

Integration of innovation in purchasing processes

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Vienna, November 27th 2018

ECOVATION 2018

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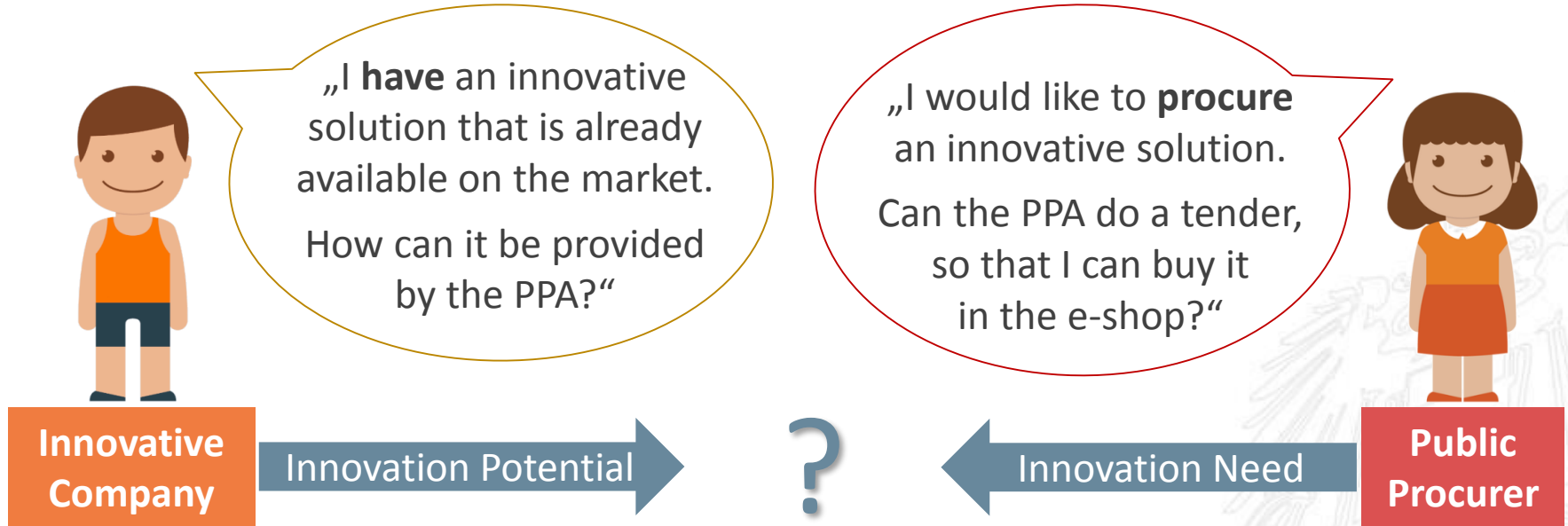


Innovation process in the PPA Austria

Speaker: **Christian Nestler** – Public Procurement Agency Austria (BBG)

Vienna, November 27th 2018

Are you familiar with this situation?



Activate the market and provide innovation to the public

Wow – what a dream team!

PPPI Service-Center



- **Goal** → prepare public sector for **future**
- **Know-How** → conducting workshops and doing market research for innovation for the public sector
- **Access** → innovative companies
- Innovative solutions **shown** at information platform „**Marketplace Innovation**“
- The PPPI SC does **not** conduct any **tenders**



PPA Austria

- **Goal** → provide solutions to public sector for **present needs**
- **Know-How** → conducting tenders
- **Access** → public procurers
- Tendered Products and direct awards → „e-Shop“
- **Tenders** are the core competence

