



Nils Henrik Haaland – Stavanger kommune

# Innovative procurement & A Norwegian procurers mind

17.01.2019 – Nordcare seminar

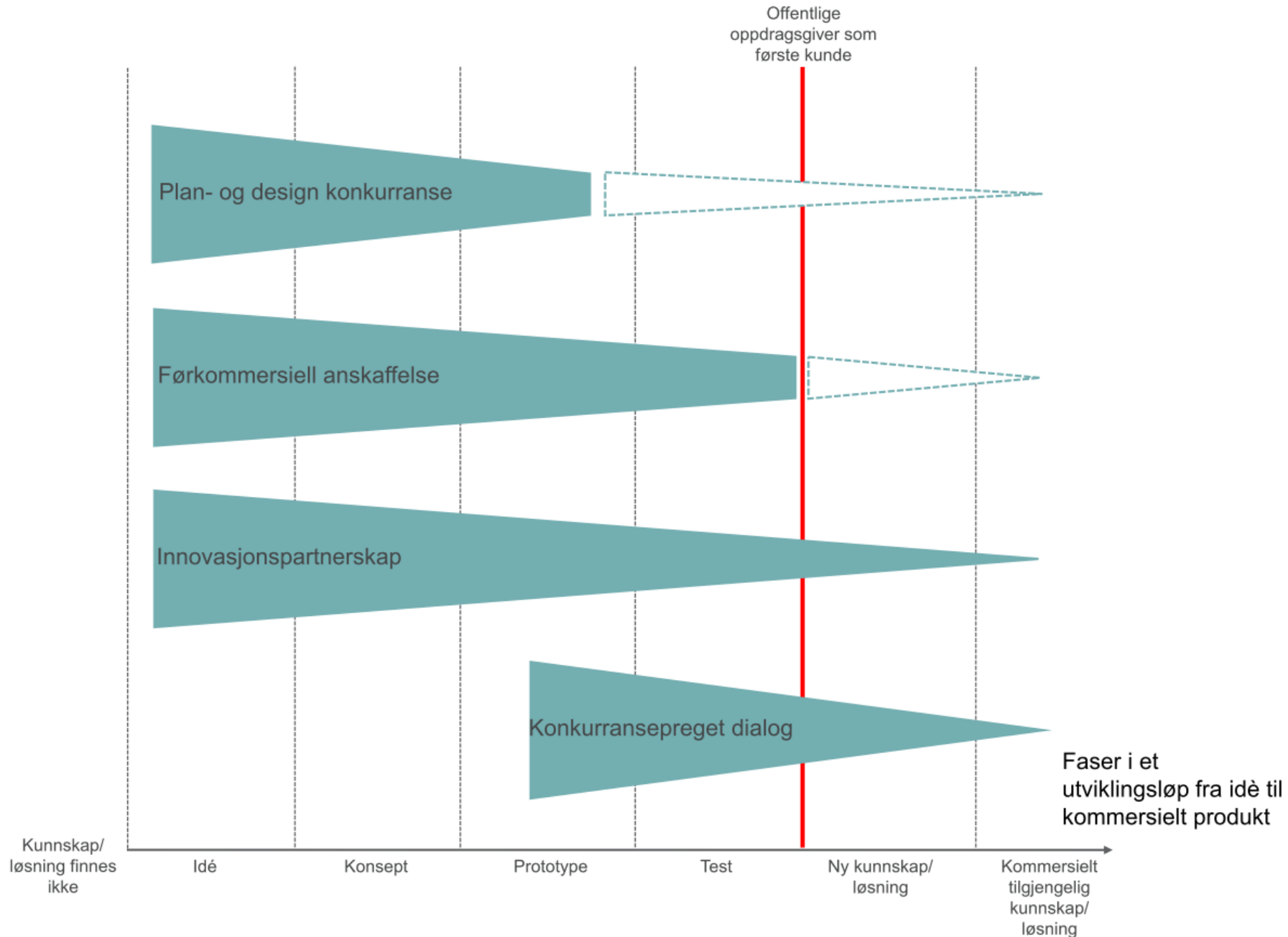
# INNOVATIVE PROCUREMENT – what is it?

