

## Public Procurement As A Demand Side Innovation Policy In

This report examines the use of framework agreements and their developments in Chile, benchmarked against the practices in other OECD countries.

This working paper describes a methodology for how Sustainable Public Procurement links with the Sustainable Development Goals. The methodology was used to describe 17 cases for each of the sustainable development goals in the report 'Sustainable Public procurement and the Sustainable Development Goals'.

This book investigates the economic decisions behind the implementation of public-private partnerships (PPPs). The first part of the book discusses different forms of public procurement contracts, in particular in France and the UK, and provides an economic analysis of the potential advantages and pitfalls of public-private partnerships. This exploration of PPPs' efficiency also includes an examination of the financing conditions of public procurements, as well as regulatory requirements. By reviewing empirical studies on PPPs, the second part of the book compares their advantages over purely public solutions and offers practical guidance on their

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implementation. Practitioners will also learn best practices on how to involve stakeholders in calls for bids.

This paper provides first empirical insights on the relationship between green public procurement (GPP) and firms' innovation activities. Considering that the public sector is a large buyer in the economy, public procurement is able to work as demand-pull factor for new products and thus innovations - given that the procurement is aimed at such objectives. GPP is specifically implemented to contribute to more sustainable production and consumption. Using a novel firm-level dataset, this paper analyses whether GPP is able to trigger innovation activities within firms, and if so, whether these innovations are environmental innovations or not. The results show some support for a demand-pull effect of GPP on the probability of general product innovations but no conclusive evidence is found for environmental innovations.

This book offers a clear and structured examination of how joint bidding structures comply with competition rules in Europe. It explains how joint-bids could be considered as agreements aimed at distorting competition, the practice commonly referred to as bid rigging. The book demonstrates how the conclusion of joint-bid agreements could constitute grounds for exclusion from public procurement proceedings under Article 57(4)(d) of

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Directive 2014/24/EU.

The OECD Principles for Integrity in Public Procurement are a ground-breaking instrument that promotes good governance in the entire procurement cycle, from needs assessment to contract management.

The worldwide consumption of resources is causing environmental damage at a rate that cannot be sustained. Apart from the resulting environmental and health problems, this trend could threaten economic growth due to rapidly decreasing natural resources and the cost of addressing these issues. The public sector has a responsibility to stimulate the marketplace in favor of the provision of more resource-efficient and less polluting goods, services, and works in order to support environmental and wider sustainable development objectives. Green Public Procurement Strategies for Environmental Sustainability provides innovative insights on the adoption and implementation of green public procurement for sustainable practice in order to contribute to environmental protection. The content within this publication examines climate change, sustainable development, and document analysis and is designed for policymakers, environmentalists, managers, suppliers, development agencies, government officials, academicians, researchers, students, and professionals.

This book maps the latest developments in public

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procurement of innovation policy in various contexts and analyzes the evolution and development of the various policy solutions in broader institutional contexts. In doing so, it addresses significant theoretical and practical gaps: On the one hand, there is an emerging interest in public procurement as a policy tool for spurring innovation; yet on the other hand, the current theory, with some notable exceptions, is guided and often constrained by historical applications, above all in the defence industries. By carefully examining the cases of eleven countries, the book points to the existence of much more nuanced public procurement on the innovation policy landscape than has been acknowledged in the academic and policy debates to date.

Public Technology Procurement and Innovation studies public technology procurement as an instrument of innovation policy. In the past few years, public technology procurement has been a relatively neglected topic in the theoretical and research literature on the economics of innovation. Similarly, preoccupation with 'supply-side' measures has led policy-makers to avoid making very extensive use of this important 'demand-side' instrument. These trends have been especially pronounced in the European Union. There, as this book will argue, existing legislation governing public procurement presents obstacles to the use of public technology procurement as a means of stimulating and supporting technological innovation. Recently, however, there has been a gradual re-awakening of practical interest in such measures among policy-makers in the EU and elsewhere. For these and other related

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measures, this volume aims to contribute to a serious reconsideration of public technology procurement from the complementary standpoints of innovation theory and innovation policy.

