Innovation and public procurement

a challenge!!!
The story

Looking for Innovation
Entrepreneurship
Creativity
Flexibility
Speed

Inspired by Precommercial Procurement.

Carried by social media and Startups organisations, meetups and website

**lean and mean procurement approach !!**

**PITCH MOMENT**
- request for quotation
- contract negotiation
- kick-off

**SIMPLIFIED OFFER**
- 85k€

**show interest**
- enroll through antwerpendigipolis.be

**candidate**
- set candidacy

**select**
- pitch followed by selection

**award**
- offer followed by award

2 weeks

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Lessons learned

- Assignments: 31 (April 2016) / 73 (October 2016)
- Registrations: 282 (April 2016) / 824 (October 2016)
- Offers: 96 (April 2016) / 200 (October 2016)
- Startups: 145 (April 2016) / 293 (October 2016)
- Pitches: 123 (April 2016) / 337 (October 2016)
- Contracts: 27 (April 2016) / 46 (October 2016)
What’s in for us?

Startups powered by Digipolis

- Government is a customer with many challenges
- Easy to partner with because of new procurement approach
- Compensation for a potentially shippable product
- IPR ownership for commercialisation
- Proof of Concept and a good reference
- Stepping stone to other (local) governments

Digipolis powered by Startups

- Fresh ideas and creativity
- Unexpected & innovative solutions
- Fast and low cost implementation
- Flexible, agile way of working
- Inspirational entrepreneurship
- Increased capability of parallel implementation of IT-solutions
Next steps

Think

Be creative

Reusability of Creations