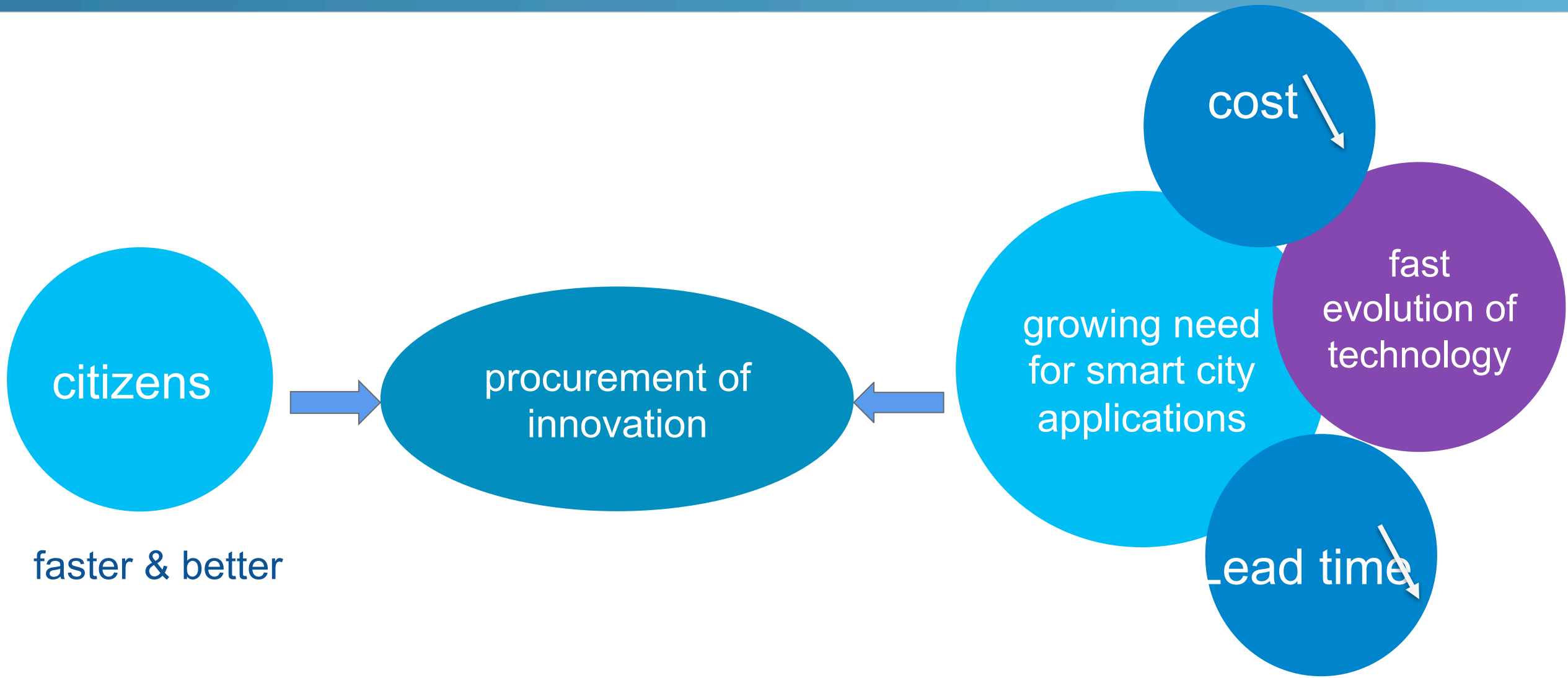
#BuyfromStartups @Digipolis

how innovation can enter the public sector

Smart procurement

Smart procurement



Smart procurement

ACPaaS

customized procurement process

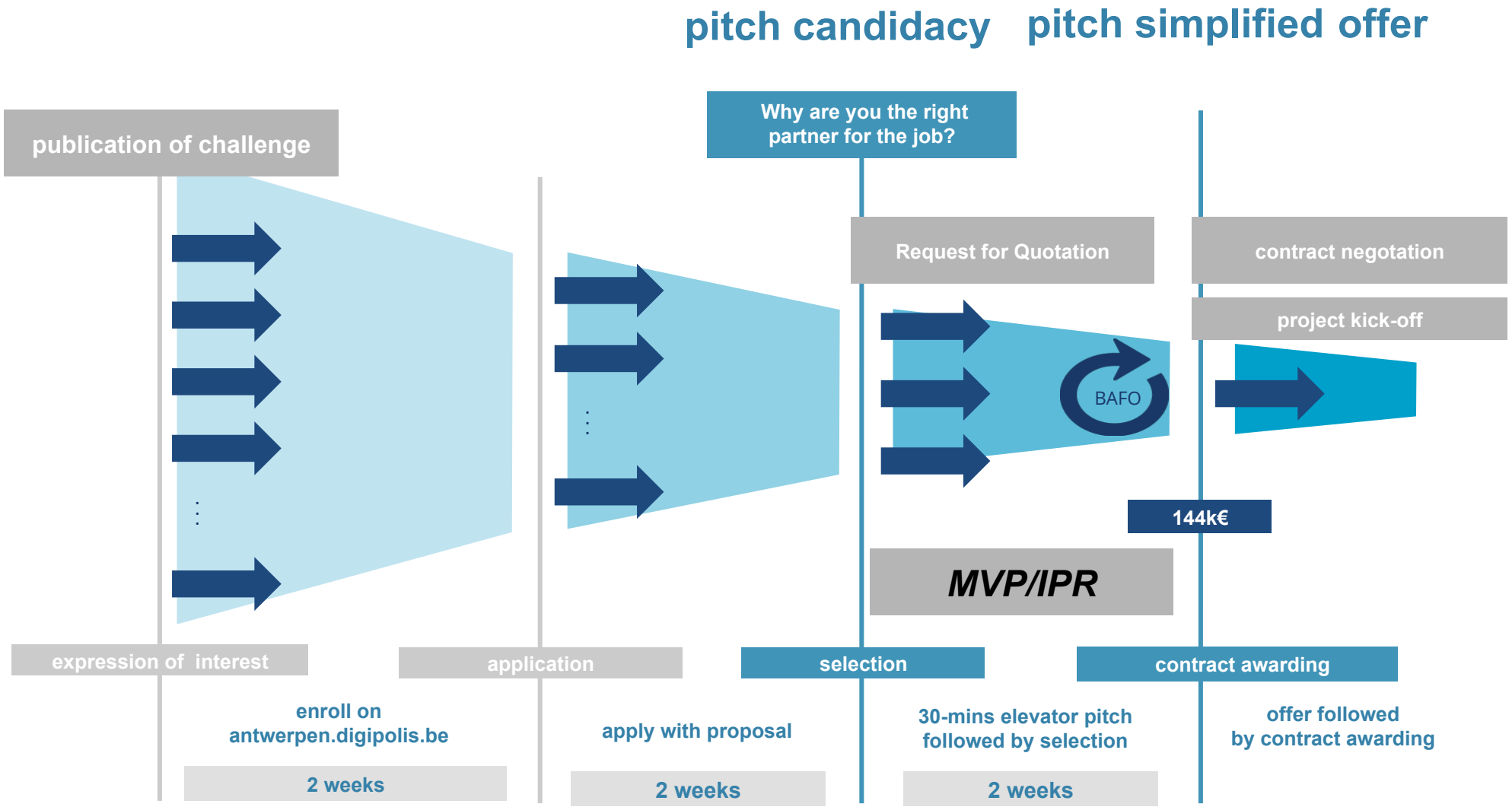
digital community and ecosystem

Smart procurement

ACPaaS

customized procurement process < 144k

Procurement process in 4 steps



