

# *Open standards for ICT procurement: sharing of best practices*

Monitoring the use of standards  
and the take up of "open"  
procurement in Europe

**December, 3rd 2014**  
**Avenue de Beaulieu 25**  
**Brussels**

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# *Agenda*

**1**

*Building a light monitoring system*

**2**

*First evidences from MAPPs database analysis*

**3**

*Get involved: the survey*

# *Monitoring the use of ICT standards take up of "open" procurement in Europe*

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- 1. Building a light monitoring system**
2. First evidences from MAPPs database analysis
3. Get involved: join the survey



## ***Building a light monitoring system***

DG CONNECT, as part of the project "*Best Practices for ICT procurement based on standards in order to promote efficiency and reduce lock-in*" is willing to build a **light and effective monitoring system** to **measure the use of open standards in ICT procurement**, thus the **take up of the open ICT procurement** in Europe.

The **monitoring system** will be based on a dataset built on available data, from MAPPs dataset, survey results and best practices

Analytical and qualitative indicators enabling DG Connect to pursue this objective have been created

The indicators and evidences from the monitoring system will be made available through a final report.

# *Methodological approach*

## **ICT standard use in tenders:**

To monitor the use of open standards when procuring ICT, the monitoring system will be focused on data concerning:

- **references to trademarks**
- **number of participants to tenders.**

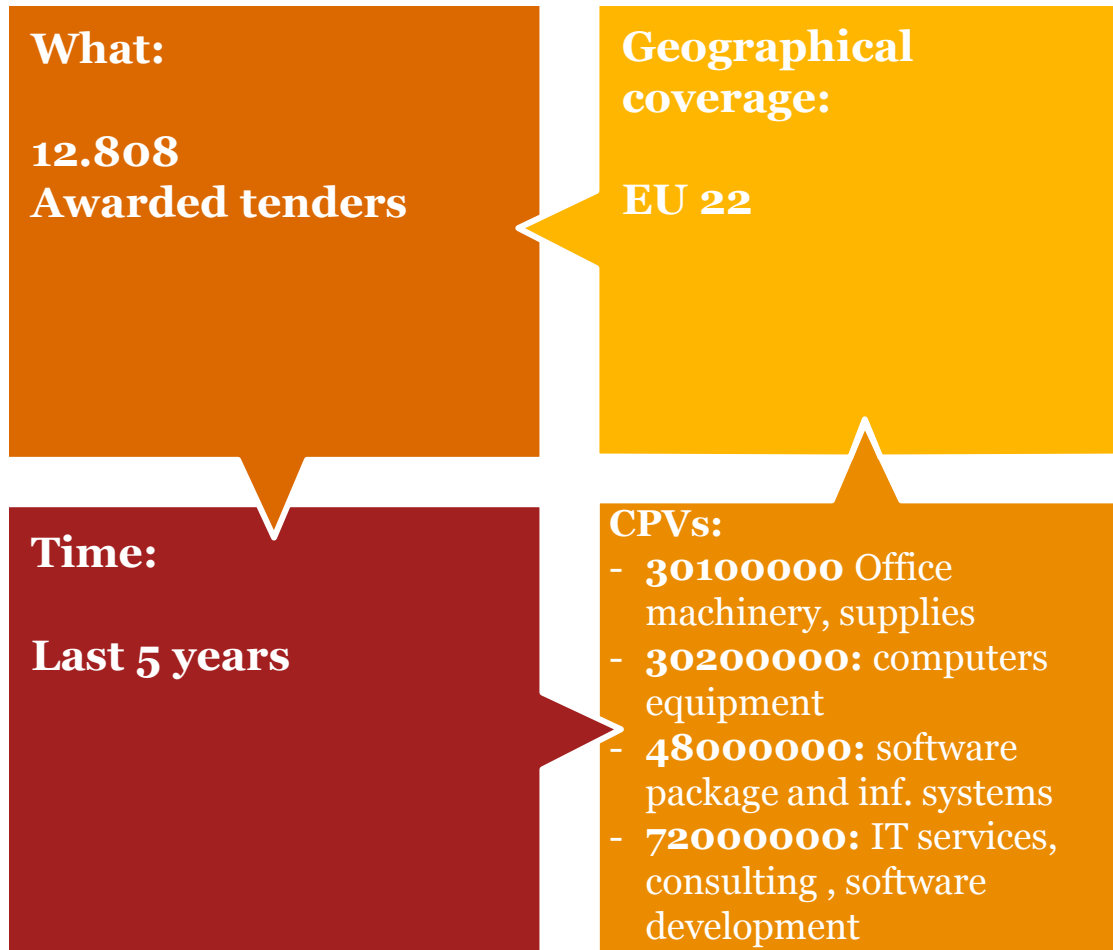
*As a matter of fact, using ICT standards results in:*

