



Federal Ministry
for Economic Affairs
and Energy

Policy for Innovative Procurement in Germany

- Hightech-Strategy – Innovation for Germany -

for the OECD Forum on Procurement for Innovation
on 5 October 2016

Wolfgang Crasemann
Head of unit: Innovation policy

Innovative public procurement as key element in the new Hightech-Strategy

Focus on:

- Technology transfer
- Innovation dynamism in companies
- Innovation friendly framework conditions among other: **Innovative public procurement**
- Participation of the society

Procurement of Innovation

Double effect:

- **Modernisation of public institutions**
- **Leverage effect on innovation in businesses** (increase by 1 % results in additional stimulus for innovation of more than 3,5 bill. €)

Overall public procurement in Germany: More than 350 bill. €

Obstacles for procurement of innovation

- Disregard of life cycle costs
- Mentality of security
- Lack of support by strategic decision makers
- Lack of market know how
- Lack of communication with users and other procurement offices

Activities of the BMWi to foster innovation in procurement

1. **Competence center** for the procurement of innovation
2. **Prize competition**
3. **Pilot project of pre-commercial procurement**

1. Competence center for innovative procurement

Objective: information pool of knowledge and experience in public procurement

- Awareness rising (information meetings)
- Promotion of good examples
- Individual consultancy of procurers
- Data base of information and good examples
- International networking

www.koinno-bmwi.de

Budget: about 1 Mill. € p.a.

2. Prize for innovative procurement

- 10.000,-- € for a purchase of an innovative product or service
 - 10.000,-- € for an innovative procedure of procurement
-
- Jury session (fall) – decision of the awards
 - Day of public procurers (spring) – presentation of the awards by our state secretary
 - Double effect:
 - stimulus for public procurers
 - collection of good practices

3. Pre-commercial procurement

Objective:

Support for pre-commercial procurement

- Consultancy, market analysis
- Co-financing of the projects

Example:

- Energy saving computer hardware:
Research project of the Deutsches Luft-
und Raumfahrtzentrum (DLR)



Foto: DLR