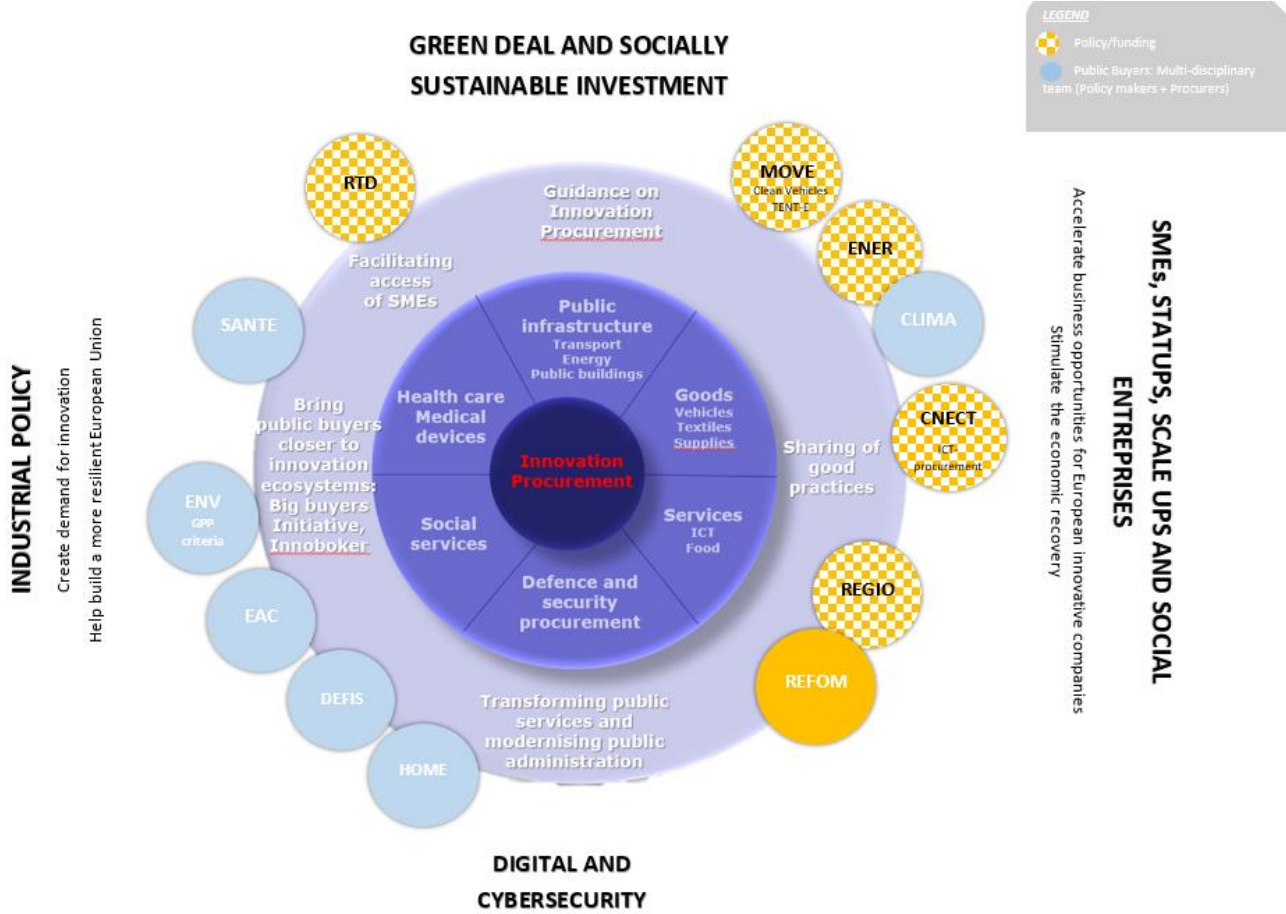
Big Buyers webinar
25 May 2023

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Public procurement's impact is huge

- Public procurement is a **powerful market force**
- Accounts for **14% of EU GDP**
- Public buyers buy a wide range of products, services and works: can **stimulate responsible & sustainable market**
- Shift in EU PP policy: from ensuring legal compliance to **strategic policy tool**
- Foster **cultural change** in the Member States: from a purchasing tool to a policy tool

