

**5th European Conference on
Sustainable Urban Mobility Plans**
14-15 MAY 2018 | NICOSIA, CYPRUS



**Financial and technical assistance to
enhance SUMPs**

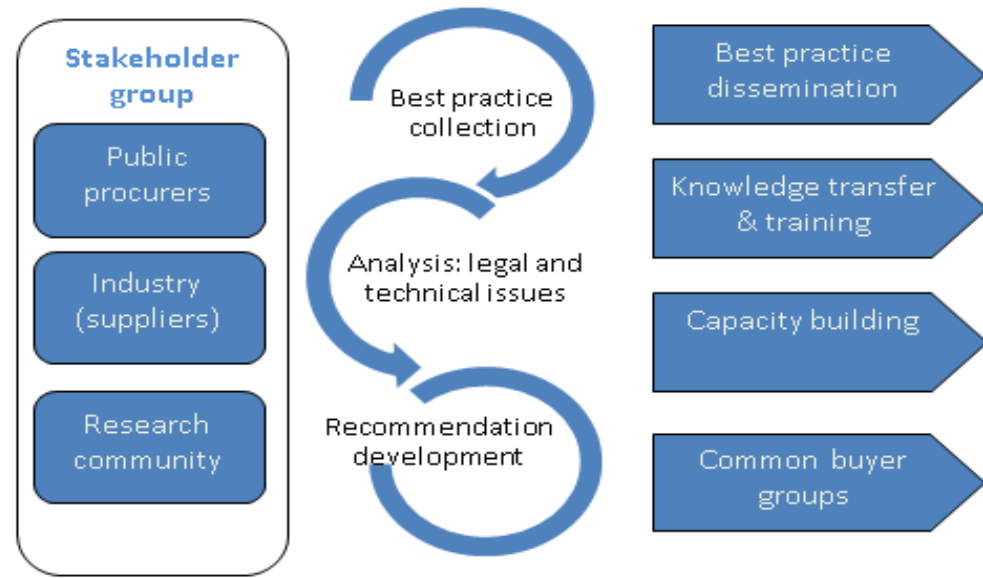
**New approaches to public procurement of innovative
transport and mobility solutions in a city environment**

Piia Karjalainen, ERTICO – ITS Europe

The **SPICE project** will analyse the current practices of innovative procurement procedures, e.g. competitive dialogue, competitive procedure with negotiation, innovation partnership and aim to assist public procurers to use public procurers as instruments to implement innovative and sustainable transport and mobility solutions.

SPICE will:

- **Build a stakeholder network of public procurers and industry;**
- **Collect and disseminate best practices;**
- **Facilitate dialogues between public procurers and industry;**
- **Develop recommendations to assist public procurers in ongoing procurers;**
- **Organise training and capacity building;**
- **Support common buyer groups**



Www: spice-project.eu

Programme: HORIZON 2020 (CSA)

Start date: 01/09/2016

End date: 31/08/2018

EU funding: 827,500 €





Procurement is not just about procurement

- Use public procurement as a strategic tool to achieve the secondary goals
- Make sure that your sectoral policies are aligned and consistent
- Foster free flow of data
- Coordinate SUMP's and public procurements



New procurement culture check list

1. When communicating with the market, **describe the problem, not the solution**
2. Ensure that there is no market access hindrances for **SMEs**
3. Procure **for** and **with** users
4. Use **digital** procurement channels
5. Communicate in English as widely as possible
6. Learn from the experiences



Why don't you procure with others?

In joint / common procurement you can

- ✓ Share the workload between partners
- ✓ Gain more knowledge and experience
- ✓ Benefit from economy of scale as larger quantities might
 - 1) create market commitment for new innovative solutions
 - 2) lead to lower prices
 - 3) result in lower transaction costs for suppliers
- ✓ Harmonisation of solutions, economies in scale in maintenance
- ✓ Innovations



Learn more

Www: spice-project.eu

(including brochures, deliverables, webinar & workshop reports)

LinkedIn: www.linkedin.com/groups/12003657

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Thank you!

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