



AM Cham - PWC Zagreb workshop

4 April 2023

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Unit C2 Public Procurement*

Content

1. Introduction
2. Building new knowledge
3. Building Communities (tools and actions)
4. PPI implementation on the ground
5. Communication activities

Public Procurement in Numbers (above EU thresholds)

Publication rate on GDP

5.9%

in the EU

10.4%

in Croatia

*Number of tenders
per year*

221 000

in the EU

2 376

in Croatia

*Value of tenders
published per year*

608 bn€

in the EU

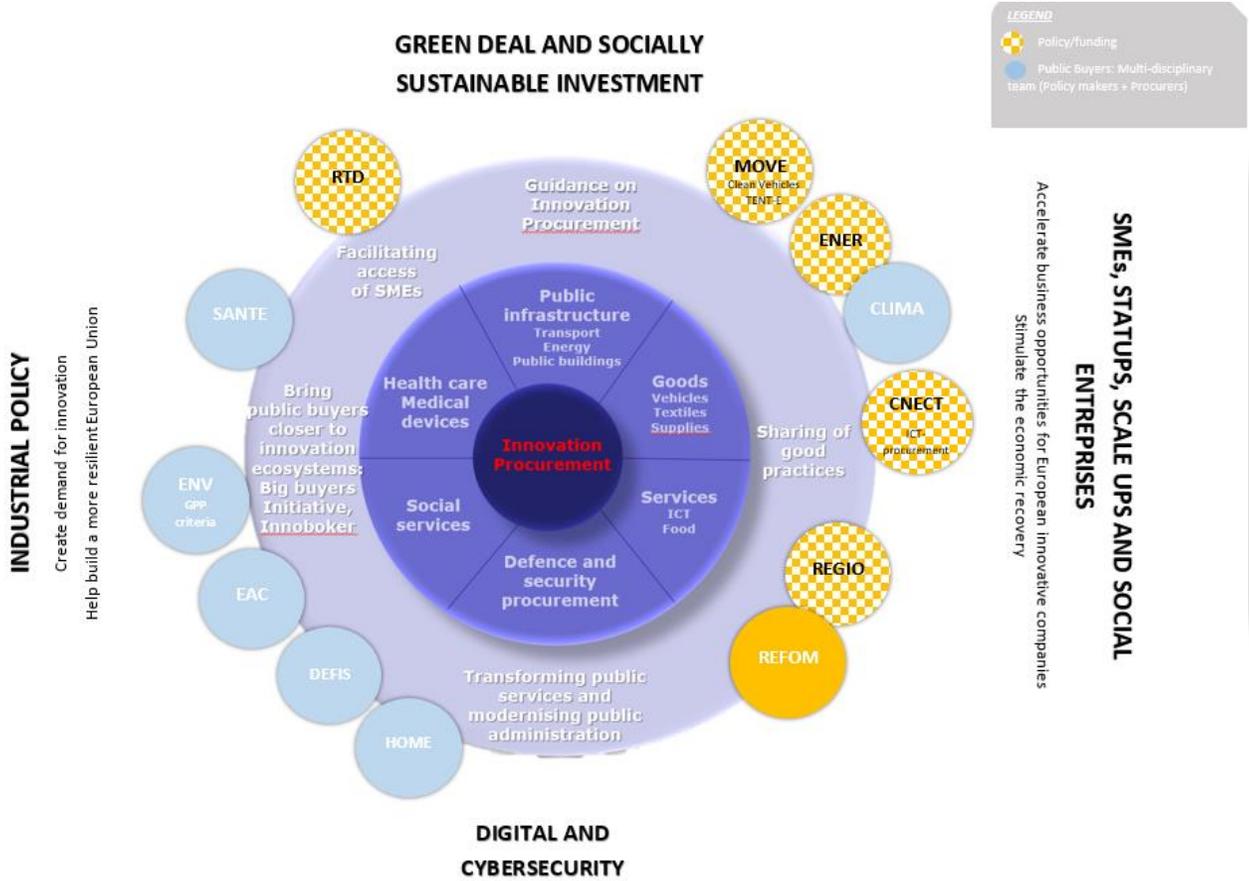
5,2 bn€

in Croatia

*Numbers from 2020

Building new knowledge

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

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



Building new knowledge



↪ Trainings

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

↪ **Study** on the Innovation Partnership (in-house study)

↪ **Studies** on how to price the value in Innovation Partnerships

- ✓ « The theory of strategic options » – Prof. G. Azzone
- ✓ « Coopetitive pricing for innovation value » - Prof. P. Portier
- ✓ « Estimating and negotiating approaches » - Prof. R. Servajean-Hilst

Building new knowledge



« Cooking » for 2023:

- ✓ CPB training 3.0 (2023-2027, €2,5m, SMP 2023 WP)
- ✓ Brochure(s) on start-ups

