

# Innovative Procurements

National Programme for  
Supplier Development



## Relevant innovations and uptake at scale

by Tina Sølvsberg

7. november 2017



# Who we are

The program is a **joint collaboration** by:

- **Difi** - The Agency for Public Management and eGovernment
- **KS** - The Norwegian Association of Local and Regional Authorities
- **NHO** - The Confederation of Norwegian Enterprise



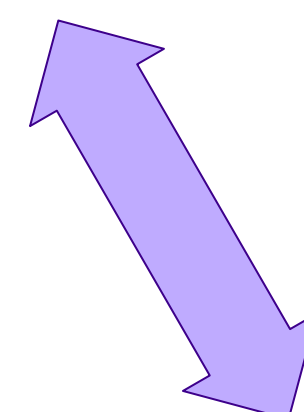
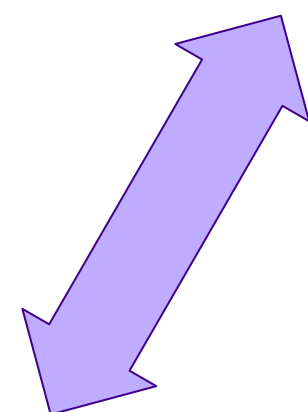


difi

Public Sector

## Innovative Procurements

National Programme for  
Supplier Development



Research

Private Sector



The Research Council  
of Norway



# Our mission

The National Program for Supplier Development (Innovative Procurement) is set up to **accelerate innovations and development of new solutions** through the **strategic use** of public procurements, while at the same time contributing to **new market opportunities** for these innovations.



## Quote on ETV:

***Breaking into the market with innovations can be a significant problem, because innovations by definition cannot show a successful track-record.***

*Without credible information about innovative technologies, potential buyers are unsure whether or not to trust the claims made about their performance.*

Source: [https://ec.europa.eu/environment/ecoap/sites/ecoap\\_stayconnected/files/etv-files/documents/sec\\_2011\\_1600\\_f1\\_other\\_staff\\_working\\_paper\\_en\\_v3\\_p1\\_674169.pdf](https://ec.europa.eu/environment/ecoap/sites/ecoap_stayconnected/files/etv-files/documents/sec_2011_1600_f1_other_staff_working_paper_en_v3_p1_674169.pdf)

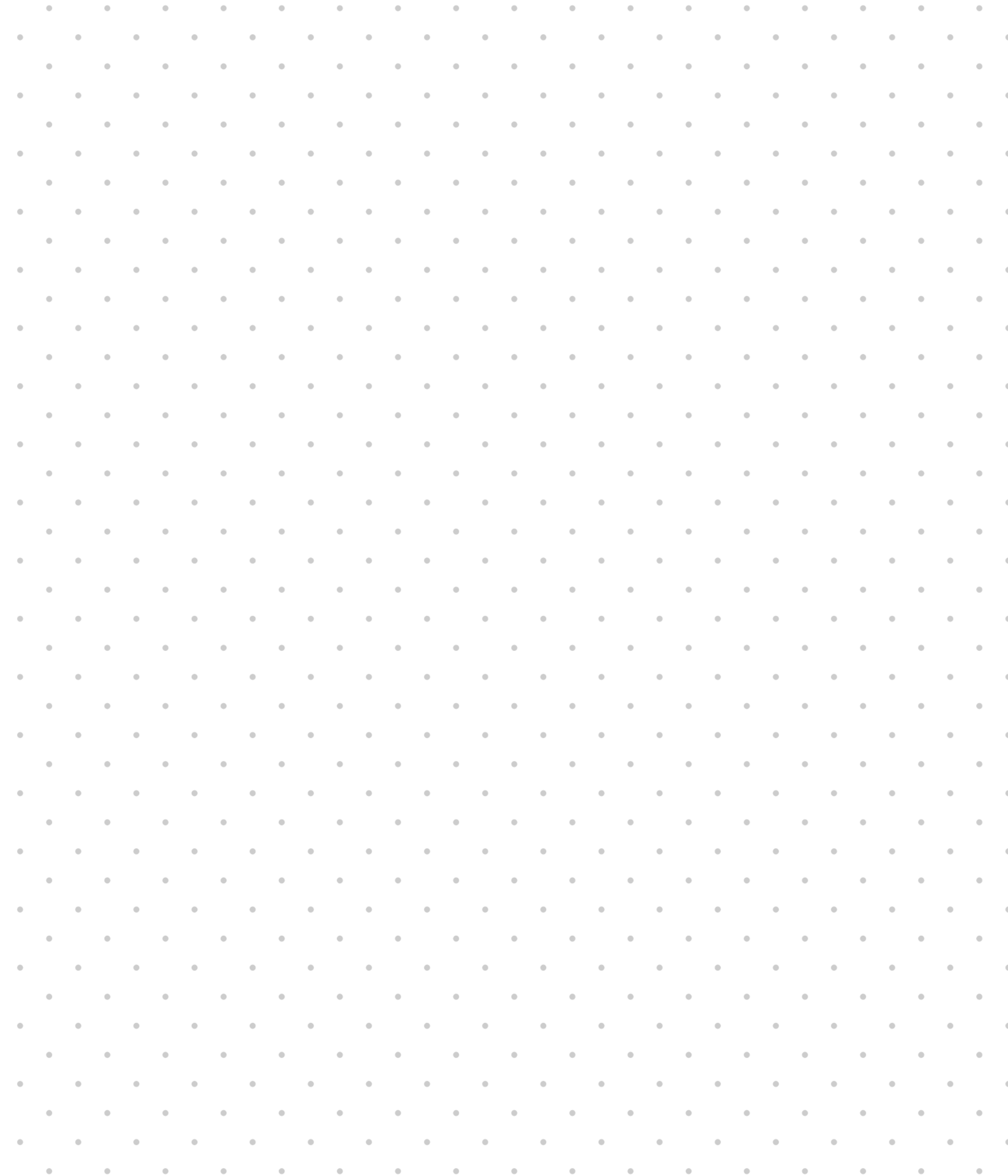
Seeing is believing:

