



NEW ZEALAND
GOVERNMENT PROCUREMENT

Generating New Solutions

A New Zealand Perspective

John Ivil
General Manager
New Zealand Government Procurement and Property
OECD Forum on Procurement for Innovation
October 2016

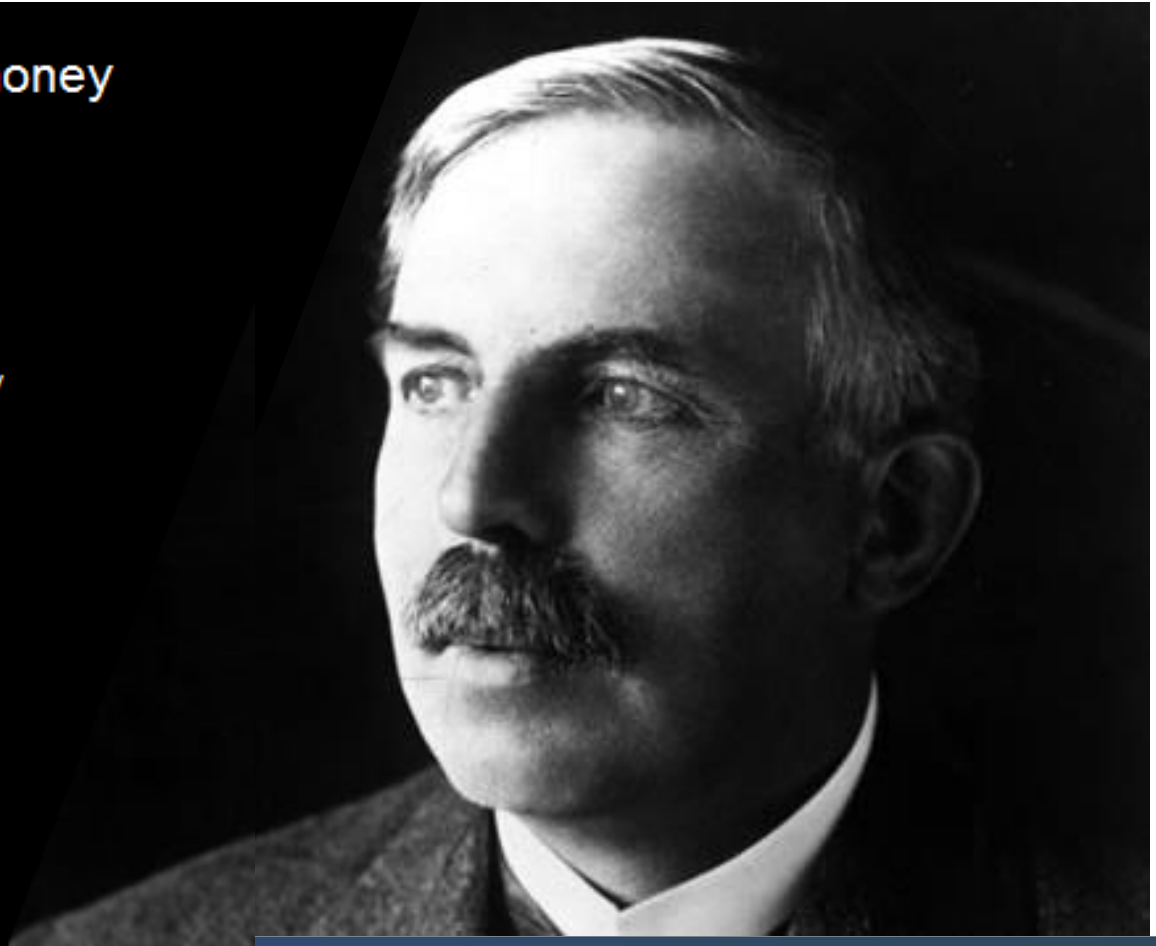
WE NEED TO MAKE THE MOST OF WHAT WE'VE GOT



“We didn’t have the money
so we had to think.”

**ERNEST LORD
RUTHERFORD**

1908 Nobel Laureate for Chemistry
and father of Nuclear Physics



Generating New Solutions

Good procurement practice should generate new and improved solutions

- Part of mainstream procurement
- Enabling continuous improvement
- Can be done in many different ways
- Early market engagement and supplier relationship management provide the greatest scope for generating new solutions

“Modern innovation is more about elegant integration of existing knowledge, rather than invention”

Larry Keeley, international speaker on innovation

Some examples

- **Telecommunications as a service** - contract framework requires collaboration between large and small businesses
- **Electric vehicles** - working with business to create critical mass
- **Social investment** – citizens shape solutions

Stay in touch

www.procurement.govt.nz

procurement@mbie.govt.nz