

„How to make a PPI project fly?“

Lessons learned from practical implementation of Innobooster inLIFE and other projects

Stefan Wurm

Federal Procurement Agency Austria



Content

- Driving Questions:
 - How to develop an innovation procurement project?
 - How can procurement of innovation work in practice?
- Three examples from Austria
 - Innobooster inLIFE („Light and Furniture“)
 - Busses at ÖBB Postbus
 - Lightning systems at ASFINAG
- Take aways...



Areas of Business



■ Procurement

about 250 000 products are ready to be bought by all government authorities

12 product-families – IT, office equipment or cleaning services

Consulting ■

Projects on particular order by customers („PibA“)

Consulting service in the fields of public procurement, procurement-organisation and in special product-ranges



■ E-Procurement-Applications

Designing and handling of electronic ordering-platforms („e-Shop“ and „e-Reisen“)

Innobooster inLIFE – Light & Furniture

■ Five Project Partners

- Coordinator: BBG – Federal Procurement Agency Austria
- Project consortium:



■ Two procurement projects

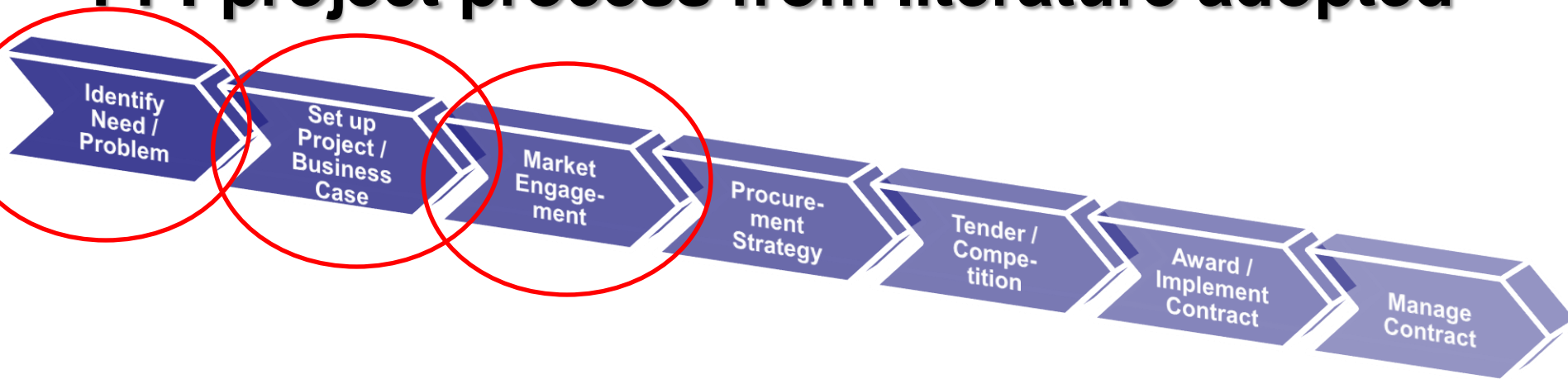
- Acoustic optimized, innovative office furniture of the future (BBG, BMF, Hansel)
- Innovative lightning systems (airport Linz, BBG, Hansel)

■ Goal: One EU-wide tender in German, English and Finnish for each procurement project

■ Collection and dissemination of learnings on pilot project

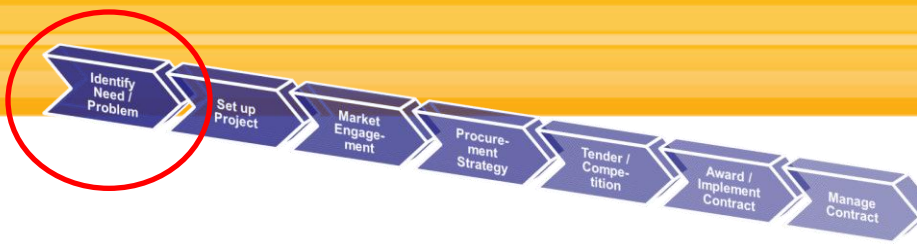
■ Project duration: 48 months – started on June 14, 2012

PPI-project process from literature adopted



■ First important points – so far:

- First step was a concrete need in public administration / problem of public sector
- Enable fast learning and flexibility in project set up
- Communicate your plan to the market / Supplier Involvement
- Scientific monitoring