- ***Higher savings when procuring ICT***
- ***An increased level of competition among suppliers***
- ***Being compliant with EU Public Procurement directives***



# *Methodological approach for MAPPs analysis*

To analyse this enormous TED dataset, specific filters (sifting criteria) were employed. Filters employed are given below:



# Analytical indicators

Using data from MAPPs, a **dataset** has been created for **building indicators** able to provide information about the **use of open standards** and the **openness level of ICT procurement**.



## *Openness level of participation to tenders*

Measuring the **number of applicants** to procedures. (*% of recurrence of the same ICT supplier/provider in contracts award*)



## *Breakdown of number of bids per awarded contractor*

Measuring the concentration level of the ICT public tenders per main **ICT awarded supplier**.



## *Breakdown of tender notices with references to Specific Trademarks per CPV*

% of tenders containing reference to trademarks on total scanned tender trademarks per CPV



## *Breakdown of tender notices containing references to specific trademarks by Country*

Measuring the concentration level of the ICT public tenders per main **ICT awarded supplier**.

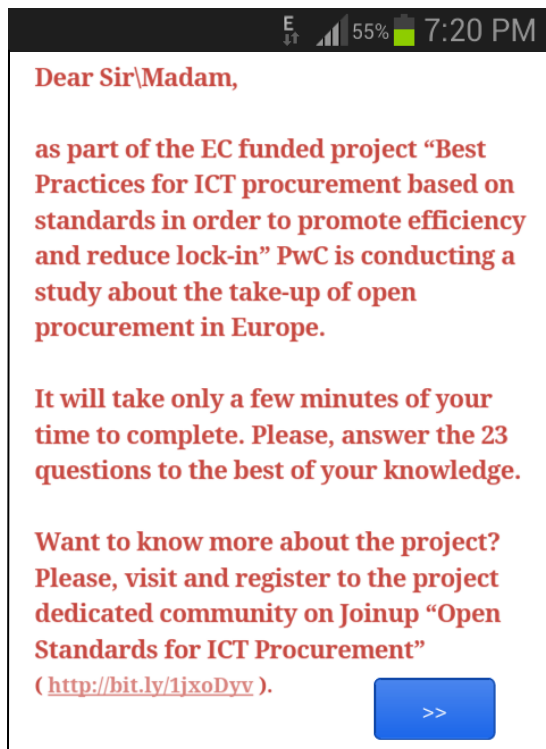


## *Breakdown of tender notices containing references to specific trademarks per year*

Measuring the concentration level of the ICT public tenders per main **ICT awarded supplier**.

# The survey

A **survey** will be launched soon to gather qualitative information about knowledge and use of instruments connected to open Ict Procurement and ICT standards.



## Different categories of questions:

- **Demographic** (Name, Organization, Email address, Member State, Organization type, Role within the organization)
- **Expenditure** (amount spent on ICT procurement, % above EU threshold)
- **Awareness** (ICT lock-in, the Guide, CAMMS method, existence of best practices)
- **Behavioural** (use of standards/ specifications, use of the Guide, use of other materials)
- **Legal** (use of standards/ specifications, Directive 24/2014)

## Participative

- The EC services, OFE, PwC, CAMMS, etc.

