Electronic Public Procurement of Telecommunications Services
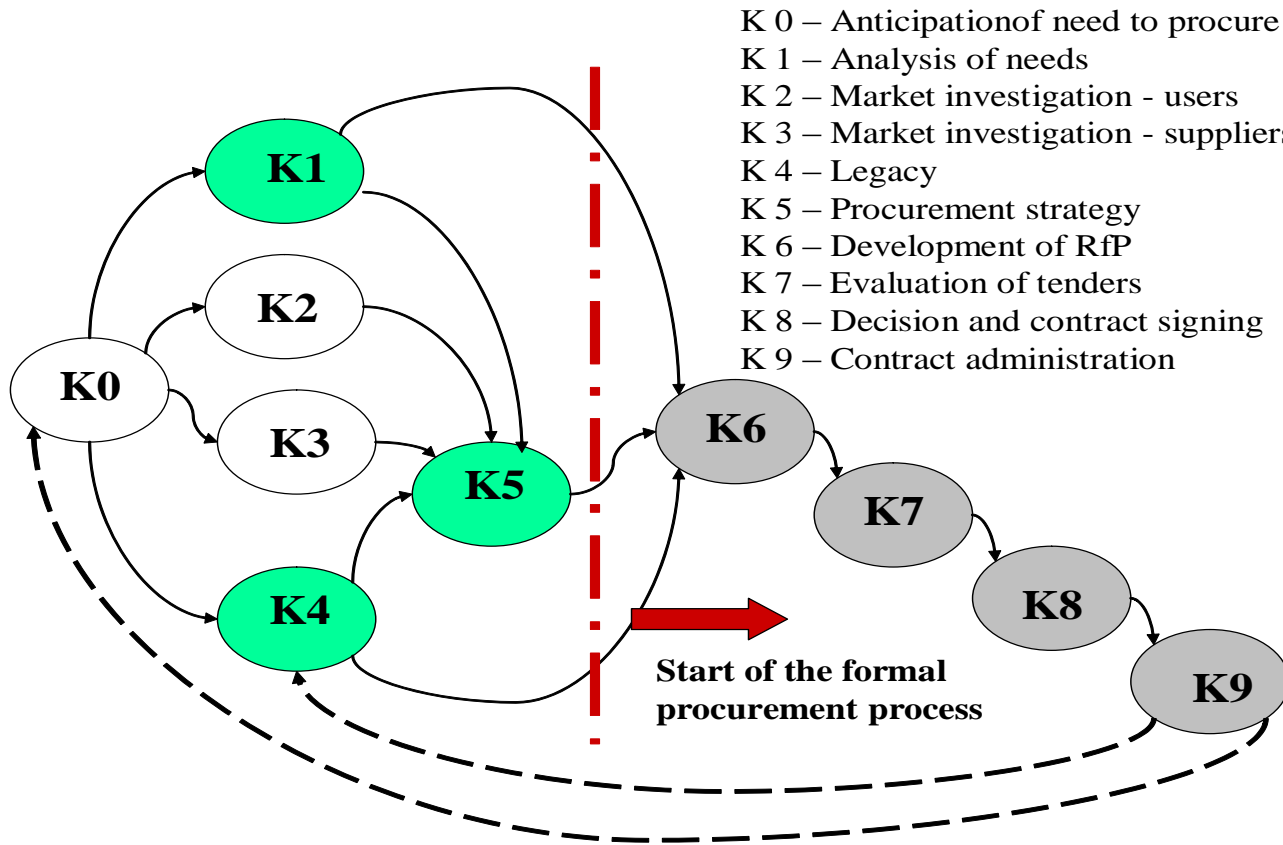
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KNUT - project

- Service for public agencies and suppliers
- Tool to carry out the whole procurement process electronically
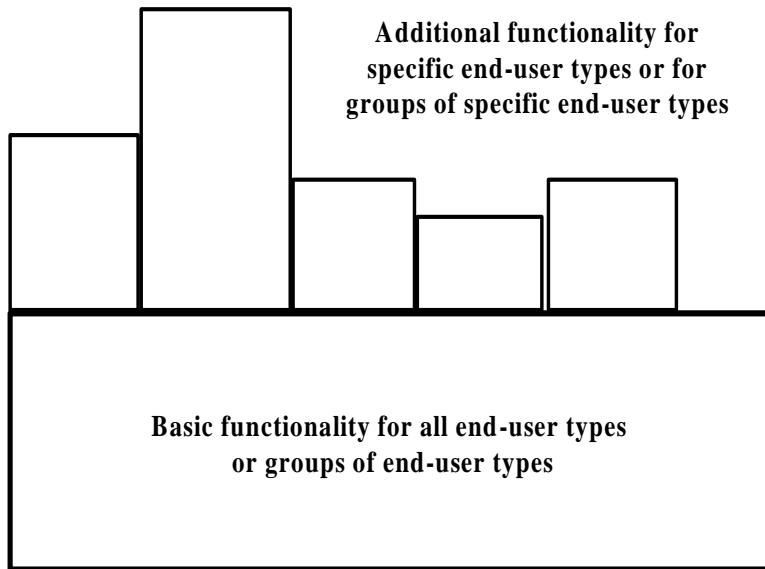- Model for analysis of needs outgoing from end-users' and organizational needs

Based on idea of decentralization and empowering of public agencies, cost reduction and better deals for both buyers and suppliers

Purchasing Process

K 0 – Anticipation of need to procure
K 1 – Analysis of needs
K 2 – Market investigation - users
K 3 – Market investigation - suppliers
K 4 – Legacy
K 5 – Procurement strategy
K 6 – Development of RfP
K 7 – Evaluation of tenders
K 8 – Decision and contract signing
K 9 – Contract administration

Start of the formal procurement process

After Lindskog 2008

KNUT - model

Additional functionality for specific end-user types or for groups of specific end-user types

Basic functionality for all end-user types or groups of end-user types

Configuration
Security
Performance
Fault
Accounting

In the short run

- Facilitate the analysis of needs and writing of requirements specifications for the agencies as well as compilation of tenders for the companies aiming to bid.
- Reduce misunderstandings between buyers and suppliers through common definitions and standards
- Reduce dependencies on consultants
- Increase the possibilities for adaptation and selection of services specific for an agency
- Increase possibilities for SMEs to bid
- Be used by private companies for their procurements of telecom services.

In the long run

- Be used in other complex procurement areas
- Facilitate proactive acting for the development of standards outgoing from the users' priorities and needs.
- Facilitate to act for changes in the procurement law if so deemed necessary
- Be used internationally since telecom services do not differ significantly from country to country.

Questions to be answered

- Are framework contracts still relevant? What can and should be procured centrally and locally, respectively?
- How can experiences from the KNUT project be transferred to other complex procurement areas?
- How will the KNUT model and tool influence the private sector's procurements?
- What are possibilities to transfer Swedish experiences to other EU member states?
- How can experiences from KNUT be considered from the Knowledge Management perspective?
- Electronic procurement – will there be other ways to procure?