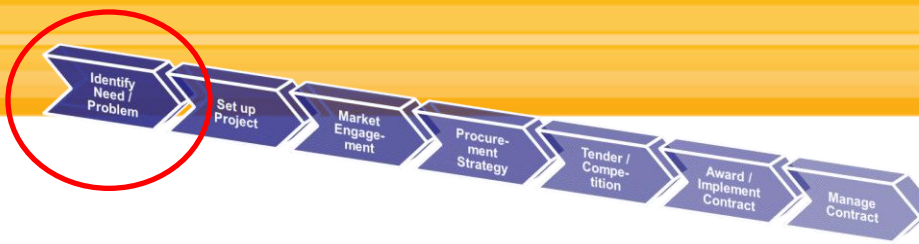
First approach: Brainstorming Workshop

Projektbewertung - Übersicht											
Projekte	Car-Sharing	Baumreifezeit Obst	Fußabdruck	Gesamth.	Gebäudeverwaltung	Gewächsh.	Nachhaltigkeit	Medizingruppen	Alten.	Stromgewinnung	ALL
Bewertungskategorien											
Gewinnwahrscheinlichkeit	7	12	9		12		11		7	9	12
Machbarkeit	14	11	13		10		9		10	9	9
Attraktivität	10	7	9		14		9		9	9	9
int. Partner	11	12	11		9		9		9	10	9
Aufwand für BBG	14	10	10		9		9		10	9	9
Summe	56	53	52		50		49		44	40	39
Reihenfolge	1	2	3		4		5		6	7	8

Results:

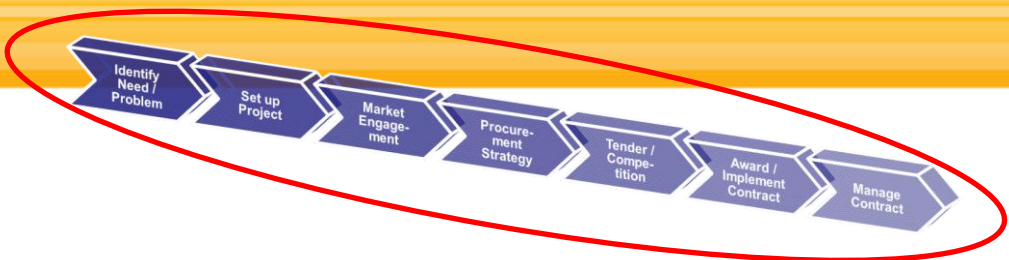
- **7 people** experienced in public procurement had
- **8 concrete project suggestions**
- **in two hours**
- **based on needs** and ranked according to attractiveness, feasibility, complexity, likelihood of implementation etc.
- **Additional 15 interesting project ideas** based on real needs

However - user perspective was missing...

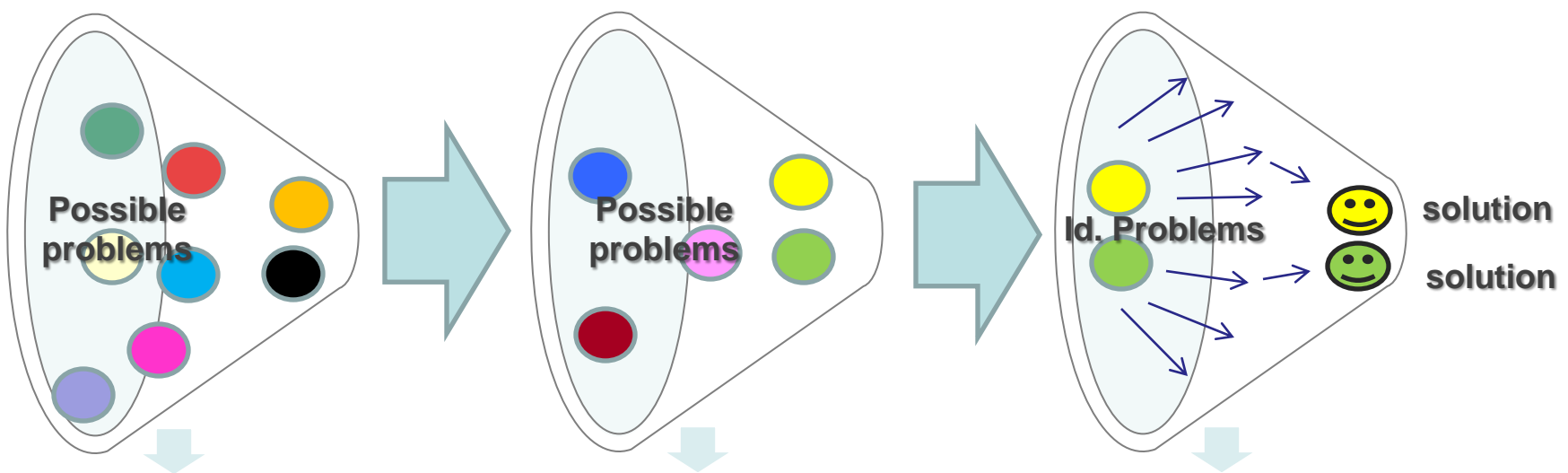


Use different sources for need / problem identification - early cross-functional dialogue





