

The logo for PIANO, featuring the word "PIANO" in a bold, sans-serif font with a stylized orange circle containing a white dot to the right of the letter "O".

PIANO

DUTCH PUBLIC
PROCUREMENT
EXPERTISE CENTRE

A photograph of a conference room. In the foreground, a large group of people is seated in rows, facing towards the back of the room. In the background, two people are standing near a large projection screen. The room is well-lit, and the audience appears to be engaged in a presentation or meeting.

PIANOo, capacitybuilding and the procurement of innovation

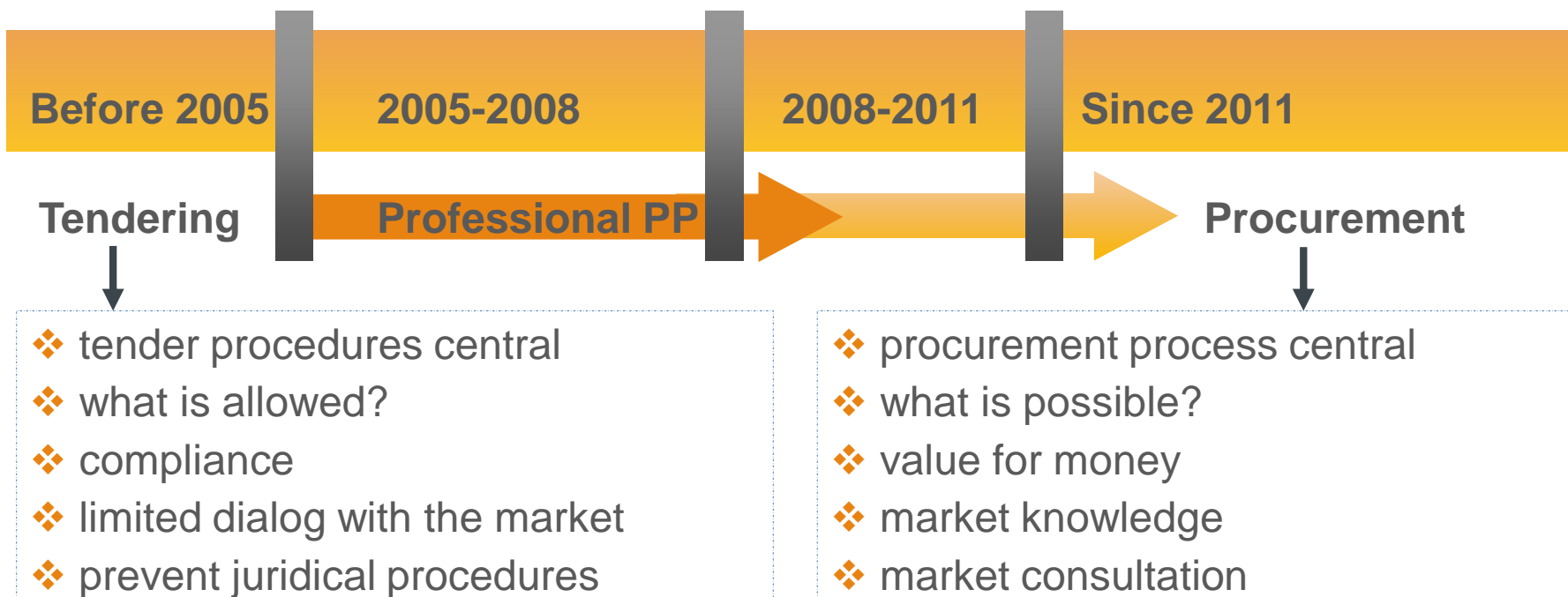
Jacobien Muntz-Beekhuis
Baldwin Henderson

16
October
2019

PIANOo

- **PIANOo** is an acronym: **P**rofessional & **I**nnovative Procurement (Dutch: **A**anbesteden), **N**etwork of public purchasers (Dutch: **O**verheidsopdrachtgevers)
- **2005: Two origins:**
 - **Parliamentary enquiry on fraud in the construction sector**
→ **local authorities don't procure professionally**
 - **National report on compliance to the EU rules**
→ **municipalities comply for only 9%**