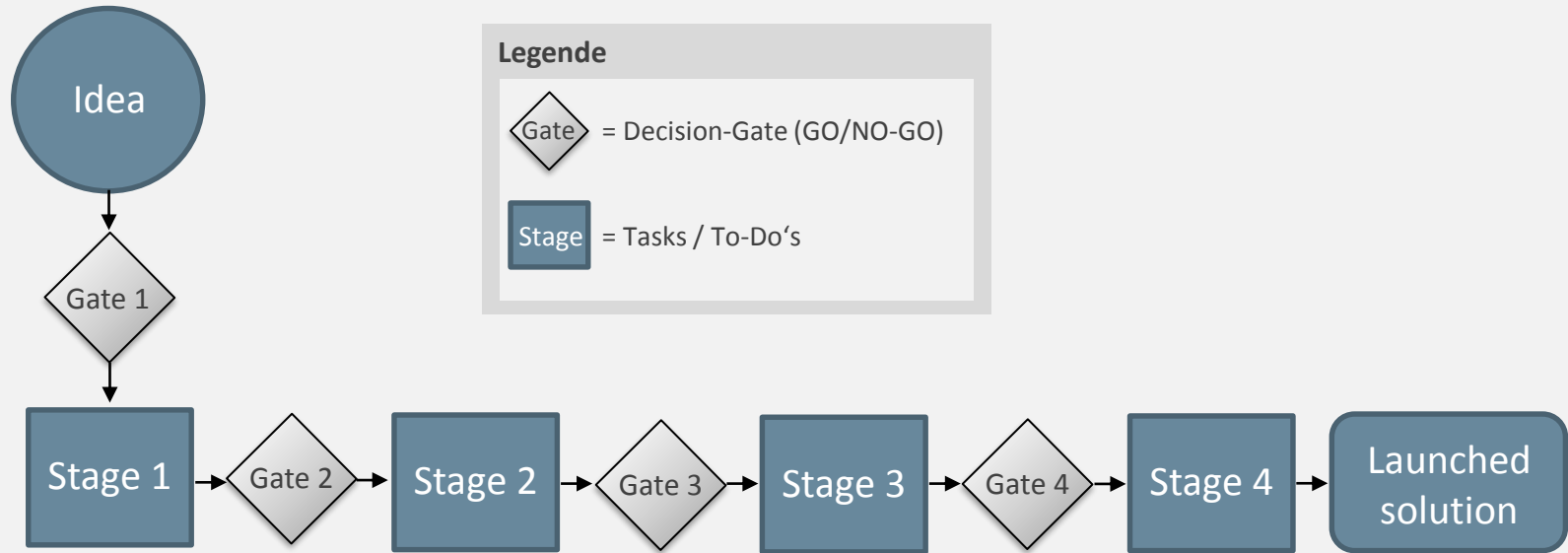
So now we know the challenge – so what can we do?



Workflow in the PPA Austria,
so that innovative solutions can be bought

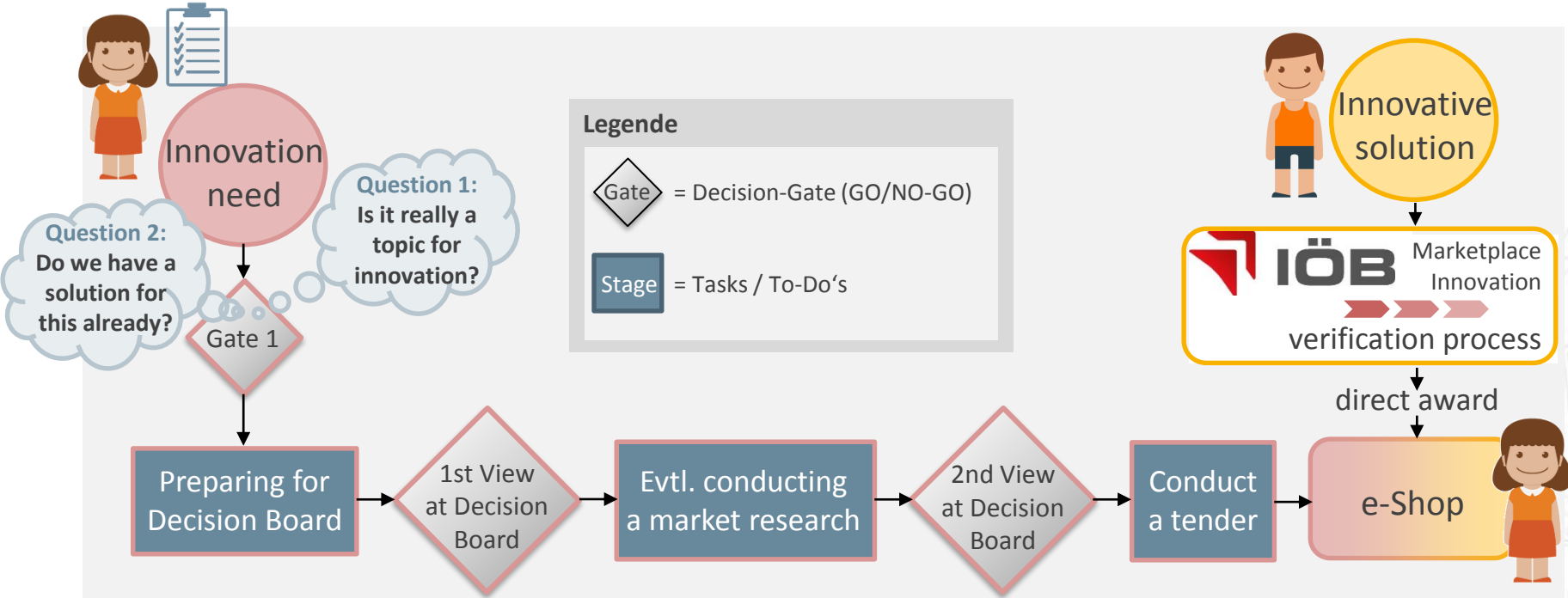
It started off with a widely known innovation process