This book focuses on Public Procurement for Innovation. Public Procurement for Innovation is a specific demand-side innovation policy instrument. It occurs when a public organization places an order for a new or improved product to fulfill certain need

This study is about the macroeconomic effects of positive externalities or industrial spillovers around advanced production. The case explored is the “technology di- dend” around Swedish aircraft industry, and in particular around the aircraft ma- facturer Saab, and the major industrial project of the JAS 39 Gripen multirole combat aircraft. The project is partly an updating of my book (in Swedish) Technology 1 Generator or a National Presige Project from 1995, but extends the analysis in s- eral directions. The study includes a chapter on spillovers from advanced production in an industrially developing economy, South Africa, that has acquired the JAS 39 Gripen for its Air Force. There is also a chapter in which the results for Sweden are discussed in the wider context of advanced public procurement in Europe. The text has been organized such that the main chapters have been written for academic readers. Two supplements include the technical details of data collection, mathematical models, and calculation methods. The first chapter is brief and focused on the results. It has the character of an extended executive summary. The second chapter

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summarizes the entire story; problems, results, and methods. This project would not have been possible without the generous support of a number of people. First of all great thanks go to all those people with crowded calendars in Swedish industrial firms that have set aside time to respond to my questions. Most of them have been listed at the end of the book.

Since the 1990s, government at all levels is under increasing pressure to do more with less. However, despite the U.S. government spending about 15 to 20 percent of its GDP on contracts for goods and services, there is a paucity of reference books for public procurement officials and very few textbooks for courses on the subject. Filling this void, the International Handbook of Public Procurement provides the knowledge necessary to understand how procurement works and how to improve the cost-effectiveness of procurement systems. Taking a multidisciplinary approach, the book focuses on the managerial, economic, political, and legal aspects of this topic. It begins with a conceptual framework and highlights various reforms occurring in certain countries. By examining these improvements, readers are able to apply this knowledge to their own strategies. The next section presents selected cases that illustrate the public procurement process, examining systems in various nations including Germany, China, South Africa, Cambodia, Uganda, and Estonia. The book also discusses the rise of electronic procurement systems (E-procurement) and reviews the benefits of these efficient systems. Other topics presented in this comprehensive

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volume include practical discussions on contract negotiations, bidding, price strategies and cost analysis, and an insightful chapter on the market's response to contract award announcements. A virtual encyclopedia from numerous international experts, this book was assembled by Khi V. Thai, Professor at Florida Atlantic University and Editor of the Journal of Public Procurement. Dr. Thai has provided technical assistance in the area of public procurement to governments across the world. Empowering those on all sides of the issue, this volume dispenses advice valuable to government officials and contractors, as well as providing a comprehensive text for public administration students. Using a comparative framework, this volume presents case studies of issues of public procurement and discusses how procurement professionals and policy makers in different regions are responding to these challenges. This book discusses current issues in public procurement. Over the past few decades, public procurement has had to evolve conceptually and organizationally in the face of unrelenting budget constraints, government downsizing, public demand for increased transparency in public procurement, as well as greater concerns about efficiency, fairness and equity. Procurement professionals have also had to deal with a changeable climate produced by emerging technology, environmental concerns, and ongoing tension between complex regional trade agreements and national socioeconomic goals. The first section discusses innovation and reforms in public procurement and how practitioners are adapting to and making use of new

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technologies. The second section addresses the challenges of maintaining transparency, equity, and fairness in public procurement. The final section discusses preferential public procurement and introduces strategies for building sustainable public procurement systems. By combining theory and analysis with evidence from the real world, this book is of equal use to academics, policy makers, and procurement professionals.

This book presents effective strategies for developing countries to leverage their public sector demand for manufactured imports to promote industrialization, trade, and technology transfer. Technology transfer and its absorption is considered one of the most crucial and complicated challenges for developing countries, which are characterized by insufficient infrastructure, low technological intensity of the domestic capital stock, and high levels of manufactured imports. Which strategies and policy tools can governments employ to link demand with technology transfer, thereby enhancing absorption capacity and development in emerging economies? This book is part of a broader project launched by PGlobal Global Advisory and Training Services Ltd., in cooperation with Istanbul Commerce University (?TUCU) and the Scientific and Technological Research Council of Turkey (TÜB?TAK). The contributors to this book are policymakers, academicians, and experts who are working together to identify problems and develop policy recommendations for public procurement with respect to economic development. The book includes theoretical, empirical, and case study analyses of technology

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transfer mechanisms, public procurement policies, and countertrade and offset strategies. The lessons learned from these chapters will be of interest to both academics and policymakers concerned with technology transfer, industrial policy, and economic development.

