

How to buy innovation



Why should you buy it



What to lose or.....gain

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INTERNATIONAL ITAPA
CONGRESS 2020

A strategic use of public procurement of innovation
at EU level:



Public Administration modernisation,
empowerment
and
economic re-launch

*Fostering your excellence
Advancing your reputation*

Internationalisation
Innovation & Development
Leadership & Capacity building
Private Investment
&
Partnerships

*Engineering the best policies
and solutions
from developed and developing
world to respond to
contemporary challenges,
for the benefit of the public &
private sector and society at
large*



Expertise

OPPORTUNITIES

Globalisation & business adaptation

Internationalisation, value creation, access economy, finance, global issues, SDGs, partnerships.

IMPACT

Knowledge, change, management

Adaptive leadership, emotional intelligence, management, processes, trainings, capacity building.

R-EVOLUTION

Human technology & disruptive solutions

Artificial intelligence, machine learning, mobile & big data, innovation issues.

IDENTITY

Branding, Marketing, Engagement

Campaign strategy & stakeholder engagement, raising awareness, participation, social communication.

ENVIRONMENT

Resources & sustainable production

Agri-food, energy, water chemical industry, circular economy, climate change, rural development.

INFLUENCE

Power, policy & progressive societies

State & non-state actors dynamics: cities, companies, communities, influencers, NGOs, Academia.

LEADING TRANSFORMATION

Challenges

Modernisation of society

Digitalisation of economy > society

New digital rights for citizens & businesses

Answer citizens' needs

Velocity
Universal/ubiquitous access
Transparency
Efficiency & effectiveness
Justice
Fairness
Performance
Solidarity
Social mobility



MODERNITY vs. PUBLIC ADMINISTRATION

Public opinion is rightly interested to know

whether the procured solution is not only formally compliant

but also whether it brings the best added value in terms of:

quality, cost-efficiency, environmental and social impact and ...

whether it brings opportunities for the suppliers' market and more...



MODERNISING SOCIETY

More technophile,
environmentally responsible
and socially conscious citizen
demand a premium public
service experience

New demands from taxpayers

Public scrutiny, political &
financial pressure, push for
efficient & integrated solutions