Stage-Gate-Process[©]



Applied on the PPA Austria it looks like this

BBG Innovation Process



Verification of innovation potential



Marketplace innovation



direct approach



Questions for a better understanding:

- What is your solution for?
- Any patentes/copyrights for your solution?
- In which development stadium is your solution? (*prototyp, job production, mass production etc.*)
- Have you already sold your solution?
- What do you think is the market potential in the entire public sector?

- What is your current challenge?
- Why do solutions that are already on the market don't work for you?
- Do you already know a potential solution?
- Are there any further requirements or conditions to buy the solution if available?
- What do you think is the market potential in the entire public sector?

First Learnings

Innovation process implemented in Summer 2018

First Responses

- Public Procurer Site
 - 2 responses
 - positive feedback
- Innovative Company Site
 - 5 responses
 - positive feedback

Challenges on the way ...

- Information and advertising the new process takes time
- Usually long execution in doing tenders for innovative solutions, with this process we shorten it
- Important to push the innovation topics through the process and not losing focus
- Always questioning about the validity and sufficiency of the given market potential

We answer your questions...





ECOvation 2018

Innovation and Sustainability in Public Procurement

Vienna, - November, 27th, 2018



Ecovation
26.-27.11.2018

UGAP's testimony

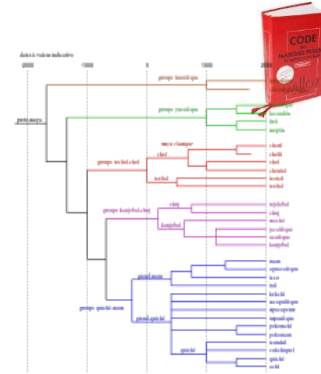
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UGAP's testimony about PPI : What is UGAP ?



\Leftrightarrow
threshold



Public buyer reflex

UGAP's testimony about PPI : What is UGAP ?



A specific public central purchasing bodies



UGAP's testimony about PPI : What is UGAP ?



Avantages for clients

- Time,
- Human ressources,
- Legal risk,
- Quality,
- Price.



