Data driven procurement

And the key role of PreAward

Rune Kjørlaug, Enterprise architect DFØ

Architecture is about the important stuff. Whatever that is.
– Ralph Johnson, Martin Fowler

Welcome to Norway, population 5.379 million

- EEA-member: EU-legislation applies
- Public procurement is de-centralised
- One central government CPB
- Yearly spending of approx. 60 billion euros
- One national notice database acting as eSender towards TED
- 98% of all Norwegian notices originate from an eTendering system

Public procurement today

PreAward	Award	PostAward

| Assess need | Create strategy | Prepare tender | Announce tender | Q&A | Recieve bids | Qualify, evaluate and award | Sign and archive | Rig execution Catalogue | Order, deliver and accept | Invoice and accounting |

TODAY

- Tooling to support us
- Structured data needed for the next step (BIS)
- Network to convey structured data (Peppol)

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Public procurement today - challenges

PreAward			Award				PostAward			
Assess need	Create strategy	Prepare tender	Announce tender	Q&A	Recieve bids	Qualify, evaluate and award	Sign and archive	Rig execution Catalogue	Order, deliver and accept	Invoice and accounting

- Policy goals – procurement seen as tool to implement

- Governance – how do we govern the whole value chain?
- CSR & fairtrade – social, ethical and environmental requirements?
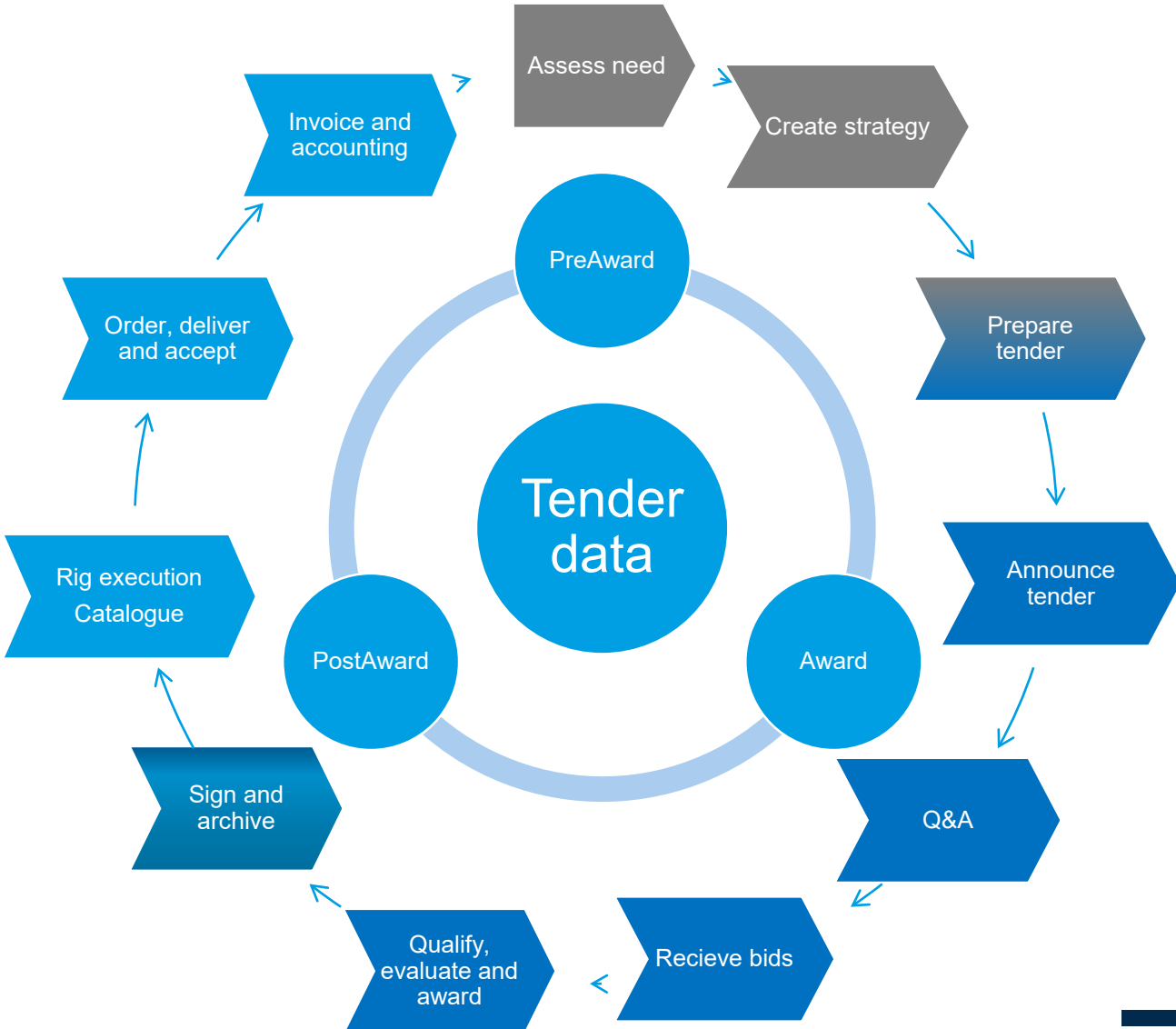- Measure – how can we show the effect of actions?

