Collaborative e-procurement: Challenges, Results and Benefits

Francisco García Morán
Director General
Directorate General for Informatics (DIGIT)
Electronic Public Procurement

Public procurement is a key sector of the EU economy accounting for about 15% of GDP. Modernising and opening up procurement markets across borders – including through the expansion of electronic procurement – is crucial to Europe’s competitiveness and for creating new opportunities for EU businesses.

Using information technology appropriately can contribute to reducing costs, improving efficiency and removing barriers to trade, which will ultimately result in savings for taxpayers. The Directives adopted in March 2004 as part of the public procurement legislative package provide a legal framework aimed at boosting the development and use of electronic procurement.

- Public consultation (Green Paper) on expanding the use of e-Procurement in the EU
- Open hearing “Accelerating e-Procurement: what role for the EU?”
- Action Plan
- Explanatory Document
- Report on Functional Requirements for conducting e-procurement under the EU framework
- New Standard forms for the publication of procurement notices
- New Common Procurement Vocabulary (CPV)
- Feasibility studies
- Extended Impact Assessment – Commission Staff Working Document
- Extended Impact Assessment – External study for the Commission
- Commission e-Procurement Survey
- State of the Art report – External study for the Commission
- Related initiatives

Public consultation (Green Paper) on expanding the use of e-Procurement in the EU
The (e)Procurement Transformation
Benefits of e-procurement

- Less work + more free time = more money

Strategic Sourcing: An important piece of Supply Chain
Strategic Sourcing & eProcurement

Strategic Sourcing Process

1. Discovery
   - Business Requirements Analysis
2. Strategy Design
   - Supply Market Analysis
3. Execute & Monitor
   - Sourcing Strategy Development
4. Supplier Selection
5. Contract Implementation

Change Management Strategies
Funding Large Scale Projects
Stork & PEPPOL
DIGIT’s contribution

Scenario: Cross-Border e-procurement

Open e-PRIOR is a platform developed by and deployed by DIGIT to exchange structured e-procurement documents between the EC and its suppliers. Open e-PRIOR is targeted at Member States and is funded by the ISA (Interoperability Solutions for European Public Administrations) programme.
Collaborative eProcurement
THANK YOU