SHIFT FROM TENDERING TO PROCUREMENT



OBJECTIVES OF PIANOo

- **Further professionalization**
- **Value for public money**
- **Exchange of knowledge**
- **Support of new and innovative developments**
- **Enhance strategic use Public Procurement**
- **Enhance market knowledge and interaction**
- **Enhance e-Procurement (TenderNed)**
- **Disseminate expertise eg Rijkswaterstaat**
- **Responsible public procurement**
 - **Biobased products, Circular procurement, Procurement of innovation, Social conditions in the supply chain, Environmental criteria**

ACTIVITIES PIANOo

- Web portal (daily 1.200 visitors) www.pianoo.nl
- Biweekly Newsletter (6000) (PIANOo-alert)
- Yearly congress (800 visitors)
- Answering questions contracting authorities and companies (1500 yearly)
- Guidelines, manuals, best practices
- Regional workshops
- Training
- Learning labs
- Expert practitioner groups

PUBLICATIONS OF PIANOo

- **Procurement of innovation (English)**
- **Interpretation of specific juridical issues**
- **Practical issues of competitive dialogue (English)**
- **Combating the crisis through government procurement? (English)**
- **Procurement of services**
- **Dynamic Purchasing System**
- **Micro lots**
- **Market consultation**
- **Checklist market knowledge (English)**
- **How to use MEAT (price/quality ratio)?**
- **How to organize collaborative procurement among municipalities?**
- **How to select market operators below European threshold?**

PURPOSE PIANOo / PPI-PROGRAM

PIANOo: professionalize public procurement / commissioning

PPI-program: “inspire and support public authority’ s to utilize the innovation potential of the market for her public tasks”.

Target group PPI-program:

- 1. The whole public organization**
- 2. Specifically the key positions of:**
 - **the management;**
 - **the internal client/project manager;**
 - **the innovation manager;**
 - **the procurement officer;**
 - **and last but not least the market as supplier.**

ROLES FOR INNOVATION PROCUREMENT

Board: Stimulate and provide room for internal clients to develop and use innovative solutions

Internal Client: Owner of the innovation need and the contract

Procurement/innovation/strategy department: Support and identify opportunities for internal clients and their needs

