

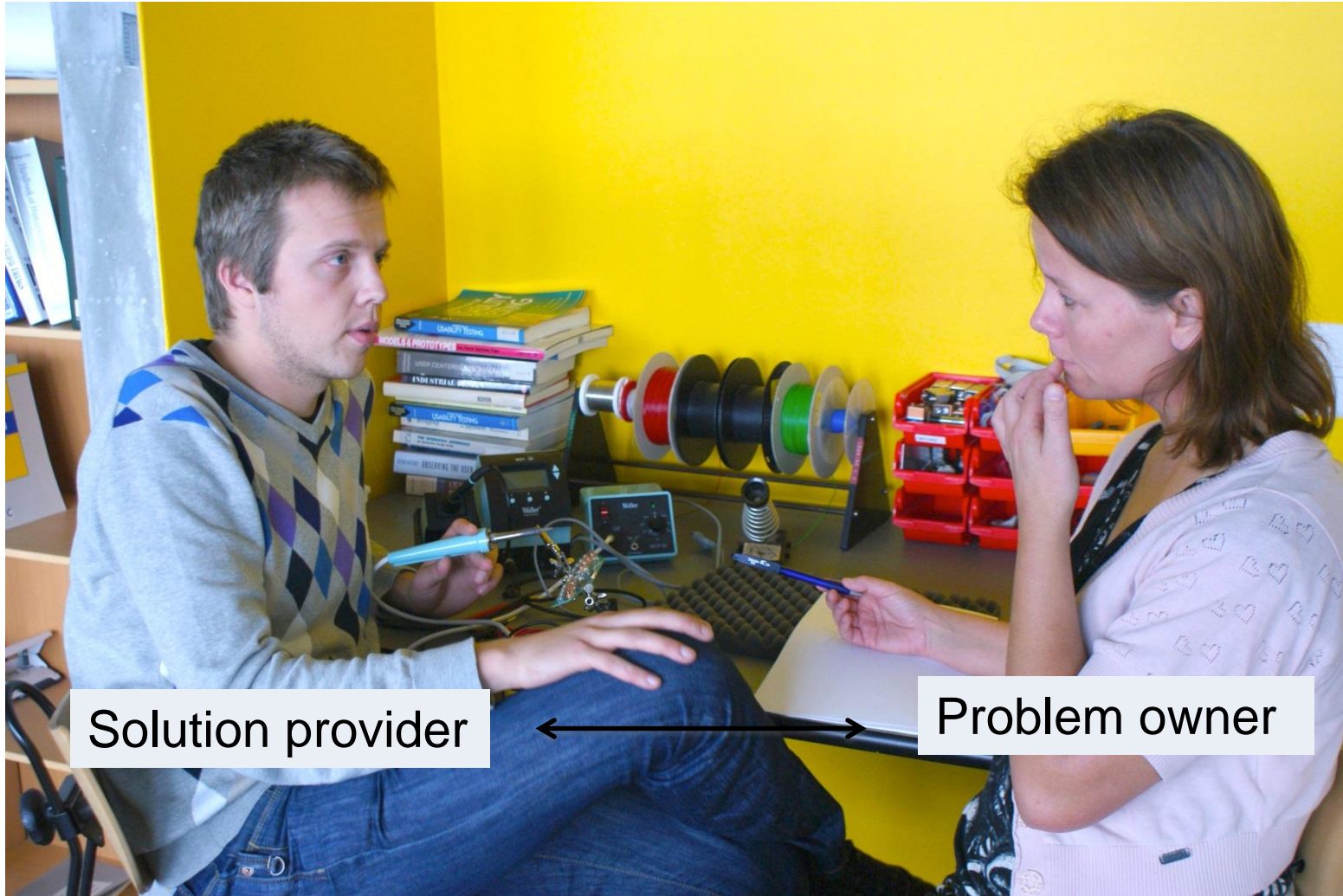
Innovationsupphandling – varför fungerar det ibland men ofta inte?

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Antag att du är en offentlig upphandlare...





Solution provider

Problem owner

Public Procurement of Innovation (PPI)

Purchasing activities carried out by a public agency that lead to innovation

Satisfies a social need not previously satisfied by the market

Supplier needs to conduct Research and Development in order to deliver

PPI → Private sector R&D → Competitive advantage → Growth

PPI → More efficient public services → Saving public resources → ...

