



Programme for Effective Public Procurement

ProcurFinland





How did it begin?

ProcurFinland

2019-2023

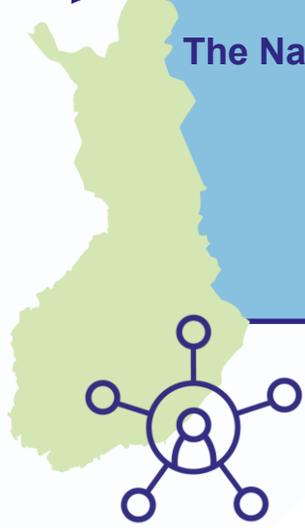


ProcurFinland Programme
September 2019



The National Public Procurement Strategy
was drafted in broad cooperation

- Working group
- Management forum
- Regional tour
- Online brainstorming sessions
- Open strategy workshops



Situation review
of current situation and development needs
April 2020

Draft of the strategy
June 2020
Public hearing

Strategy launch
The Implementation plan
The impact framework
September 2020

Thematic groups
Implementation of the concrete measures





National Public Procurement Strategy 2020

- Implementation Plan
- Impact Framework ([Tutkihallintoa.fi](https://www.tutkihallintoa.fi))



EIGHT COMMON GOALS AND 25 OBJECTIVES

STRATEGIC LEADERSHIP

We will lead procurement as a strategic function and make the most of the potential to achieve our objectives.



COMPETENCE

We will ensure professional competence and continuously develop our skills.



KNOWLEDGE MANAGEMENT AND IMPACT

Finland will be visionary in knowledge management and in developing the impact of public procurement.



WELL-FUNCTIONING PROCUREMENT

We will achieve well-functioning and high-quality procurement in close cooperation with the market and end-users.



INNOVATIONS

We will use innovations to resolve challenges and have an agile mindset.



ECONOMIC SUSTAINABILITY

We will use public procurement to promote fiscal sustainability responsibly.



SOCIAL SUSTAINABILITY

We will use public procurement to enhance corporate social responsibility in cooperation with the public administration and the private and third sectors.