## Target Actors

- National and local procurers
- Standard setters and technical architects
- Manager, strategists



# Qualitative indicators

Through the survey, it will be possible to monitor further information and to create **qualitative indicators**, based on **perceptions, knowledge** and **experiences** about the openness level of ICT procurement in Europe.



*Examples of indicators to build on data from surveys:*



*Awareness level  
about lock in in  
ICT procurement*



*Knowledge and  
use of tools and  
open proc tender  
specifications*



*Existence of  
best/bad practices  
and tailored  
guidelines*

# Collection and sharing of best practices

The monitoring system includes also the **gathering of bad/good practices** concerning the **use of ICT standards**, as well as **related documents (i.e guidelines)** issued by authorities or procurers.


The **Best Practices Library** on Open ICT Procurement site on **Joinup**, offers a **collection of selected best practices** and allows users to propose further cases.

## Examples:

- **Open Standards Principles:** For software interoperability, data and document formats in government IT specifications (UK)
- **Suggested model texts for the inclusion of standards and technical specifications** in procurement tenders (EU)
- BITKOM guides on **wording procurement documents in a non-proprietary manner** (Germany)
- An **action plan for the use of Open Standards and Open Source Software** in the public and semi-public sector (Netherlands)
- **MITA approach to Open Standards** (Malta)
- **Use of open specifications** and the **OIO catalogue** (Denmark)
- **UK Cabinet Office: Standards Hub** (UK)

Best Practices Library  
Submitted by [Ict Procurement](#) on September 26, 2014

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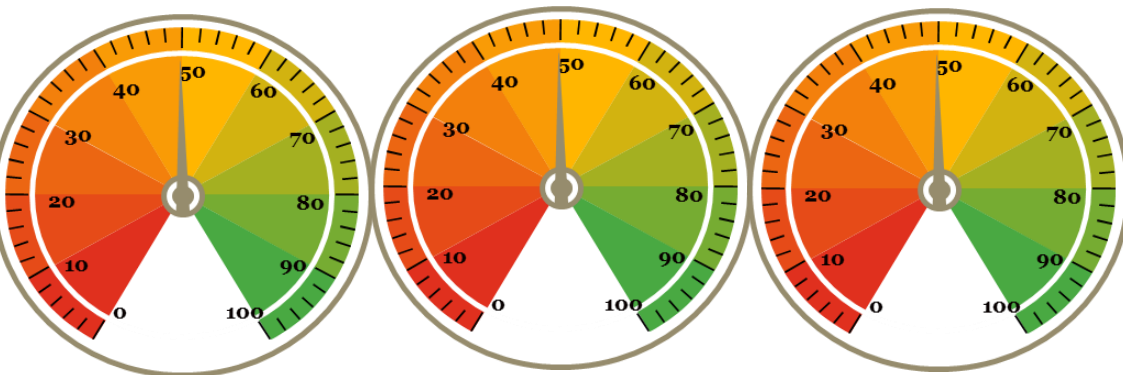
We are providing you with free access to an e-Library of virtuous and less virtuous open procurement practices and other different examples/initiatives related to the procurement of ICT goods and services by public bodies throughout Europe.