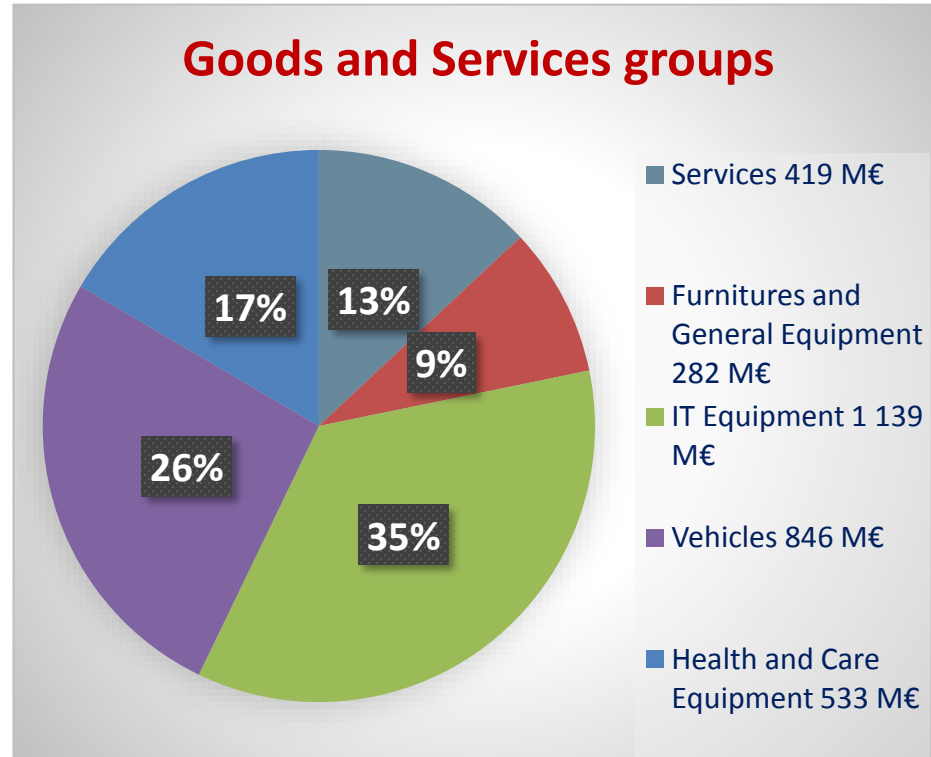
Avantages for suppliers

- Submission cost,
- 3 years on Ugap catalogue,
- Without competition,
- National Distribution,
- Paiement under 30 days.

A specific public central purchasing bodies



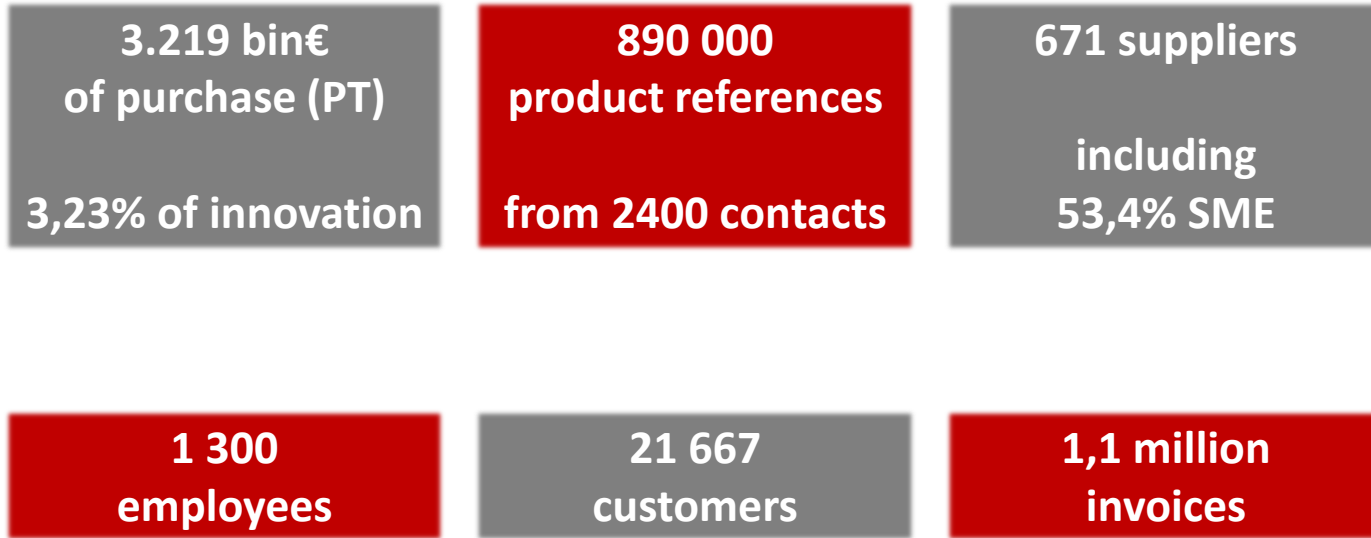
UGAP's testimony about PPI : What is UGAP ?



Our clients / our products



UGAP's testimony about PPI : What is UGAP ?



