

Innovative procurements,  
“what, why and how?”  
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# Definition of Innovative Procurement

- Procurement of an innovation
  - for example, a product based on new technology, a new way of delivering services or a new solution
  - offers opportunities for new solutions to enter the market
  - motivates suppliers to develop solutions or practices
- Innovative procurement process or strategy



From an administrative perspective

# Why innovative procurements?

- Government target: 10% of procurement is innovative
- Aiming for competitiveness by
  - opening the market
  - changing the market accelerating the commercialization of innovations
  - increasing customer-oriented RDI -activity
  - supporting anticipation and renewal
  - facilitating SME access to the market
- Producing better services, efficiency, emission reductions



From the perspective of an contracting entity:

# Why innovative procurement?

- There is no desired (total) solution in the market
- The procurement may help us to achieve strategic goals
- Want to take over new key technology
- Own resources are not enough to keep up the potential of technologies
- Need to pilot before actual purchase/procurement
- New partners are needed
- Want to speed up the change
- Want to make quick use of the opportunities of the digital age
- ....



# How to make innovative procurements?

## Required:

- need-based planning
- predictability of procurement
- commitment and executive capacity
- resources e.g. to compensate product development
- knowledge of industry
- know-how of key technologies and markets
- transparency & dialogue with businesses
- IPR “know-how” and instructions
- procurement know-how
- Collaboration between contracting entities because: cost-effectiveness scalability



# Innovative procurements the challenges for growth companies

Is your company interested in public procurements?  
(sample size=21 growth companies)

No 5%

Yes 95%

Would you be happy to participate in market  
dialogues? (sample=21)

No 80%

Yes 20%



# Innovative procurements the challenges of growth companies

(sample=21)

## Are slow 70%

- Procurement process is slow
- In particular, the preparation phase will take too long
  - Scaling is slow

Are laborious  
38%

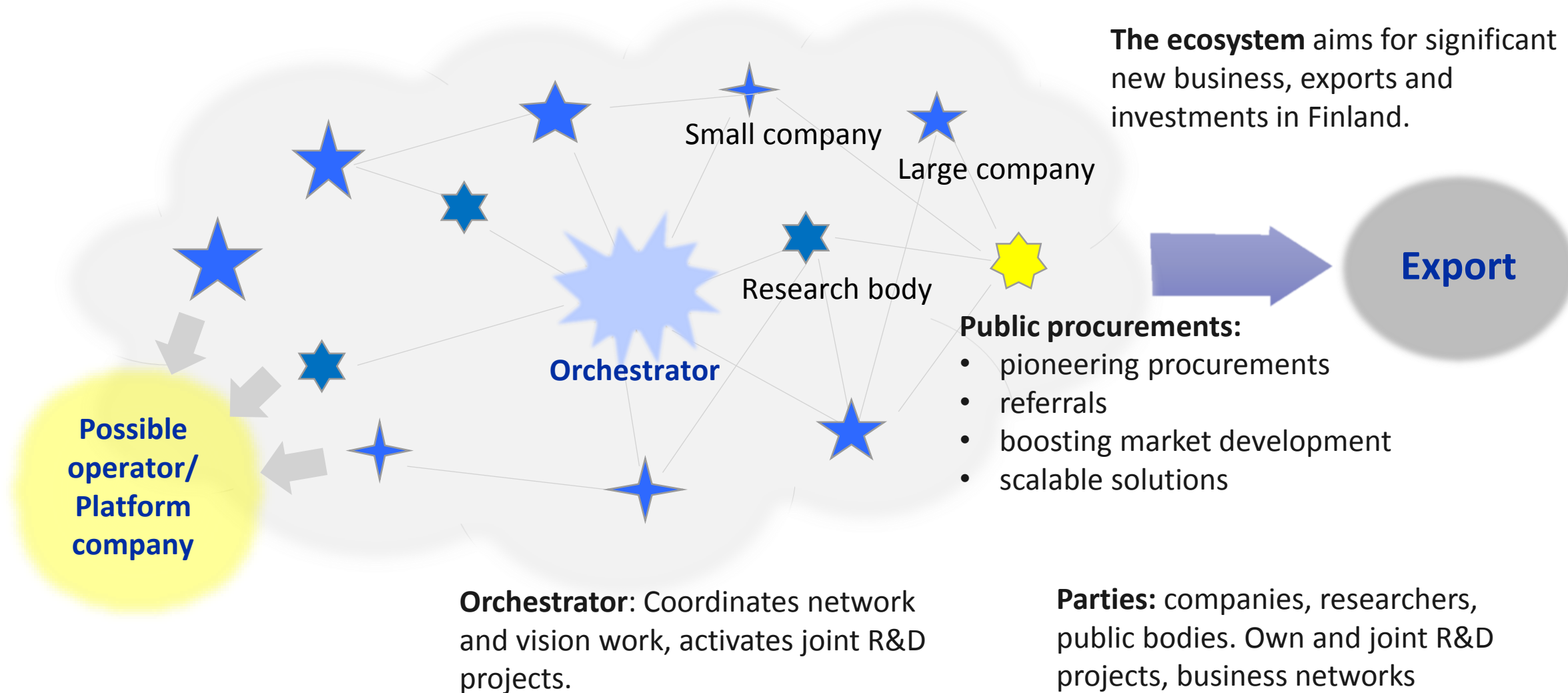
## Suffer from a lack of understanding 60%

- of technology expertise and/or the industry leads to poor criteria
- Procurement can't be chopped without understanding technology

Unfavourable  
ipr-postings  
33%



# Goal: Match up strategic pioneering procurements into business ecosystems



# Thank You !

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