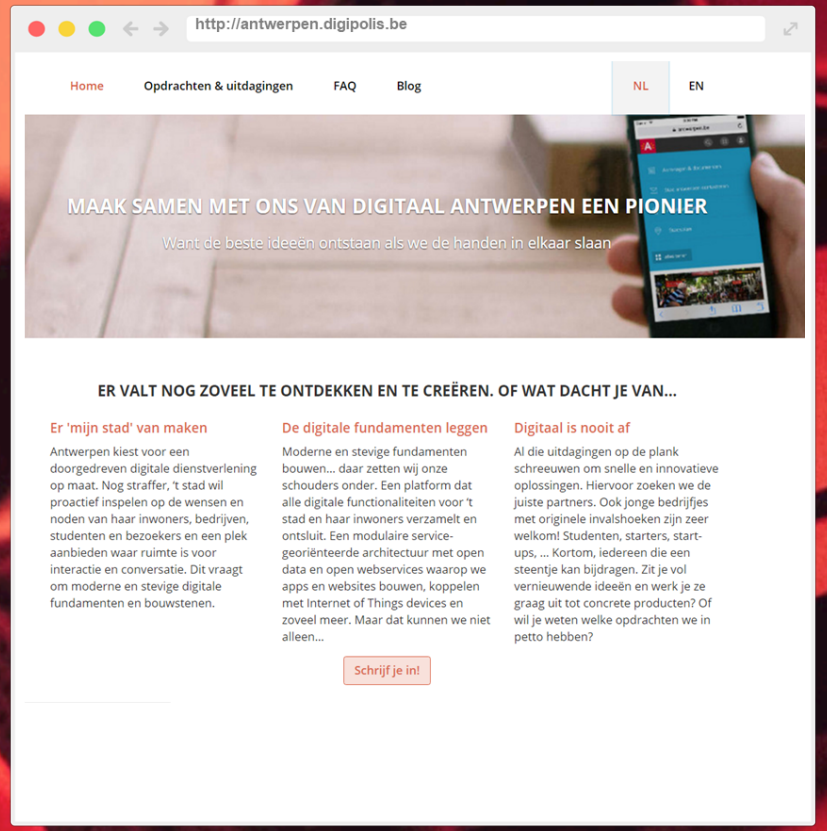
Smart procurement

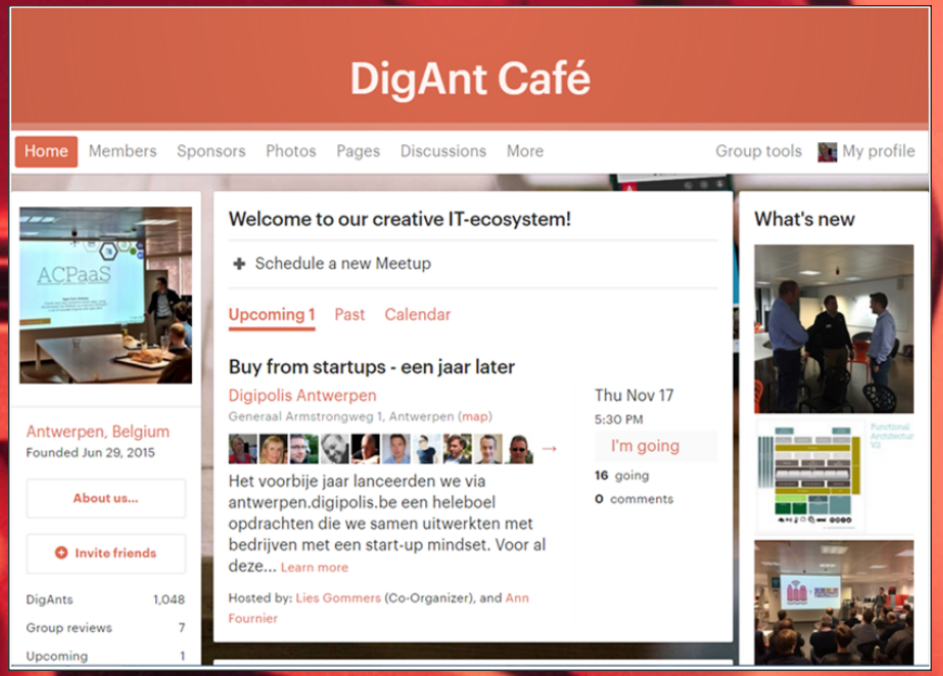
ACPaaS

customized procurement process

digital community and ecosystem

Community building





Both parties gain

Startups

Government = **customer** with many challenges

New procurement approach: **easy** to partner with

Compensation of potentially shippable products

