



Gemeente Utrecht



The power of procurement

relating sourcing, compliancy, policy in purchasing

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Key figures purchasing by City of Utrecht



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€ 1.25 billion total budget City of Utrecht

€ 0.6 billion in purchasing budget

7,000 suppliers



Mission of the current municipality: Green, open and social

Mission of procurement department

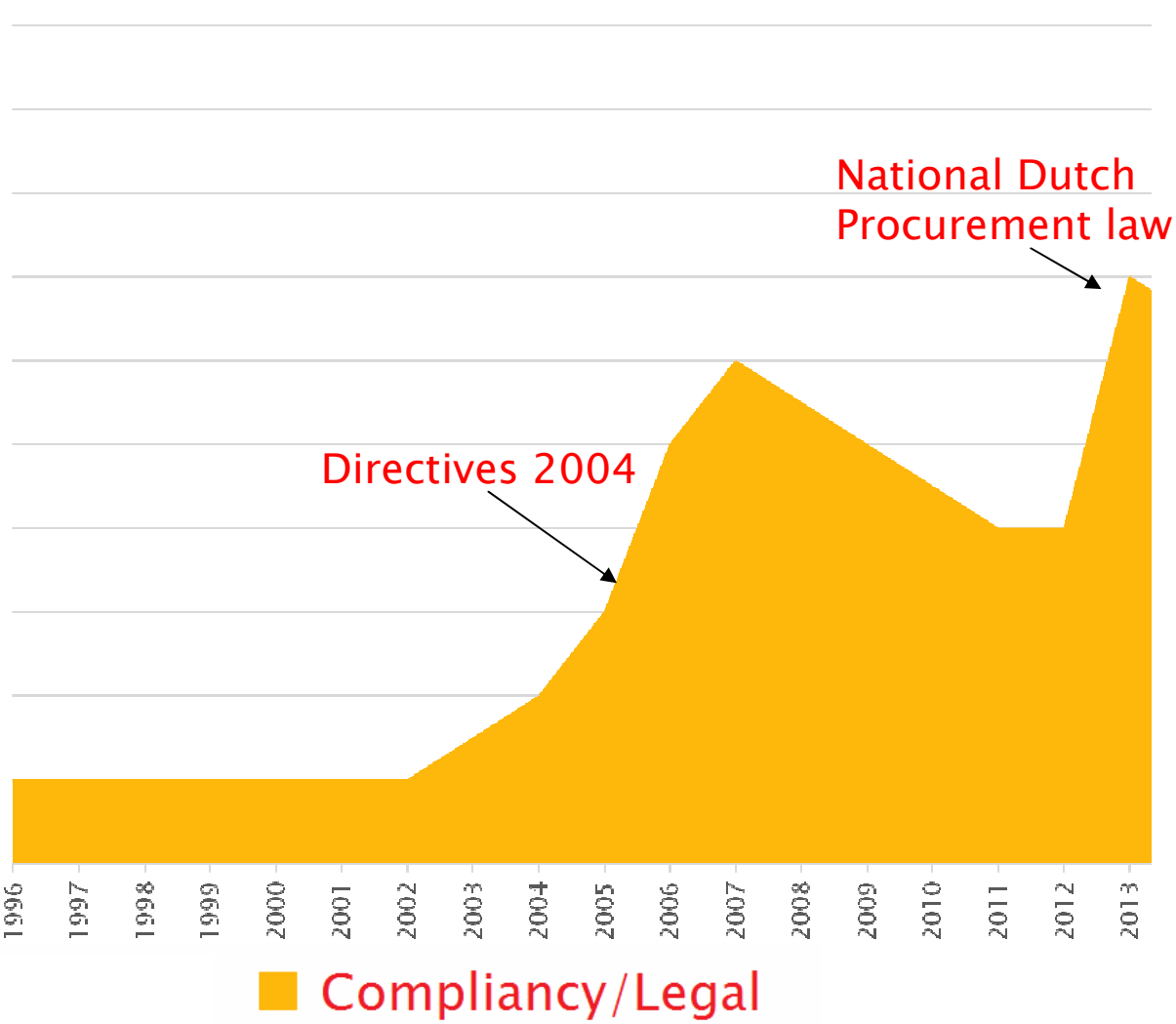
- Smart strategic sourcing
- Compliancy
- Society-friendly purchasing