[https://youtu.be/UA2\\_op4O9Zc](https://youtu.be/UA2_op4O9Zc)



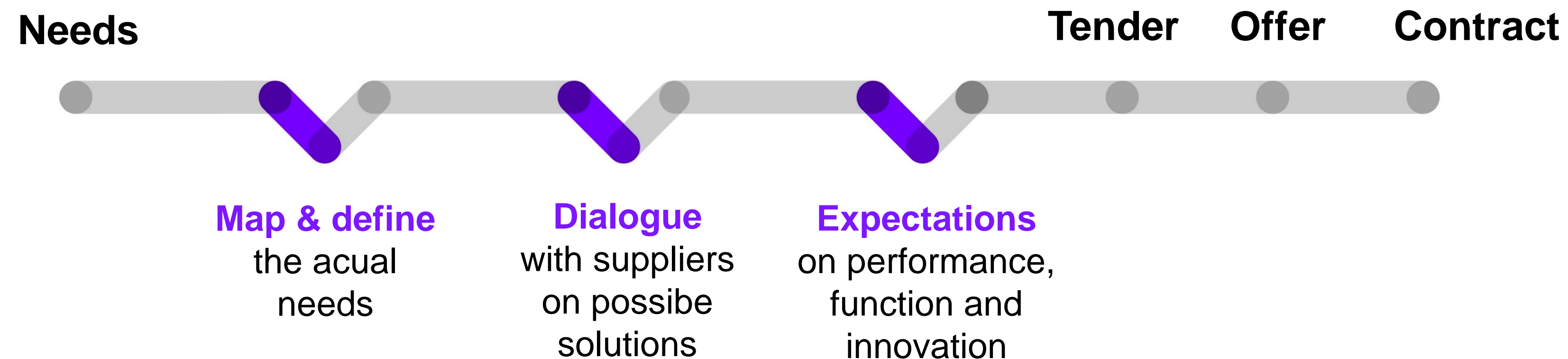
# Traditional Public Procurement

**Need**      **Tender**      **Offer**      **Contract**



# How we work

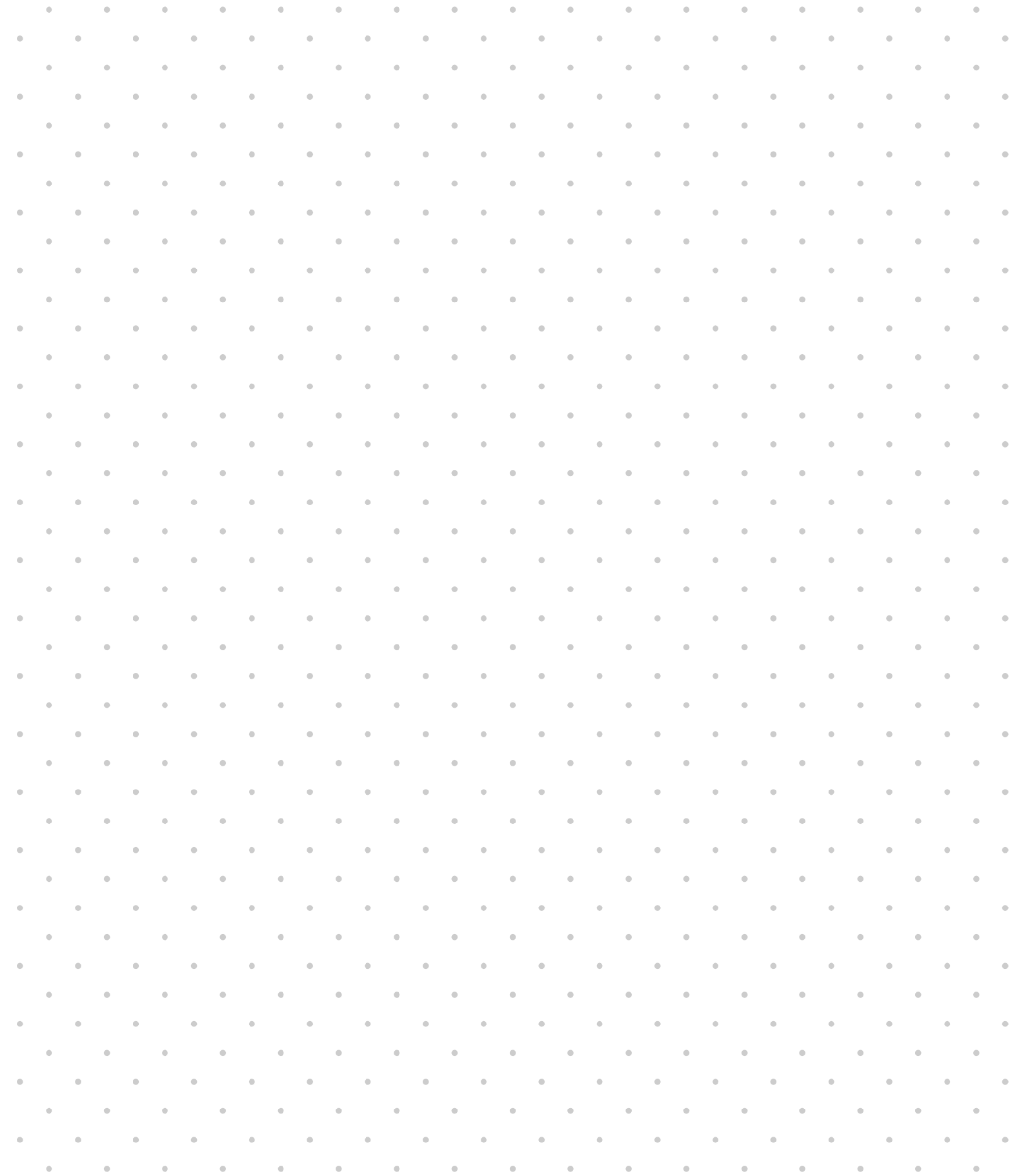
## – through Innovative Public Procurements



Taking the time for dialogue may  
indeed provide new insights



# Examples



# Better air quality in schools

Many schools have poor indoor quality and the need for a new ventilation system.

What's innovative with this procurement is that teaching can go on as normal while the ventilation system replaced.