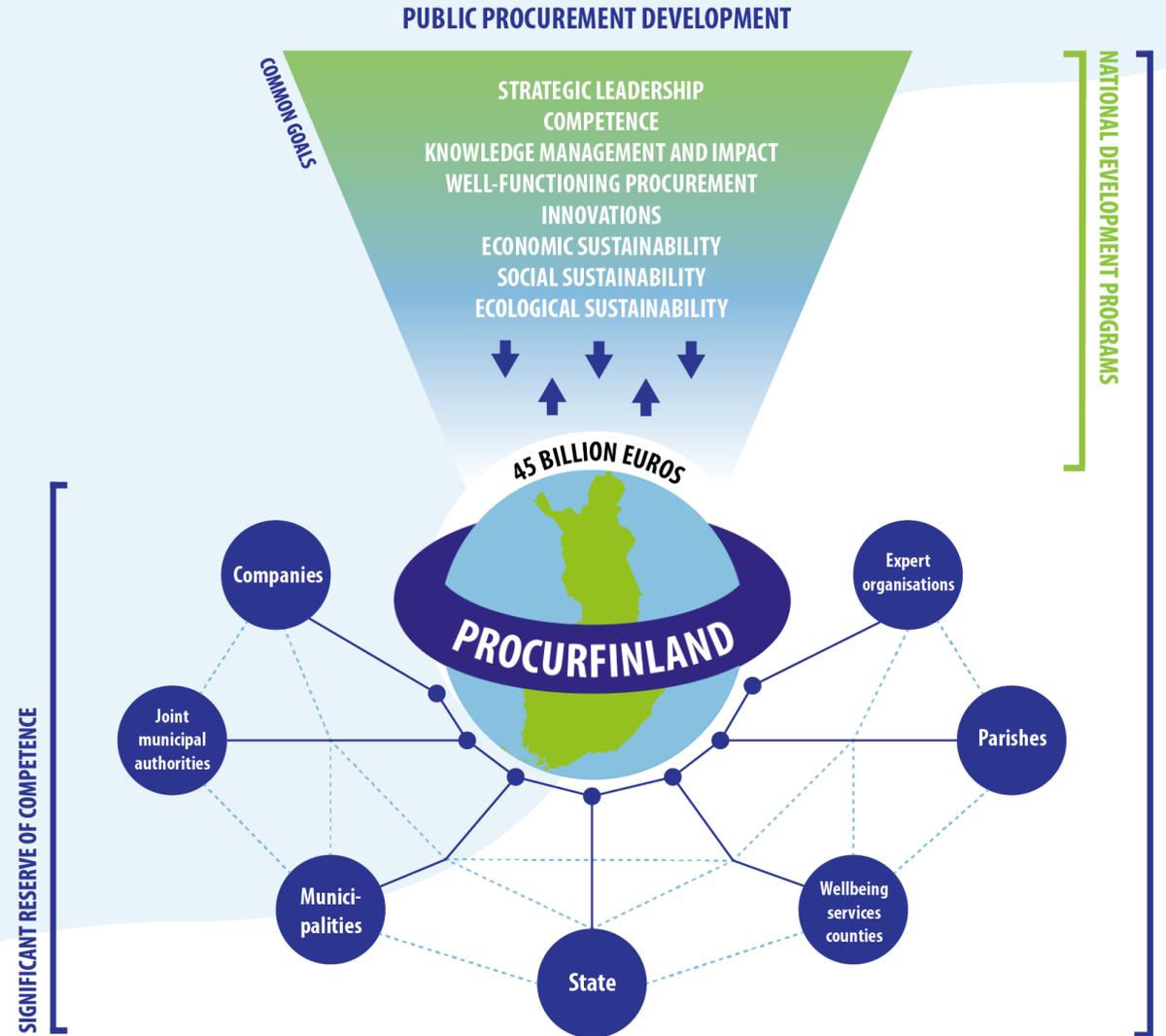
ECOLOGICAL SUSTAINABILITY

Finland will be a forerunner of ecological public procurement.



Impact through cooperation

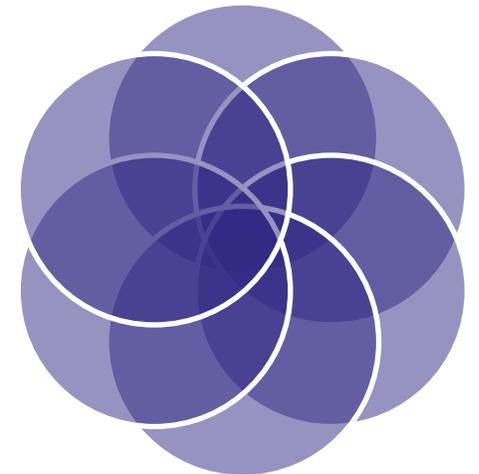
- Developing public procurement is part of ProcurFinland – and vice versa
- The core of development takes place in thematic groups and networks that are open to all
- The results of the development work are openly available to everyone
- **For more information, please visit the programme website at hankintasuomi.fi**



The Idea Behind the Thematic Groups



- The work in the thematic groups were *led by two chairs* (one from the state and one from the municipalities)
- Thematic groups bring people to work together sharing information, bringing valuable information from *the real life to the strategy work*, developing competence and contacts for the members of the group, and offering opportunities to make a difference.
- Thematic groups work as a *testbed* to ensure the measures offer the exact support the contracting entities need. The experts in the group recognize the synergies and possible overlapping with existing measures. The planned measures, set out in the strategy, have been honed into more detailed implementation plans by thematic groups.
- The thematic groups are contributing to *the efficient implementation of the strategy*.
- *An open invitation* to participate in the thematic groups for all stakeholders, including contracting entities, tenderers, and expert organizations.