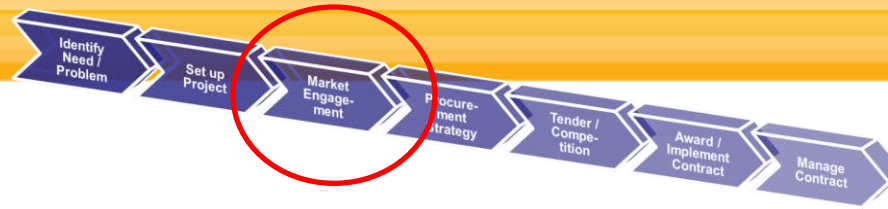
Innovation project management ≠ project management



1st approach based on **creativity**
8 ideas based on needs
2 were suggested
Buyer/User was not involved

2nd approach based on **flexibility & creativity**
Buyer/User was involved
5 other ideas
2 needs were used for project set up

Project needs **structure** in organization & **flexibility, creativity** in content
Several solutions for the two identified needs/problems should be considered



Market Analysis and Market Engagement

- Locating current good practice examples and market analysis (national, neighboring states as well as EU and international level) – *standard business*
- Communicate plan and project to the market / Supplier Involvement (*one of next steps*)
 - Broad information and invitation to collaborate
 - Organization of event and/or information newsletter
 - Integration of accompanying markets
e.g. architects, interior decorators, designer,...

PPI example | sector contracting authority

- ÖBB Postbus GmbH (bus company of Austrian Railways)
- Search for need: **bottom-up process** with seven regional manager
- Volume: „ÖBB is in a position of setting technological standards“
- Preparation of **functional tender** with strong **focus on teamwork**
- **Test track** and required interfaces where part of tender
- New technologies (at 2006, volume 1000 busses):
 - embedding integrated passenger system, fuel warranty and guaranteed life-cycle costs



Lightening systems | ASFINAG

ASFINAG plans, finances, maintains and tolls the entire Austrian motorway and expressway network.



Source: ASFINAG – presentation of Mr. Heinz-Christian Brünner at IÖB-Workshop
BBG-Messe (from 2012-03-24)

http://www.bbg.gv.at/fileadmin/daten/Downloads/nl_2012/1_PR%C3%84S%20%20%20I%C3%96B%20ASFINAG%20%20%20Ma%C3%9Fnahmenmix_2012.pdf

Focus on testing new solutions and R&D cooperation

- Strategic focus on R&D, testing and bringing it into operations
(target: „60 % of tests should be in operations within 1 year after project closure“)
- Pilot tunnel lighting A12
 - Check of manufacturer's instructions
- Pilot lights A23 roadworks “Hansson curve”
 - R & D project
 - Compare LED - conventional lighting
- Lighting A2 rest areas Wr. Neustadt and Steinfeld
 - Measuring devices for testing energy efficiency
 - Future standard on ASFINAG rest areas
- Further tests in two short tunnels and Pilot Project A14 „Pfändertunnel“

First findings of LED test positions

- Energy Saving & CO2 reduction meets environmental responsibility and purposeful sustainability strategy of ASFINAG
- White Light improves road safety for customers through excellent color reproduction, consistency, freedom from glare and improved awareness of conditions
- LED lights are the most ecologically friendly light sources in terms of luring insects.
 - In conventional lighting technologies almost 50% of the emitted light is radiated up and/or to the sides
 - Due to the precise light control, light pollution is drastically reduced with LED lighting

Take aways...

- ✓ **Strategic focus, commitment of management and project team members** support PPI projects
- ✓ **Adopt PPI-project** process to your requirement
- ✓ **Use different sources for need** / problem identification
e.g. early cross-functional dialogue, bottom up approach,...
- ✓ **Enable Supplier Involvement:** *Communicate your plan to the market and take a look at accompanying markets*
- ✓ **Permit uncertainties** within the project team & take sufficient time (innovation project management ≠ project management)
- ✓ **Small can be beautiful** – focus on testing can be a first step
- ✓ Give it a **try** and **share your experiences...** 😊

Open Questions & Contact Details



Stefan Wurm

Project Leader

Innovation and Sustainable Procurement,
Project co-ordinator “Innobooster inLIFE”

Tel.: +43 1 245 70-360

Email: stefan.wurm@bbg.gv.at

