

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.



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Government sustainability promotion company Motiva Ltd.



Technical Research Centre of Finland Ltd



The Finnish Environment Institute SYKE



The central purchasing body for local authorities KL-Kuntahankinnat Ltd



The Association of Finnish Local and Regional Authorities



The Finnish Funding Agency for Innovation – Business Finland



The government's central purchasing body Hansel Ltd



The Finnish Innovation Fund Sitra

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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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KEINO

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JULKISTEN HANKINTOJEN
VERKOSTOMAINEN OSAAMISKESKUS