Impact Framework for National Public Procurement Strategy



- Why impact indicators? **To make visible the long-term systemic change** the strategy aims for, and help to evaluate & monitor systematically outcomes and impacts of the strategy
- **27 indicators in eight indicator baskets** in line with the common goals were prepared in close collaboration with stakeholders and the core team steering the strategy process
- Indicator related **data** to be collected **from many different sources**. This will ensure overview and continuous monitoring of short and long-term strategy impacts.
- Aim is to use **existing data sources** to extent possible. However, partly the current data sources and information systems **must be developed further** to meet the information needs
- Indicators to be **part of the management of public procurement** and help to direct required activities and resources **both the national and organisation level**.
- The implementation of strategic objectives is reported on an open-access dashboard, which is continuously updated at tutkihallintoa.fi.



Brief Overview of ProcurFinland measures



- Tool for Strategic Planning of Procurement
- Guide on Preparedness in Public Procurement
- Information on the strategic importance of procurement
- Best Practices in Strategic Management of Public Procurement: 22 Steps to Success
- New functionalities of the National Public Procurement Platform (Hilma)
- The Handbook of Public Procurement AI tool
- Guide on Dividing Procurement into lots
- Guide on Involving End Users in Public Procurement
- Proposals for more effective legal proceedings in public procurement
- Self-Assessment Tool for Evaluation of Public Procurement related Competence
- Cooperation to solve challenges related to ICT procurement
- Piloting of the Innovation Broker service
- Guide for Combating the Grey Economy for Contracting Authorities
- Programme to boost employment through procurement
- Guide for risk management in national supply chains
- Code of Conduct for Contracting Entities
- Handbook on Low-Carbon Procurement
- Guide to Responsible Food Procurement
- Procurement Guide for Responsible Food Services
- Green Deal Agreements
- Public Procurement Mentoring Programme
- ProcurFinland Learning Clinics
- Several studies, reports and other measures



What direction are we heading?

ProcurFinland

2024-2027



Towards Closer Cooperation and More Efficient Use of Public Funds

- In Prime Minister Orpo's Government Programme, numerous objectives are set for public procurement. Key goals include enhancing the efficiency of public procurement and the functioning of markets.
- The National Public Procurement Strategy, published in 2020, sets a long-term development direction for public procurement. The objectives include, among other things, more sustainable and impactful procurement.
- *ProcurFinland Programme for Effective Public Procurement* has been established for the new period 2024-2027 to promote the goals of the government program and the national strategy.
- ProcurFinland is a joint action program for contracting authorities and suppliers.





MINISTRY OF FINANCE
FINLAND



Confederation of
Finnish Industries

KUNTA
LIITTO

Association
of Finnish
Municipalities

 **Yrittäjät**

THE FEDERATION OF FINNISH ENTERPRISES

HYVIL

PROCURFINLAND

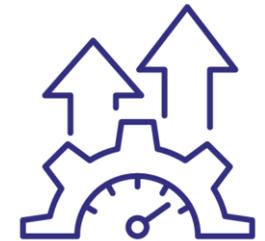


More Attractive Public Procurement



We conduct effective public procurement and improve the conditions and willingness of companies to participate in public tenders. We promote the development of the skills of those making and managing procurements as well as the emergence of new capabilities. We boldly experiment with new technologies, tools, and forms of collaboration to enhance the attractiveness of procurements and increase competition.

More Data-Driven Public Procurement



We conduct and manage public procurement based on data. We promote transparency in public administration and enhance the private sector's opportunities to utilize public procurement information to generate new innovations and solutions. We improve the availability of public procurement data for research purposes.

More Cost-Effective Public Procurement



We conduct high-quality and well-planned public procurement. We improve the ability of contracting authorities to assess costs over the entire lifecycle of the procurement and support the conducting of cost analyses. We promote the formation of long-term partnerships between the public and private sectors.

More Strategic Public Procurement



We build economically, socially, and ecologically sustainable society through public procurement. We focus on sharing best practices and expertise, and we improve the discoverability of information and models related to sustainable procurement.