Innovation Procurement in the EU Framework



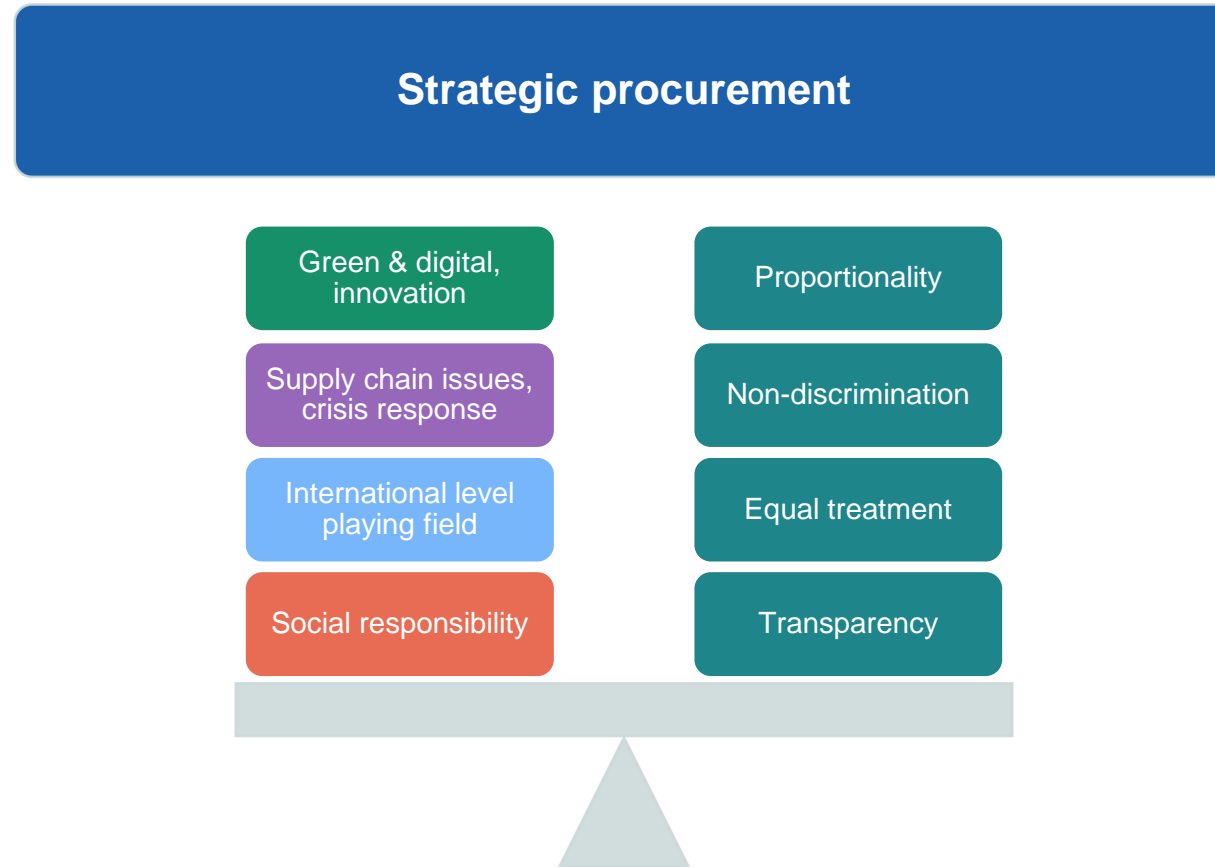
- 'Procuring innovation' is public procurement aimed at developing or purchasing innovative solutions
- Innovative solutions may be new or highly improved products and services, but also new ways of working and organising

What do we want to achieve (in practice)?

One step forward to **more strategic approach in the Member States**:

- Achieve **better value for money and impact** on the ground
- Consider **quality** and shift away from “lowest price”
- Consider **social, innovative and environmental aspects** to support Cohesion policy goals
- Strengthen **professionalisation** and **administrative capacity**

EU public procurement policy: strategic outlook



Opportunities for buyers in buyers groups

Problems
<ul style="list-style-type: none">• Tough challenges• High speed of change• Old solutions not sufficient to address them• Buyers just cannot achieve their goals alone

Buyers need
<ul style="list-style-type: none">• Innovative solutions to new challenges• Moving faster on the learning curve• Avoid “reinventing the wheel”• Send a message to the market• More choice, new entrants, start-ups

We offer
<ul style="list-style-type: none">• Driving the market to develop new solutions• Joint market study and engagement• Hackatons, study visits, ePitchings• Training• Building collective intelligence• Liaising to other EU initiatives

How do we foster strategic procurement?