Focus development public purchasing



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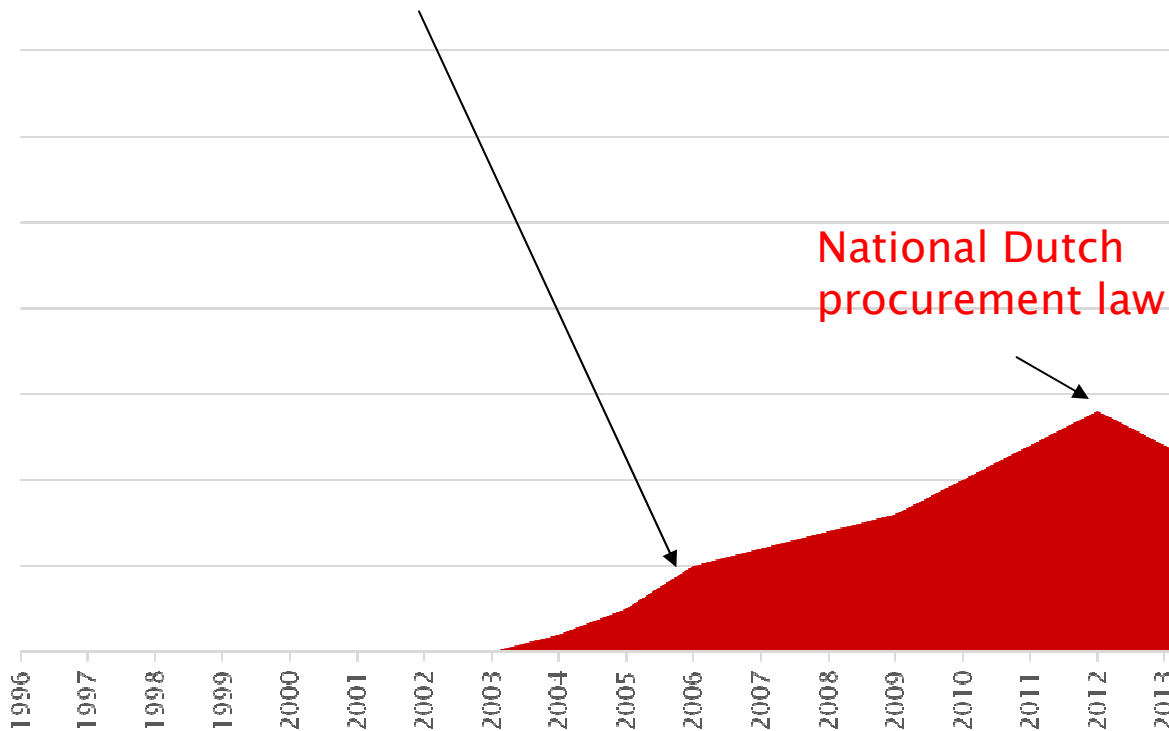
Focus development public purchasing



