

SPICE Introduction and the challenges of public procurers face

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SPIC€

Smart procurement for better transport

SPICE: Support Procurements for Innovative transport and mobility solutions in City Environment

Programme:

HORIZON 2020, Coordination and Support Action Project

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Project partners:

City of Copenhagen, ERTICO – ITS Europe, North Denmark region, City of Tampere, AustriaTech, Rijkswaterstaat, Forum Virium Helsinki Oy, Hamburg, Northamptonshire County Council

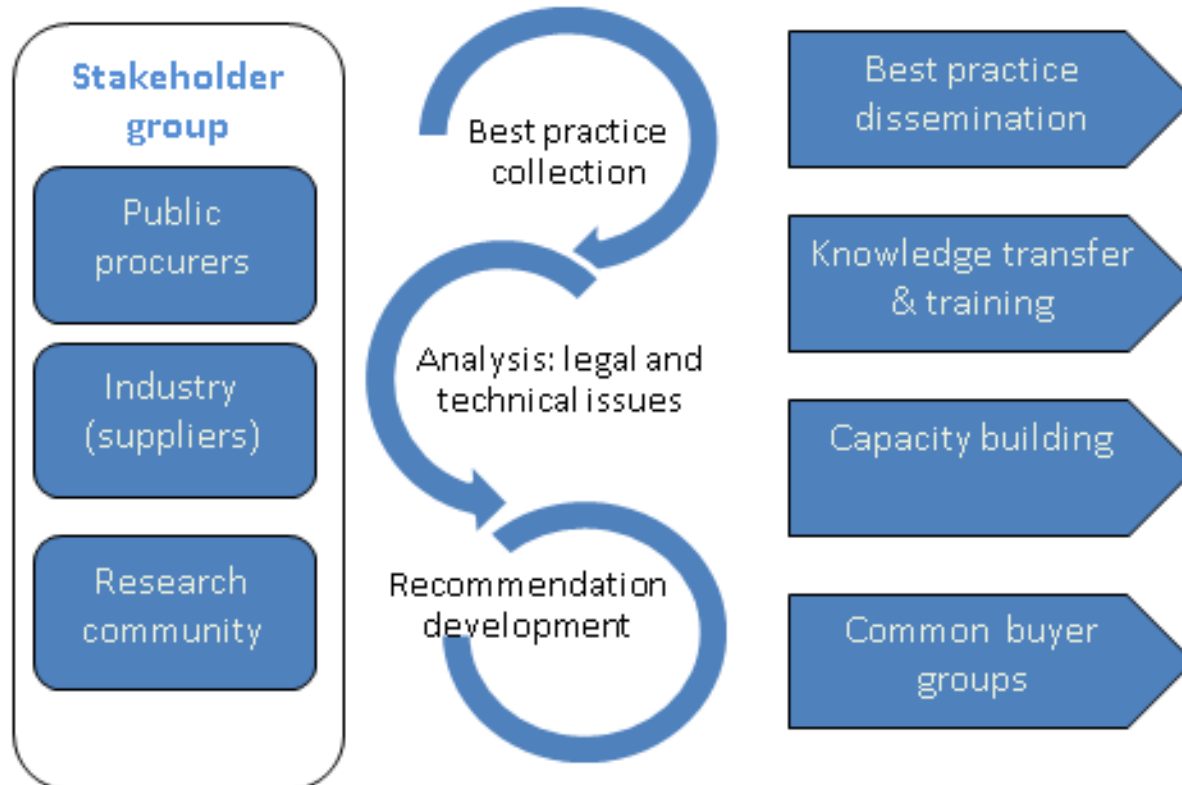
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Project period: 01/09/2016 - 31/08/2018

EU funding: 827,500€

SPICE Objectives



If you are a public procurer you may have faced one or more of the following challenges when purchasing innovative products:

- How to ensure that you get what you wanted?
- How to deal with the extension of a contract?
- With innovative solutions, if you foresee supplementary R&D or copyright to software (customer specific software) in a procurement project, you ought to handle such questions in the contract prior to the tender (or as a part of the negotiation), e.g. will the procuring authority only have user-rights or can they also alter and re-sale the software? How should you handle this cases?
- Authorities sometimes purchases (as a first buyer) innovative solutions, with the aim that the solutions will be on put on the market by the supplier afterwards. In fact the supplier is supported in this way to do so. As an example, an app with traffic information. The intention to come to commercial services is used in this case as a selection criteria to win the contract. However, several times at the end of the project the supplier indicated that there is unfortunately no commercial business and shuts down the service.

If you are a public procurer you may have faced one or more of the following challenges when purchasing innovative products:

- Contract managers (and even full organisations) may select those procurements they are familiar with. New things lead to uncertainties and thus to risks, because they are not well enough familiar with other possible approaches.
- Consequential costs when buying new technology, e.g. a need for updating or expansion of existing infrastructure.
- How to specify solutions being the object of a prior R&D project?
- How to define minimum criteria when allowing variants (alternative bids)?
- When procuring a long term service contract, which options to specify drop out possibilities and some criteria's that the supplier has to improve the service every year?
- When using market dialogues prior to the tender (i.e. Preliminary market consultation) or during the competitive procedure with negotiations, how much information to be allowed to give without risking the regulations?