

A diverse group of six business professionals (three men and three women) are smiling and standing in a line. The man in the center foreground is wearing glasses and a blue patterned shirt, holding a laptop. The woman next to him is wearing a plaid shirt. The woman to his right is wearing a grey cardigan over a patterned blouse. The woman next to her is wearing a light blue shirt and glasses. The man on the far right is wearing a dark blue shirt. The background is a bright, modern office with large windows.

**BUSINESS
FINLAND**

**INTRODUCING BUSINESS
FINLAND (BF) FUNDING
FOR INNOVATIVE
PROCUREMENTS &
KEINO DIGI-SPARRING**

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**Accelerating
procurement
involving
pioneering R&D**

**Deployment and
scaling of innovations**

**Competence and
the promotion of
innovation-friendly
strategies**

Promoting innovative procurement in KEINO and BF

**Innovation
Broker- piloting
and development**

**BF Grants for
innovative
procurements**

**Support for
innovative
procurement process**

**KEINO-
Academies**

**Risk sharing
models**

**Digi-
sparring**

**Sustainable
procurement
developer groups**

**Green
dealis**

**Developing
measurement
& monitoring**

Innovative procurement or procurement of innovation?

Procurement of innovation / pre commercial procurement may target at,

- new tech based product
- new way of producing services or
- contract including new solutions
- opportunities for new solutions to enter the market
- speeding development of new solutions

Innovative procurement refer to practices innovative procurement process or strategy



BF Grants for innovative procurements, from preparation to co-development and piloting



MARKET UNDERSTANDING

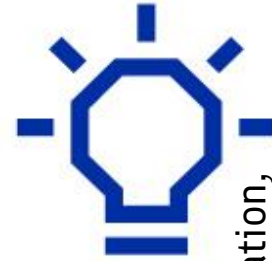


PROCUREMENT PREPARATION

Invitation to participate



CO DEVELOPMENT AND PILOTING



Procurement of innovation,
no separate tender process



GOTO MARKET



SCALE AND GO GLOBAL

Market research verifies that the desired (total) solution is not on the market and e.g. need to

- Co-development and piloting
- accelerate the change in mode of operation
- New partners

Procurement notice indicates the contracting entity's interest in finding companies interested in the innovation partnership.

The supplier develops along innovation partnership its idea or concept so that it ultimately satisfies the contracting entity.

The contracting entity can buy solutions directly from those involved in the partnership process

Did companies get a market reference?

- Communicating a successful solution is important
- Enhance knowledge sharing for other procurement units

Case: Digitalisation of inspections

Forest Centre of Finland: The aim project is to develop new efficient solutions for producing comprehensive and effective forest and quality information.

In addition, the project includes the production of open interface solutions to promote the utilization of information. The procurement supports the digitization of forest information and inspection services.

The project is implemented using the innovation partnership procurement model and funded by Business Finland



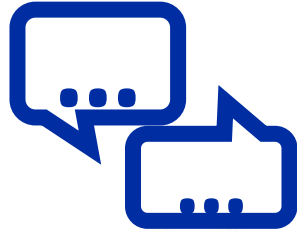
Innovation partnership "Digitalizing inspections" by Finnish Forest Centre



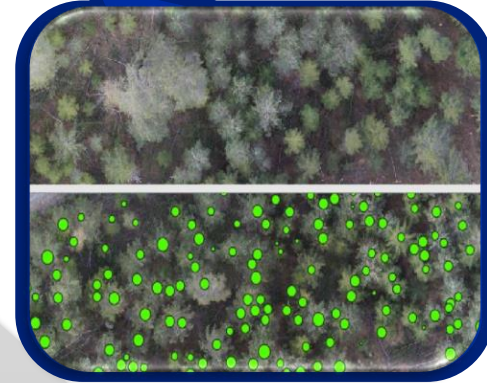
PROCUREMENT PREPARATION



NEGOTIATIONS, CODEVELOPMENT & PILOTING



SCALE AND GO GLOBAL



Lauri Haataja, Forest Centre:

By using remote sensing we could decrease time spend in the field and transfer measuring work from field to office and for automatic methods?

Lauri Haataja, Forest Centre:

*"By innovation partnership, we found two equal partners who both provide forest data collecting and analyses for our inspection purposes...
...working with suppliers was fluent for us and the project responded to our needs very well."*

Janne Sarkeala, MosaicMill Ltd

"These systems developed for the Finnish conditions ...are as such applicable for all boreal forest conditions anywhere. "

Digi-sparring

New tech skill gaps in public sector & Innovative procurements often aim to exploit new tech -opportunities

The expert has been acquired through tendering

Calls have been organized to find procurements to be sparred

So far six public procurements have received free digital expert support to prepare the procurement

Each procurement case and sparring findings are presented in a webinar



More Finnish innovation partnership cases documented in English

- City of Helsinki “**Central Library Oodi’s internal logistics robotics solution**”
<https://www.hankintakeino.fi/en/keinokkaat-hankintaesimerkit/keskuskirjasto-oodin-sisalogistiikan-robottiratkaisun-hankinta-case-helsingin-kaupunki>
- Air Navigation system Finland Ltd, **Drone flight control system** <https://www.businessfinland.fi/en/whats-new/news/2018/innovation-partnership-procurement-implemented-to-digitalize-drone-flight-control-system/>
- Tampere University Central Hospital **Automation in Eye Care and Evaluation of System** In collaboration of all five university eye clinics https://www.businessfinland.fi/48dbcc/globalassets/finnish-customers/02-build-your-network/health--well-being/3.-tuulonen_health-tuesday_070120.pdf
- Metsähallitus **Improving harvesting and forest development planning through deep artificial intelligence (AI) technology and big data analysis.** <https://www.metsa.fi/en/press-releases/metsahallitus-and-collectivecrunch-announce-partnership-to-bring-ai-to-forestry/>

Thank you!

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KEINO

KESTÄVIEN JA INNOVATIIVISTEN
JULKISTEN HANKINTOJEN
VERKOSTOMAINEN OSAAMISKESKUS



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