IPR in return for commercialisation

Stepping stone to other (local) governments

Digipolis

fresh ideas & **creativity**

unexpected & **innovative** solutions

fast and **low cost** implementation

flexible, agile way of working

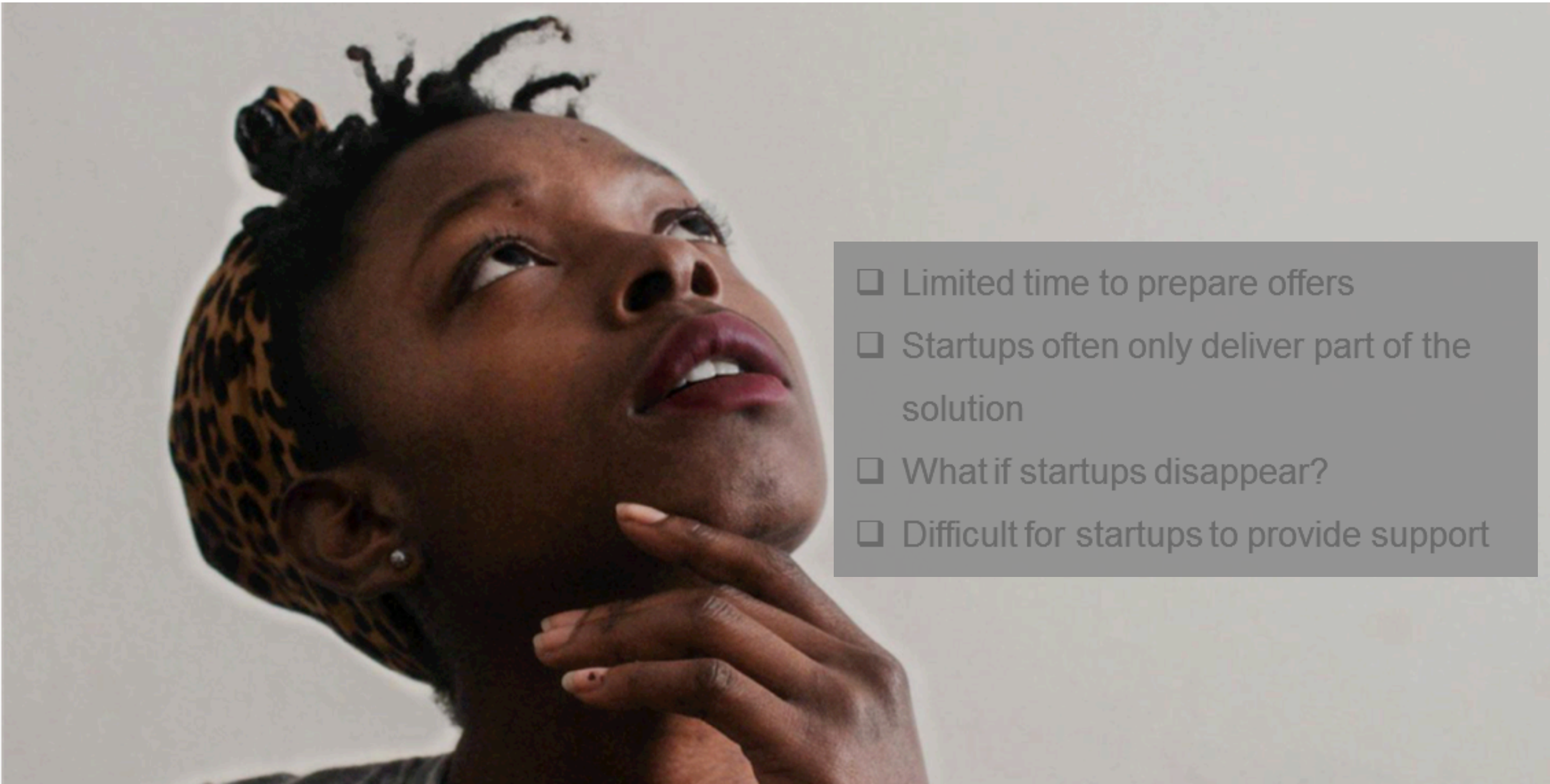
inspirational **entrepreneurship**

increased capability of **parallel implementation** of IT-solutions

Questions?

Backup slides

Lessons learned



- ❑ Limited time to prepare offers
- ❑ Startups often only deliver part of the solution
- ❑ What if startups disappear?
- ❑ Difficult for startups to provide support

Results 2015 - 2018

275
challenges

enrollements	candidacy pitches	offer pitches	contracts
2691	1067	653	259

67%

53
candidates for challenge

32
pitches for 1 challenge