



Simon Bradshaw

GREENOGREENOV Clustering SMEs for Renovation Jobs

16th March 2011

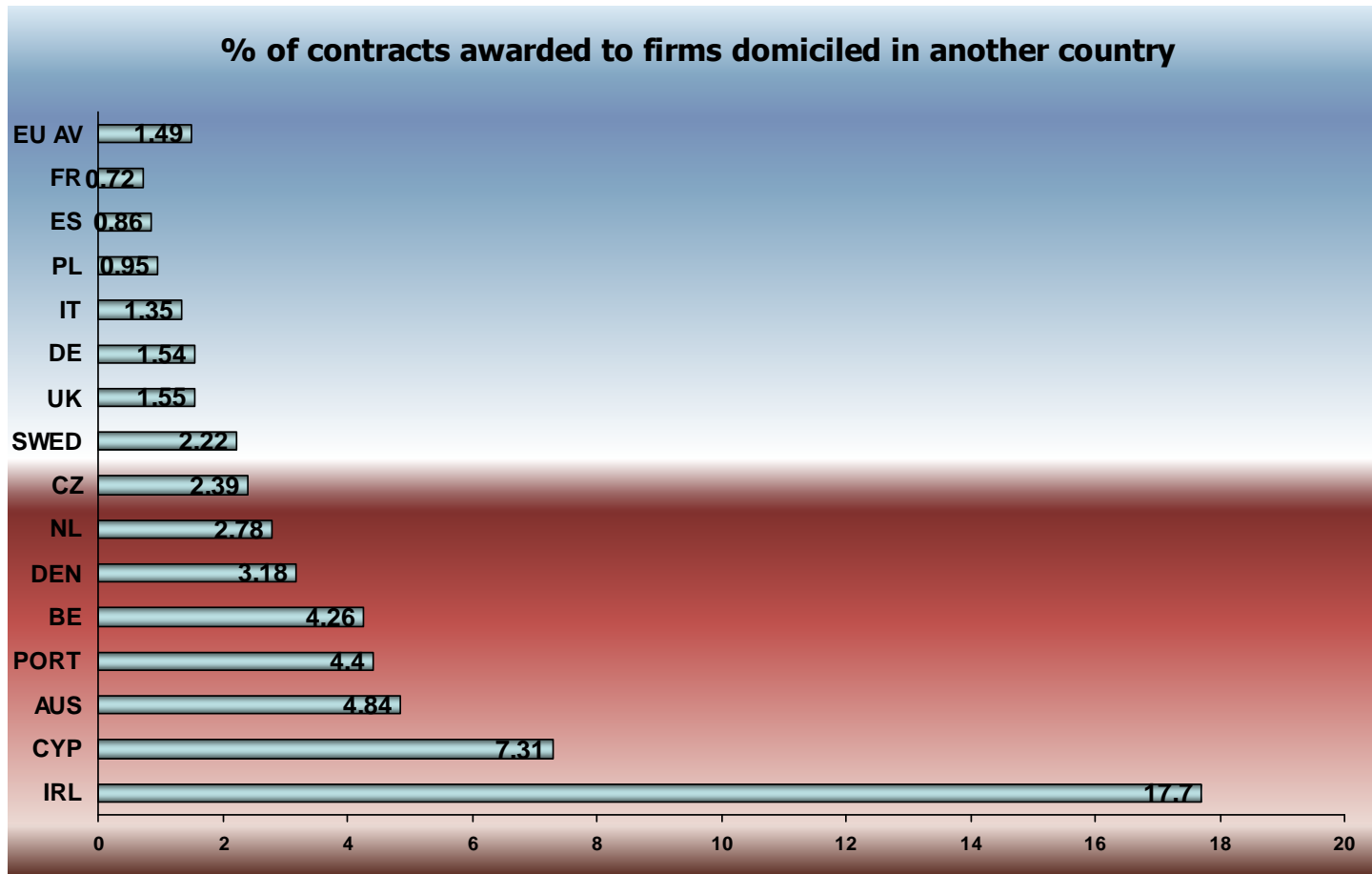
Innovation
Ireland

A white, hand-drawn scribble consisting of many overlapping, chaotic lines, resembling a tangled web or a complex network diagram. It is positioned to the right of the text "Innovation Ireland" and appears to be connected to the end of the underline under "Innovation".