- **15:15 Innovative Procurements - What is it? - Practical examples**
- With more than 200 completed and ongoing innovative procurements in Norway, the Innovative Procurement program has shown how innovative public procurement creates innovation. The goal is for most public enterprises to apply innovative procurements. It provides public savings, better products and services, more jobs and better environmental solutions. *Nils Henrik Haaland, Senior Advicer, Stavanger Municipality*

# Innovative anskaffelser

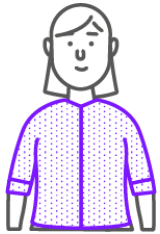


# Ulike anskaffelsesmetoder for å utvikle ny kunnskap og nye løsninger



# Innovative anskaffelser

Start med å beskrive  
hvilken oppgave  
anskaffelsen skal løse!



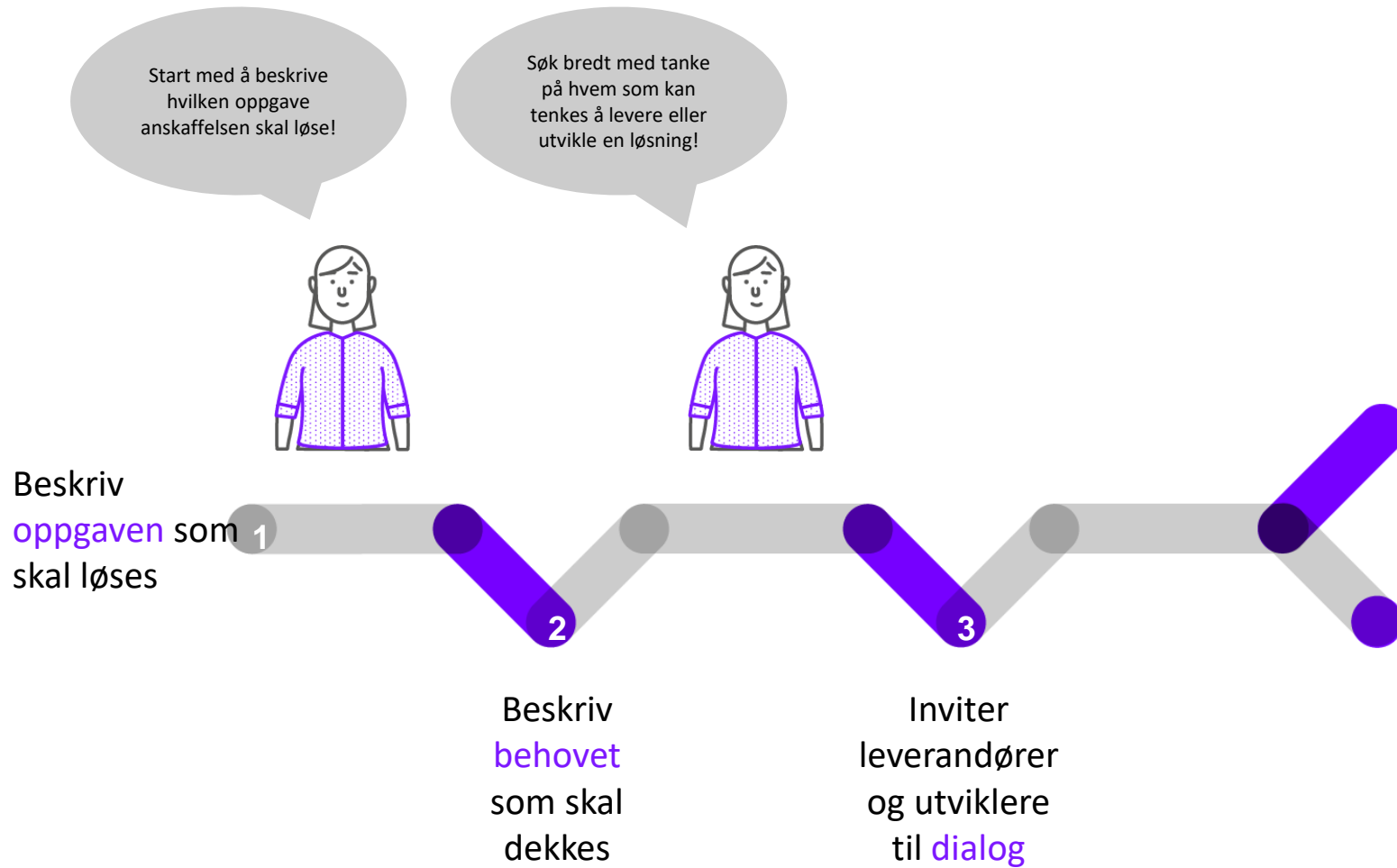
Beskriv  
oppgaven som  
skal løses

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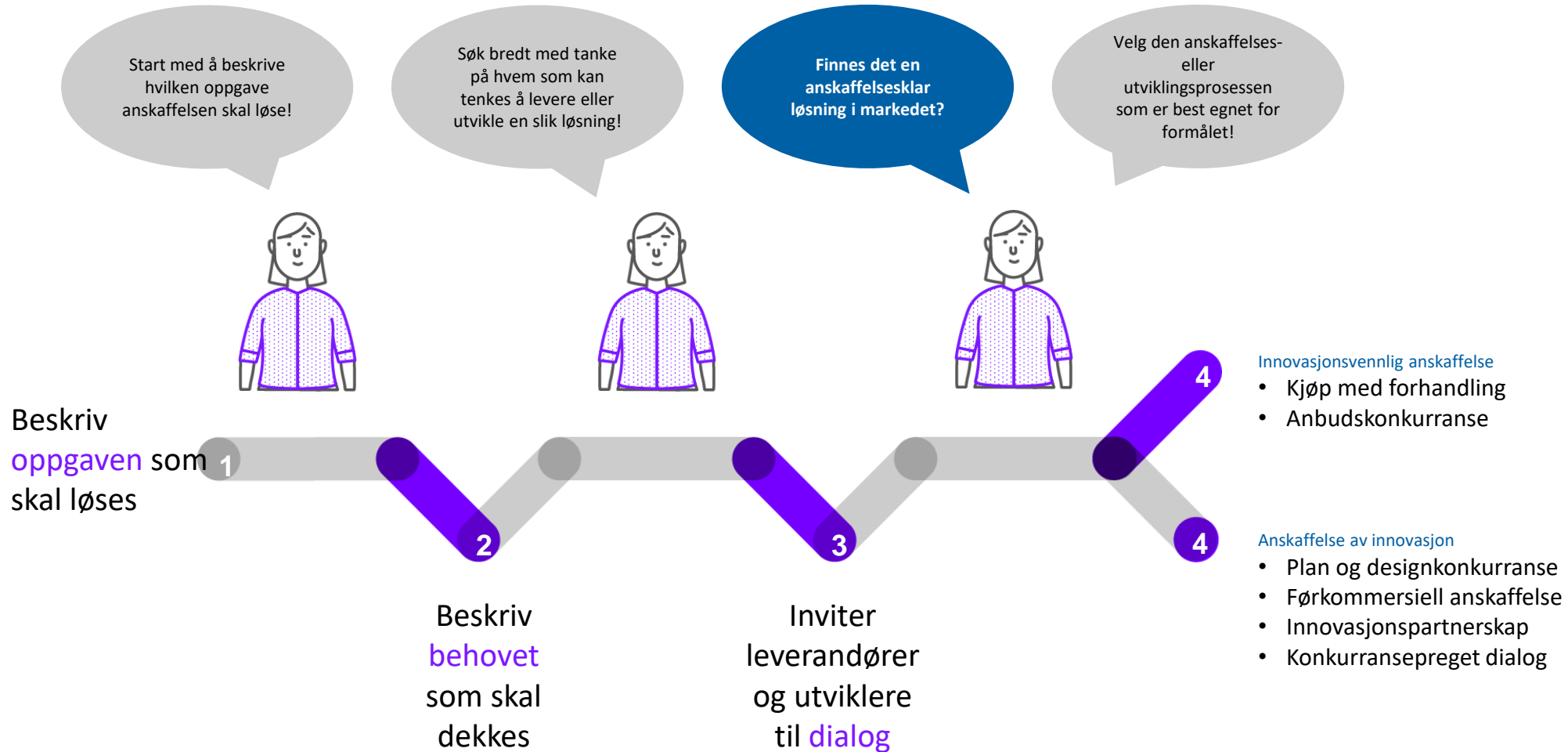
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Beskriv  
behovet  
som skal  
dekkes