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National initiatives

Green, social, economic



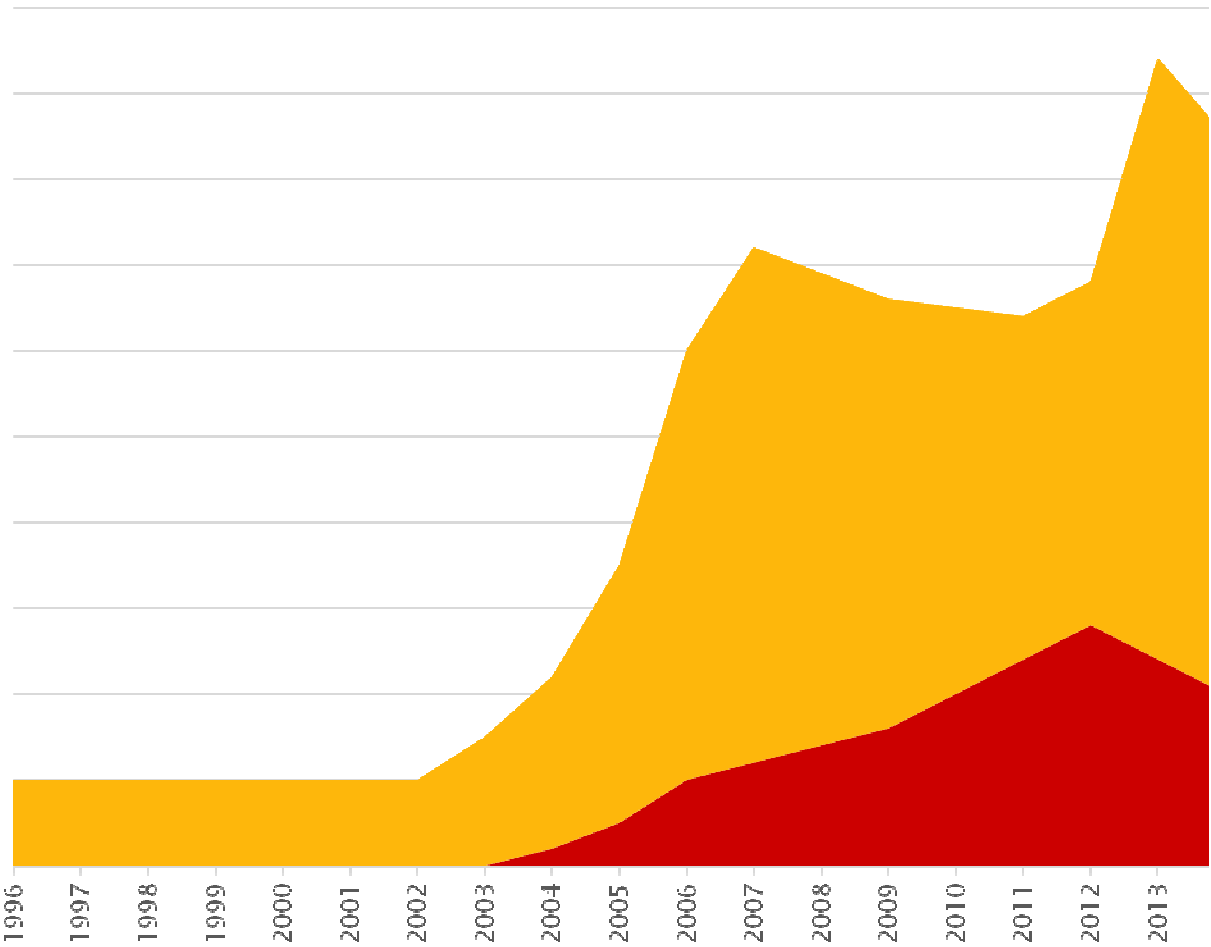
■ Policy aspects



Focus development public purchasing



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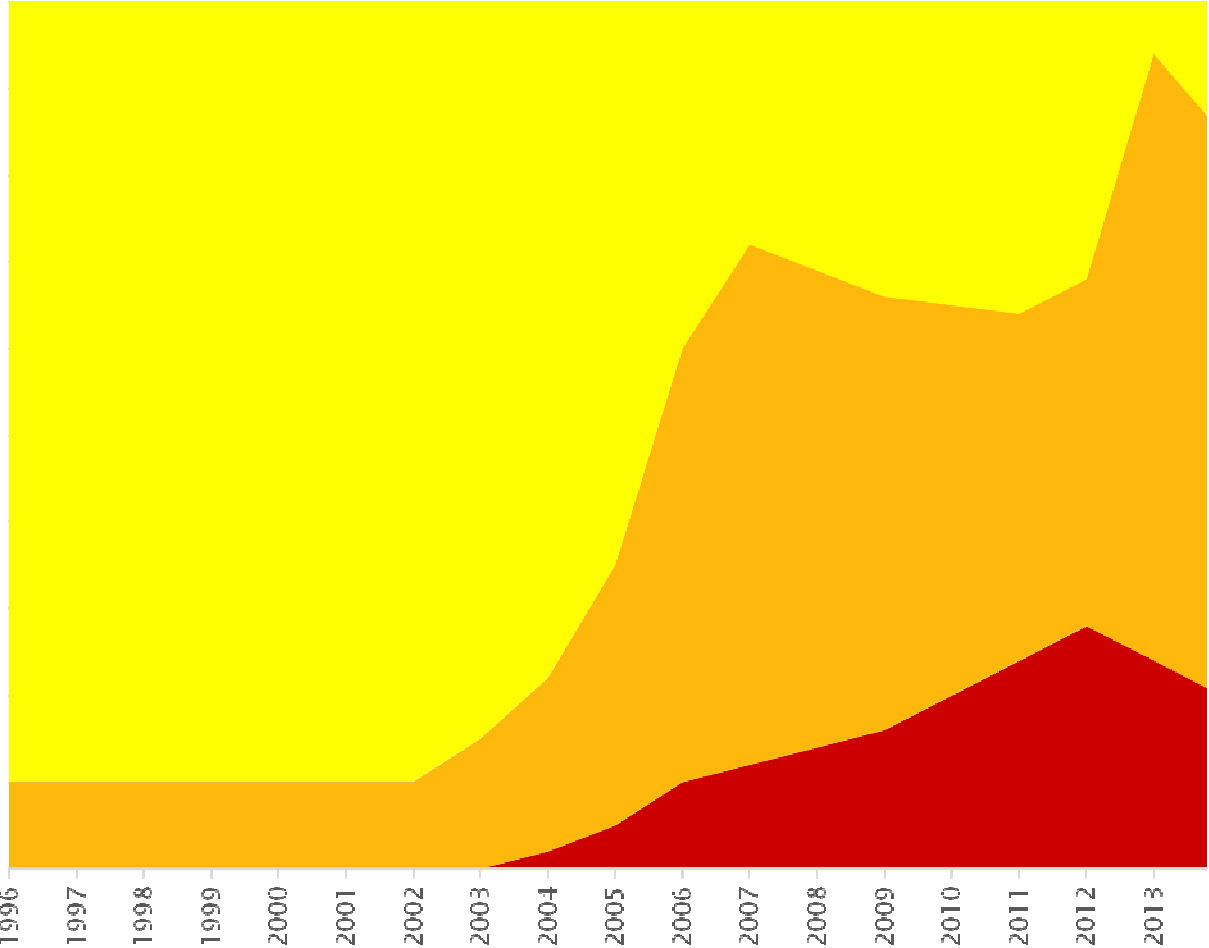
■ Policy aspects ■ Compliancy/Legal