- Use before reuse – how can we get more high quality structured data?
- Identity – how to handle both humans and machines?

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Public procurement today – technology drivers

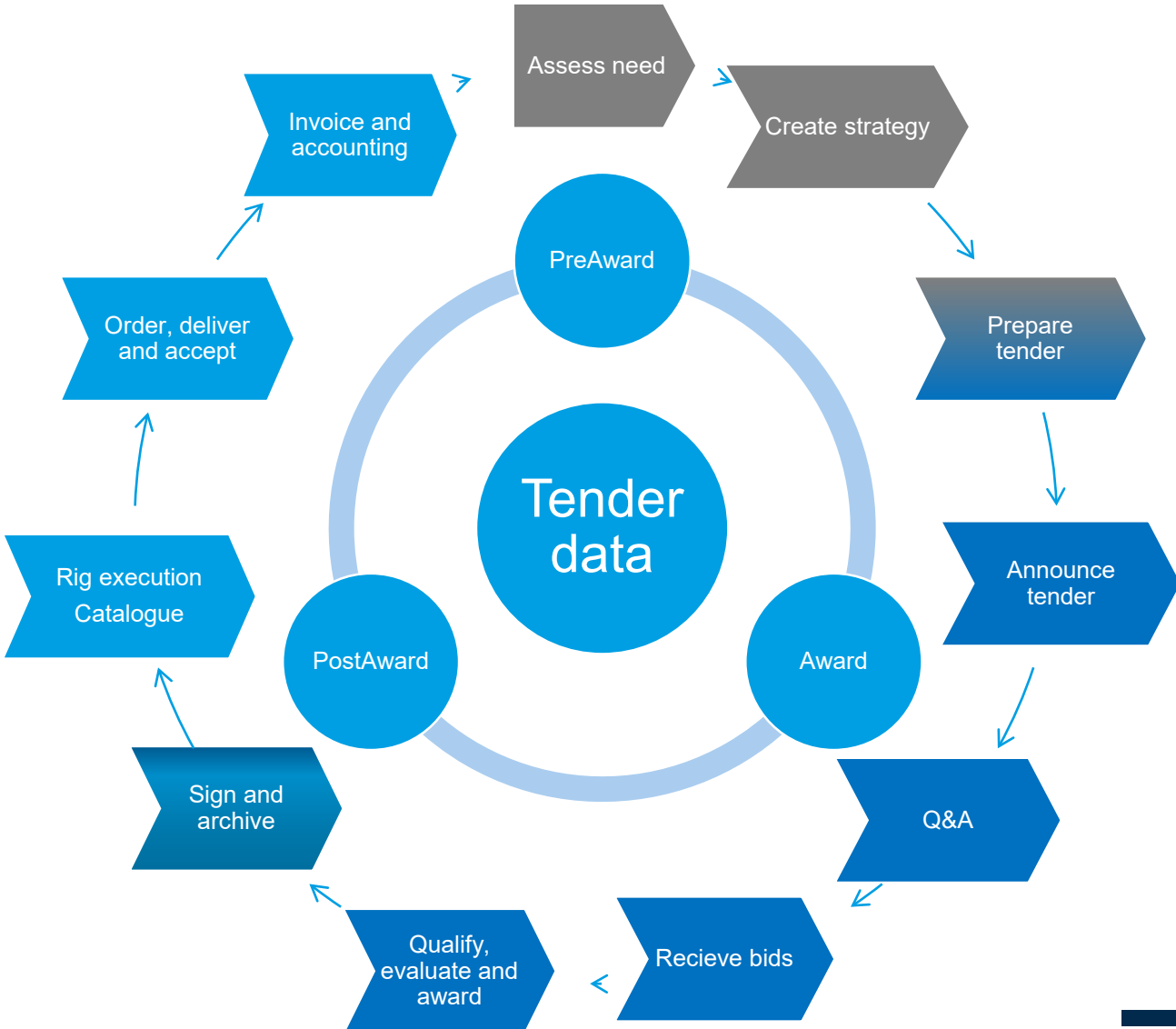| PreAward			Award				PostAward			
Assess need	Create strategy	Prepare tender	Announce tender	Q&A	Recieve bids	Qualify, evaluate and award	Sign and archive	Rig execution Catalogue	Order, deliver and accept	Invoice and accounting