# Innovative anskaffelser



# Hvilken prosedyre eller prosess skal jeg velge?





KUNNSKAPSBASETE  
ANSKAFTELSE



OM KUNNSKAPSBASETE  
ANSKAFTELSE

Handwritten notes on a whiteboard with various diagrams and text.



OPPSTARTSMØTE

KUNNSKAPSBASETE  
ANSKAFTELSE



VEILEDENDE  
KUNNGJØRING

Handwritten notes on a whiteboard with various diagrams and text.



INNSPILL FRA  
LEVERANDØRENE

FELTTEAM:  
Handwritten notes on a whiteboard with various diagrams and text.



STRATEGIMØTE  
OPPDAGELSE

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STRATEGIDOKUMENT

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LØSNINGS-  
WORKSHOP

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DIALOGWORKSHOP

AKTIVITET  
Handwritten notes on a whiteboard with various diagrams and text.



INVITASJON  
DIALOG

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STRATEGIMØTE

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ANALYSE  
FORBEREDELSE

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OPPDAGELSE

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INNSENDELSE  
INNSPILL

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1:1 MØTER

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STRATEGIMØTE

2017  
2018 - 2022  
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HØRING

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KUNNGJØRING

Handwritten notes on a whiteboard with various diagrams and text.



ERFARINGS-  
OVERFØRING



# Kunnskapsbaserte anskaffelser – Stavanger kommune

- More focus on and discussion of needs to be met
- More dialogue with suppliers
- More open specifications
  
- Better informed
- More possibilities
- More focus on innovation

# Inhabitants involvement project

House of co-creation

School of co-creation

Toolbox

Forum for involvement of inhabitants



# Innovation partnership – Stavanger kommune

## Problemstilling

INNOBA

”Hvordan kan Stavanger kommune gå sammen med private leverandører om at utvikle og implementere nye innovative løsninger til **øget aktivering og egenmestring** for brukere i korttidsopphold?”

- Vi har store ambisjoner - det skal gjøre en forskjell!