Public Procurement – Utilising Innovation from the Public Sector

- Openness of National Procurement Markets
- Opportunities and Issues in Public Sector
- Capital Investment Programme 2010-2016
- Government Focus on Procurement Reform
- What Enterprise Ireland can do for Contracting Authorities
- Irish Contracting Authorities
- Leveraging National Assets
- Case Studies

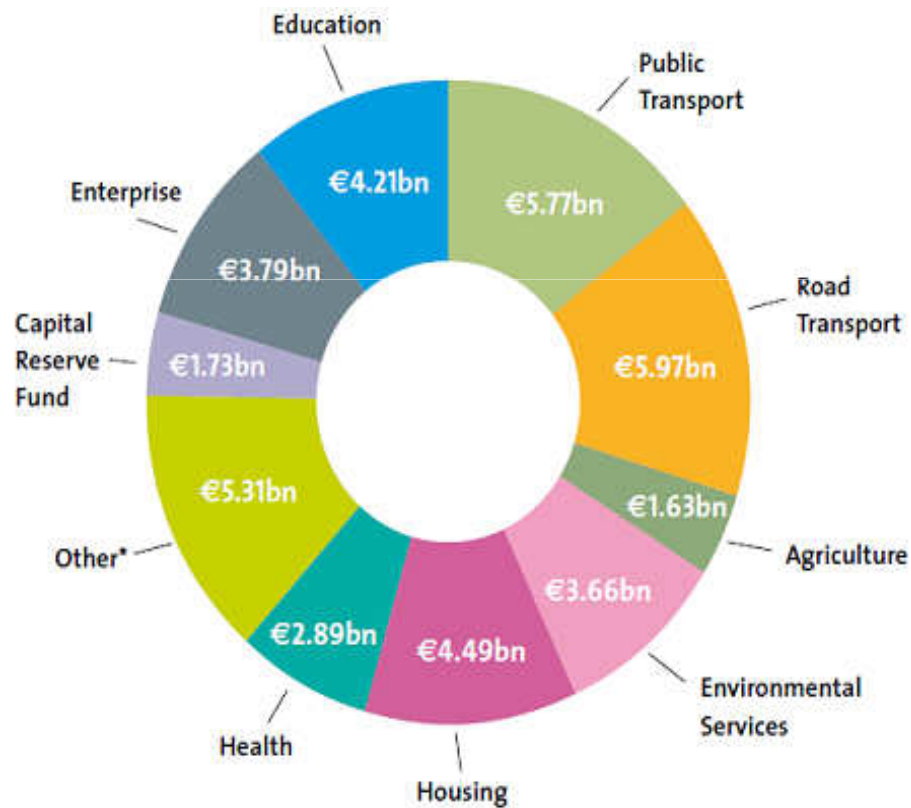
Openness of National Procurement Markets



Opportunities and Issues in Public Sector

- Public procurement accounts for €14bn expenditure annually equating to 11.5% of GNP
- Clients find it difficult to identify and connect early to emerging opportunities in Ireland
- Reference sites in Ireland are of key importance as clients seek to participate in public sector contracts in overseas markets.
- Governments are concerned by the levels of participation/success by indigenous SME.
- Contracting authorities are becoming more aware of the wider economic impact of their procurement spend and the role SME can play in the value chain
- Green Public Procurement is emerging as a key driver for change

Capital Investment Programme 2010-2016



Sector Focus

- Software and Services
e-Government
Business process
- CleanTech
Water & wastewater treatment
Renewable energy
- Health
Connected Health
Medical Devices
- Construction
Education
Health
- Transport
Public Transport
Transport Management

Government Focus on Procurement Reform

- Procurement Innovation Group
- 10 Step Guide to Buying Innovation
- National Procurement Service
- Innovation Task Force
- Green Public Procurement
- EI Public Procurement Team

Opportunities for SME Engagement

- The development of an Organisation Charter for SME engagement on procurement
- The appointment of an Executive Champion to drive on connection between procurement and wider economic impact
- Memorandum of Understanding programme for SME Engagement
- Development and implementation of Innovative Procurement Plans
- The use of Pre-commercial Procurement for proactive engagement of SME
- Provide access to key suppliers for better supply chain value add

What Enterprise Ireland can do for Contracting Authorities

- Access to innovative SME & solutions
- Early connection to emerging innovations
- Develop collaborative groups & clusters
- Connecting to third level
- Experience in major R&D and EU funding programmes
- Connecting to like minded organisations & centres of excellence overseas

Irish Contracting Authorities

- HSE – Connected Health
- ESB - Ecars
- Local Authorities – River Basin Management
- OPW/Justice – Police Station of 2017
- DAA – Passenger Transit enhancement
- Dep Education – Schools for the Future

Leveraging National Assets

- Dublin Airport T2
- Aviva Stadium
- Luas
- National Convention Centre
- Motorway network
- Grand Canal Theatre

Case Studies



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Innovation Through Public Procurement

Thank you for your time