PRACTICE NAME	TYPOLGY	RELEVANT FOR:	COUNTRY & SCALE
<a href="#">Open Standards Principles: For software interoperability, data and document formats in government IT specifications</a>	<ul style="list-style-type: none"> <li>- Long term ICT plans</li> <li>- ICT needs definition</li> <li>- ICT strategies and architectures</li> </ul>	<ul style="list-style-type: none"> <li>- Senior Manager</li> <li>- Strategist</li> </ul>	<ul style="list-style-type: none"> <li>UK</li> <li>- National</li> <li>- Local</li> <li>- Individual</li> </ul>
<a href="#">Standard "Sharing and Re-using" clauses for contracts: Contractual Clauses for Service Procurement</a>	<ul style="list-style-type: none"> <li>- Templates and ready texts</li> <li>- Procurement documents</li> </ul>	<ul style="list-style-type: none"> <li>- Procurement Practitioner</li> <li>- Business Case Author</li> <li>- Strategist</li> </ul>	<ul style="list-style-type: none"> <li>EU wide</li> <li>- Supranational</li> <li>- National</li> <li>- Local</li> <li>- Individual</li> </ul>
<a href="#">The Swedish National Police: How to avoid locking yourself in while saving money</a>	<ul style="list-style-type: none"> <li>- Knowledge on standards and technical specification</li> <li>- Long term ICT plans</li> </ul>	<ul style="list-style-type: none"> <li>- Strategist</li> <li>- Procurement Practitioner</li> <li>- Senior Manager</li> </ul>	<ul style="list-style-type: none"> <li>Sweden</li> <li>- Local</li> <li>- Individual</li> </ul>
<a href="#">Suggested model texts for the inclusion of standards and technical specifications in procurement tenders</a>	<ul style="list-style-type: none"> <li>- Knowledge on standards and technical specification</li> <li>- Templates and ready texts</li> </ul>	<ul style="list-style-type: none"> <li>- Procurement Practitioner</li> <li>- Strategist</li> <li>- Senior Manager</li> </ul>	<ul style="list-style-type: none"> <li>EU wide</li> <li>- National</li> <li>- Local</li> <li>- Individual</li> </ul>

# *Monitoring the use of ICT standards take up of "open" procurement in Europe*

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# *Analysis limitations/ open points*

The analysis has been conducted on a limited number of items compared to the whole accessible dataset, since it contains **fragmented** and **incomplete information**

Data were found not ready to use:

- **Incomplete info** (*value, lots, type of procedures,..*)
- **Incomplete info on award notices** (*awarded contractor but no awarded contract value*)
- **Same item , different names** (names of authorities, or providers gathered in different ways and formats , ...)
- **Unclear use of CPV**

**Synergies with other researches and studies** based on MAPPs have been scanned and are **useful** to paint the framework of ICT procurement trends in Europe (OFE, European Commission, etc.)

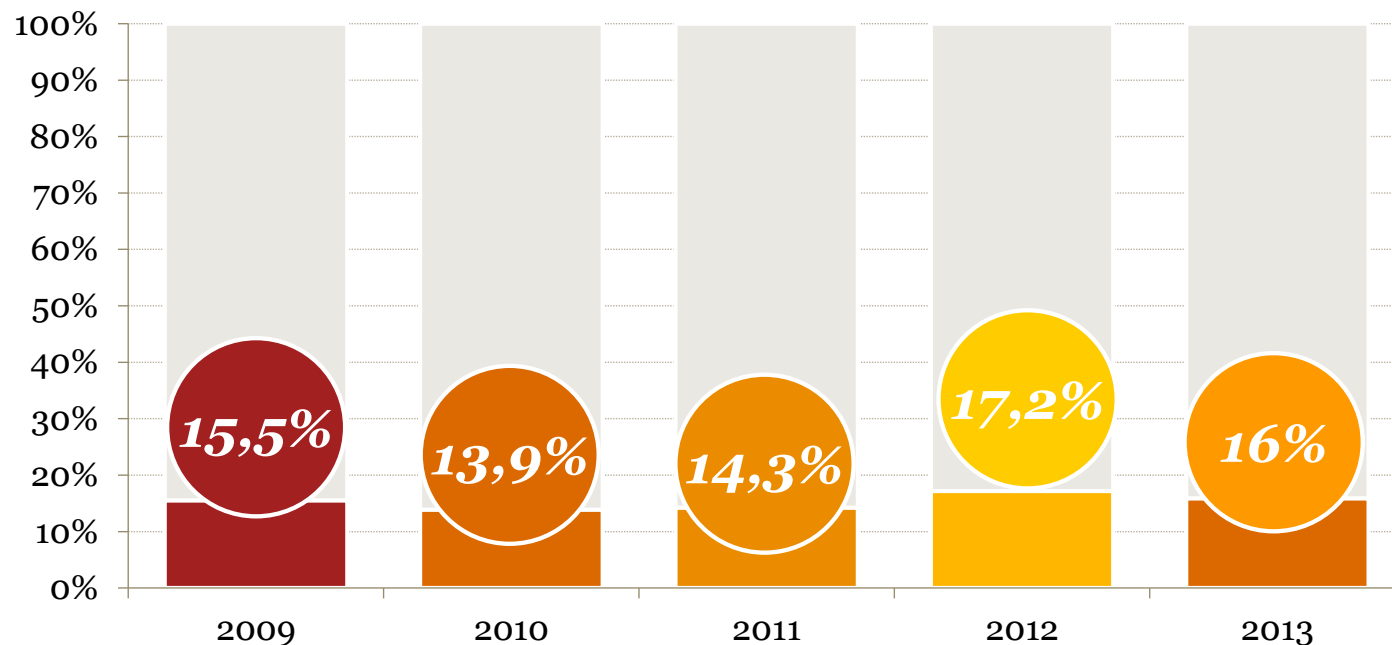
**1** **Fragmented and incomplete information in MAPPs**