While many social, economic, and political changes have occurred recently in internet public procurement and its decision support systems, there is still a lot of opportunity for improvement. *Public Sector Transformation Processes and Internet Public Procurement: Decision Support Systems* brings together research on different perspectives from academics and practitioners on the methods, theories, and practices involved in the growth and expansion of decision support systems as it relates to the public sector transformation process and internet public procurement.

Max Rolfstam examines the increasing emphasis on public procurement as a means to stimulate innovation and the theoretical implications of this policy development. While regular public procurement may be regarded as the outcome of anonymous market processes, public procurement of innovation must be understood as a special case of innovation, where social processes, and consequently the institutions governing these social processes, need to be considered. This book contributes to our understanding with a detailed institutional analysis of the public procurement of innovation. The author draws on an institutional framework that underscores the importance of conducting a multilevel institutional analysis. Unlike earlier studies that reduced public procurement challenges to a legal issue, this book offers insights of more holistic nature. Academics, students and researchers with an interest in innovation policy will find this book to be an informative and fascinating read. It will also provide an invaluable reference tool on how public

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procurement can be used as an innovation policy tool for policymakers at both national and EU levels.

This book discusses current theories and practices in the field of public procurement. Over the past few decades, public procurement has had to evolve conceptually and organizationally in the face of unrelenting budget constraints, government downsizing, public demand for increased transparency in public procurement, as well as greater concerns about efficiency, fairness and equity. Procurement professionals have also had to deal with a changeable climate produced by emerging technology, environmental concerns, and tension between complex regional trade agreements and national socioeconomic goals. This volume presents sixteen case studies focusing on the themes of public procurement as a policy tool and performance-based public procurement. The first section discusses public procurement as a policy tool and the challenges involved in balancing the competing interests of market forces, legal requirements, political pressures, and environmental concerns. The second section discusses performance-based public procurement, highlighting the frameworks used to assess procurement systems, the gaps between policy and practice, and strategies for bridging those gaps. The final section of the book discusses current issues in procurement, such as the Trans-Pacific Partnership, risk mitigation, and procurement as a profession. By combining theory and analysis with evidence from the real world, this book is of equal use to academics, policy makers, and procurement professionals.

Public Procurement as a Demand-side Policy Project  
Competition and Innovation Incentives

Framework agreements have arisen in response to the well documented and high costs of public procurement procedures. The agreements have significant potential to

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improve procedural efficiency in public procurement, but are complex to operate. Inadequate preparation and implementation can also frustrate their potential both to tackle waste, abuse and corruption and to enhance value for money. In this enlightening book, Gian Luigi Albano and Caroline Nicholas look at the key decisions required for designing and using framework agreements and address both legal and economic issues to give the reader a clear understanding of the planning, variables and flexibility needed for efficient implementation. This book will be of interest to policy makers, lawyers and public procurement practitioners who want to deepen their understanding of the legal and economic issues surrounding framework agreements. Examines country initiatives to reduce the environmentally damaging effects of public procurement by introducing "greener public purchasing initiatives" such as requiring recycled content or levels of energy efficiency in purchased products.

This is a step-by-step manual of public procurement for government officials, researchers, and students.

Socially responsible public procurement (SRPP) is about achieving positive social outcomes in public contracts.

Procurement affects a large number of people, whether as users of public services, those involved in production and delivery, or staff of the buying organisation. Beyond those directly affected, SRPP has the potential to influence the broader market on both the demand and supply sides. By purchasing wisely, public buyers can promote employment opportunities, decent work, social inclusion, accessibility, design for all, ethical trade, and seek to achieve wider compliance with social standards. For some products, works and services, the impact can

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be particularly significant, as public purchasers command a large share of the market in sectors such as construction, healthcare and transport. Public buyers are major investors in Europe, spending 14% of the EU's gross domestic product. By using their purchasing power to opt for goods and services that deliver positive social outcomes, they can make a major contribution to sustainable development. Increasingly, the need to address all three pillars of sustainability (social, environmental and economic) in procurement is recognised by both the public and private sectors. The 2014 Public Procurement Directives<sup>1</sup> make it clear that social aspects can be taken into account throughout the procurement cycle, from preliminary market consultation, through to the use of reservations and the light regime, and to social award criteria and contract performance conditions. Public buyers across Europe are starting to take advantage of these opportunities and demonstrate real social impact in their purchasing. Despite this, Member States are not yet fully exploiting the possibilities of public procurement as a strategic tool to support social policy objectives.

