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# 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”

## APPROACHES

Preliminary market consultation

Functional requirements / open specifications

Variants

Using ‘innovative characteristics’ as evaluation criteria

Joint (cross border) procurement

Total Cost of Ownership (TCO), Life-cycle costing (LCC) (art. 68)

# 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