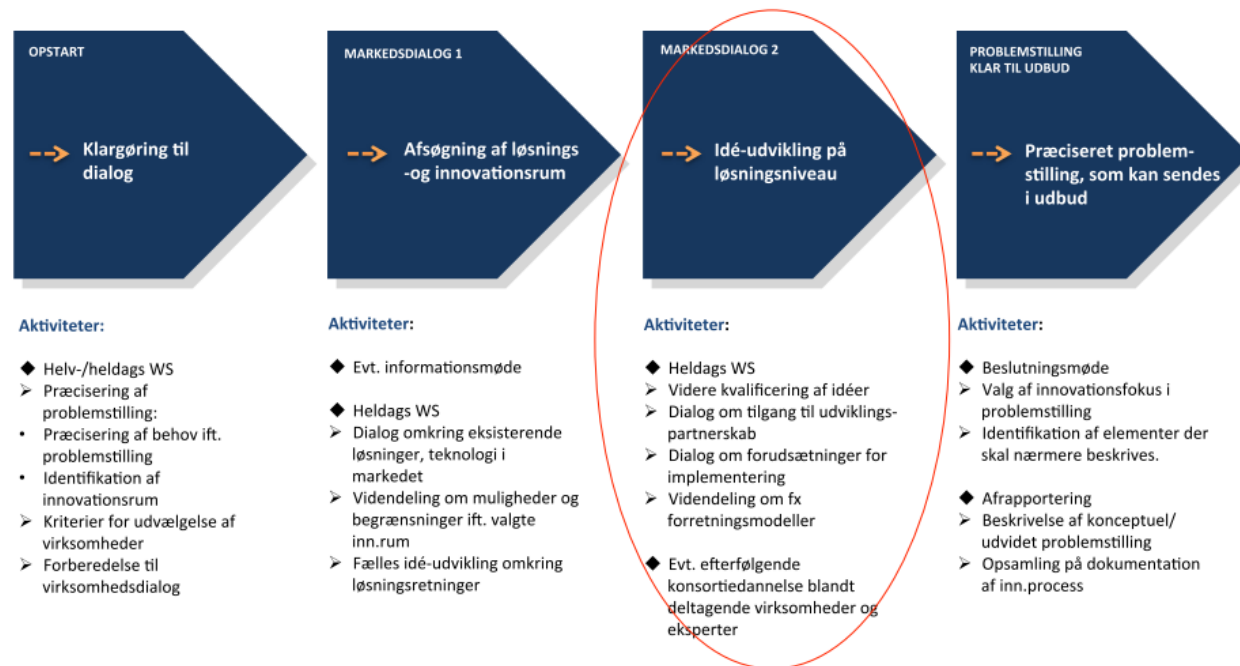


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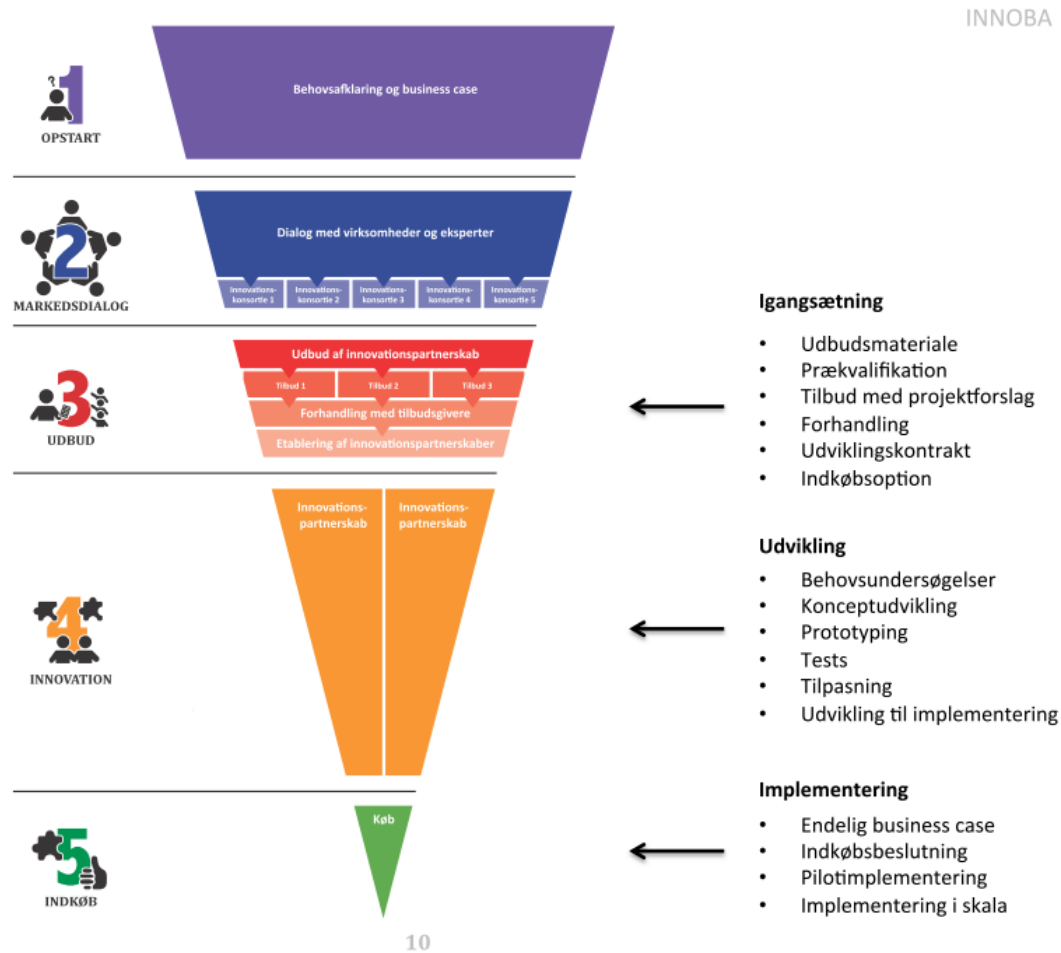
# Forprosessen - innovasjonspartnerskap

