How to support innovation procurement: the Finnish KEINO programme

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KEINO – Competence Centre for Sustainable and Innovative Procurement

Funded by the Ministry of Economic Affairs and Employment of Finland

KEINO is a network-based competence centre providing expertise from eight founding members.

Government sustainability promotion company Motiva Ltd.
The Association of Finnish Local and Regional Authorities

Technical Research Centre of Finland Ltd
The Finnish Funding Agency for Innovation – Business Finland

The Finnish Environment Institute SYKE
The government’s central purchasing body Hansel Ltd

The central purchasing body for local authorities KL-Kuntahankinnat Ltd
The Finnish Innovation Fund Sitra
Challenge 1: Lack of competence on carrying out innovation procurement

Target group: Procurement professionals in public organisations
- Cities & municipalities
- Regional authorities
- Central government agencies
- Public utilities

KEINO activities: Capacity building measures e.g.
- Provision of guidelines, case studies, templates & tools
- Help desk
- Advisory in selecting an appropriate approach
- Setting up a regional network of ‘change agents’
Challenge 2: Lack of awareness on the potential of innovation procurement in pursuing socio-economic goals

**Target group:** Public managers & political decision-makers

**Public service improvement:** service quality, efficiency, effectiveness, sustainability

**Economic impacts:** stimulate innovation, open up new markets for innovative goods & services, job creation & export

**KEINO activities:**
- Coaching, advocacy
- Development of roadmaps (opportunity identification, prioritization, deployment)
- Measurement & impact assessment
Challenge 3: Lack of collaboration between public procurers

Target groups:
- Domain experts (health, transport etc.)
- Service development staff
- R&D project staff
- Procurement professionals

KEINO activities:
- Buyers’ groups – e.g. autonomous public transport, low carbon buildings, polluted soil treatment, low emissions machinery, indoor air quality
- Market analysis, market dialogue
- Joint endorsement of open standards to promote interoperability and scaling-up
- Coordination of piloting activities
- International collaboration
Thank you for attention!

Got interested?

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