Technological advances in the last five years have allowed organizations to use Business Analytics to provide insights, increase understanding and it is hoped, gain the elusive 'competitive edge'. The rapid development of Business Analytics is impacting all enterprise competences profoundly and classical business professions are being redefined by a much deeper interplay between business and information systems. As computing capabilities for analysis has

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moved outside the IT glass-house and into the sphere of individual workers, they are no longer the exclusive domain of IT professionals but rather accessible to all employees. Complex open-source data analytics packages and client-level visualization tools deployed in desktops and laptops equip virtually any end-user with the instruments to carry out significant analytical tasks. All the while, the drive to improve 'customer experience' has heightened the demand for data involving customers, providers and entire ecosystems. In response to the proliferation of Business Analytics, a new Center and Masters of Science Program was introduced at the National University of Singapore (NUS). The Center collaborates with over 40 different external partner organizations in Asia-Pacific with which all MSBA students undertake individual projects. Business Analytics: Progress on Applications in Asia Pacific provides a useful picture of the maturity of the Business Analytics domain in Asia Pacific.

This report focuses on the use of innovative procurement in the health sector in the Nordic countries. It presents six Nordic cases demonstrating best practice within innovative procurement. The report argues that despite challenges particularly relating to navigating the legal framework, there are benefits associated with the use of innovative procurement. The use of dialogue between procurers and suppliers is highlighted as a key benefit in innovative procurement as it leads to increased knowledge of possibilities available in the market and hence better solutions. As innovative procurement practice is still relatively new across the Nordic countries,

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there is a need to disseminate best practices and to develop procurement guides to assist the implementation. The report has been prepared by DAMVAD.

We develop a model of project competition to compare two alternative and widely used approaches: (i) A (demand-side) procurement approach, in which the public authority specifies the type of project it will finance and (ii) a (supply-side) grant system, in which any type of project can be funded. The public authority can verify the characteristics of the projects submitted, but does not know which other projects are available. The paper sheds light on the role of public procurement to foster innovation.

This insightful book provides readers with a practical and theoretical explanation of the ways in which the new, tailor-made Innovation Partnership Procedure can be used throughout all Member States in the European Union. With a focus on the Procurement Directive for the public sector (Directive 2014/24/EU), Pedro Cerqueira Gomes argues that innovation is a crucial policy of the EU that must be extended to public procurement – implying interesting harmonisation challenges, mostly regarding the use of the Innovation Partnership Procedure and the national administrative law traditions of the Member States.

Based on good practices in OECD and partner countries, this report analyses the state of play of procurement for innovation and provides a flexible framework focusing on 9 areas to promote it.

Appropriate laws and regulations are essential tools to

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direct the action of procurers toward the public good and avoid corruption and misallocation of resources.

Common laws and regulations across regions, nations and continents potentially allow for the further opening of markets and ventures to newcomers and new ideas to satisfy public demand. Law and Economics of Public Procurement Reforms collects the original contributions related to the new European Union Directives approved in 2014 by the EU Parliament. They are of both economists and lawyers, and have been presented in a manner that allows for exchanges of views and "real time" interaction. This book features, for each section, an introductory exchange between two experts of different disciplines, made up of a series of sequential interactions between an economist and a lawyer, which enriches the liveliness of the debate and improve the mutual understanding between the two professions. Four sections characterize this book: Supporting social considerations via public procurement; Green public procurement; Innovation through innovative partnerships; and Lots - The Economic and Legal Challenges of Centralized Procurement. These themes have current relevance of the new European Public Procurement Directives. Written by an impressive array of experts in their respected fields, this volume is of great importance to practitioners who work in the field of EU public procurement in the Member States of the EU, as well as academics and students who study public finance, public policy and regulation.