## Sidste af to dialogmøder INNOBA



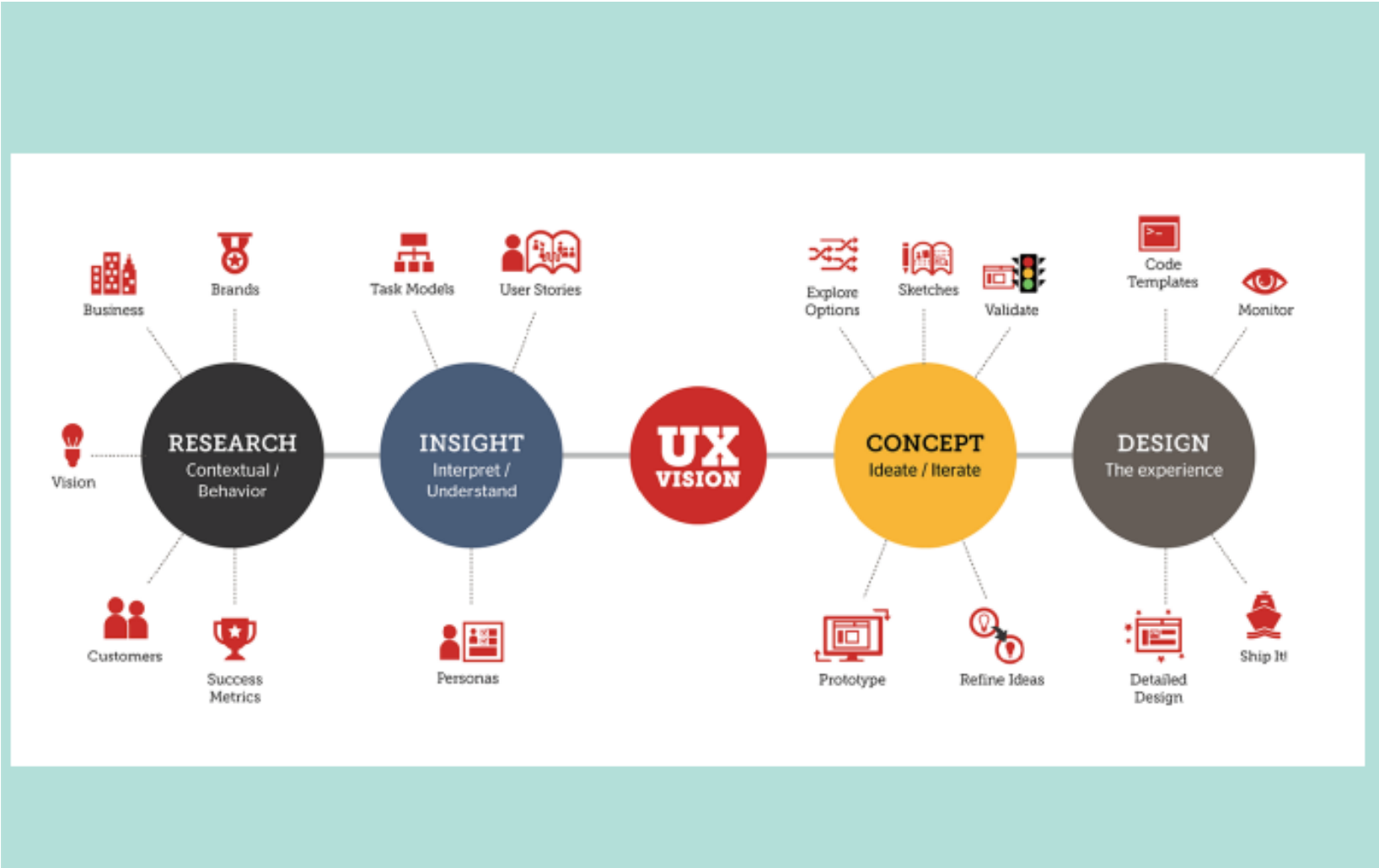
# Hele prosessen - innovasjonspartnerskap