**2** **Big efforts to make consistent the dataset: any possibility to improve data**

**3** **Synergies with studies and researches based on MAPPs**

# First evidences from MAPPs analysis

## Breakdown of tender notices containing references to specific trademarks per year

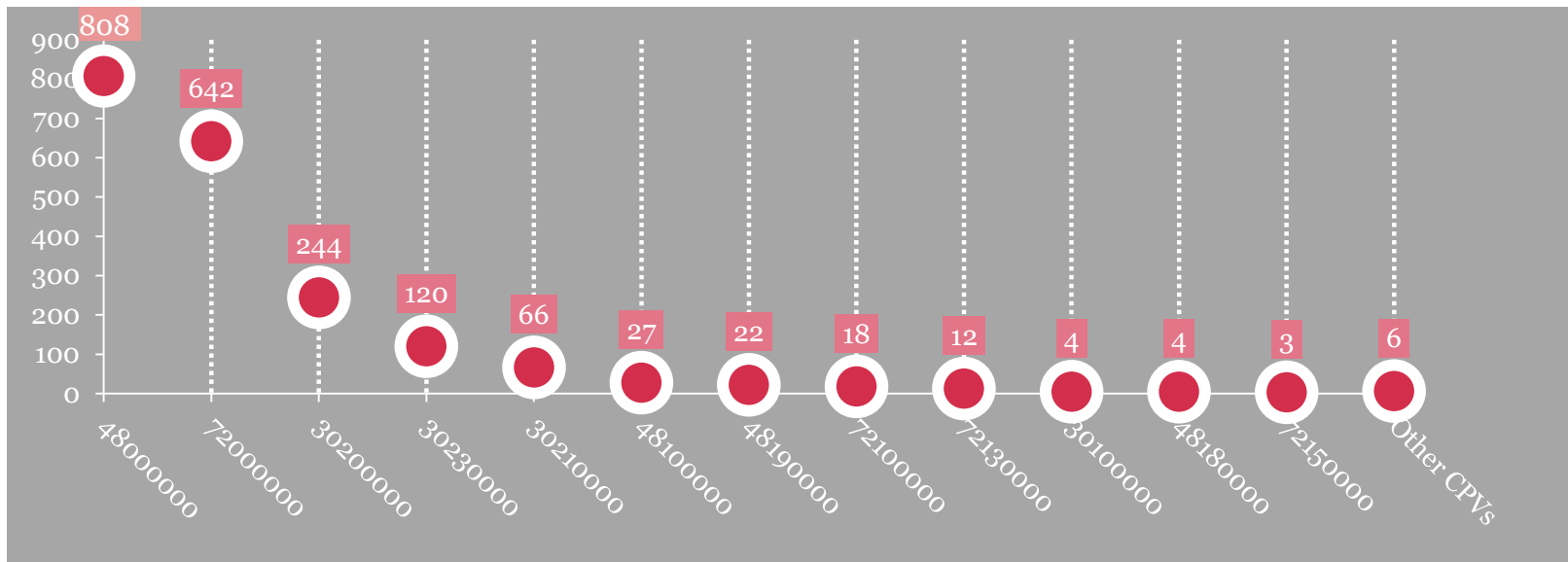


On a total of **12.808** scanned tender award notices, **15% were found containing direct reference.**