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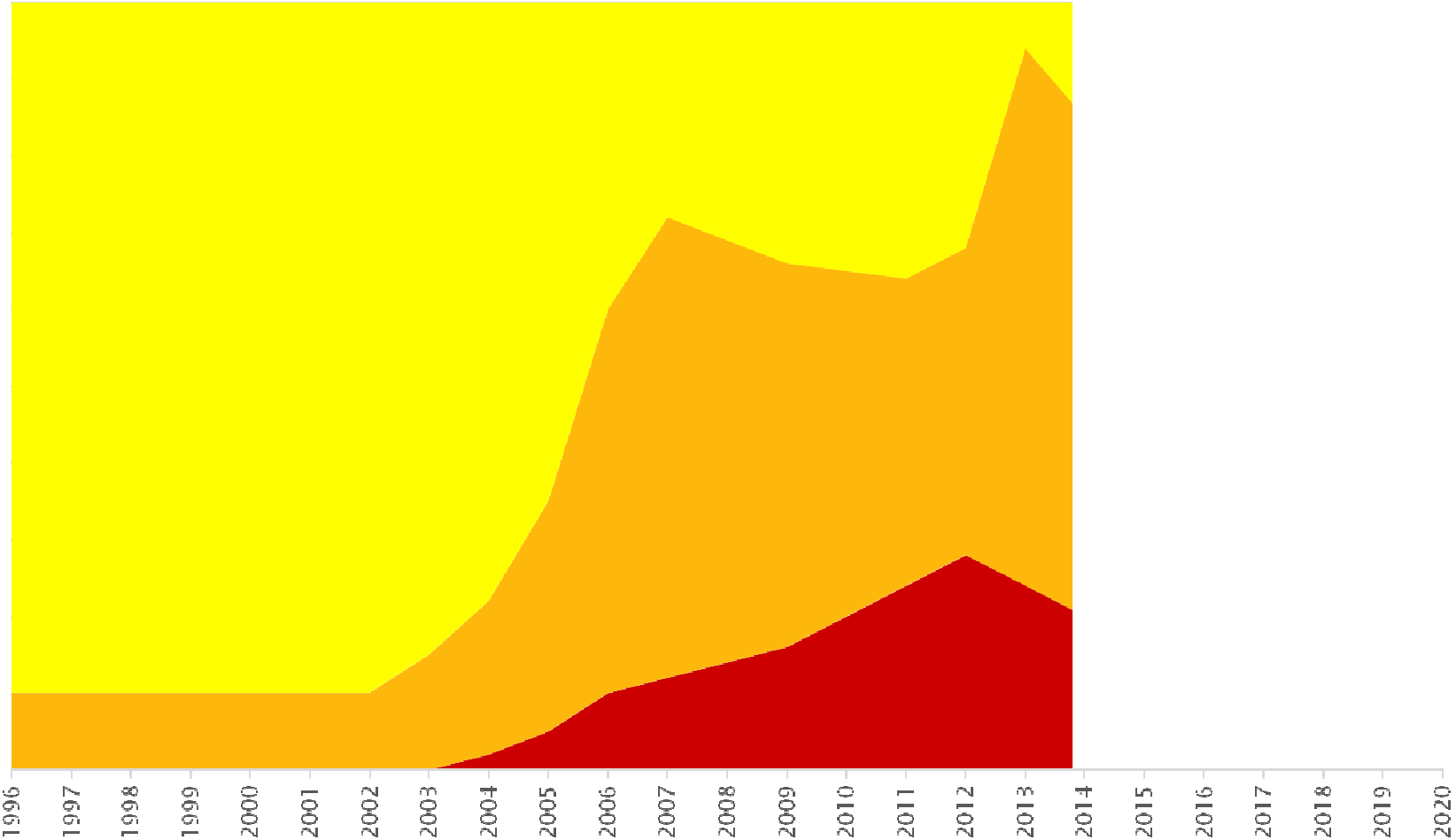
■ Policy aspects ■ Compliancy/Legal ■ Smart purchasing (economical)