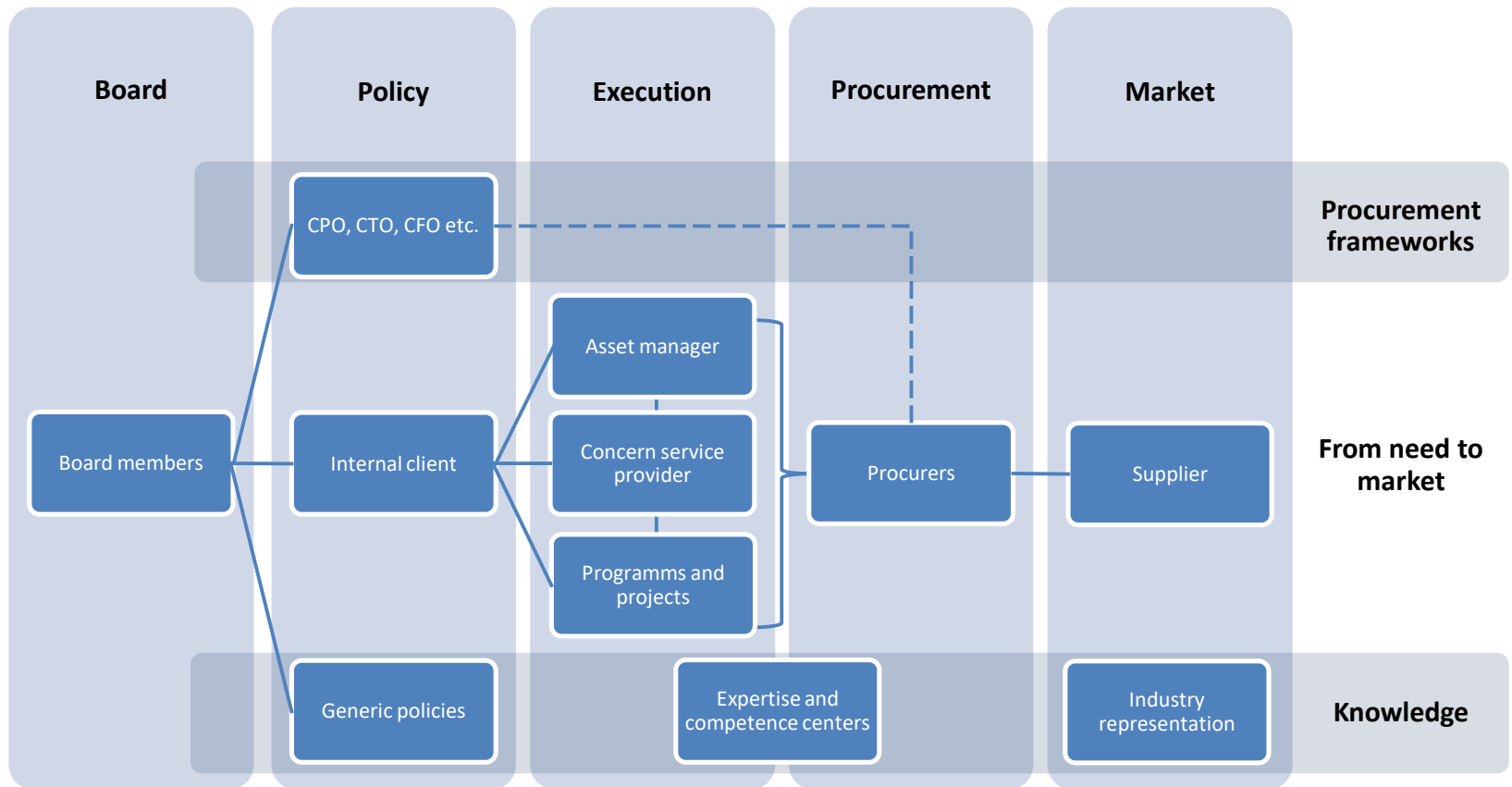
EFFORT OF PPI PROGRAM

Increasing the competencies and skills of civil servants involved in innovation-oriented procurement (key roles)

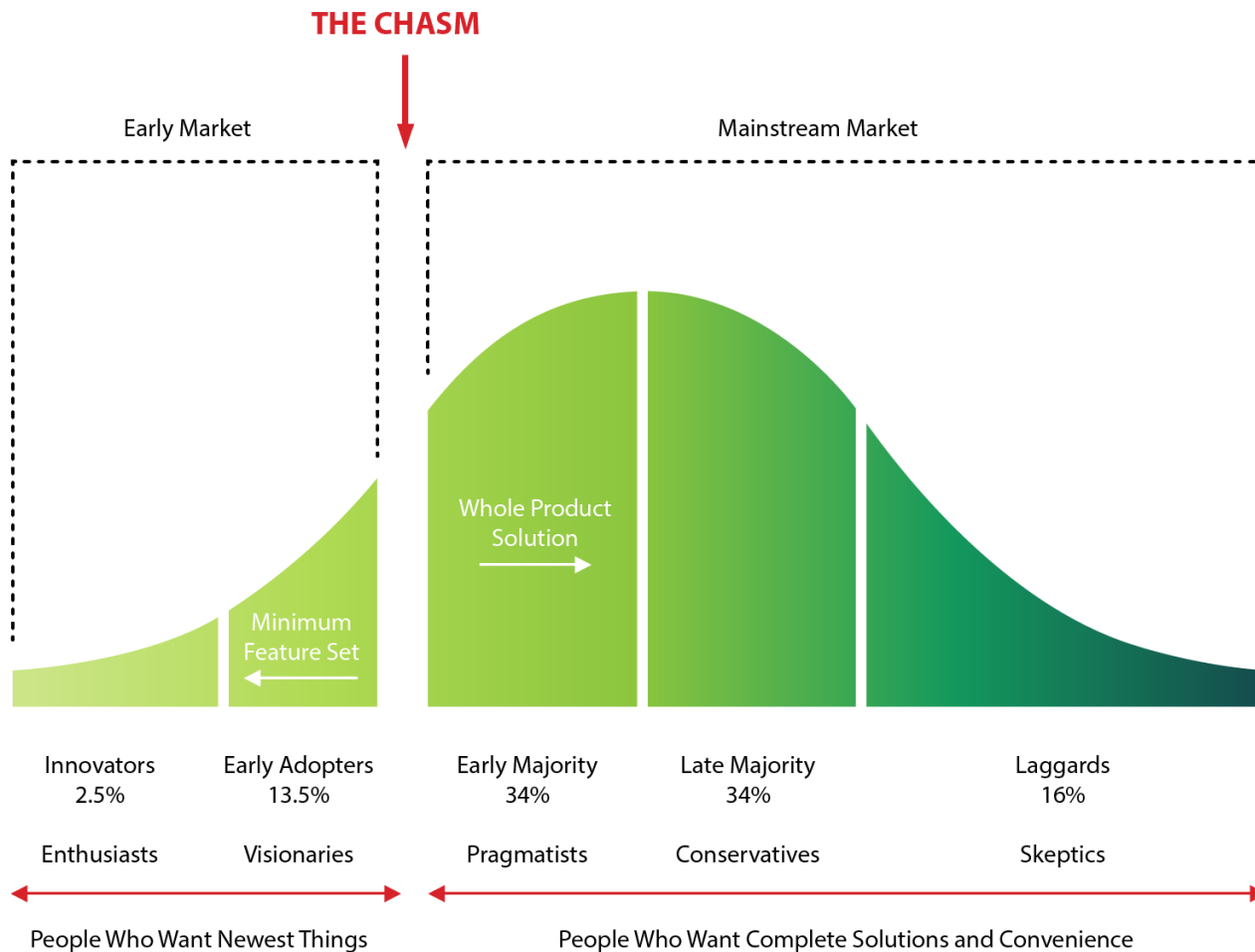
- Improve cooperation policy and implementation
- Initiate trans-national cooperation through activities and by our formal AND informal network

