

**EUROPEAN COMMISSION HEARING ON**

**ACCELERATING E-PROCUREMENT: WHAT ROLE FOR THE EU?**

**VENUE: CHARLEMAGNE BUILDING  
SALLE DE GASPERI**

**25 NOVEMBER 2010**

*Background to hearing:*

e-procurement can streamline and accelerate public purchasing to the benefit of both public purchasers and suppliers. This open hearing aims to bring together all those interested in using ICT to drive efficiency gains in public procurement. The hearing will focus on how EU policy can usefully complement national or regional efforts to build and use e-procurement capacity. It will explore how the inherent transparency and accessibility of e-procurement can enhance competition and cross-border participation in on-line procurement procedures.

Following its introduction in the context of the 2004 EU public procurement directives, e-procurement is beginning to change procurement practice across the EU. The technology exists to permit all phases of the procurement transaction to be completed on-line. A number of regional and national authorities are forging ahead. In general, however, take-up lags behind initial expectations. Moreover, the proliferation of different e-procurement solutions and models may generate technical barriers to cross-border procurement.

The open hearing will

- review recent experience with regard to the use of e-procurement;
- provide an opportunity to discuss the principal challenges faced by stakeholders;
- discuss ways in which EU policy can help.

The hearing will provide an opportunity to discuss the orientations set out by the Commission in its forthcoming Green Paper and its evaluation of the state of e-procurement. Following the open hearing, interested parties will be able to submit views and reactions in response to the Green Paper (until January 2011).

Commissioner Michel Barnier, Commissioner for the Internal Market and Services, will deliver the opening address.

## **PROGRAMME:**

9.30-10.00

**Opening speech: Michel Barnier, Commissioner, Internal Market and Services, European Commission**

*Part I. e-procurement – where are we today? Potential and challenges*

10.00-11.10

**Panel 1: e-procurement – making the most of the potential to modernise and simplify procurement administration.**

**Scene-setting: The potential for e-procurement to transform public procurement, lessons from Italy for Europe: Stefano Tremolanti, Director, Public Procurement Division, CONSIP SpA, Italy**

**Moderator:** Bridget Cosgrave, Director General, Digital Europe

- Simon Instone, Director, Healthcare Solutions EMEA, Oracle
- Nigel Kletz, Assistant Director, Corporate Procurement Services, Birmingham City Council, Member of CEMR (Council of European Municipalities and Regions)
- Dr. Thomas Meyer, Senior Economist, Deutsche Bank Research
- Lynn Peterson, Programme Delivery Manager, eProcurement Scotland, Scottish Government
- Viktoras Sirvydis, Director, CPMA-Central Procurement Agency, Lithuania

Issues to be addressed:

- (1) Are we making the most of potential to simplify and rationalise procurement procedures? How do we extract the full benefits from this new technology (procure-to-pay)?
- (2) Wider policy and market impacts (transparency, aggregation, price competition, margin squeezing). Expectations of government ministries, constraints to development/investment in e-procurement.
- (3) Case-studies (working platforms; success stories, pitfalls and dangers). The challenges and costs of building a successful e-procurement capacity.

**COFFEE BREAK: 11.10-11.30**

11.30-13.00

**Panel 2: Identifying/prioritising specific challenges to take-up of e-procurement.**

How is EU e-procurement capacity developing? Where are we today – EU e-procurement landscape what does it look like? What are the specific success factors vs the stumbling-blocks? What models work? Which technological solutions and organisational arrangements are emerging as front-runners?

