

DIALOGUE FORUM ON SUSTAINABLE PUBLIC PROCUREMENT

# ENGAGE FOR CHANGE

**BIDDER DIALOGUES AS A TOOL FOR CLOSE COMMUNICATION WITH THE MARKET**

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# Make ICT Fair

Reforming Manufacture & Minerals Supply Chains through Policy,  
Finance & Public Procurement

## Premise

Public procurers have  
market power and  
should use it to drive  
change

## Action

Pilot tenders  
including market  
engagement across  
Europe

## Exchange

Criteria & Dialogue  
guidance, case studies,  
webinars, community of  
practice

# The Open

Nijmegen, Netherlands

- bring together public procurers and suppliers in the field of ICT from all over Europe
- public authorities will showcase their needs for upcoming large procurement of ICT
- suppliers who wish to gain increased understanding of the procurement aims, tendering opportunities and sustainability policies of public authorities
- experts in ICT procurement from private companies, research institutions or public entities
- Methods: Speed presentations, pitch-slams, fish-bowl, 1-to-1 talks



Source: ICLEI Europe

# The Kick-off

## Barcelona, Spain

- first market dialogue on fair ICT for Barcelona City Council
- >30 representatives from suppliers & resellers
- City presented its vision of leveraging public procurement to increase its engagement with the industry and to promote a new governance and management model for ICT
- Suppliers had the opportunity to respond and showcase their approach in meeting the needs
- Methods: setting-the-scene keynote, pitch slams, plenary discussion, coffee break



Source: ICLEI Europe



City organised another dialogue event later in the year to get feedback on specific criteria for an upcoming tender

# The Specific

## Haarlem, Netherlands

- market dialogue process for a specific tender with 2 engagement events & survey
- >80 industry representatives at both events
- City presented its wider sustainability ambitions & the social criteria planned for the upcoming tender
- Suppliers had the opportunity to respond and showcase their approach in meeting the needs
- Methods: setting-the-scene keynote, pitch slams, world café, post-it wall, themed Q&A



Source: ICLEI Europe



City decided to adopt a new “Hardware-as-a-service” model for procuring ICT, whilst including social criteria



# The Group

## Nordic Cities

- upcoming online dialogue with 6 public buyers
- focus on one product
- joint statement of demand

Stay tuned!

## NORDIC FORUM FOR MARKET DIALOGUE

MEET YOUR BUYERS, SUPPLIERS AND RESELLERS  
TOWARDS FAIR, CIRCULAR SMARTPHONES

NOV 25 2020 - 9:00 AM-4:30 PM

REGISTER UNTIL NOV 18TH

ONLINE- HOSTED BY CITY OF MALMÖ, SWEDEN

Contact: [procurement@iclei.org](mailto:procurement@iclei.org)



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# Lessons learned

Preparation is key - for all actors involved

Focus on engagement, get external facilitation

Adapt methods based on your needs

Always create space for 1-to-1 talks

Embed dialogue as part of long-term relationship building

# Get involved





Thank you!

Connect - [josefine.hintz@iclei.org](mailto:josefine.hintz@iclei.org)



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