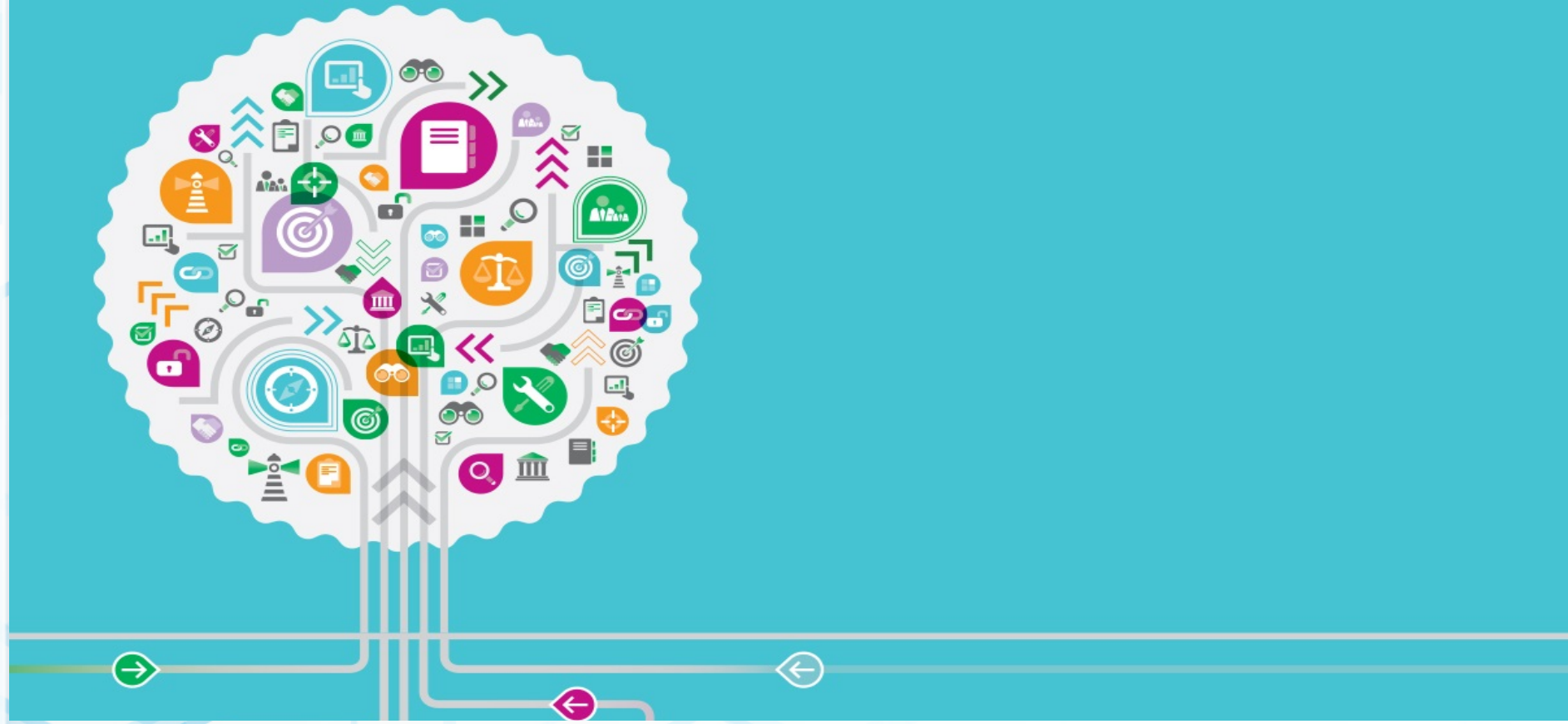
No more (only) best value for \$!

better cost effectiveness +
environmental and social
benefits + new business
opportunities for enterprises

New responsibilities for PA

How to meet expectations in
integrated fashion?

PPI aims at meeting higher
quality and public expectations



Interconnected society - Evolution of PP(I)

Operationalise

Recovery, resilience & relaunch of Economy

● Covid & post-covid economy

● **States & PA modernisation**

New business & jobs

Stronger EU market

Global competitiveness

Funds absorption capacities

Trust & transparency

Harmonisation & action

New green deal

Next generation EU

Political & social recognition

● **Modern procurement market**

competitive, open, well-functioning, effective & efficient

● Public funds = good use



PPI: A TOOL TO UNLOCK MODERNISATION

Access new and innovative solutions & products not in the radar of/accessible for the PA

Support & partner with businesses driving the change (resilient, digital, green & sustainable economy & society)

Improve Govts, PA, industry policy-making processes

Empower & train PA personnel

Involve and responsabilise leaders, elected reps, society

Acknowledgment, recognition and respect from markets, society and leaders



POLICY, PEOPLE, PROCESS, PRODUCTS, PRIDE

High expectations and challenges. How to avoid a hard landing: PA needs continuous capacity building trainings.

Lack of:

clear and accurate definition of PPI at EU level

clear-cut legal framework at national level

a well-structured organisation in the procurement departments of PA

incentives/motivation of buying innovative solutions from a new company

awareness as to the procedures and available tools

cooperation mentality (e.g. ask for support, joint procurements, etc.)

available budget for procurement of innovation in most EU MS

- Limited human resources, skill gaps, etc
- Difficulties for innovative SMEs to be involved in public procurement as direct providers



REALITY CHECK:

AI, GOVTS, Procurement

How government may use AI

Chat bots:

Gov.agencies > manage overwhelming inquiries from the general public

Predictive policing: law enforcement, fighting crime

Concerns: sensitive information about people misused, bias, discrimination in society?

