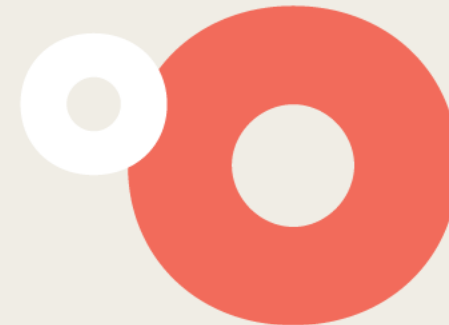




Pronto

Boosting public procurement
for sustainable innovation



Drafting the Business Case

PPI Mini-training module #5



This project has received funding from
the European Union's COSME programme
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DBC at a glance



What do we mean by it

A Cost Benefit Analysis of starting an innovation procurement of solutions not in the state of art (see module 2) and that are likely to fulfil the procurer's unmet and operationalised needs (see module 1).

When is it important to use it

Ideally, DBC should be a component of every public procurement procedure, even conventional ones, and cover not only the post-project phase, but also the management of the tender.

Why it is important

We are speaking about public sector investments here, with the additional factor of complication that their returns are often uncertain and indeterminate. Is this challenge really worthwhile?

How it can be implemented

By a combination of cost and revenue estimates, financial calculations, and reflections on what values the financial figures can't completely capture and make evident to the decision maker.

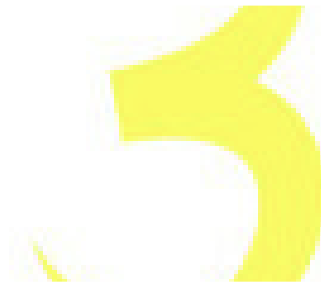
When should it be planned/implemented



Needs identification and assessment



Prior art analysis



IPR search & IPR and confidentiality strategies



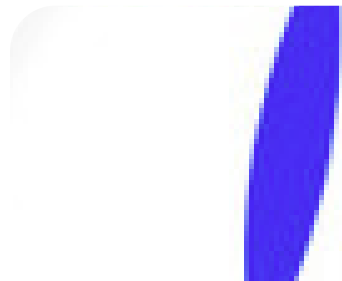
Analysis of the regulatory, certification, standardisation environment



Drafting the business cases



Open market consultation



Tender documentation



Conducting the procedure



Monitoring and evaluating the contract performance



Managing after contract issues

SWOT analysis



Strengths

- Most of the information needed for DBC is made of internally available or produced estimates of costs and benefits (including non financial).
- Can truly support a go/no go decision as well as frame it within a broader innovation strategy.

Opportunities

- Learning how to DBC in theory and practising it across a collection of cases can be a direction for professional growth.
- This knowledge can have multiple applications.

Weaknesses

- Implementation is not trivial, and often requires specialised competencies, which may not exist in the public procurer's organisation.
- Outsourcing the task to an external expert needs proper justification (and dedicated budget).

Threats

- It's not only about being able to DBC, but also to evaluate its appropriateness, which is another challenge per se.
- This is also true in case of outsourcing.



Consortium



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