Governments everywhere procure goods and services as inputs into the production of public goods and

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services. Such purchases can account for a substantial share of total demand for goods and services. Governments' tendencies, however, to "Buy National," and other discriminatory purchasing practices, can have high costs. The end result for the world as a whole is likely to be substantially inferior in welfare terms to a cooperative outcome where governments agree to refrain from discrimination. Hence the Government Procurement Act (GPA) aims to subject public purchasing to international competition. However, many developing countries, along with others such as Australia and New Zealand, have refused to join the GPA on the grounds that it is not in their best interest. This volume examines the GPA and discusses what could be done to improve it with a view to expanding its membership. The contributors focus on four broad issues: the negotiating history, content, and operation of the GPA; the economics of the GPA's rules and disciplines; the implementation of the GPA in domestic legal systems; and, finally, possible alternatives to--and improvements on--the current set of multilateral rules and disciplines. Offering the most comprehensive assessment of the subject available, the volume will be of interest to scholars of international trade, as well as people whose work involves them in government procurement, from the buyers and sellers of goods and services to those concerned with legal aspects. Bernard M. Hoekman is Senior Economist in the International Economics Department at the World Bank. Petros C. Mavroidis is Professor of Law, University of Neuchâtel, Switzerland. This title was formally part of the Studies in International

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Trade Policy Series, now called Studies in International Economics. Governments everywhere procure goods and services as inputs into the production of public goods and services. Such purchases can account for a substantial share of total demand for goods and services. Governments' tendencies, however, to "Buy National," and other discriminatory purchasing practices, can have high costs. The end result for the world as a whole is likely to be substantially inferior in welfare terms to a cooperative outcome where governments agree to refrain from discrimination. Hence the Government Procurement Act (GPA) aims to subject public purchasing to international competition. However, many developing countries, along with others such as Australia and New Zealand, have refused to join the GPA on the grounds that it is not in their best interest. This volume examines the GPA and discusses what could be done to improve it with a view to expanding its membership. The contributors focus on four broad issues: the negotiating history, content, and operation of the GPA; the economics of the GPA's rules and disciplines; the implementation of the GPA in domestic legal systems; and, finally, possible alternatives to--and improvements on--the current set of multilateral rules and disciplines. Offering the most comprehensive assessment of the subject available, the volume will be of interest to scholars of international trade, as well as people whose work involves them in government procurement, from the buyers and sellers of goods and services to those concerned with legal aspects. Bernard M. Hoekman is Senior Economist in the International Economics

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Bribery by international firms in OECD countries is more pervasive in public procurement than in the utilities, taxation or judicial sectors. Whilst most international efforts to fight corruption have focused exclusively on the bidding process, recent corruption scandals have highlighted grey areas throughout the whole public procurement cycle, including in needs assessment and contract management. This publication draws on the experience of procurement practitioners as well as audit, competition and anti-corruption specialists, and sets out a comparative overview of practices designed to enhance integrity throughout the whole procurement cycle, with examples from OECD and non-OECD countries.

This book examines dynamics between demand and innovation and provides insights into the rationale and scope for public policies to foster demand for innovation. Appropriate laws and regulations are an essential tool to direct the action of procurers toward the public good and avoid corruption and misallocation of resources.

Common laws and regulations across regions, nations and continents potentially allow for the further opening of markets and ventures to newcomers and new ideas to satisfy public demand. This book collects original contributions, from both economists and lawyers, related to the new European Union Directives just approved in

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2014 by the EU Parliament. Uniquely, this book combines juridical and technical expertise so as to find a common terrain and language to debate the specific issues that a Public Administration in need of advancing and modernizing has to face. This format features, for each section, an introductory exchange between two experts of different disciplines, made of a series of sequential interactions between an economist and a lawyer that write and follow-up on one another. This is to enrich the liveliness of the debate and improve the mutual understanding between the two professions. There are four sections characterized in this book: supporting social considerations via public procurement; green public procurement; innovation through innovative partnerships; and Lots - the Economic and Legal Challenges of Centralized Procurement. This book will be of interest to policy-makers, practitioners working in the field of EU public procurement as well as academics.

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