



Lesson plan for the BUILD educational resources

Overview of the materials and expected
learning outcomes to master Public
Procurement of Innovation (PPI)



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This document provides an overview of the BUILD educational packages for public buyers as well as the educational resources for PPI stakeholders. It identifies the main topics of each resource and describes the expected learning outcomes of the learner.

This plan is designed to guide learners through key topics in **Public Procurement of Innovation** and provide them with practical tools and knowledge to apply in real-world scenarios.

1 Introduction to PPI

Main topics

What is Innovation Procurement?

An overview of how innovative procurement helps public authorities acquire goods and services that solve emerging challenges, foster sustainable development, and improve public services.

The importance of innovative solutions

Exploring why traditional methods may no longer suffice, and how innovative procurement can lead to more efficient, cost-effective, and environmentally friendly outcomes.

Defining innovation in Public Procurement

Innovation can manifest as a new product or service or a completely novel way of conducting procurement that better meets the end-user's needs. Learners will understand how this process fosters competition and creativity.

Learning goals

- Understand the concept and significance of Public Procurement of Innovation (PPI) in addressing new challenges.
- Recognise the various forms that innovation can take within the procurement process.
- Identify the key steps in preparing for and conducting an innovative procurement.

2 PPI Simulations and Consolidated Training

Main topics

Innovative Procurement approach

How innovative procurement methods encourage new ideas and solutions beyond traditional methods.

Complexity of the process

Why conducting an innovative procurement is time-intensive and requires careful market consultation, stakeholder collaboration, and extensive planning.

Market consultation methods

Overview of four common consultation types:

- Open market consultation
- One-on-One consultation
- Technical market consultation
- Interactive workshops

Case examples

Real-life examples, such as the Floating Collection Management System for Libraries in Turku and Municipal Buildings in Tartu, which illustrate how market consultations lead to successful procurement outcomes.

Learning Goals

- Learn to plan, execute, and manage an innovative procurement process.
- Understand how to use market consultations to gather insights and refine procurement strategies.
- Apply case study lessons to improve outcomes in future procurement processes.

3 Lessons Learned

A collection of the five main lessons learned from the direct experience of the BUILD procurement experts from Tartu, Turku and Rotterdam municipalities.

Main Topics

Defining the need for innovation

Taking the time to assess whether traditional solutions are still effective or if a new innovative approach is necessary.

Importance of market information

How gathering market insights during the preparation phase ensures competitive offers and tailored procurement strategies.

Incentivising participation

How providing incentives, such as remuneration during negotiation procedures, encourages suppliers to invest their time and expertise.

Risk management

The balance between risks and benefits in acquiring innovations, and the importance of phased procurement models to mitigate risks.

Resources in the Educational Library

The resources of the Educational Library have the scope of providing a deeper knowledge on Innovation Procurement through different innovative learning formats such as:

Quiz cards

Interactive cards to help learners understand the principles of PPI in a fun and engaging way.

Webinars

Access recorded webinars to rewatch training sessions and gain further insights into innovative procurement strategies.

Factsheets

Explore the PPI job profiles and the BUILD model for boosting PPI through

Policy recommendations

Review actionable insights and recommendations for enhancing innovation adoption through procurement.

BUILD

Building Capacities in Innovation Procurement for Cities

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