**Faser i et innovasjonspartnerskab**  
Procesmodel udviklet af INNOBA og Lumdrens – se [www.bedreudbud.dk/innovationspartnerskaber](http://www.bedreudbud.dk/innovationspartnerskaber)

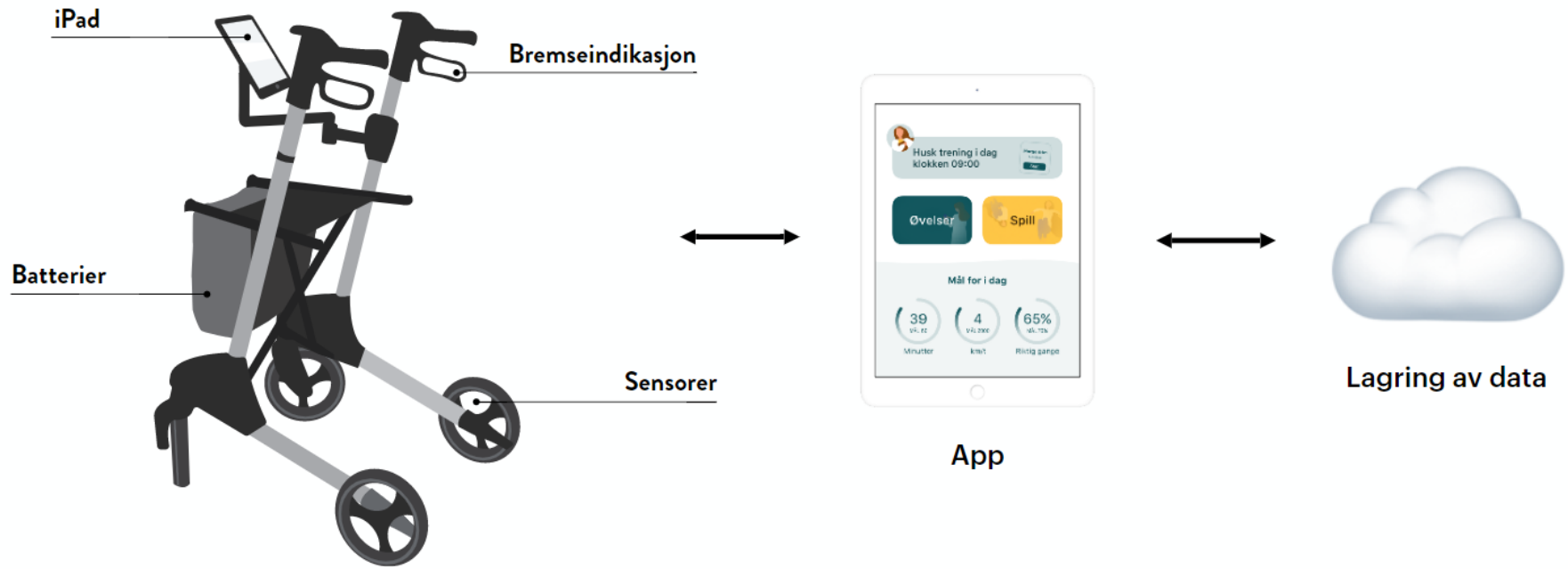


# Hard facts

- Prosessen – likner andre innovative anskaffelser
- Stor interesse
- 12 mill NOK til utvikling.
- 18 bids
- 15 presenting a solution
- 5 til negotiations – last round: 3
- Signed contracts: 2