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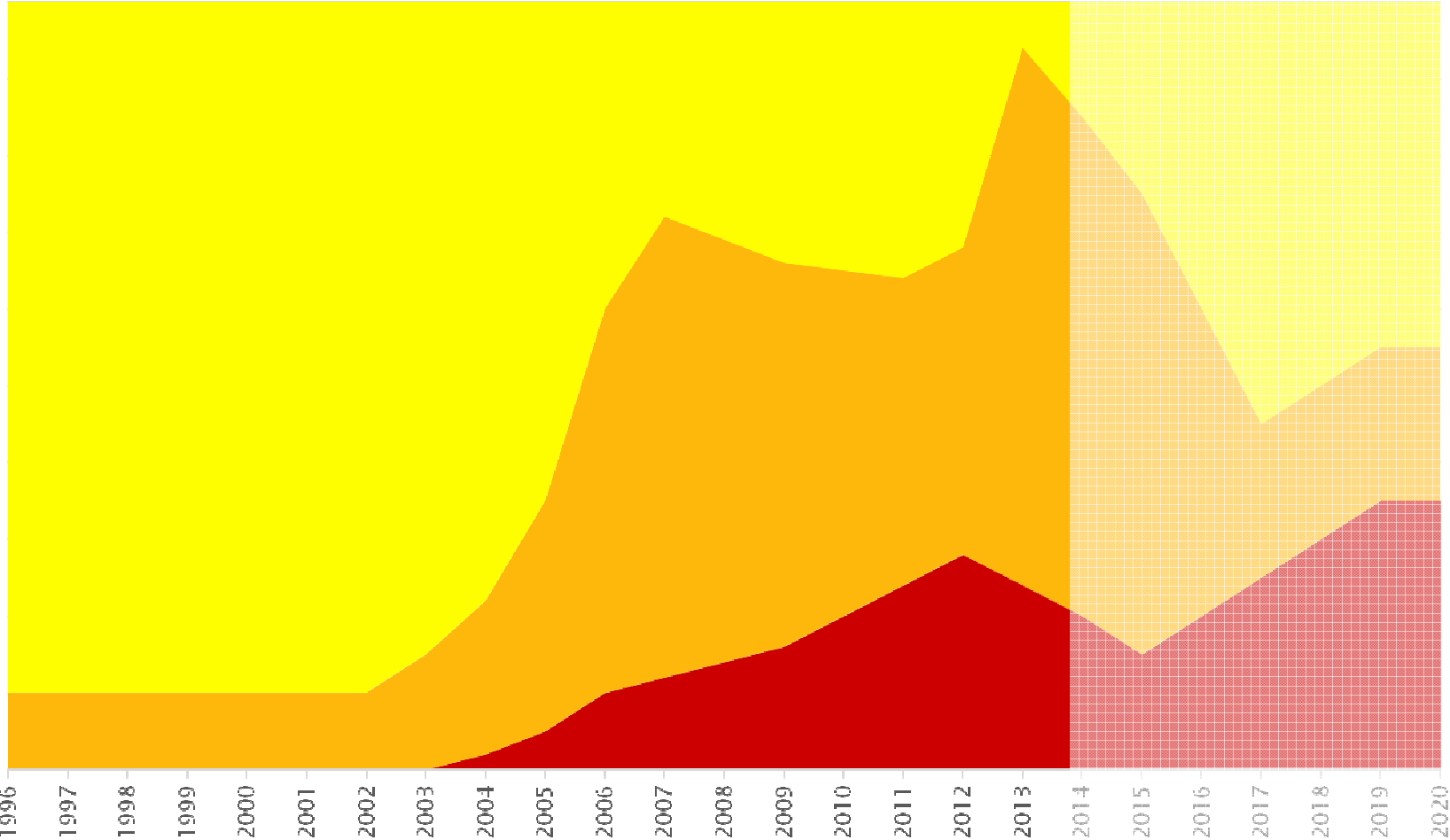
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