PIANOo offer: knowledge and expertise, platform for initiatives and a **network** of involved officials

Public procurement is complex



TARGET GROUPS



ACTIVITIES PPI-PROGRAM

Tools & services of the PPI program within PIANOo highlighted

- Web portal www.innovatiekoffer.nl
- Newsletter every three month
- Yearly congress (250 visitors)
- Answering questions contracting authorities and companies (100 yearly)
- Guidelines, manuals, best practices
- Regional workshops
- Expert practitioner group tacit knowledge
- Cooperation/integration with PIANOo activities:
 - Green procurement program (MVI, SROI, IS, environmental and circular criteria)
 - “legal knowledge basis of PIANOo by procurement experts”
- International: P2I (TAIEX-peer to peer workshops & expert meetings)

NEARBY FUTURE

- **Evaluation PPI program**
- **Front runner approach >> front runner + followers**
- **Likely to a more transitional approach:**

INFORMATION

More information:

www.innovatiekoffer.nl

<http://innovatiekoffer.nl/instrumenten/innovatiepartnerschap/>

<https://www.pianoo.nl/nl/document/16526/innovatiepartnerschap-praktijk>

www.pianoo.nl

Contact

Jacobien.Muntz-Beekhuis@pianoo.nl

baldwin.henderson@pianoo.nl

The End

Professionalisering van inkoop

Thema's:

- Toepassing van wet- en regelgeving (ook Beter Aanbesteden)
- Transitiegericht opdrachtgeverschap?
- Aandacht voor inkoop/opdrachtgeverschap op bestuurlijk/strategisch niveau
- Organisatie van inkoop

Professionalisering van het aanbesteden/inkoop

TenderNed
verplichte publicatie
en (naar keuze AD)
digitaal aanbesteden
en inschrijven

Informatie & voorlichting

Website: inkoopproces,
wet- en regelgeving

Handreikingen / tools:
- Wegwijzer organiseren en inrichten inkoopactiviteiten
- Checklist evaluatie van inkoop (n.a.v. PRC rapport)

Artikelen vakbladen

Campagne MKB en
aanbesteden?

Ondersteuning & advisering

Vragenloket

Individueel advies aan
aanbestedende
diensten

Advies aan
beleidsmakers
ministeries

Leren en verbinden

Leergang Aanbesteden

PIANOo Forum

PIANOo congres:
generieke inkoop- en
aanbestedingsonderwerpen

Partnerships:
- Wetenschap (TU Delft)
- Internationale samenwerking
- Afstemming met beleid
- Vertegenwoordiging in gremia

Taaie / nieuwe vraagstukken &

Vakgroep
Aanbestedingsrecht

Vakgroep
Inkoopmanagement

Vakgroep
Bouw & GWW

Onderzoek:
- Opleidingen
- 1 op 1 gunnen

Monitoring

Aanbesteden in
Nederland 2017-
2018

PIANOo 'Menukaart'

