

The Netherlands - PIANOo

PIANOo is the national public procurement expertise centre, who is responsible for the innovation procurement program in the Netherlands. We are part of the Dutch Enterprise Agency, which is the executive organisation of The Ministry of Economic Affairs & Climate Policy.



Contact details:

www.pianoo.nl

Supporting innovation procurement

The goal of the innovation procurement program is to inspire and support public authorities to utilize the innovation potential of the market for the public tasks. PIANOo provides expertise and we are a network for the Dutch public sector for matters on public procurement. We activate the public organisations to move towards better procurement and provide clear information on this.

Our key message does not focus on the procurer solely. This is of major importance for a successful basis for public procurement of innovation. PIANOo focuses on the whole public organisation. The challenge is to stimulate professional commissioning. Public procurement, including public procurement of innovation, is not the responsibility of the procurement department alone. It is the responsibility of the whole organisation. That is why we target the whole organisation involved with the procurement of innovation: to align policy with the executive force of the organisation to achieve strategic goals. Sufficient and adequate knowledge of procurement and instruments is a precondition, provided by PIANOo since 2005, not a goal in itself anymore. The public procurement of innovation program focuses on the information, (tacit-) knowledge and networks needed by the five key roles to be able to give their contribution to the organisation so that they can achieve the practical and strategic goals of the organisation with the help of innovation-oriented procurement, if needed. The information is available on our website.

Our target audience are the following 5 key roles associated with the procurement of innovation within public organisations:

- The management: encourages to innovate.
- The internal client (or sometimes the project manager): owner of the need, as well as the contract.
- The innovation manager: identifies opportunities for internal clients.
- The procurement officer: knows how to challenge the market.
- The "market": supplier of innovation.

Activities of PIANOo:

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| ✓ Inspiring governments, sharing examples | ✓ PIANOo annual conference (750 attendees) |
| ✓ Web portal (daily 1200 visitors) & Bi-weekly Newsletter (6000 readers) | ✓ Innovation procurement congress (300 attendees) |
| ✓ Supporting project cases (strategic advise, on request) | ✓ Buyer groups & Communities of Practice |
| ✓ Disseminate information about procurement practice and the rules | ✓ Gaining knowledge from EU partners out of the P21-network and sharing this with our network |
| ✓ Articles, guidance documents, manuals | |
| ✓ Answering questions contracting authorities and companies (1500 per year) | |
| ✓ Trainings and (regional) workshops | |
| ✓ Expert practitioner groups | |

A selection of publications of PIANOO

- Guide: how to boost innovation with the Startup-in-Residence program
- Step-by-step: development and purchasing of digital innovations
- Innovation partnership in practice
- Provide room for innovation within the contract
- Consider quantified environmental external costs
- Procurement of innovation (English)
- Practical issues of competitive dialogue (English)
- Combating the crisis through government procurement? (English)
- Checklist market knowledge (English)
- How to use MEAT (price/quality ratio)?

THE EUROPEAN NETWORK OF COMPETENCE CENTRES FOR INNOVATION PROCUREMENT

Procure2Innovate aims to improve institutional support for public procurers implementing innovation procurement in a range of sectors. It will do this by both establishing new innovation procurement competence centres, and enlarging the scope of support offered by existing competence centres in 10 European countries.

www.procure2innovate.eu



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