

Public Procurement of Innovation – the VINNOVA Experience

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develops Sweden's
innovation capacity for
sustainable growth!



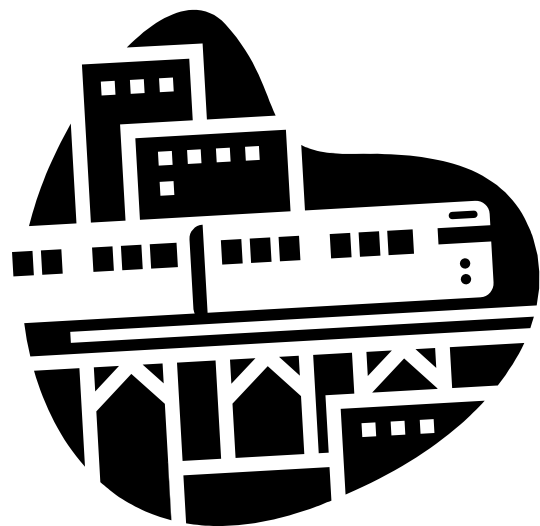
Swedish Governmental Agency for Innovation Systems



**We are excellent in coming up
with new innovative ideas,
but not equally good in fazing out
the old solutions to make room for
implementing new ones...**

An innovation dilemma:

Swedish historic examples



ASEA trains



AGA lighthouse



Ericsson AXE
telephone exchange system

Public procurement has historically been a source of innovations and growth.
Concrete needs – a factor for success

Innovation in public procurement can:



Help public sector **increase long-term effectiveness and efficiency**; improved public services

