Have you ever experienced the need for a solution to your problems – but nothing on the market is a perfect fit?
Need based

What hurts?

Winter maintenance is costly and requires extensive planning.

Garbage cans in apartment buildings are emptied half full.

80% of the buildings in 2050 already exist today, how do we optimize energy?

This must be possible to solve smarter!
Compliance & Challenges

Work outside the box vs maximize within the limits of the box
Procure partnership to jointly develop the solution.

Procure market ready product/service

Develop solution on our own
Municipality

- Solution to a problem
- Tested in own environment
- Efficiency improvement
- New future possibilities

Entrepreneur

- Test bed
- Access to domain expertise
- First customer reference
- Secured commercialization
Procuring for Innovation

1. **Assessment**
   - Identify
   - Evaluate
   - Select

2. **Procurement**
   - Invitation
   - Evaluation
   - Dialog
   - Selection
   - Contract

3. **Development**
   - Development
   - Contract review
What we learned

- Secure enough time for the procurement process
- You’re procuring a partnership – not a product
- Focus on needs and effect – not requirements
- Limit the scope during the process – but make sure that you’re innovative!
- Don’t forget to include future maintenance and final contracting already in initial agreement
- The result will be a ready solution
Advice for the Public Management

1. Secure the innovation height
2. Bring in the right resources
3. Innovation is not linear
4. Top management sponsorship – prioritizing and allocation of proper resources
Advice for the Project organization

1. Identify the **best channels** to reach your future partners
2. **Dedicated Need-owner** – allocation, commitment and mindset
3. **Mind the gap** – activate Change Management from the start
Advice for the collaboration

- **Trust** between Need-owner and innovator is essential in a partnership.

- Keep an eye on what is feasible within the **timeframe**.

- How **innovation ready** are you, and how **mature** is the innovators organization?
Words from the Need-owners

“The result was more than measurable numbers…”
Andréa Swedenborg
Project Manager & Business Developer

Innovation | Digitalization | Management | Sustainability

More about the project: Diaccess - Växjö kommun (vaxjo.se)