Ambitie/opgave

Thema

Generieke ondersteuning

Projectondersteuning

Leren en verbinden

Taaie / nieuwe
vraagstukken

Monitoring

Generieke info website

Infoloket

Leernetwerken/CoPs

Vakgroepen

MVI ZET

Praktijkvoorbeelden

Expertondersteuning

Academy

Expertmeetings

Handreikingen / tools

Direct contact
adviseurs PIANOo

(regio)bijeenkomsten

Maatwerkoplossingen

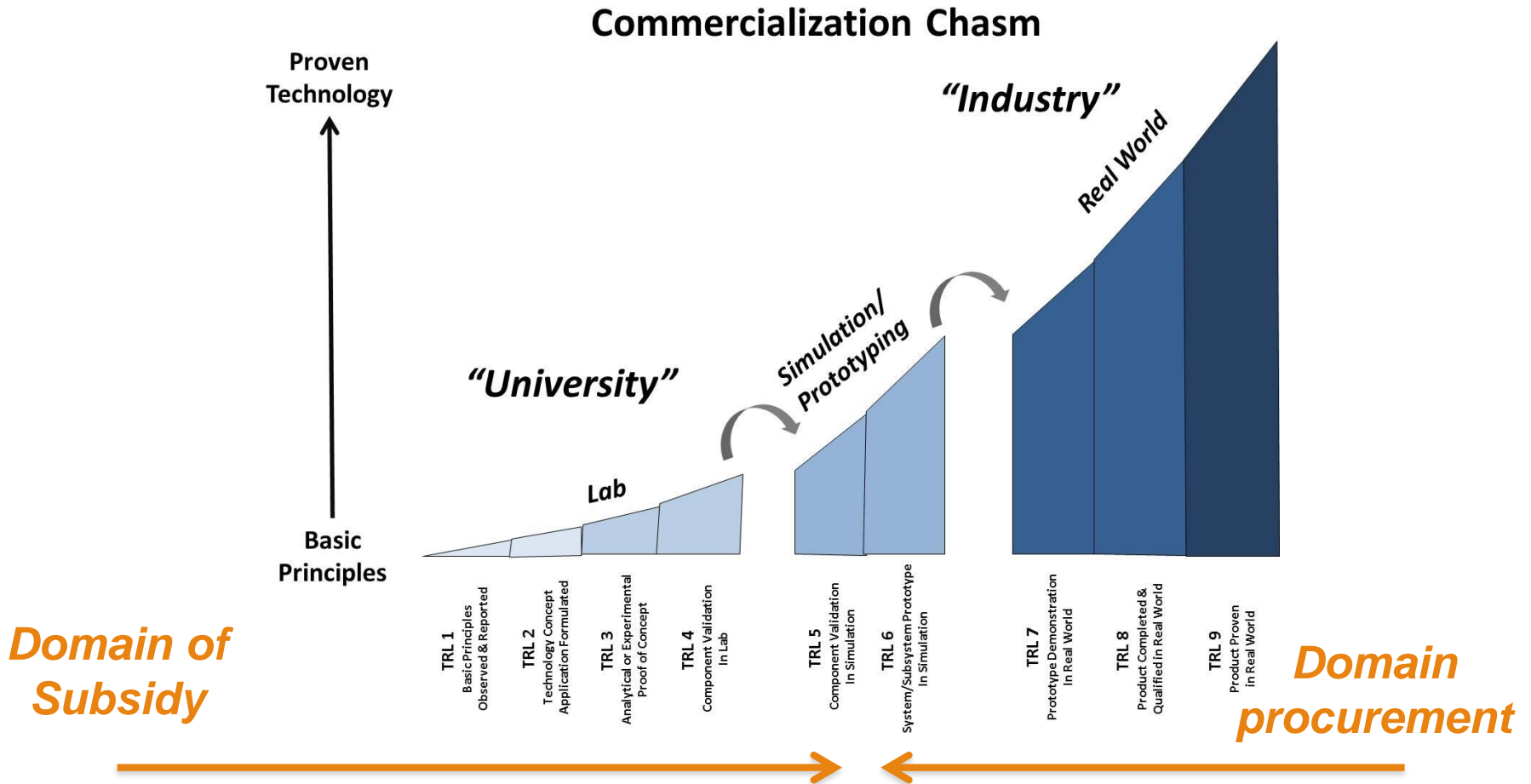
Kruisverbanden met
generieke thema inkoop

Congressen (PIANOo,
MVI)

Partnerships

Marktontmoetingen

INTERFACE OF SUBSIDY



NETWORK PPI

Target group: big public buyers in by government dominated markets

- > Central: Civil engineering department, Defense, judicial institutions service
- > Decentralized: 100.000+ Municipalities, Provinces, Waterboards
- > Semi-governments: Prorail, Academic hospitals, Port company NV's

