



Use of MEAT criteria under the Innovation Partnership by the Austrian Federal Real Estate Agency (BIG)



Public Procurement Principle: **Balance**



Procurement Stage: **Pre-tendering, Tendering**



Audience: **Procuring entity, Policy makers**

Description

Austrian Federal Real Estate Agency (BIG) is a central purchasing body for the Federal Government of Austria, and owns and manages more than 2 200 properties across Austria. In 2020, BIG won the award of "Outstanding Innovation Procurement in ICT" which is supported by the EU-funded Procure2Innovate Project, due to its innovative approach of using software for sustainable real estate management. BIG wanted to optimise the use of public buildings throughout Austria to achieve two goals.

The first was to make space available for new uses. Often, buildings are only utilised for a few hours a day, especially at schools. The second was to only heat or cool rooms when they are in use. These two goals aimed at making better use of space and energy. BIG decided to use an innovation partnership because the required solution was not available on the market. Subject matter of the contract was the formation of an innovation partnership with several companies for development, implementation and delivery of a software and app solution for an electronic administration tool in the area of property and facility management.

The procurement was conducted using a two-stage process between May 2019 and December 2019. Stage 1 was a prequalification stage. Stage 2 was held in the form of a negotiated procedure ending with a last and final offer. The MEAT criteria was use with the weighting of 80% quality (of which 40% was awarded for the concept, and 40% for presentation), and 20% price. Bidders were asked to share technical details of the software, as well as a full business plan. The quality evaluation was conducted by evaluating the proposed solution according to "concept" quality sub-criteria:

- (i) project structure
- (ii) project organisation
- (iii) project leader and deputy project leader; and
- (iv) distribution strategy.

“Presentation” sub-criteria were assessed according to the

- (i) conclusive and comprehensible communication of the elaboration and results of the concept
- (ii) conclusive and comprehensible answers to any additional questions about the concept; and
- (iii) communication skills, performance / personal and social skills. The call for tender attracted a lot of interest, with over 90 companies that downloaded the call. 11 companies from three European countries submitted applications to the prequalification stage.

Out of these 11 bidders, 6 fulfilled the innovation specifications. After the review of errors in the applications, four companies were invited to stage 2. Contracts were signed with two companies in February 2020. Both contractors reported positive benefits from participating in an innovation partnership with BIG. The developed solution makes use of IoT devices which provide real time data on public buildings and simplifies targeted communication and information provision in real time via a central platform for all users. The advantages range from news, surveys, FAQs, calendar and booking functions, damage reports to canteens' menu plan.

Source: OECD (2021) Strengthening value for money in the public procurement system of the Slovak Republic Towards a strategy to use adequate award criteria <https://www.oecd.org/gov/public-procurement/Strengthening-value-for-money-procurement-system-Slovak-Republic.pdf>