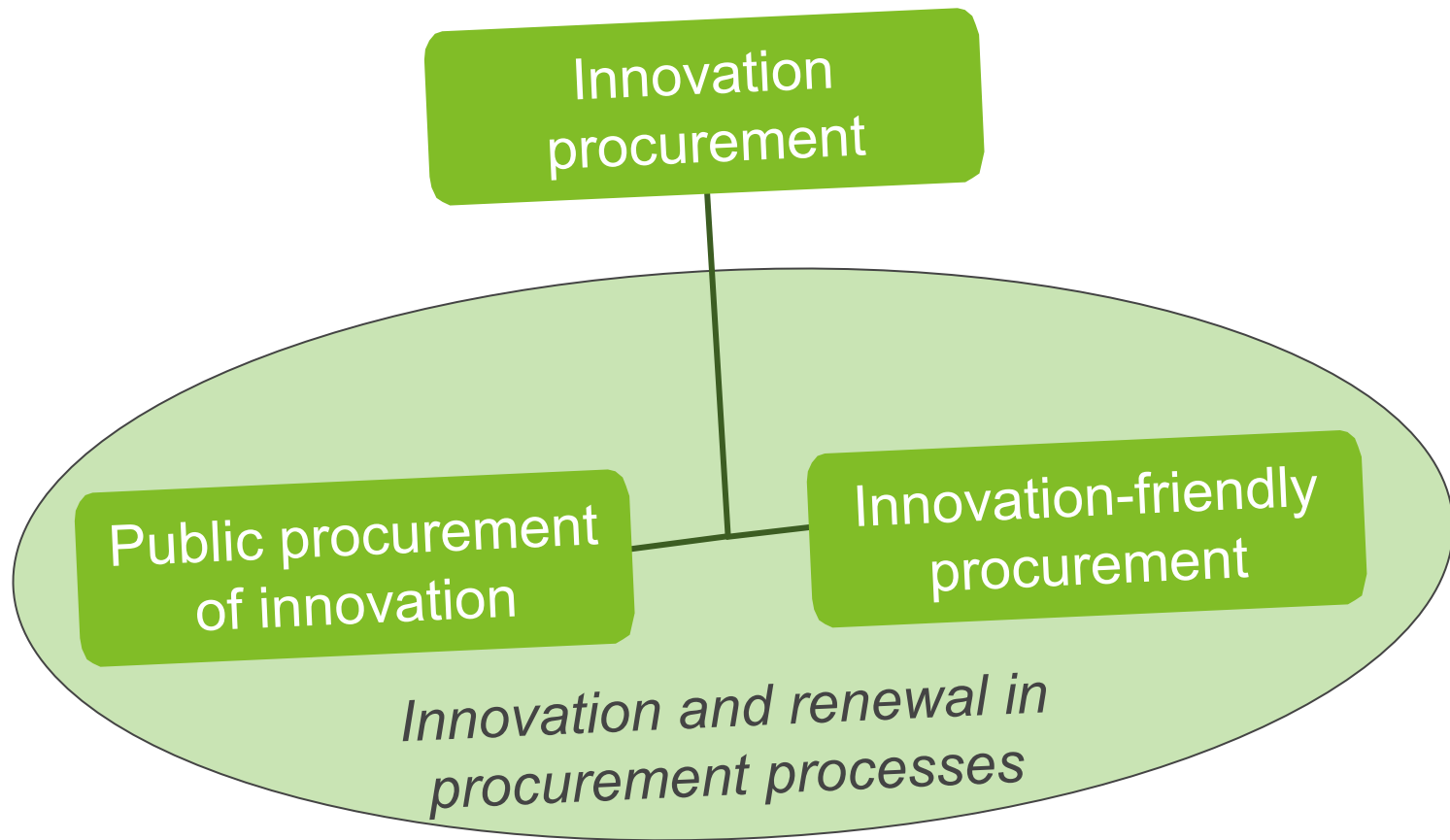


Be an effective tool in efforts to **address major societal challenges**



Stimulate demand for innovation, which can **strengthen international competitiveness** and create long-term growth

Rationales



Aspects of innovation and procurement

Public innovation procurement in Sweden

- Decentralised and independent public bodies; no indication of innovation volume
- No central public procurement authority; a governmental agency (The Legal, Financial and Administrative Services Agency), provides public procurement methodology support
- Innovation in public procurement: hard to find modern cases, especially for radical innovation (excluding defence)



The Swedish Public Sector procures for 50-60 million EUR annually.

24

million SEK

In the Government's Budget Bill this year, VINNOVA was granted 24 million in 2012 to inform about the opportunities and further the use of public procurement of innovation.

Object: to build and operate a competency and support initiative for public innovation procurement.

The new funds

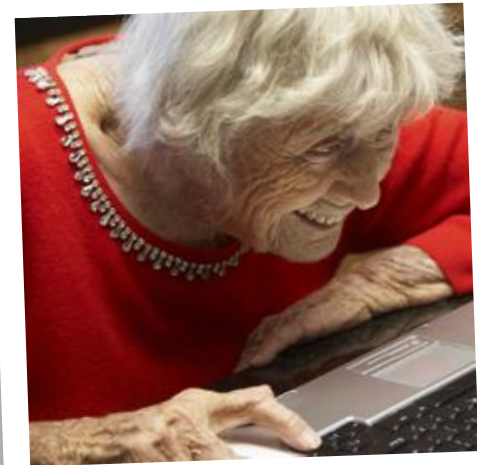
- **Competence and support initiative** for public innovation procurement, aimed at contracting authorities and innovative companies.
- The initiative will include (at first):
 - Concepts for procurement of innovation, including **grants**
 - Templates, guidelines and help desk function, including sounding board
 - Information and education (website, tours, lectures, etc.)
 - Networking and buyer´s groups
 - Collaboration with other agencies and organisations



The New Karolinska University Hospital, Stockholm, Sweden

Experiences so far

- Promotion / marketing / raising awareness is extremely important - collaboration with other stakeholders is vital
- "Innovation Readiness" more important than sector
- Great needs and opportunities within aging and health care
- Innovation procurement is part of a broader perspective on innovation management in the public sector
- Have to actively look for applicants and projects – no queue to become the pioneer



→ The SILVER project: "Supporting Independent LiVing for the Elderly through Robotics"

- EU funded (7th Framework Programme, DG Connect)

→ Objectives:

- Establish and validate a pre-commercial procurement (PCP) process in participating countries
- Use that PCP process to identify new technologies and services to **address the challenge of "Supporting the Independent living of the Elderly through Robotics"**.

→ Participating countries: UK, the Netherlands, Denmark, Finland and Sweden

→ Duration: 45 months, started 1/1 2012.

<http://www.silverpcp.eu/>

The SILVER project



VINNOVA's role:
Connect, Catalyse and Facilitate!

Thank you!