Building communities

Big Buyers Projects

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

Connecting public buyers with innovation ecosystems

*Collaboration between Big Buyers in Europe
in strategic public procurement to help drive
the market for innovative and sustainable goods and services*



1. Supporting innovation by providing test grounds for pilots



2. Work on market consultations/
market dialogues at
European level



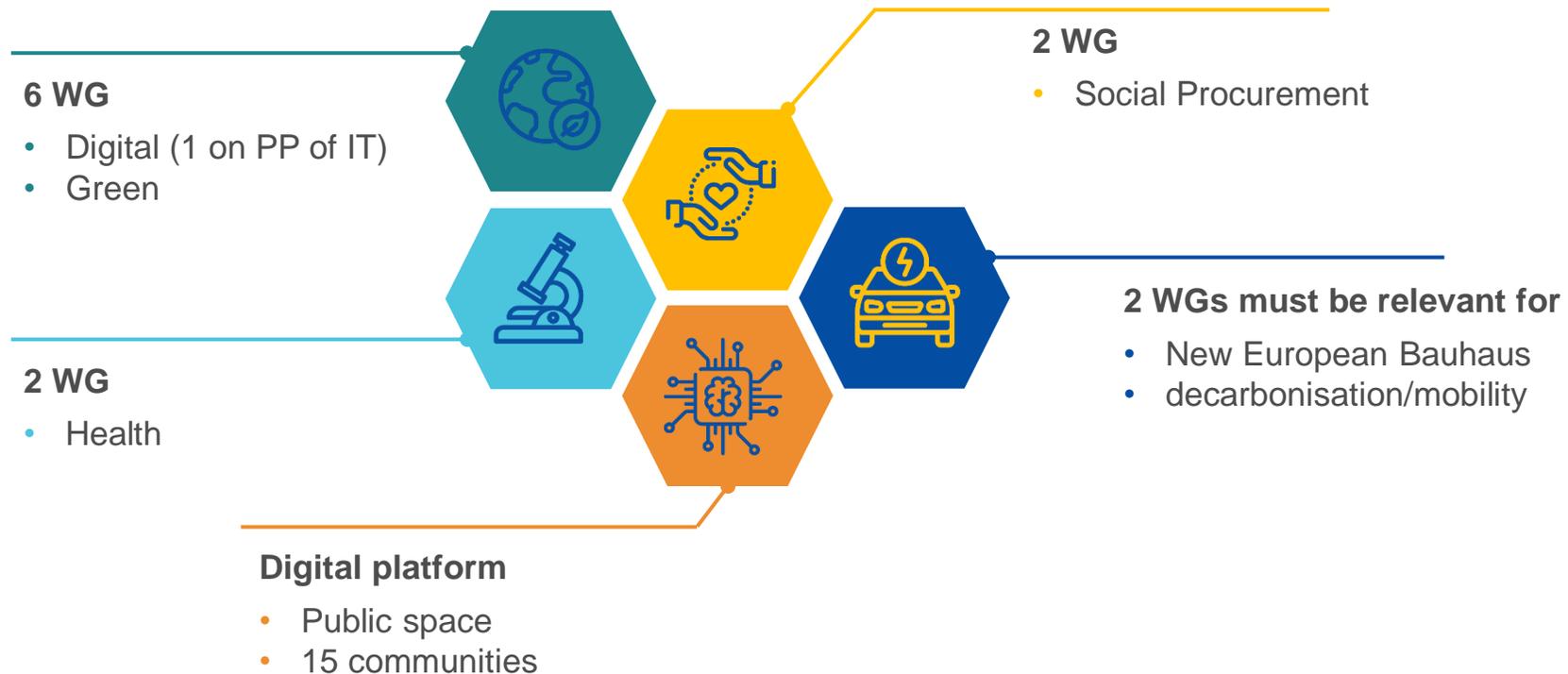
3. Share info on products
availability, technical specs,
results and price



4. Joint market engagement,
procurement criteria (i.e. how
to evaluate the environmental
ambition of tender offers)

Connecting public buyers with innovation ecosystems

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

New activities



- ↪ Hackatons
- ↪ Learning expeditions
- ↪ More challenges or pitching events
- ↪ Virtual meetings with all the decision-makers of public buyers participating in the Big Buyers network



All interested Buyers
can contact the Big
Buyers Secretariat at
info@bigbuyers.eu

www.BigBuyers.eu



Digital Public Buyers Platform

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

Shaping the EU market through public demand

Sustainable solar panels

- Solar Alliance
- Increasing domestic production
- Increasing public demand (20-30% of 100GW)
- Set sustainability criteria

