


# How much public procurement of innovation is there? Can we measure it and set targets?

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Keith Sequeira  
Innovation Policy Development Unit



**European Commission**  
Enterprise and Industry

- 
- **Why?**
  - **What?**
  - **How?**

# Why?

- **Visibility & political recognition** of procurement of innovation
- **Driving change in public procurement** behaviour through benchmarking, best practice
- **Targets?** - Recommended by high level experts:
  - Business panel on future EU innovation policy (1% of public budgets for innovation)
  - European Research Advisory Board (2% of public procurement earmarked for innovative and pre-commercial technologies)

# What?

- Procurement practices that favour innovation
  - Output specifications, qualitative criteria, variants, competitive dialogue, etc.
- Procurements that demand innovation
  - Challenging requirements beyond those currently available on the market
  - Pre-commercial procurement

# How?

- Existing data
  - Government accounting
  - TED database of tender awards within Directives
- New surveys/ data collection
  - Surveys of contracting authorities
  - Surveys of suppliers
  - Analysis of tender specifications

# TED database (analysis ongoing)

Description		CPV Code
R& D Services	R&D services	73000000-2
	Market and economic research services	79310000-0
Knowledge Intensive Services	Computer and related services	50300000-8 72000000-5
	Statistical and marketing services	79320000-3 79330000-6 79340000-9
	Management consultant services	79100000-5 79200000-6 79400000-8
	Architectural services	71000000-8

# Company survey: 2009 Innobarometer

Available at <http://www.proinno-europe.eu/node/19138>

Did at least one public procurement contracts include the possibility to sell an innovation? [1363 companies that had won tenders]		
Yes (%)	No (%)	Don't know (%)
31	64	5
For a company to be successful in public procurement, do you consider that [for 5034 companies]		
Low cost is more important (%)	Innovation is more important (%)	Equal importance (%)
30	9	36

# Survey of procurers: 2010

## Innobarometer (under preparation)

- Approx. 5000 organisations active in identified public services
- Questionnaire on innovative activities, including public procurement
- To be implemented during 2010





# Thank you very much for your attention!

