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Workshops on Framework Agreements for services

“Engaging with suppliers“

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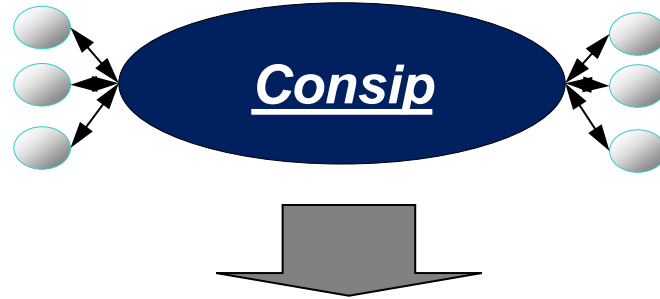
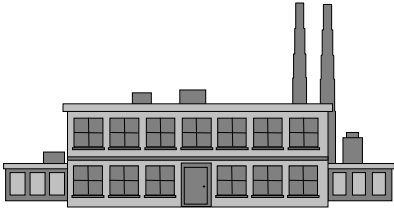
Athens , June 3-4 2014



AGENDA

- 1. Consip's role of intermediary between demand and offer**
- 2. How has Consip been historically partnering with the private sector**
- 3. How has Consip's partnering strategy evolved into a win win strategy?**
- 4. Lessons learned**

SUPPLY



DEMAND



Finding the best match between Public and Private needs



2. Actions undertaken to support CA

- detailed analysis of public needs
- implementation of specific purchasing tools
 - Ready made tenders
- devoted support through account management
 - other....



2. Actions undertaken to support Suppliers

- **Supplier market analysis -identification of correct tender strategy:**
 - **Soften constraints on Joint Bidding**
 - **Increase the number of (geographical) lots**
 - **Reduce the size of contracts if necessary**
 - **identify participation requirements tailored only on aspects directly related to the contract**
- **Internal devoted Units:**
 - **Research Unit**
 - **Skilled Category Managers**
- **Working tables with suppliers Associations**
- **Specific actions for SMEs:**
 - **MEPA**
 - **Training desks**

How has Consip's partnering strategy with enterprises become win win?

Mainly through:

- a new and more careful way of *listening* to the supplier sector suggestions and proposals for CA
- greater involvement of the private sector in the market analysis phase in order to present and “promote” to the public sector an innovative buying opportunity (innovation and savings for PA)
- Consip acting as flywheel of a structured and innovative offer capable of generating new and greater business opportunities
- **Apply B2B best practices in a B2G environment**

Innovation

Efficiency

Sponsorship

Partnership

5. Key Success Factors

- Highly skilled and professional human resources
 - Re-engineering of procurement processes
 - Advanced e-procurement technologies

- Target oriented approach
- Positive and pro-active approach towards new challenges
 - Capitalize on best practices (repetition, if possible)
 - Learn from errors

- Institutional/political support
- Appropriate legal framework

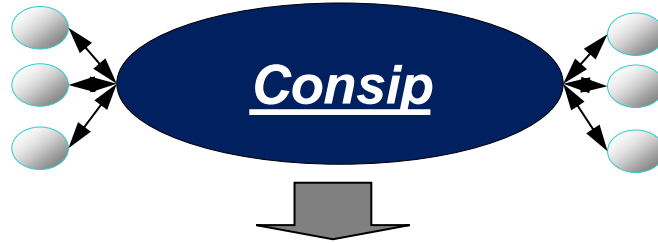
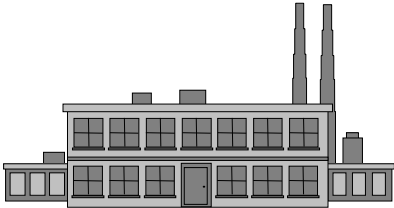
- Sharing of the goals with all stakeholders
- Acceptation and cooperation from PA e suppliers
 - Ensure the project is co-owned



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Two opposite sides of the bridge....

SUPPLY



DEMAND



Finding the best match between Public and Private needs

Partnership and strong cooperation with both sides

Real change management within the public sector

Two Partners and an enabler