## Results

Reduced public costs

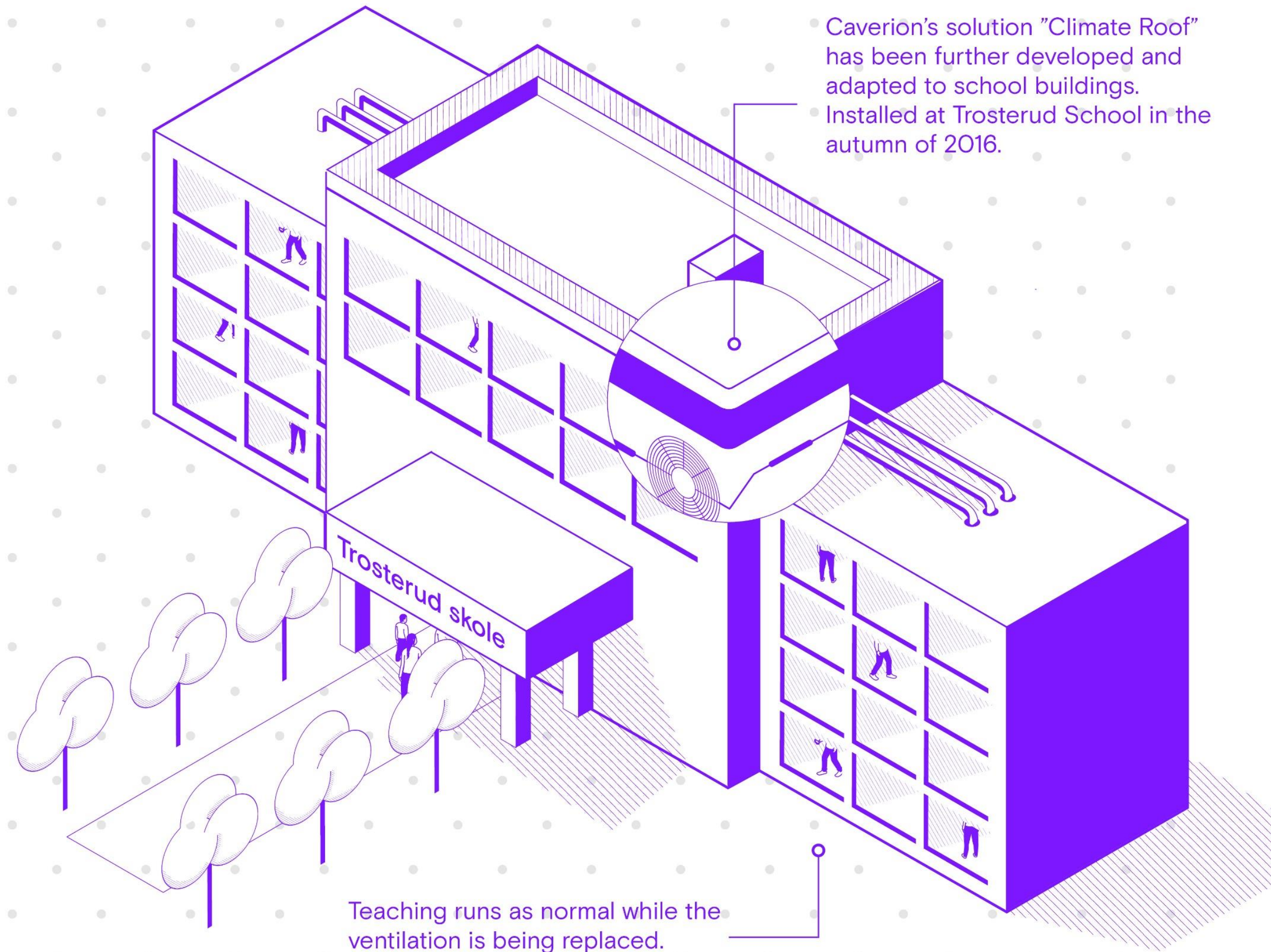
**1 million Euros**

in this particular case

Reduced emissions

**40 ton CO2**

due to transport cuts



## Process

### Mapping and defining needs

Finding a temporary school building had very high transaction costs – both on pupils, staff and the overall school budget.

### Planning and organizing

Ensuring internal buy-in of innovative procurements as a strategic process.

### Dialogue with suppliers

Dialogue confernece on actual needs and expectations on function. Written inputs from suppliers were requested. "One-to-one-meetings" with suppliers were organized.

### Procurement

Suppliers then bid for tenders on an innovation and idea competition. Caverion and Systemair both won and developed suggestions, for which they were both awarded 10k Euros.

# Zero-Emission Construction Sites



# Innovative anskaffelser



[innovativeanskaffelser.no](https://innovativeanskaffelser.no)