APPROACHES TO INNOVATION PROCUREMENT

How to enhance the possibilities of procuring innovative solutions by applying and mixing different approaches available in the procurement directives?

• Choose the right procurement procedure
• Choose the right mix of procurement approaches
• Choose the right contractual models and terms
PROCUREMENT OF R&D VS. PROCUREMENT OF INNOVATION

PROCUREMENT OF R&D

• Exempted from EU procurement directives (i.a. no complex procedures) – art. 14
• Not commercial volumes
• Only test and pilots
• PCP or other R&D-procurement actions

PROCUREMENT OF INNOVATION

• Procedures in the EU procurement directives apply – if above thresholds
• Commercial procurement/volumes
• Implementation of market ready solutions (or development and implementation)
• General principles of equal treatment, transparency and proportionality apply
PROCUREMENT PROCEDURES

Relevant procedures for procurement of innovation subject to the Public Procurement Directive 2014/24/EU

In principle – any procedure

The obvious procedures
- Competitive procedure with negotiation (art. 29)
- Competitive dialogue (art. 30)
- Innovation partnership (art. 31)
- Design contest (78)
# Examples of Approaches to “Procurement of Innovation”

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### EXAMPLES OF CONTRACT MODELS AND TERMS

#### MODELS
- The Alliance Model
- Public-Private-Partnership Models (public or private financed)
- Agile Development Contract Models

#### TERMS
- Applying delivery and document test phases
- Applying incentive systems