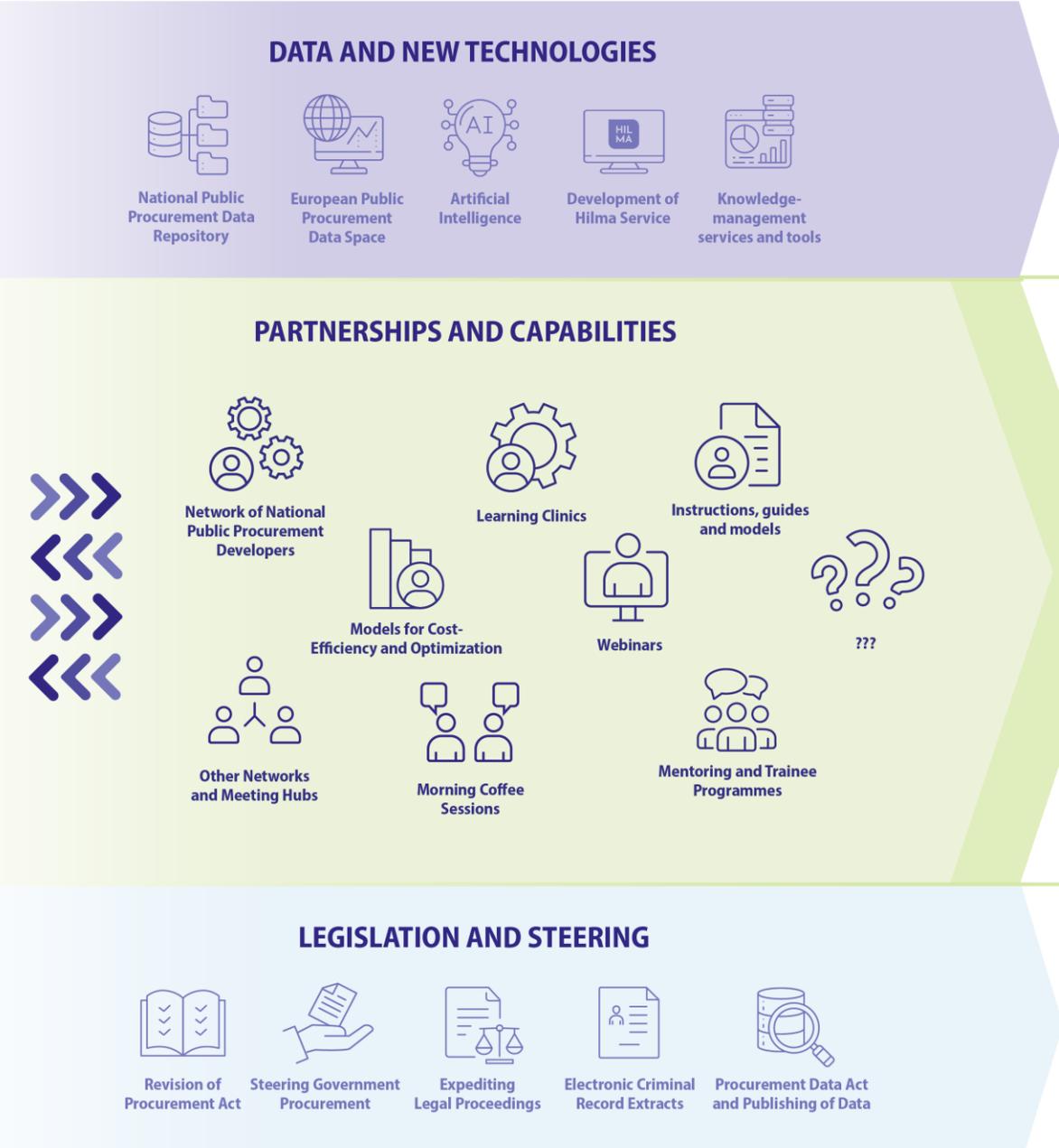


Common Goals and Thematic Groups



Newsletter Subscribers, Networks, and Other Extensive Participation

ONE EXTENSIVE CHANGE NETWORK



DATA AND NEW TECHNOLOGIES

- National Public Procurement Data Repository
- European Public Procurement Data Space
- Artificial Intelligence
- Development of Hilma Service
- Knowledge-management services and tools