Connect with existing (knowledge) networks

- > CROW, green deals en city deals, concrete alliance
- > EU-networks (MLE with policy dep), Procure2innovate, Urban Agenda

INNOVATIEGERICHT INKOPEN 2019

Projectondersteuning / kennisverspreiding

- Ondersteunen van cases

- Inspireren van overheden

- Schrijven artikelen

Onderhoud kennisdossiers

- Publicatie nieuwe voorbeelden

- Regulier onderhoud instrumenten

Kennisontwikkeling

- Organiseren van strategische kennissessies

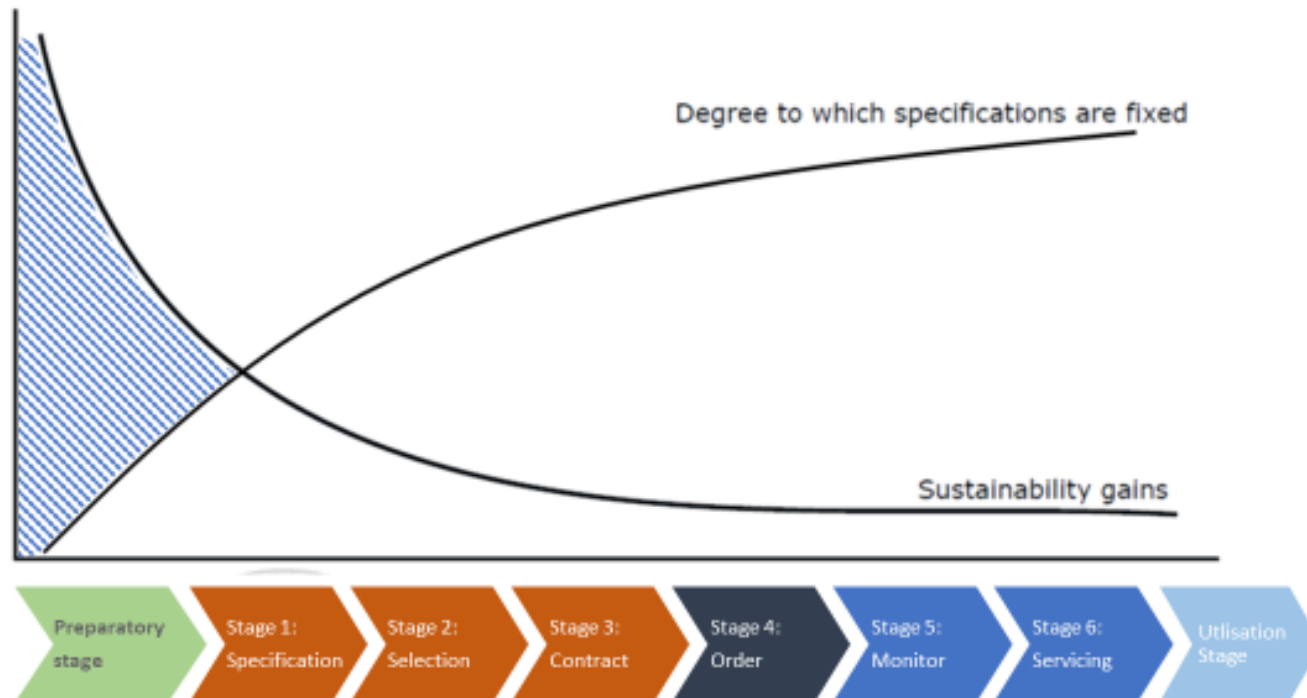
Netwerken/verbinden

- Onderhouden en uitdiepen bestaande netwerken: met name rondom PPS

- Versterken samenwerking grote inkopers binnen het Rijk: Defensie en RVB

- Kennis halen bij EU koplopers oa Zweden, Finland, Oostenrijk (Procure2Innovate)

Where is the biggest impact?



AMBITIE

Overheden kiezen vaker voor innovatieve oplossingen om:

- Overheidstaken efficiënter en effectiever uit te voeren. Sneller, goedkoper, betrouwbaarder, veiliger en duurzamer
- In te spelen op maatschappelijke vraagstukken & transities en technologische ontwikkelingen
- Kansen bieden aan (jonge) bedrijven met innovatieve ideeën

PROCUREMENT STRATEGYS AND INSTRUMENTS