Key figures 2017



UGAP's testimony about PPI : **Public sector transformation**

#Budget

#Sustainability

#Social inclusion

#XAAS

#SME

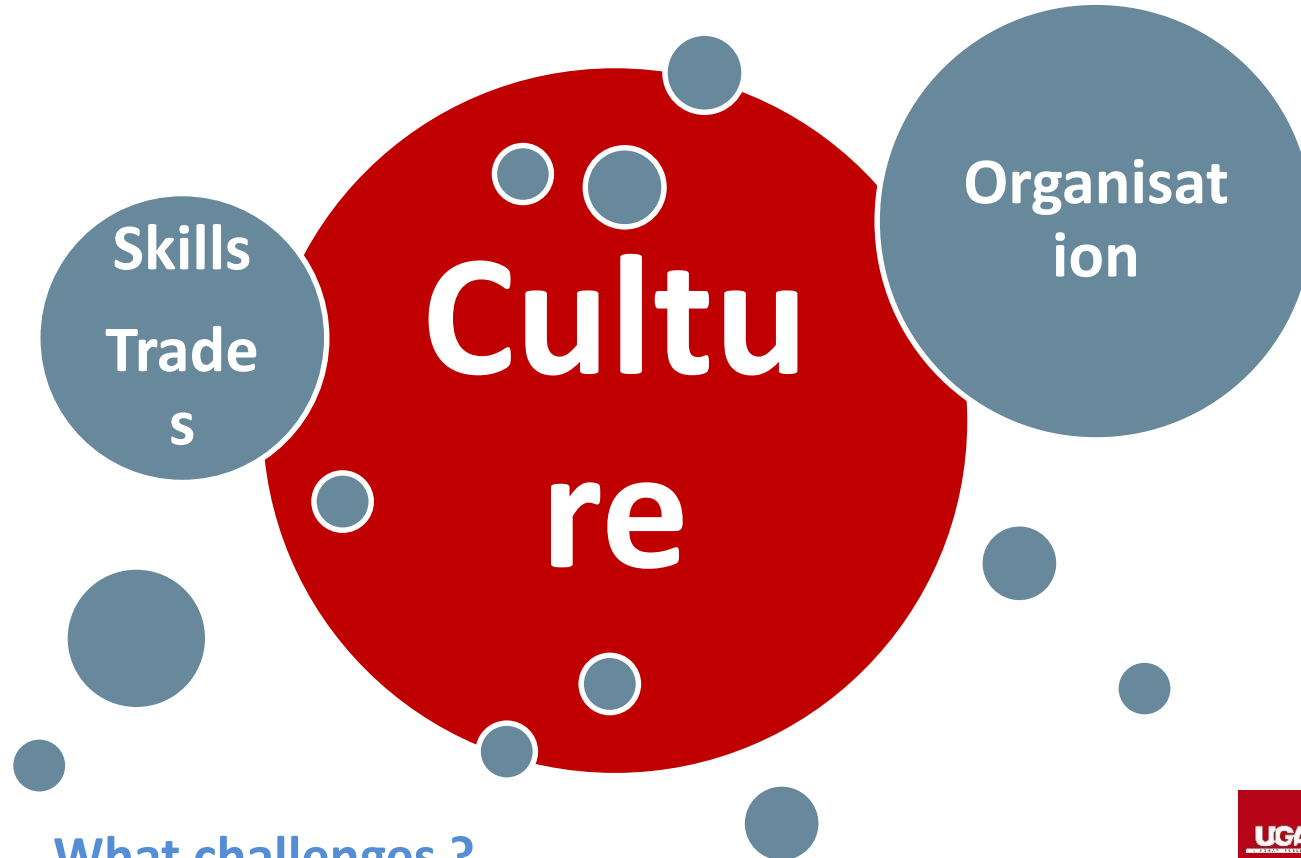
#Compliance

#Modernisation

What challenges ?