The **steady trend**, shows no **apparent connection with public procurement Directives implementation, preventing references to trademarks in tender specifications.**

# First evidences from MAPPs analysis

## Tender Notices Breakdown to Specific Trademarks per CPV

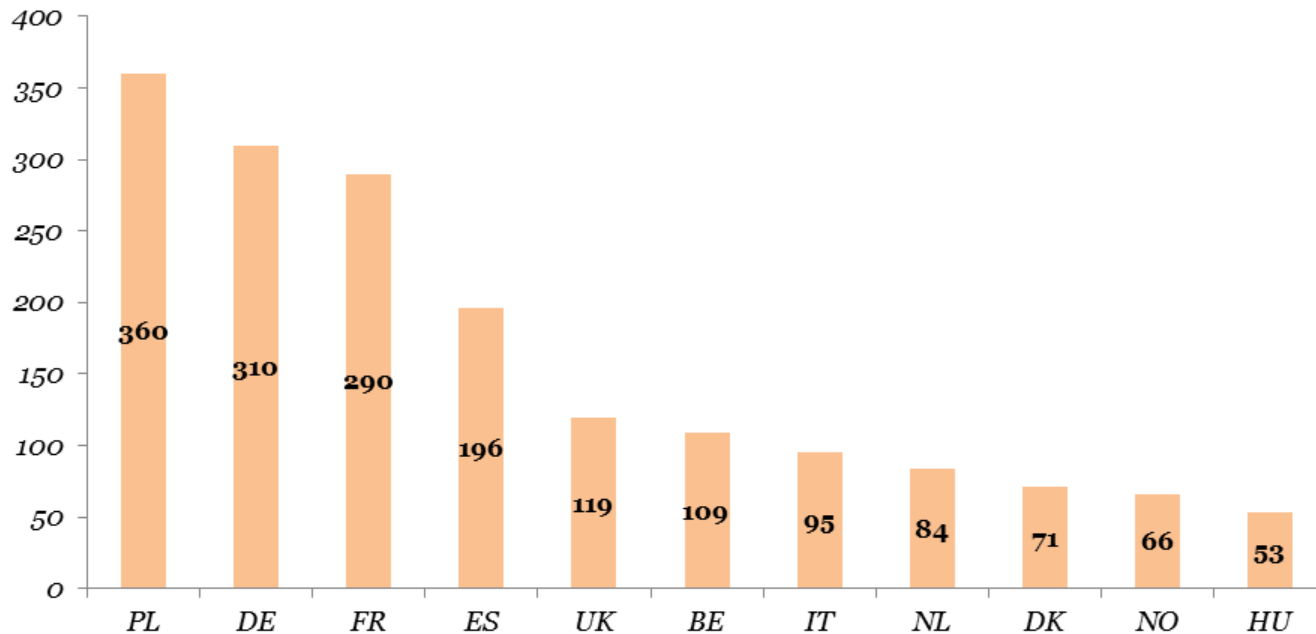


The scanned awarded notices containing **direct reference to trademarks** show **high concentration** for **few CPVs**: more than **95%** of them are absorbed by **5** of the 12 considered **CPVs**.