Firm growth → More tax-money → Increased public purchasing power →

Increasingly important: The qualitative dimension: social/
sustainable innovation

(Som vi i var tid måste anpassa oss till)

Linjära innovationsmodellen/ Science push

Demand pull/ teknikupphandlingar

Neo-liberalism

Innovationssystem/ Interaktivt lärande

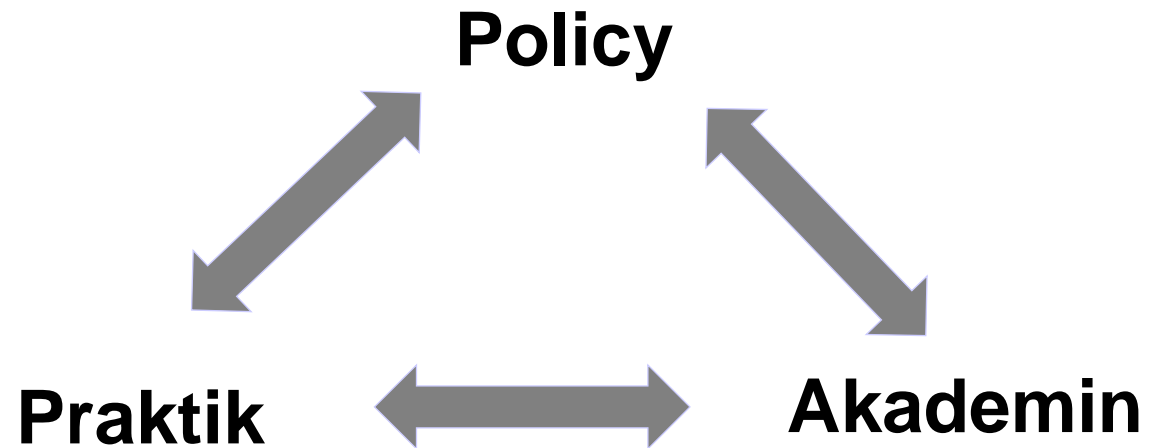
The demand side – offentlig upphandling av innovation

(Old?) Perceptions of the Procurement Rules

- “tension between the EU procurement rules and the need to accommodate informal co-operation in the form of user/producer interaction related to technical change” (Edquist et al, 2000, p. 308)
- Other have warned that “[t]he consequence of rigid procurement rules may be that procurement processes give rise to solutions that are price competitive, but do not spur innovation and the dynamic development for firms and society as a whole” (Nyholm et al., 2001, p. 264).
- “Hopeless”
- “Without going into any details, it is evident that the EU procurement rules inhibit such collaboration and interaction for innovation.” (Edquist, Zabala, Timmermans, 2010, p. 27)

- ... **Conclusion: Don't even think about trying to procure innovation! ☹**

Mode 2
interaktion



Forskningsparadigm

Interaktion



”Corner office”-forskning

Forskningsstrategi

Studera utfall, inte lagtext = case studies

	Maritime Radio Case	Silver-coated catheter	Wood-chip case	Bio-fuel case	Patient Briefcase	eAmbulance case	Public safety radio net	Passive houses
Expertise on public procurement	Y		(Y)	Y		Y	Y	Y
Technical Competence	Y	Y		Y	Y	Y	Y	Y
Management skills	Y			Y		Y	(Y)	Y
Allocation of resources	Y	(Y)		Y		Y		Y
Political Support	Y	Y	Y	Y		Y	Y	Y
Risk Management	Y			Y				Y
Commitment from institutional actors	(Y)			Y		Y		Y
Institutional match	Y			Y		Y		Y
Technology Champions	Y		(Y)	Y	Y	Y		Y
Method development and learning	Y			(Y)	Y			Y
Choosing universally best offer	Y	Y		Y	Y	Y	Y	Y
Innovation friendly environment	Y			Y	Y	Y		Y

Lite teori som förklaring...

“the rules of the game in a society... that shape interaction” (North, 1990, p. 3).

“the sets of habits, routines, rules, norms and laws, which regulate the relations between people and shape human interaction” (Johnson, 1992, p. 26).

“systems of established and prevalent social rules that structure social interactions” (Hodgson, 2006, p. 2).