PPI helps > rethink PPI of AI

Key: innovation, efficiency, ethics

New approach > buy emerging tech (AI) > faster PA adoption of AI > development of ethical standards > public trust

Establish actionable procurement guidelines

Enable good decision-making



AI potential to greatly improve government operations and meet the needs of citizens in new ways.

Intelligently automated administrative processes generating insights for public policy developments and improving public service delivery (e.g. personalized healthcare)

Many public institutions are lagging behind in harnessing this powerful technology because of challenges related to data, skills, ethical deployment, adequate procurement processes, knowledge, trainings, culture etc

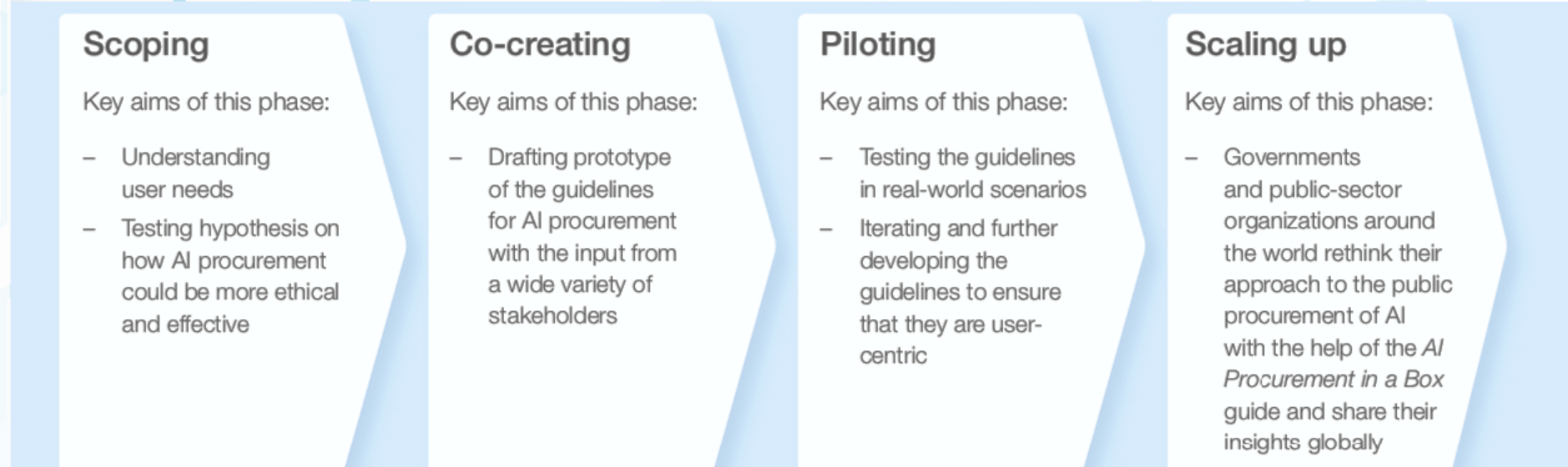
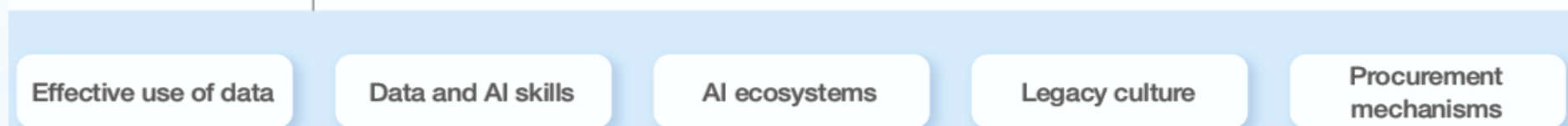


FIGURE 2 | Challenges to government procurement of AI technologies



BACK TO THE...PRESENT: PPI and AI NOW



Internationalization, innovation and adaptive leadership

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