# Økosystem



Rullator med nettbrett



# status

- Last test phase (longer)
- Product in use over time. Test i drift.
  
- Testing in nursing homes, lower scale testing in peoples homes
- The solutions will be ready and tested by March 1st 2019, then 90 days to decide if option to procure will be used.
- Also the other procuring authorities (NAV, Kristiansand og Bærum)

# future

- More knowledge based procurement
- More knowldge about needs
- More dialoge
- More open specifications
  
- More ambitious projects
- Financing is important

# How does a Norwegian purchasers mind work?

- **15:45 How does a Norwegian purchasers mind work? Meet the Municipality/hospitals (purchaser's) requirements**
- What are the must have, should have and nice to have points in your tender. Financial strengths, ability to deliver, etc. How can a company reduce the risks for the purchaser so she/he is confident in selecting products or services from your company. How is quality vs price rated? Will price always win? *Nils Henrik Haaland, Senior Advicer, Stavanger Municipality*

# basics

- Take part in dialogue (read minutes from dialogue meetings) – share your understanding of needs and possible solutions.
- Can you expect dialogue?
- Ask questions. Am I qualified? Language? etc
- Answer all demands for documentation
- Present offers and solutions in Norwegian
  
- Do you know the needs (the Norwegian ones)?
- Get to know the market

## where to find

- TED
- Doffin (all procurement above 1,3 Million NOK)
- Direct invitation (less than 1,3 Million)
- Innovativeanskaffelser.no
  
- «competition tools»
- Merccell
- Visma Opic

# From innovativeanskaffelser.no

- **In the Development Phase:**
- **Municipality of Stavanger:** «Devices for the elderly to allow more activation and increased independence»: 22 pre-qualifications and 18 bids received
- **Market Engagement Held and Bids Nearly Concluded:**
- **Østfold Hospital:** «Patience-centred cancer care» – currently mapping needs
- **Municipality of Oslo and Sunnaas Hospital:** «Patience-centred care – stroke patients» – currently mapping needs
- **Nye veier AS** – «Reducing accidents in tunnels – a zero vision» – currently mapping needs
- **Municipality of Bergen:** «Digitalization in public buildings» – currently mapping needs
- **Currently Mapping Needs (kick-off early September 2018):**
- **Statsbygg, BaneNOR and Vegvesenet:** Reducing emissions from foundation work (securing against landslides in infrastructure)
- **Møre & Romsdal County:** Bridge Safety and Repairs
- **Bodø:** Smart City Development
- **Haukeland Hospital:** Tracking Surgery Equipment

## read carefully

- Essential in all work

# Demands for qualification

- ESPD and our own demands
- Will tell you what you need to meet as a supplier



## similar / relevant experience

- Read demand carefully
  - Experience from a Norwegian setting?
  - Show relevance
  - Language
- 
- Experience from Norwegian setting **could** be relevant
  - Depending on sector and product

# Financial strengths

- Different ways of documentation
- We often use (as a default) credit rating (Experian).

## a Norwegian organisation?

- Delivery time (where in Norway?)
- If your firm does not have a Norwegian Org Number – RF1199
- The form RF-1199 is used to give information about assignments given to foreign contractors for work in Norway. The form may be submitted electronically using the portal of the Norwegian Tax Administration.
- Skatteetaten.no

## similar / relevant experience

- Get experience from Norway (contracts of lesser value)
- Deliver via a Norwegian supplier
- Cooperation / consortia required?

# Too far?