- Speed of change
  - Fewer needed to have the capability

- Value created from structured data

- Trusted identity and evidence based on crypto (wallets)

- Data driven
  - Decisions based on facts
  - Foresight, delivery, performance

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Public procurement today – tender centric

Assess need

Create strategy

PreAward

Prepare tender

Invoice and accounting

Order, deliver and accept

Tender data

Announce tender

Rig execution Catalogue

PostAward

Award

Sign and archive

Q&A

Qualify, evaluate and award

Recieve bids

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Public procurement today – tender centric

Public procurement today – tender centric

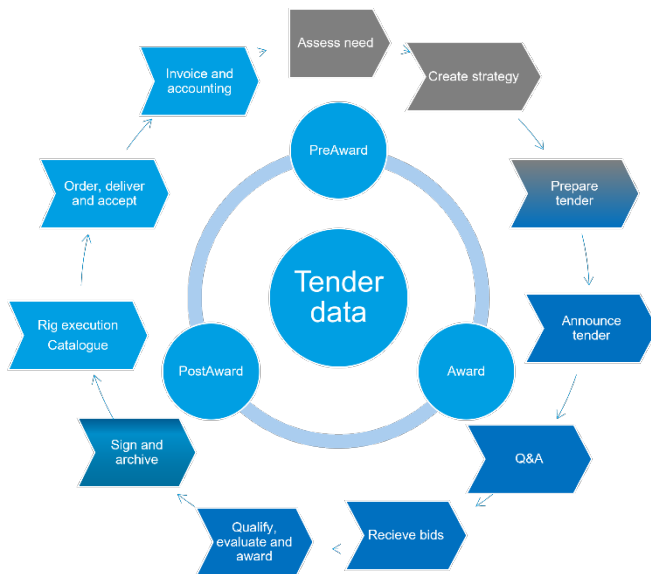

It all starts with PreAward!
- Unique identifier for each tender as red thread
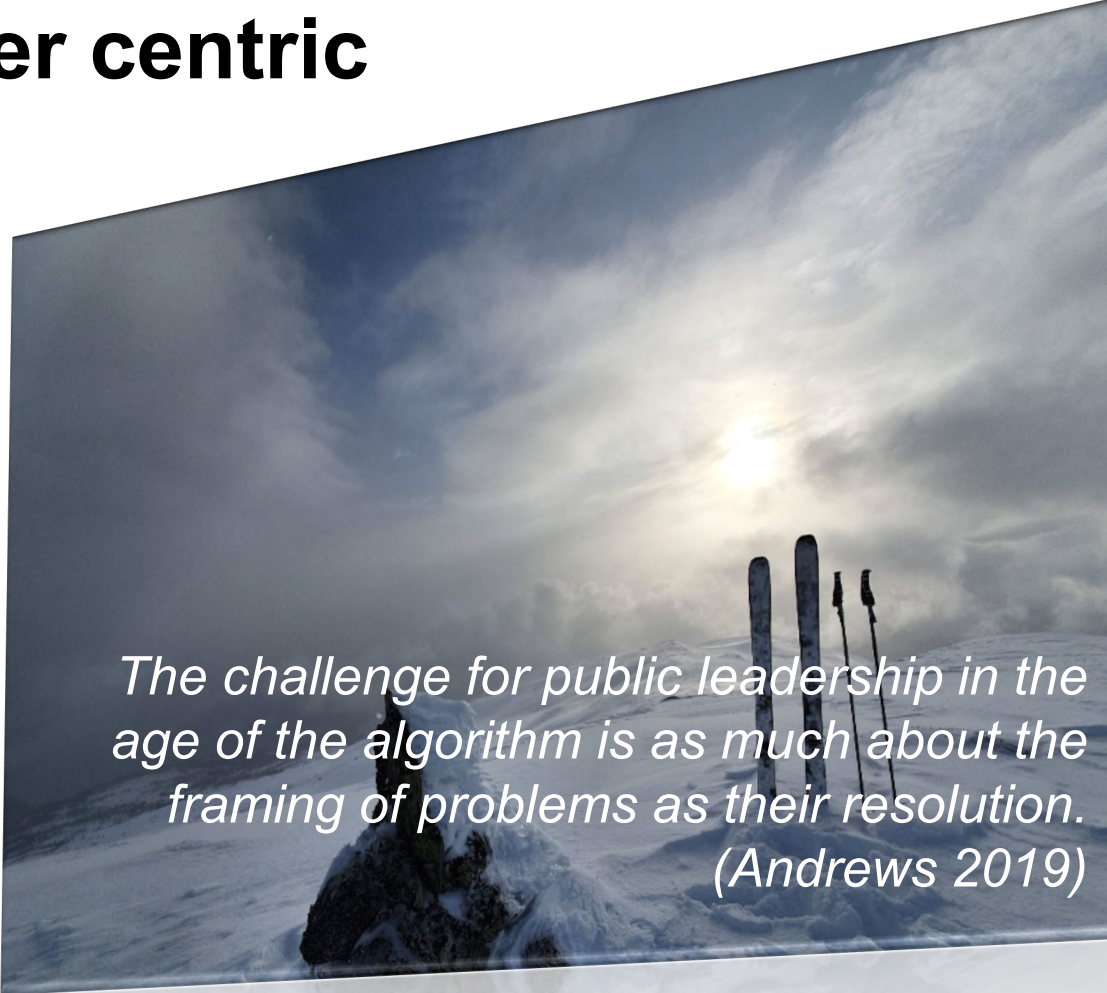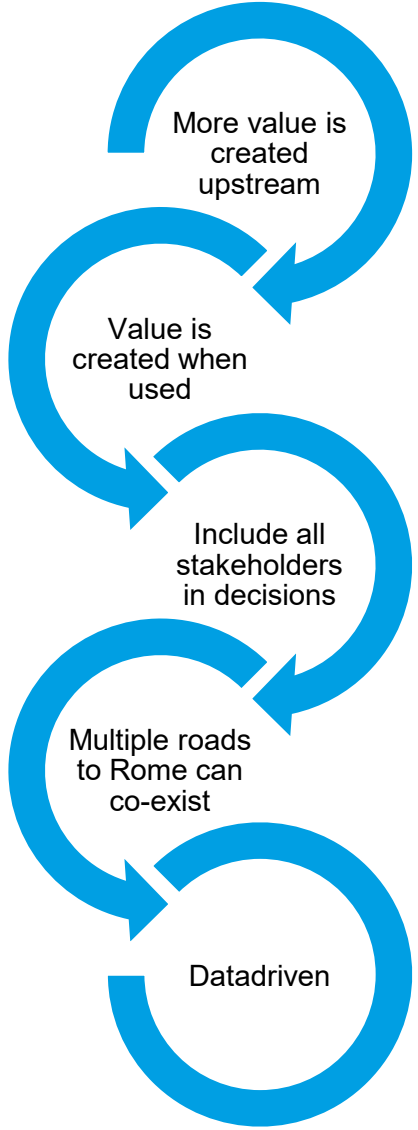- From documents to structured data

Ongoing initiatives in Norway
- Kravbank – repository of requirements as structured data for use, not copy
- eBevis – evidences as structured data
- ANS data – collect and analyze data
- Doffin – notification and contract repository

Future
- CTC – automated reporting of tax and «green» data?
- Organizational digital identifier in organization wallet
    - Including evidences?

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Public procurement today – tender centric

Tender data cycle: Assess need, Create strategy, Prepare tender, Announce tender, Q&A, Recieve bids, Qualify, evaluate and award, Sign and archive, Rig execution Catalogue, Order, deliver and accept, Invoice and accounting. PreAward, PostAward, Award.

More value is created upstream

Value is created when used

Include all stakeholders in decisions

Multiple roads to Rome can co-exist

Datadriven

The challenge for public leadership in the age of the algorithm is as much about the framing of problems as their resolution. (Andrews 2019)

- Principles from an Enterprise Architect

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