



Innovation Procurement in the Netherlands

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PIANOo

- **Ministry of Economic Affairs**
- **Aim:**
 - **Professionalization**
 - **Value for public money**
 - **Setting up the exchange of knowledge**
- **Basic approach:**
 - > **Knowledge is spread all over the country**
 - > **PIANOo collects it and redistribute it**

TenderNed is part of PIANOo

PPI

- **PPI=Public Procurement of Innovation**
- **The main goal of de PP rules is: stimulating competition.**
- **For a supplier to compete means to innovate**
- **So innovation and competition are practically synonymous**

PPI AND SUSTAINABILITY

- **Sustainable public procurement is in fact inventing new methods, processes, natural resources etc that enhances sustainability.**
- **So Competition, Innovation and Sustainability are very closely linked.**

NL ACTIVITIES IN PPI

- **Website**
 - <http://www.innovatiekoffer.nl/>
- **Self assessment tool**
 - <https://www.pianoo.nl/zelfscan-innovatiegericht-inkopen>
- **Factsheet Innovationpartnership**
 - <https://www.pianoo.nl/sites/default/files/documents/documents/innovatiepartnerschapjuni2016.pdf>
- **Participation in MLE: Mutual Learning Exercises**
- **Participation in InnoProcur**
 - <http://www.friulinnovazione.it/projects/innoprocur-improving-support-services-to-foster-smes2019-participation-to-pcp-and-ppi-1>
- **PIANOo publications on PPI in english:**
 - <https://www.pianoo.nl/public-procurement-in-the-netherlands>

PROBLEMS IN PPI

- **The requirement of a close link between specifications and the subject matter is a serious threat to PPI**
- **The interpretation of the concept of competition in PP law is economically very dubious**
- **Focus on procedures (rules) instead of on substance leads to suboptimal results**
- **Lack of marketknowledge within CA's.**

Characteristics Market vs PP

CHARACTERISTICS	
MARKET	PUBLIC PROCUREMENT
Dynamic	Static
Customer is king	Supplier is king
Rights of the buyer	Rights of the supplier
Daily updating of needs	Stick to needs once defined
Negotiate	Take it or leave it
Freedom of contract	Contract subject to appeal by third parties
Focus on chosen supplier	Focus on not chosen suppliers
Recognition of subjectivity	Illusion of objectivity
Buy what you need	Buy what is offered
Private law	Public law
Equal parties	Government and citizens
Survival of the fittest	Protect the weak
Keep transaction costs low	Transaction costs: What is that?