



- Reaping benefits of  
Procurement for Innovation  
Paca Zuleta

## ■ Table of Contents

1. Public Procurement to drive investment in Innovation
2. Policy for innovation in public procurement
3. Implementation

## 1. Public Procurement to drive investment in Innovation

		2016	2017	2018
(a)	% Investment in CPI	0,20%	0,50%	1,00%
(b)	Expenditure in Public Procurement (in billion of Colombian pesos)	84,36	91,79	99,87
(c)=(a)x(b)	Investment in Procurement for Innovation (expressed in billions based in the amount of public procurement)	0,17	0,46	1,00
(d)	GDP expected in billion of pesos	837,14	910,82	990,99
(e)=0,29%(d)	Public expenditure in innovation (0,29% of GDP) in billion of pesos	2,43	2,64	2,87
(f)=(c)/(e)	Increase of public expenditure expressed in percentage of GDP as a result of promoting Public Procurement for Innovation	6,9%	17,4%	<b>34,7%</b>

## 2. Policy for innovation in public procurement

### Why

#### Misunderstanding of what is procurement for innovation

To spur innovation across the country with public procurement or to buy innovation using tax payers money

#### Fear arising from the uncertainty of the results of innovation

General idea stating that innovation is an exclusive task of the principal of the Science Technology & Innovation system

#### Articulation and alignment of STI system, Procurement System, auditors and private sector

General conception relating procurement for innovation with environmental protection or acquisition of technology

## 2. Policy for innovation in public procurement

### Challenges

Management of change in (i) language, (ii) orientation of the procedures, (iii) risk allocation; (iv) copyright and patents

Educating procurement servants, auditing officers and private sector

Engaging private sector in public procurement for innovation

Effective communication of innovation benefits (SME, reinforce R&D groups and building entrepreneurial web)

Overcome previous unsuccessful experiences

Compile and communicate evidence of the learning process

Budgeting to undertake pilots and support them

Understanding that a competitive process is possible for innovation in public procurement

### 3. Implementation

Virtual Agent



CIRCULARES



CONSULTAS



MANUALES, GUÍAS  
Y DOCUMENTOS TIPO



COLCIENCIAS  
Ciencia, Tecnología e Innovación



**In construction**



**Financing  
Pilots  
Best practices  
Communications plan  
Monitoring system**

- Guía para elaborar el Plan Anual de Adquisiciones
- Guía para la Elaboración de Estudios de Sector
- Manual para determinar y verificar los requisitos habilitantes en los Procesos de Contratación
- Manual para la Identificación y Cobertura del Riesgo en los Procesos de Contratación
- Manual para el manejo de los Acuerdos Comerciales en los Procesos de Contratación



# Colombia Compra Eficiente

[paca.zuleta@colombiacompra.gov.co](mailto:paca.zuleta@colombiacompra.gov.co)

Tel. (+57 1) 795 6600  
Carrera 7 No. 26 - 20 Piso 17  
Bogotá - Colombia



GOBIERNO DE COLOMBIA



Paris, October 5th, 2016

[www.colombiacompra.gov.co](http://www.colombiacompra.gov.co)