Develop

Collective
Intelligence



- Big Buyers Working Together
- Public Buyers Community Platform
- Funding of PPI Projects

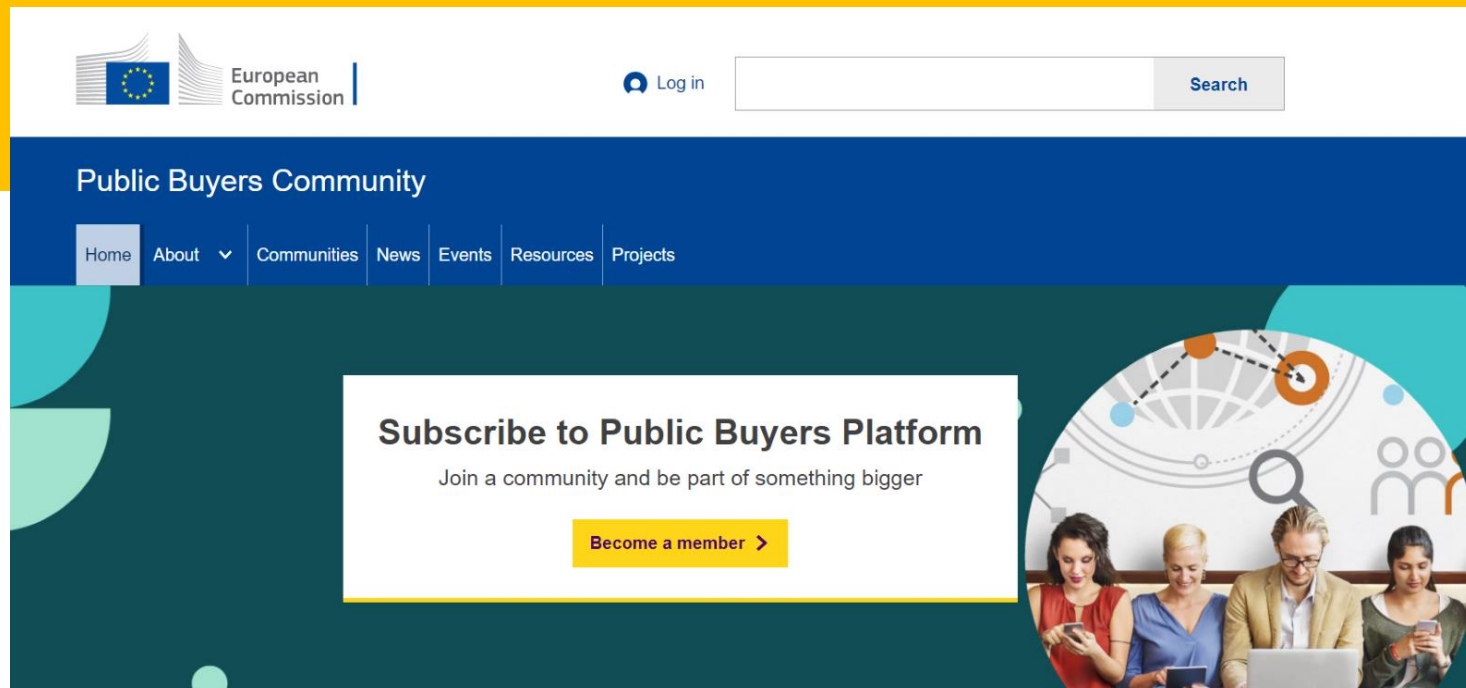
Support

for Public
Buyers



- Guidance and Tools
- Webinars
- Training Programs (for CPBs)
- Closing gap between innovation ecosystem and Public Demand

Public Buyers Community Platform



<https://public-buyers-community.ec.europa.eu/>

Consolidated communities of practice

1. Big Buyer Groups
2. AI community on buying AI
3. CPB Network
4. CPB Alumni Network
5. Sustainable Solar Panels
6. Roll out of BIM in public procurement
7. Legal Review Bodies Network Eastern Europe
8. Network of Competence Centres
9. Circular and Fair ICT pact

