

PIANO

DUTCH PUBLIC
PROCUREMENT
EXPERTISE CENTRE



OECD

Forum on Procurement for Innovation

Wouter Stolwijk

October
2016

PP IN THE NETHERLANDS

Ministry of Economic Affairs

- Procurement Law
- Commission of procurement experts (mediation)
- PIANOo, Knowledge Centre and e-Procurement platform (TenderNed)

Annual procurement budget 60 billion, decentral 50 billion
Around 300.000 public contracts, 5.000 above threshold

Startup Delta: agenda startup participation in public procurement

MKB-samenwerkingsagenda: Dutch provinces support SMEs and Startups to participate in innovation procurements

INNOVATION PROCUREMENT

Policy responsibility Ministry of Economic Affairs

PIANOo collects and distributes knowledge

- Focus on leading public clients in markets with innovation potential
- Improve demand articulation, market dialogue, chances for startups and innovative SME's
- Capacity building and networking, toolbox with instruments (innovatiekoffer.nl)
- Ensure synergy with other procurement programs like social and sustainable procurement as circular procurement

- **Debate about the question whether the procurement rules hinder innovation**
- **Can the rules and the dominance of the legal perspective match the dynamics of the market?**

STARTUP IN RESIDENCE



- Amsterdam, The Hague, Gelderland
- Innovative collaboration between governments and startups
- Programme invites Dutch and international startups to devise innovative solutions to social challenges
- Intensive training program, professional support
- Successful solutions will be purchased or receive funding

BEDWASHING FACILITY – ERASMUS MC

- Disinfect annual 70,000 beds
- Cost efficient solution
- Less water
- Less CO2



Winner

- IMS Medical, SME from North Holland
- High precision cleaning robots from the automotive industry
- Winner EU innovation procurement award

DUTCH SBIR PROGRAMS

Cooperation between Ministry of Economic Affairs and other (decentral) governments

SBIR Space: Development of innovatieve solutions that utilise space infrastructure and satellite data for public organisations. Focus on innovatieve SMEs and Startups

SBIR Top sectors: Dutch governments start innovation procurements for societal challenges in the mobility, food and health care sector.

MORE INFORMATION

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PIANOo works on a brochure with more good practises