The most recurrent CPVs are: 48000000 (Software package and information systems); 72000000 IT services (consulting, software development, Internet and support); 30200000 - Computer equipment and supplies; - 30230000; Computer-related equipment- 30210000; Data-processing machines (hardware)

# First evidences from MAPPs analysis

## Breakdown of tender notices containing references to specific trademarks by Country

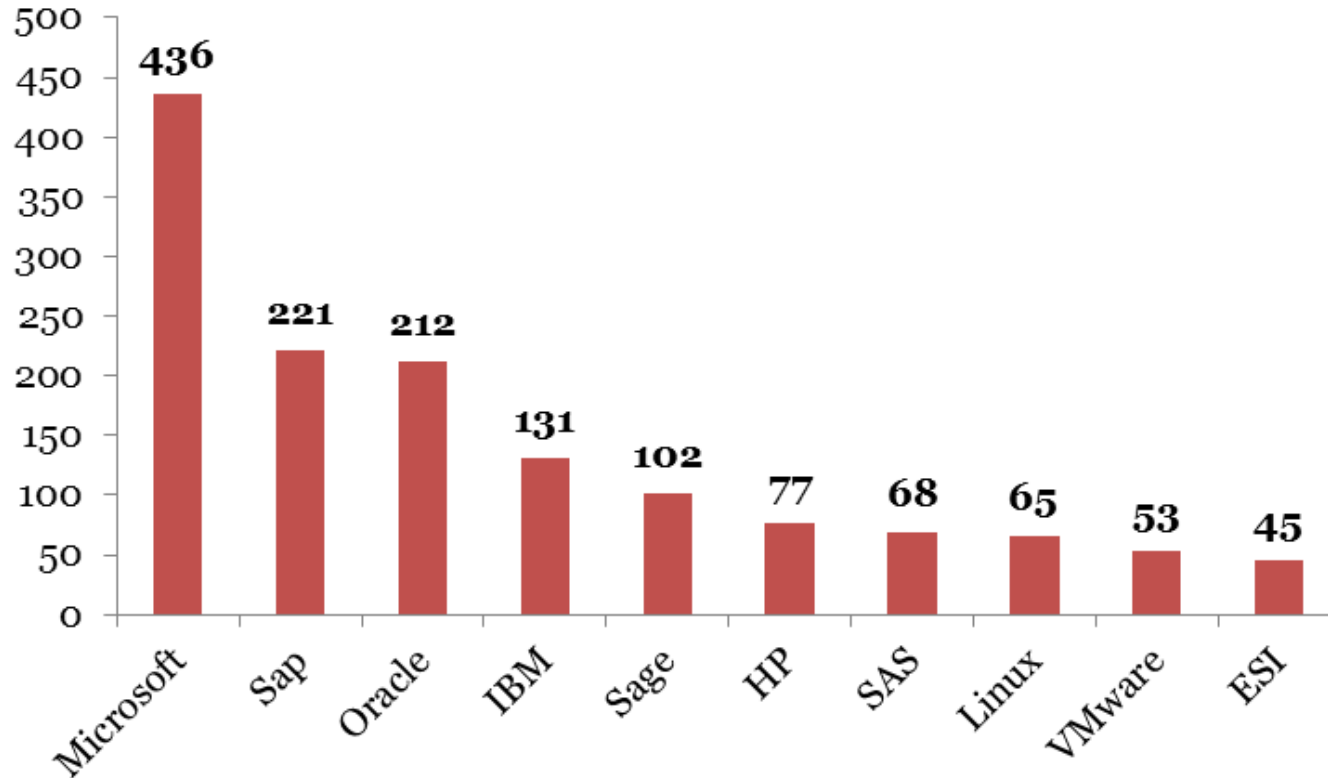


On a total of **12.808** scanned tender award notices, almost **90% have been published by 10 countries.**

No strict connection seems to exist between the number of *contra legem* tenders and European membership time.