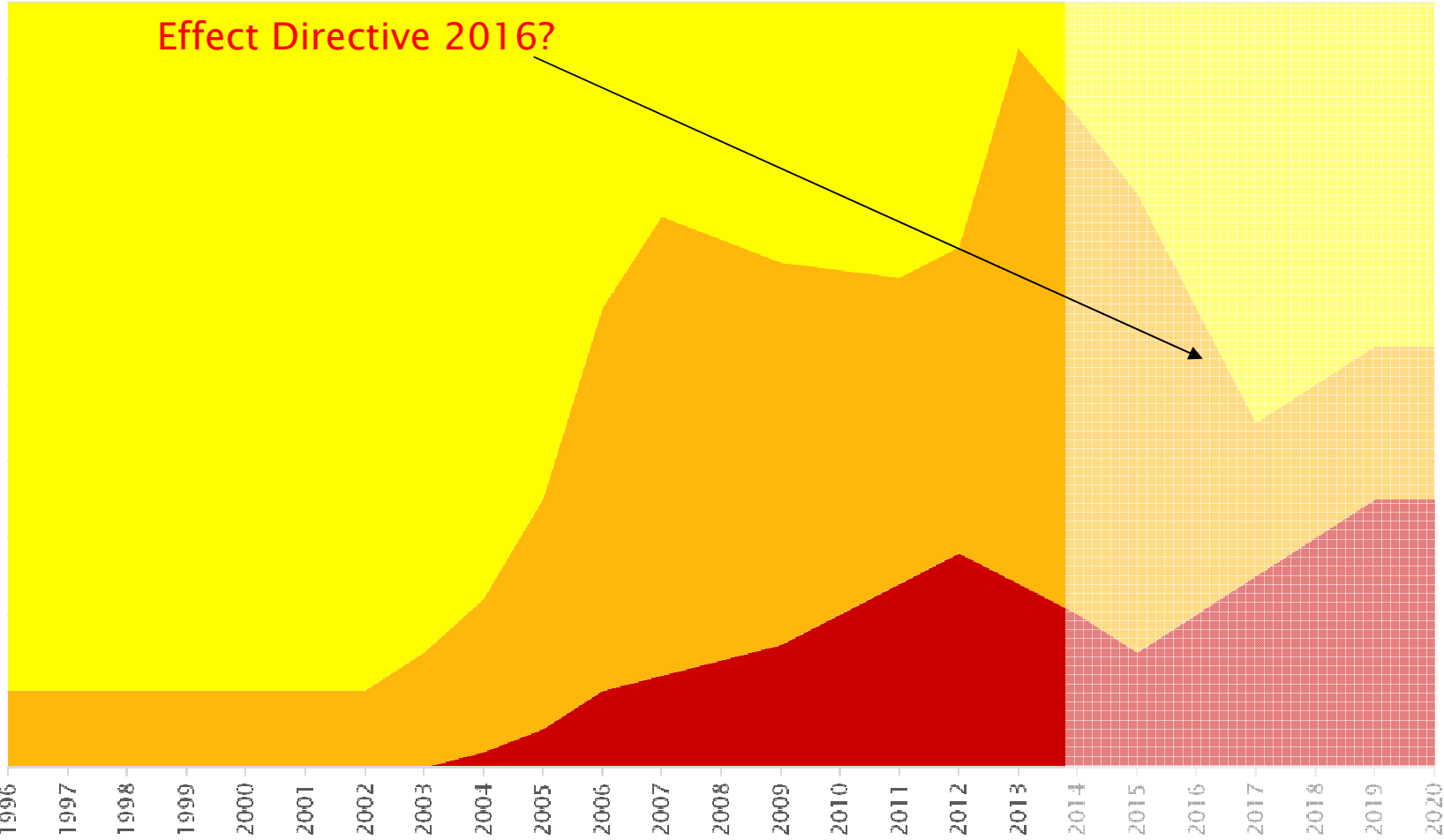
■ Policy aspects ■ Compliancy/Legal ■ Smart purchasing (economical)