Building new knowledge

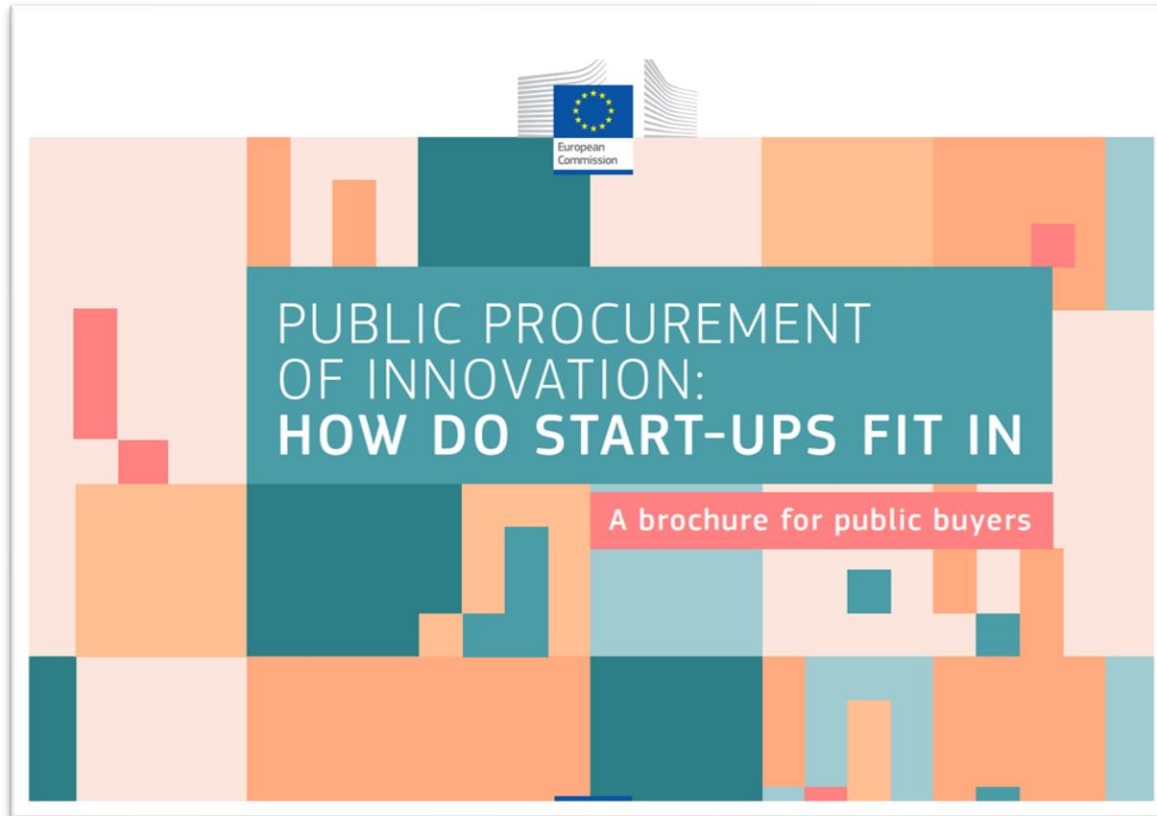
- “Guidance on Innovation Procurement”
- “Social Procurement Guidance”
- “Innovation Partnership: Quick Guide from Practitioners”
- Public Procurement Procedures and Instruments in Support of Innovation

Objectives:

- Understand what procedure to use
- The steps to be followed
- Tips from practitioners on the Innovation Partnership



Webinars & Publications



SPP helpdesk

Helpdesk

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News Alert

- News
- Events
- Good practices
- Interviews

Webinars

- PP of Nature based solutions
- The contribution of Social Economy to Circular PP

✓ In cooperation with
DG ENV

✓ 2022-2024

Dialogues with MS

- ✓ 2 years
- ✓ 1 workshop per MS on strategic PP
- ✓ 1 follow-up online meeting
- ✓ 1 onsite closed event with MS representatives
- ✓ Outcome: national strategy to advance in strategic PP

Stay tuned!



https://single-market-economy.ec.europa.eu/single-market/public-procurement/strategic-procurement/innovation-procurement_en



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Thank you for your attention!



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