Assessing the implementation of the 2014 Directives on public procurement

challenges and opportunities at regional and local level

Alessandro Valenza, t33
15 May 2019
Agenda

• INSIGHTS FROM LRAs

• LESSONS LEARNT FROM CASE STUDIES

• SUGGESTIONS
From LRAs: positive aspects

- LRAs are actively using quality criteria **to promote social and environmental objectives** through public procurement

- LRAs have embraced e-procurement by **developing their own ICT systems** or adopting national public procurement portals

- **Transparency and prevention of corruption** is well understood and there were no specific objections or issues. Indeed, national legislation is sometimes more demanding
From LRAs: Black and white aspects

Division of contracts into lots is widely implemented and consortia are encouraged,

but .........

SMEs still find difficulties in being involved, especially start-ups and newcomers, mainly due to economic requirements

Qualitative criteria (MEAT) are welcomed,

but .........

they are difficult to define and may be seen as too discretionary
From LRAs: negative aspects

- National transposition can be affected by gold plating
- Simplification not fully exploited
- More innovative procedure not often embraced
Case studies

- Municipality of Hyvinkää (Finland)
  - on pre-commercial procurement market dialogue

- Stockholm County (Sweden)
  - on health sector procurement innovation

- Antwerp Province (Belgium)
  - on strategic green procurement

- Marche Region (Italy)
  - on qualitative criteria

- South Dublin County (Ireland)
  - on procurement strategy enhancing administrative capacity

- Province of Bozen (Italy)
  - on e-procurement supporting SMEs
Lessons learnt: procurement beyond the costs

Holistic definition of value, starting with the patient outcomes and cost to achieve them

Core of value: outcomes & costs
- Core value creation in terms of outcomes, that matter for patients vs. the related product and provider costs

Other benefits for key stakeholders
- Secondary benefits for patients, health care professionals, providers and the health system a whole

Broader impact on society
- Broader impact on society in terms of socio-economics, sustainability and innovation

Holistic approach and strategic vision
Lessons learnt: qualitative criteria

- MEAT are the way to embed strategy into PP
- The challenge is using objective parameters
Lessons learnt: communication within the public administration

Collaboration within the administration VS. work in silos
Lessons learnt: outside communication, open dialogue with the market

- Test the Market
- Understanding the feasibility
Lessons learned: continuous transparent information

Dialogue with the market also exploiting ICT and not only during procurement phase
Lessons learned: in short

- Procurement can be part of a holistic vision of development
- Quality criteria are core to translate strategy into procurement
- Communication within the PA
- Communication with the market
- Continuous communication
Suggestions

LAW MAKING

- Stability
- Soft law

CAPACITY BUILDING

- Web platform
- Tailored training
- EC guidance

INCENTIVES

- Excellence awards
- EU programmes to spur the use of more advanced procurement
Thank you for your time