

# DECISION-MAKING OF PROCUREMENT PROCESS

Well defined Open Innovation Challenge exists in the public sector

Uncertainty to close the Research & Development gap:

Low or High?

LOW

HIGH

Complexity in terms of organisation and technical requirements:

Low or High?

HIGH

Does the public buyer have a precise understanding of what is to be procured?

Yes or No?

Is there already a solution available at the market?

Yes or No?

LOW

YES

NO

YES

NO

Open/Restricted Procedures with Functional Specification

Competitive Dialogue / Competitive Procedure with Negotiation

Does the public buyer need a commercial innovation or Research & Development?

Yes or No?

Typically use standard open / restricted procedures

Typically use existing Framework (if legally permissible)

Competitive dialogue describes the projects needs in a descriptive document or contract notice, sets the minimum requirements for candidates and defines the contract award criteria based on Best Prices Quality Ratio.

YES

NO

Pre-Commercial Procurement

Innovation Partnership Procedure

A research / Pre-Commercial Procurement phase is needed to further ascertain whether the challenge/need can be met or partly developed.

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**PROCEDIN**

Building Procurement Capability for Embedding and Driving Innovation

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