PARTNERSHIPS AND CAPABILITIES

- Network of National Public Procurement Developers
- Learning Clinics
- Instructions, guides and models
- Models for Cost-Efficiency and Optimization
- Webinars
- Other Networks and Meeting Hubs
- Morning Coffee Sessions
- Mentoring and Trainee Programmes

LEGISLATION AND STEERING

- Revision of Procurement Act
- Steering Government Procurement
- Expediting Legal Proceedings
- Electronic Criminal Record Extracts
- Procurement Data Act and Publishing of Data

MORE ATTRACTIVE, COST-EFFECTIVE, DATA-DRIVEN, AND SUSTAINABLE PUBLIC PROCUREMENT



Future Actions

First Phase Actions of the New Programme



Trainings

Public Procurement Mentoring Program	The mentoring program that promotes expertise in public procurement will continue, with a focus on the new ProcurFinland objectives.
ProcurFinland Learning Clinics	The ProcurFinland learning clinics will continue and the concept will be developed further. Topics include guides, tools, and other outputs.
Academy for Wellbeing services counties	Training aimed at procurement management for wellbeing services counties.
European Commission Training on Socially Responsible Procurement	Training organized by the European Commission for community economy operators and contracting authorities on socially sustainable procurement.

Networks



In the future, networks will enhance dialogue with suppliers by inviting representatives from business organizations to visit.



Network of Procurement Officials in Wellbeing Services Counties	The network for procurement officials in wellbeing services counties will continue its activities. The focus will be on peer support, benchmarking, and information sharing.
Big Buyers Network	The network for contracting authorities will continue its activities. The focus will be on peer support, benchmarking, and information sharing.
Procurement Researchers Network	The network for procurement researchers will continue its activities. The aim is to strengthen collaboration and networking between researchers and contracting authorities.
Collaboration with Educational Institutions	The collaboration with educational institutions offering procurement-related training will be developed further. The goal is to utilize public procurement data in teaching and curriculum development, as well as in theses.
Networks for Contracting Authorities	The need for peer networks among contracting authorities will be assessed. The need for dialogue with suppliers will also be considered. The networks can be aimed at experts, managers, regional actors, and those interested in, e.g., sustainable development.



Meeting Hubs

ICT Meeting Hub	The open collaboration and discussion network for contracting authorities and suppliers will continue interactively to develop ICT procurement.
New Meeting Hubs	The need and interest for sector-specific facilitated meetings between contracting authorities and suppliers will be assessed to promote cooperation. Topics can include, for example, social and healthcare services, the construction industry, and infrastructure. Themes may also cover areas such as sustainability and innovation.
Roundtable Discussions	Roundtable discussions on various topics will be planned based on identified needs. Subjects can include, for example, defining costs, operational analysis, AI, national procurement data repository, developing public procurement, and financial management.

Tools



Cost-Effectiveness Analysis Tool for Procurement Models (not different procedures)	A tool will be developed to enable contracting authorities to conduct analyses of procurement implementation models for procurements exceeding 10 million euros.
AI-Based Procurement Advisor	Generative AI capabilities will be utilized to provide procurement-related advice. The reference material will include the public sector procurement handbook and other materials.
Development of a Self-Assessment Tool for Procurement Competence	The tool implemented in the last programme period will be improved for user-friendliness, marketing, and data utilization.
Supplier Radar	A supplier portal will be developed by procurement categories to support the market knowledge of contracting authorities.
Make or Buy Analysis Tool	Work will begin on implementing an analysis tool for contracting authorities. The tool aims to create a model for contracting authorities to evaluate their own costs and compare them to private sector costs.
Development of a Database for Sustainability Criteria	A database will be further developed for contracting authorities to include more uniform, market-based sustainability criteria.
AI Opportunities in Procurement	The potential of AI in public procurement will be examined and development will be planned. Decisions will be made on which procurement challenges should be prioritized for AI solutions (e.g., facilitating supplier participation in public procurement or developing methods for request for proposals).