**Scene-setting:**

**a). The European e-procurement landscape: *Dr. Hans Graux, ICT Lawyer, Time-lex Law Offices, Brussels***

**b). Using policy to drive e-procurement: lessons from Portugal: *Prof. Manuel Ricou, Instituto Superior Técnico Lisbon, former member of the Board of the National Procurement Agency, Portugal***

**Moderator:** Andre Hoddevik, Project Director, PEPPOL – Pan-European Public Procurement Online, Norway

- Serge Doumain, Chef du bureau Economie, statistiques et techniques de l'achat public, Direction affaires juridiques, Ministry of Finance; France
- Thomas Holst, Director, Solution Management Public Services, SAP AG
- Dr. Gerhard Laga, Austrian Chamber of Commerce, Member of UEAPME (European Association of Craft, Small and Medium-sized Businesses)
- Andreas Nemeč, Chief Executive Officer, BBG - Federal Procurement Agency, Austria
- Kerstin Wiss Holmdahl, Legal adviser, Swedish Association of Local Authorities and Regions, Member of CEMR (Council of European Municipalities and Regions), Sweden

Issues to be addressed:

- (1) Is the technology/business-case proven?
- (2) Buyers: Incentives, process re-engineering, change management?
- (3) Challenges for suppliers and operators?
- (4) Central bodies/ministries: how important a strategic priority is investment in e-procurement in time of budgetary cut-backs?
- (5) Options for breaking the log-jam? Make e-procurement mandatory?

**LUNCH: 13.00 – 14.30**

*Part II. The Internal Market dimension – Challenges and opportunities for cross-border participation in e-procurement.*

14.30-14.50

**Opening remarks: Steps that the European Commission is taking to promote e-procurement:** *Mr Francisco Garcia Morán, Director-General, DG DIGIT, European Commission*

14.50 - 15.20:

**Panel 3: Creating the right legal and policy environment for successful take-up of e-procurement: what can the EU do?**

**Scene-setting:**

**a). What are the principal legal barriers to cross-border e-procurement:** *Trygve Olavson Laake, Chief Legal Officer, DIFI – Agency for Public Management and eGovernment, Department for Public Procurement, Norway*

**b). Shaping the future EU legal and policy environment for e-procurement: orientations from the 2010 EU Green Paper,** *Sara Piller, Deputy Head of Unit, Unit C4-Economic aspects of public procurement and e-procurement, DG Internal Market and Services, European Commission*

Issues to be addressed:

- (1) Is there a business case for cross-border e-procurement (yet)?
- (2) What are the principal barriers that hinder suppliers when seeking to participate in cross-border e-procurement procedures?
- (3) Which e-procurement processes/tools look most challenging in cross-border context?
- (4) What are the tools that we need to overcome these barriers?
- (5) How close are we to finding workable/affordable solutions? Is technology/market capable of delivering the solutions? Is policy action needed/justified?

15.20-16.30

**Discussion of preliminary orientations from Commission Green Paper:**

**Moderator:** Niall Bohan, Head of Unit, Unit C4-Economic aspects of public procurement and e-procurement, DG Internal Market and Services, European Commission

- Andre Hoddevik, Project Director, PEPPOL – Pan-European Public Procurement Online
- Roland Höglund, Deputy General Director, Finance Ministry, Member of the Swedish eGovernment Delegation, Sweden
- Luca Mastrogregori, Head of e-procurement strategies, CONSIP, Italy
- Prof. Luis Valadares Tavares, Full Professor Emeritus of Systems and Management of the Technical university of Lisbon (IST) and President of OPET (Portuguese Observatory of Technology Foresight), Portugal

Issues to be addressed:

- (1) Does the Commission Green Paper identify the right issues?
- (2) Does EU legislation provide the right mix of incentives and obligations? Can regulation be used to accelerate/facilitate the process? Do we need to change the rules to provide a legal environment that puts e-procurement at the heart of procurement practice and law?
- (3) Creating the conditions for cross-border participation in on-line procurement procedures/e-procurement systems: what barriers need to be tackled as priority?
- (4) Will emerging common solutions for (cross-border) e-procurement help (PEPPOL, open-e-PRIOR)?
- (5) Aligning processes and functions - overcoming interoperability challenges: where are the critical gaps (tendering, submission, evaluation, ordering)? How do we overcome them?

16.30-16.50

**Closing remarks:**

**Malcolm Harbour, Chairman, Committee for the Internal Market and Consumer Protection, European Parliament (pre-recorded statement)**

**Bertrand Carsin, Director, Public Procurement Policy,  
DG Internal Market and Services, European Commission**