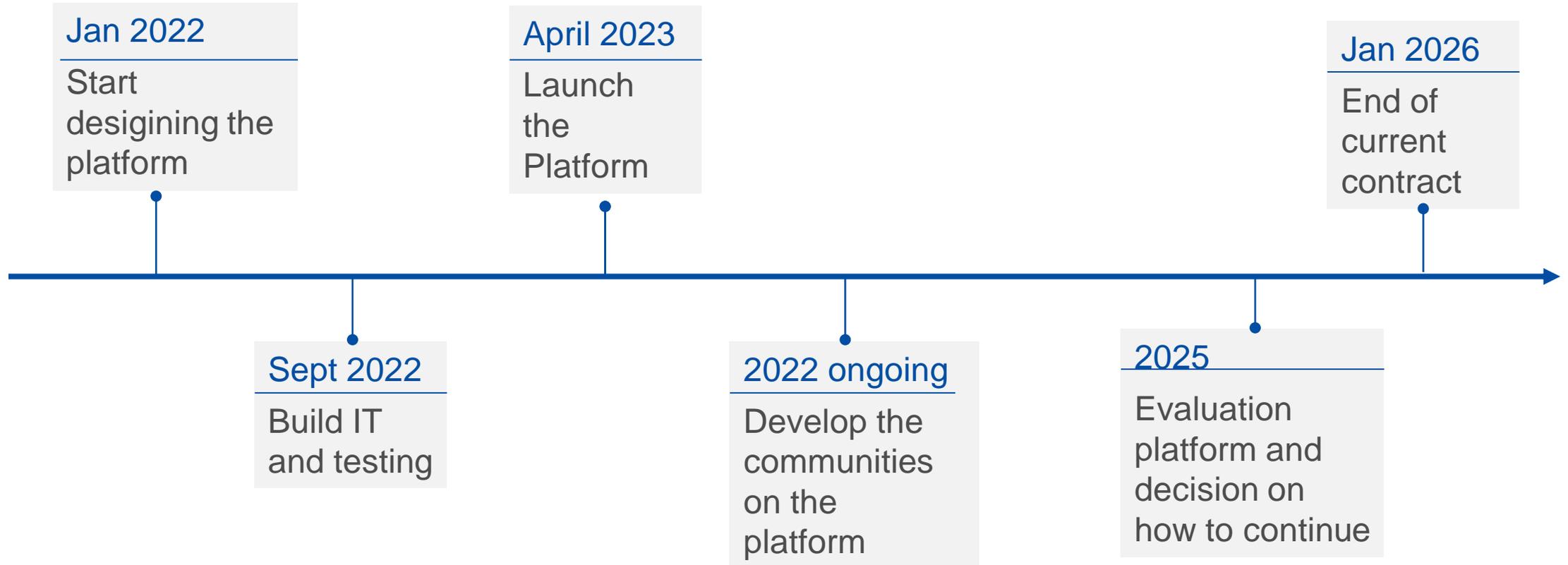
AI

- Increasing public demand for AI
- Safer and more ethical (full alignment with AI Act)
- EU as a regulatory standard

Zero emission construction sites

- Procurement budget: €40 bn
- Drive the market for electric off road heavy duty machines
- Political commitment on reducing CO₂ emissions through procurement

Planning Digital Platform



Funded projects: Implementation on the ground

Connecting public buyers with innovation ecosystems



Bringing public buyers and suppliers of innovation together

- ✓ Bridging role between need and solution
- ✓ Facilitating role within procurement cycle
- ✓ Monitoring role for innovation achievement



Co-financing of procurement of innovative solutions

→ Call for projects to subsidize:

- ✓ All project-related activities: 90%
- ✓ The purchase of the innovative solution resulting from the call for tender: 30%



Budget: € 1,5 Million



Budget: € 2,5 Million



Budget: € 2,5 Million

SPP helpdesk

Helpdesk

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

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

Future initiatives

- Sustainable Hubs project (2023-2027): € 4,5m (SMP 2023 WP)
- Social Economy AP projects for better access of social enterprises to PP

Communication activities

Our monthly newsletter

The Public Procurement Gazette

Smarter, faster and more affordable for better outcomes



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Editorial

A newsletter for better purchasing is a newsletter for a better Europe

- ✓ Funding opportunities
- ✓ Regulatory developments
- ✓ Events
- ✓ Webinars, info sessions,

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Next webinar: How to procure Recycled Asphalt (25 April – 11h00 – 12h00 CET)

Driving markets
through public
procurement:
**THE BIG BUYERS
PROJECT**

How to procure recycled
asphalt?

April 25th 2023, 11:00-12:00



European
Commission

Webinars

- Two different cycles of webinars to accompany the two Guidances issued in 2021 (Social PP, and Innovation PP)
 1. **Social:**
 - ✓ working conditions
 - ✓ gender equality
 2. **Innovation:**
 - ✓ IPR
 - ✓ Working conditions
- Many other important webinars outside the cycles:
 - ✓ AI contractual clauses
 - ✓ sustainable infrastructures
 - ✓ 3 « Masterclasses » on methodologies to estimate the price of an innovative solution



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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