

The logo for Wragge Lawrence Graham & Co is located in the top right corner. It consists of a red square containing the company name in white, sans-serif font, stacked vertically: "Wragge", "Lawrence", "Graham", and "&Co". To the right of the text are several thin, white, curved lines that sweep across the square.

Wragge
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Innovative procurement

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The importance of procuring innovatively

- Public procurement accounts for 20% of EU GDP
- Horizon 2020: importance of innovation
- Economics and demography require innovation
- People are living longer
- Alternatives to hospital care need to be found
- Technology is rapidly evolving
- Not all procurement requires competitive tendering
- New EU law will open up new opportunities

How is it possible?

- Pre-commercial research & development
- Pilot projects
- Pre-procurement consultation and industry events
- Sharing the results between purchasers
- Non-exclusivity
- Funding opportunities
- Now*, the EU's "innovation partnership" procedure
- (*Available in member states on implementation)

What are the challenges?

- Fear of the unknown
- General dislike of competitive tender processes
- Not knowing how to unlock the flexibilities of EU rules
- Cost of organising a procurement, and resource needed
- Cost to suppliers (especially SMEs) of bidding
- The time factor

Addressing the challenges

- November 2013: new EU procurement rules, promoting innovation
- Option of pre-commercial R&D retained
- New procedure: “innovation partnership” – “innovate, then buy”
- For use where we need to develop innovative products/services *not yet available on the market*
- Enables innovative R&D, then purchase, in a single process

Innovation Partnership procedure

- Identify the need
- Specify the minimum requirements
- One partner or more?
- Perform the qualitative selection
- Identify and follow steps from R&D to purchase
- Procure the partnership: negotiate, improve tenders, agree performance levels and maximum costs. Award criteria: price/quality mix
- Should generate better innovation, faster

The logo for Wragge Lawrence Graham & Co is a red square with white text and a graphic element. The text is stacked vertically on the left side of the square. On the right side, there are three white, curved lines that sweep from the bottom towards the top, resembling a stylized 'C' or a partial circle.

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