→ “effectually collectively agreed on ex ante structures...” that affect innovation” (Rolfstam, 2012)

→ Institutional range (Jepperson, 1991)



TV Energy → Sustainable energy
BRP → Energy on time
The Political Leadership → "Beacon for green energy"
Suppliers → Guaranteed market
The Council Procurers → Comply with the rules
TV Energy → Strict specification on sustainable technology
Funding Schemes → Required sustainable technologies
BRP → Time restrictions for commercial reasons
The Council Procurers → Time for developing tender call
The Political Leadership → Inexperienced as procurer
Renaissance project → Diffusion of knowledge
Suppliers → Deliver and operate energy centre for commercial reasons



Institutionella nivåer

Global: WTO, FN
 EU: Direktiv, PCP, Program
 Land: Inköpslag, Policy
 Upphandlande myndigheter
 Lokal praxis



Rolfstam, M. 2013. Public Procurement of Innovation: The Role of Institutions

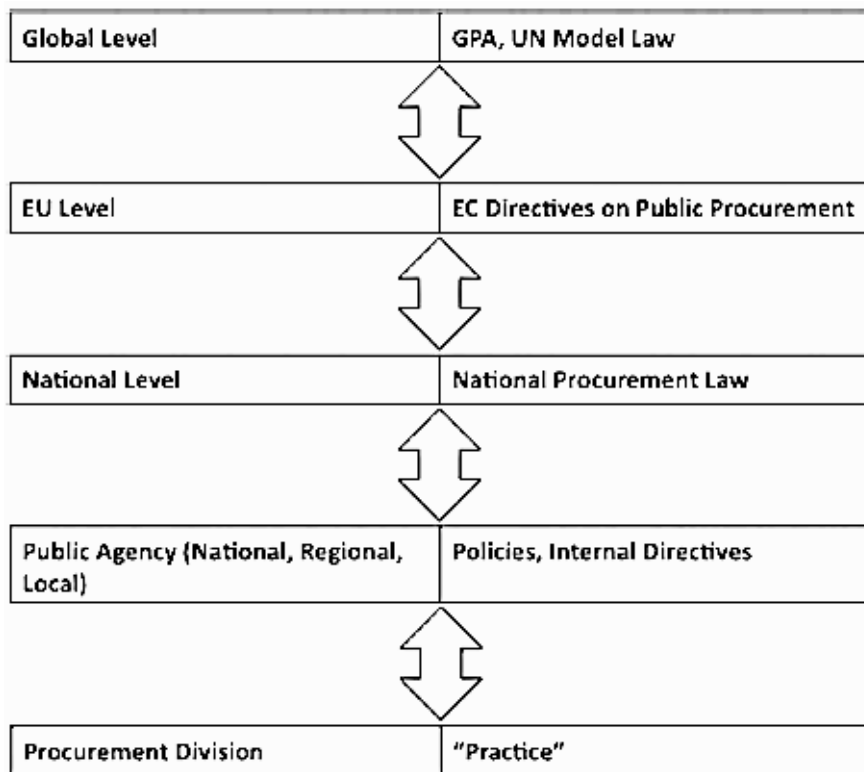
Endogena och Exogena institutioner

	Long term	Fixed term
Exogenous	Law, Mission of public agencies	Public policies, programmes
Endogenous	Organisational choices regarding modes of coordination	Contract

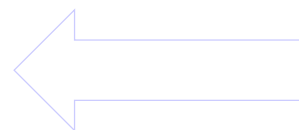
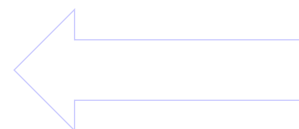
Institutioner som Rationaliteter

An Organization or endogenous context fulfills its purposes under scarce resources. This means that actions carried out by an organization are purposefully selected (Vanberg 1997).

This also implies that organizations must contain some kind of “procedure for determining the action to be taken” (Nelson and Winter 1982, p. 57), or, in the terminology used here, rationality. This rationality will affect the conditions for learning (Argyris 1992/1994) and the creation of organization-specific routines (Nelson and Winter 1982).



Kan man lösa problem på en institutionell nivå, genom att göra förändring på en annan?





Regler, Domare, Taktik, Val,...
Vad gör lag som förlorar en
innebandymatch?

Photo: Ronnie K.
Davidsen

För den som vill delta i forskningsprojekt om collaborative procurement:

<https://www.surveygizmo.com/s3/3333599/IRSPP->

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