Data and Digital Systems

National Public Procurement Data Repository	The utilization of data on public procurement and public sector purchases will be improved by establishing a national public procurement data repository. A common identifier will be created to distinguish competitive purchases from non-competitive ones. The data repository will facilitate procurement development, research, and private sector business activities.
National Public Procurement Knowledge-Management Tools and Services	National public procurement data and transparency services (e.g., tutkihankintoja.fi and tutkihallintoa.fi) will be developed to leverage the capabilities of the new database.
Development of Hilma (hankintailmoitukset.fi)	The Hilma service (hankintailmoitukset.fi) will be developed in line with the objectives of the ProcurFinland programme and the Hilma's vision. The service will provide new user interfaces for suppliers and contracting authorities.

Guides and models



During the program period, we will promote the collection of information, materials, and guidelines related to public procurement in one place.



Updating General Terms of Public Procurement Contracts (JYSE) and IT Terms (JIT)	The general contract terms will be updated, guidelines for their use will be provided, and necessary training will be organized.
Models and Guidelines for Considering Social Sustainability	Based on the responsibility audit manual, the embedding of practices will continue, pilot projects will be carried out, and an information-sharing tool will be developed. A pilot project on best practices will be implemented based on the study "Targeting Procurement to Operators Compliant with Section 24 of the Procurement Act," and an information-sharing tool will be developed.
Models and Guidelines for Considering Ecological Sustainability	The setting of ecological sustainability goals and the tracking of significant category carbon footprints, land use, and the circular economy will be developed using text analytics. The national procurement strategy goals for responsible and sustainable food and catering procurement will continue to be implemented.
Best Practices for Ensuring Economic Sustainability	A benchmarking study on best practices for economic sustainability will be conducted.

Guides and models



During the programme period, we promote the consolidation of information, materials and guidance related to public procurement in one place.



Public Procurement Planning Guide	A procurement planning guide will be prepared for government agencies and institutions.
Guide on Considering Sanctions in Public Procurement	Guidelines will be created for contracting authorities on considering EU and UN sanctions in public procurement and purchases.
Best Practices for Public Procurement Knowledge Management	A benchmarking study on best practices for procurement knowledge management will be conducted.
Data Protection Guide for Contracting Authorities	Guidelines will be created for contracting authorities on data protection in public procurement.
Onboarding Guide	An onboarding guide will be prepared for contracting authorities, outlining key areas new employees should be familiarized with.



Other Measures to Increase the Number of Bids

Contracting Authority of the Year Award	Public procurement successes will be highlighted by awarding the title of Contracting Authority of the Year.
Digital Marketing Campaign	Awareness of business opportunities in public procurement will be increased among companies and organizations through digital marketing.
Enhancing and Increasing Suppliers' Skills and Interest	Ensure that guidance aimed at suppliers is adequate and accessible to all companies and organizations. Make small procurements more visible and support the formation of consortia.



Legislation

Amending Procurement Legislation According to the Government Programme	A working group appointed by the Ministry of Economic Affairs and Employment has begun preparing amendments to the procurement legislation based on the entries in the government programme. The aim is for the government's proposal to amend the procurement legislation to be submitted to Parliament in the spring of 2025.
Legislative Amendments Concerning the Collection and Utilization of Public Procurement Data and the Publication of Purchase Invoice Data	The Ministry of Finance has initiated a preliminary study on the establishment of a national public procurement data repository and the publication of purchase invoice data. The study will be sent for public consultation in the spring of 2024. The related legislative work is planned to begin in the fall of 2024.
Enabling Electronic Processing of Criminal Records in Public Procurement	In connection with updating the procurement legislation, the facilitation of electronic processing of criminal records in public procurement will be promoted. Electronic processing will be implemented in the Hilma service after the necessary legislative changes have been made.

