

Map



The **Procure network** has been operating since 2015. Its focus has been upon shifting the focus of procurement so that it brings wider local economic, social and environmental benefits. **Progressing public procurement** is all the more crucial as it accounts for 14 percent of Gross Domestic Product across Europe. Yet historically it has been shrouded by regulations and challenges associated with bureaucracy and risk.

The EU procurement directives from 2014 provided an opportunity for countries and cities to **think differently about procurement**, encouraging:

- Greater flexibility
- Increased engagement with SMEs
- Wider social and environmental goals

The Procure network has sought to **respond to these challenges and opportunities across 11 cities**. Our objectives have been:

- to provide a deeper understanding of procurement and what can and cannot be achieved;
- to change procurement cultures;
- to maximise the benefit procurement brings to cities in economic, social and environmental terms.

To realise these objectives our partners have been involved in:

3 strands of activity

- Harnessing knowledge, capacity and **ECONOMIC POWER**
- Using procurement in an **INTEGRATED WAY** across traditional silos
- **ENCOURAGING INNOVATION** in public procurement

6 transnational thematic meetings

- EU Directives and their transposition into national law
- Spend analysis and the development of procurement strategies
- Social innovation in public procurement
- Environmental innovation in public procurement
- Raising awareness of opportunities with local and small businesses
- Monitoring impact and contract delivery

11 URBACT local groups

- Exchanging and translating learning from the transnational level to the local level

11 Integrated Action Plans

- Detailing context, challenges, existing activities, objectives and actions to foster change in public procurement in each partnering city!

The objectives of our cities in their action plans:

- **PRESTON:** to build a common local economy strategy across anchor institutions and develop knowledge and capacity of local suppliers
- **ALBACETE:** to improve the access of local companies to the calls of public procurement of the city through capacity building
- **ALMELO:** to foster collaboration and innovation through procurement
- **KOSZALIN:** to increase the level of public funds retained on the local level
- **LUBLIN:** to increase the participation of local enterprises in public procurement by building their capacity to do so
- **CANDELARIA:** to improve the process of public procurement for strategic purposes as part of the urban development strategy
- **METROPOLITAN CITY OF BOLOGNA:** to promote an innovative and sustainable public procurement strategy
- **KOPRIVNICA:** to increase capacity of the public administration in progressing public procurement
- **NAGYKÁLLÓ:** to improve the local economy by improving the role of SMEs in public procurement processes
- **DISTRICT 9 PRAGUE:** to address the challenges and embed the opportunities of Procure within the action plan
- **SATU MARE:** to enable innovative public procurement systems

HOW TO ADD VALUE IN PUBLIC PROCUREMENT?

Procure's Tips

LAW

The law offers the opportunity to do procurement differently, and to be not just price-based.

Talk to your peers at local, national and international level to build confidence on what you can do in practice.



1 IDENTIFYING NEEDS

- Inclusion of citizens and suppliers in the identification process
- Spend analysis (sector, geography, type of business)
- Review of policies, challenges and issues of the city as a whole
- Build a supplier database



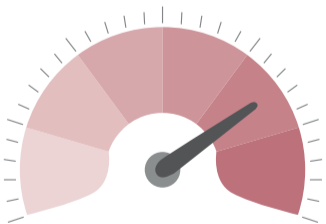
6 MONITORING

- Capacity building of procurers, contract managers and technical officers
- Orientation and support to help suppliers deliver wider outcomes
- Choice of methodology to manage and monitor wider outcomes (contract by contract/collective basis)



5 AWARDING

- Choice of methodology of scoring (quantitative, qualitative, pass/fail)



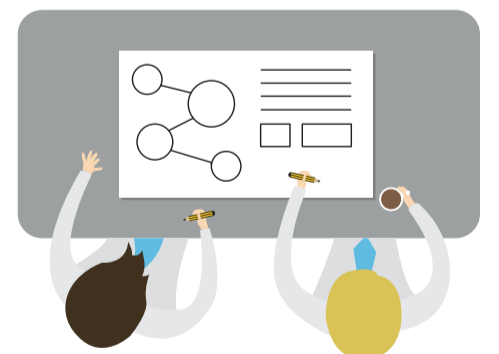
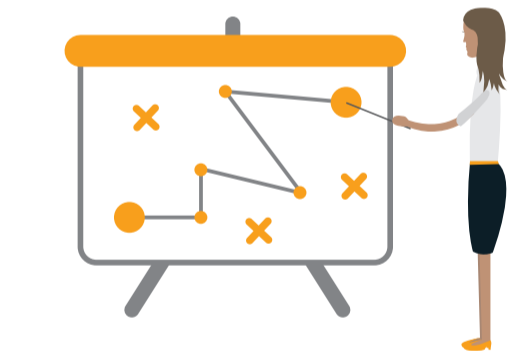
4 TENDERING

- Embedding wider social, environmental and economic outcomes in the contract
- Including questions focused on wider outcomes
- Weighting the criteria and wider outcomes



3 DESIGNING PROCUREMENT

- Innovate for outcomes
- Linking design to wider issues
- Early engagement with suppliers (Meet the Buyer/Supplier Days)
- Co-design of procurement with citizens
- Support and capacity building for suppliers
- Encourage SMEs' joint bids and buyers' joint tenders



Communicate about challenges in your city!

Use your spend analysis to shape wider procurement policy, processes and practices.

Specify the challenge you want to solve rather than how you want to solve it; suppliers can be the source of innovation!

Look to divide tender in smaller lots.

Keep going, progressing innovation takes time!

In doubt about how best to score innovative criteria, communicate with your peers about best practices!

Use the tender to get to know your suppliers (type of business, postal code)