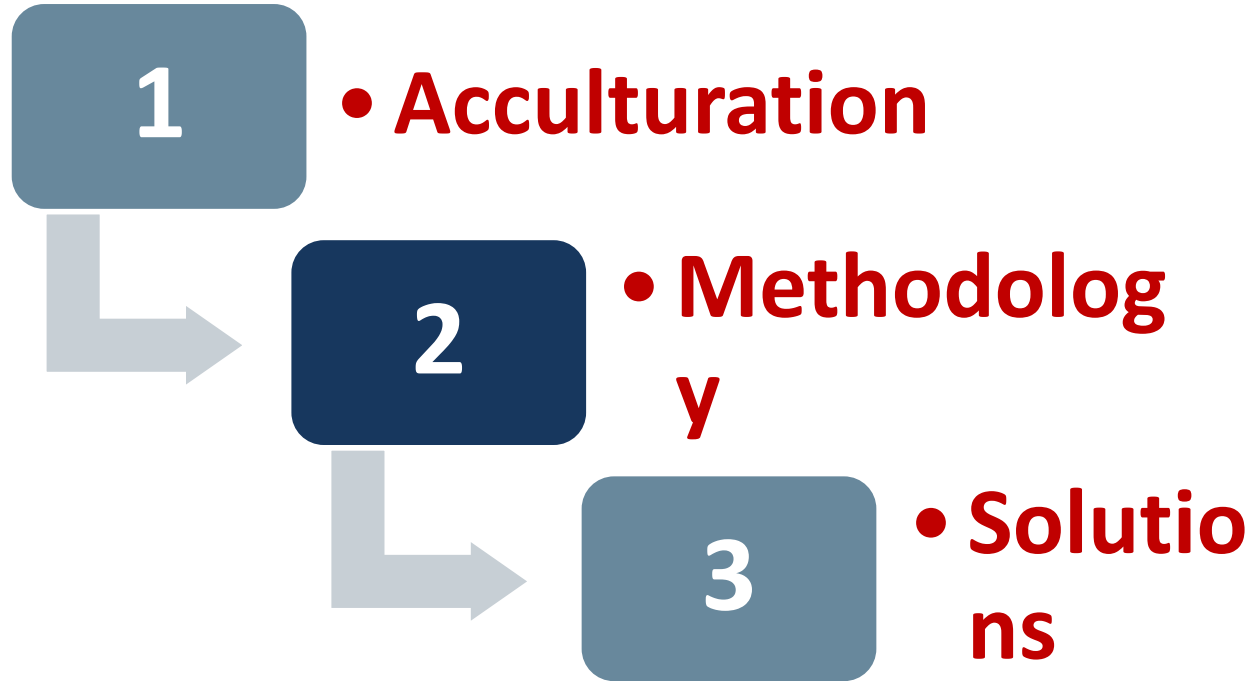


UGAP's testimony about PPI : Public sector transformation



What challenges ?

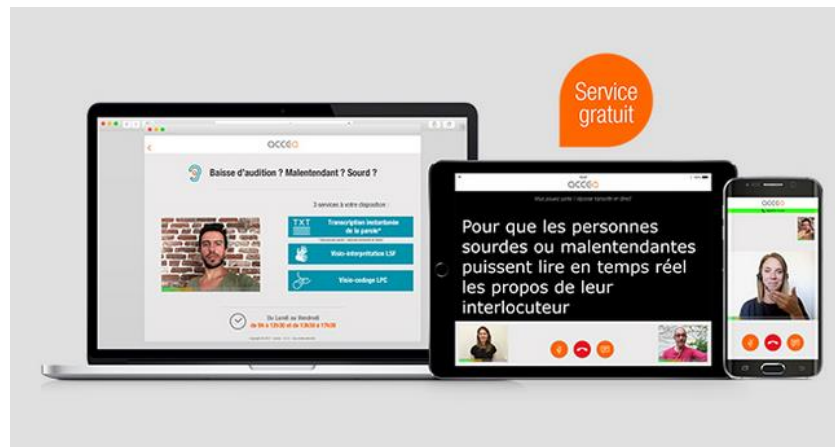
UGAP's testimony about PPI : Way to help



Emerging approach



UGAP's testimony about PPI : Example 1/2



Auditory accessibility

UGAP's testimony about PPI : Example 2/2



UGAP's testimony about PPI : Remarks

Works

Real needs –

Motivation -

Plug and play -

Small area -

First Rank -

Work less

- New needs

- Fear

- Internal impacts

- Global strategy

- Subcontratcor

Try to improve



UGAP's testimony about PPI :

Thank you

Available for any questions