Focus development public purchasing



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■ Policy aspects ■ Compliancy/Legal ■ Smart purchasing (economical)



Preamble Directive 2014/.../EU



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as adopted by EU parliament of 15 January 2014

(2) Public procurement plays a key role in the Europe 2020 strategy (...) as one of the market-based instruments to be used to achieve smart, sustainable and inclusive growth while ensuring the most efficient use of public funds

(...)

(47) Research and innovation, including eco-innovation and social innovation, are among the main drivers of future growth and have been put at the centre of the Europe 2020 strategy for smart, sustainable and inclusive growth. Public authorities should make the best strategic use of public procurement to spur innovation. Buying innovative products, works and services plays a key role in improving the efficiency and quality of public services while addressing major societal challenges. It contributes to achieving best value for public money as well as wider economic, environmental and societal benefits in terms of generating new ideas, translating them into innovative products and services and thus promoting sustainable economic growth.

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How to.....?

- From market-average sourcing to game changing with state-of-the-art suppliers
- In balance with legal framework and principle of non-discrimination (exciting for legal department)
- Boardroom and business alignment
- In contact with the (associations of) suppliers
- Category management: strategic sourcing plans to maximize chances for the purchasing mission
- Is the legal framework restrictive?



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Theorem

- There is enough room in the legal framework for integration of economic, social and environmental policies in public purchasing as long as public purchasers have the courage to be strategic and creative, and are supported well by the organisation.