# *First evidences from MAPPs analysis*

*Breakdown of tender notices containing references to specific trademarks per trademark*

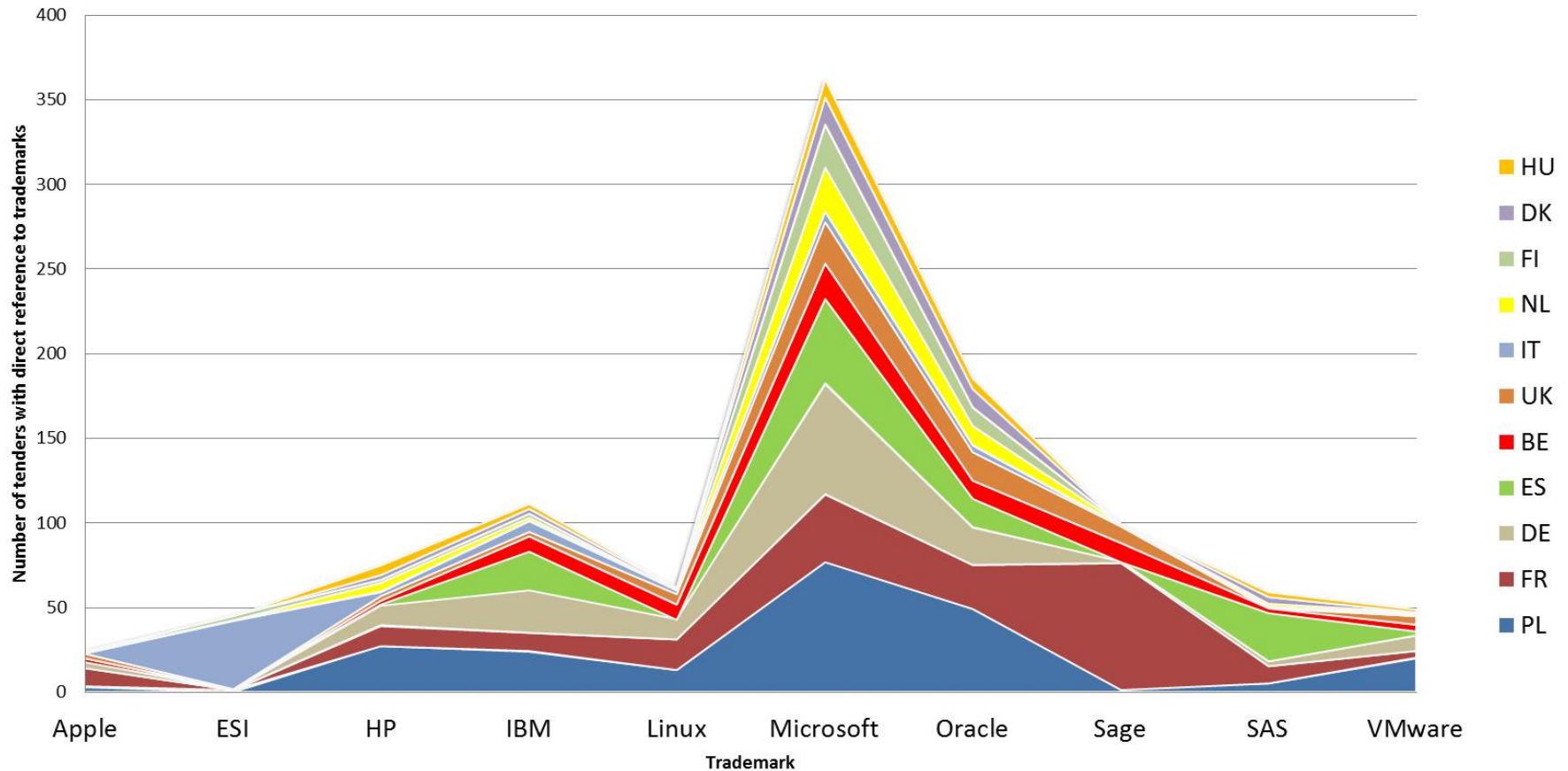


On a total of **12.808** scanned tender award notices, more than **72% contain direct reference to 10 trademarks**, from a list of almost 200 ICT providers.



# First evidences from MAPPs analysis

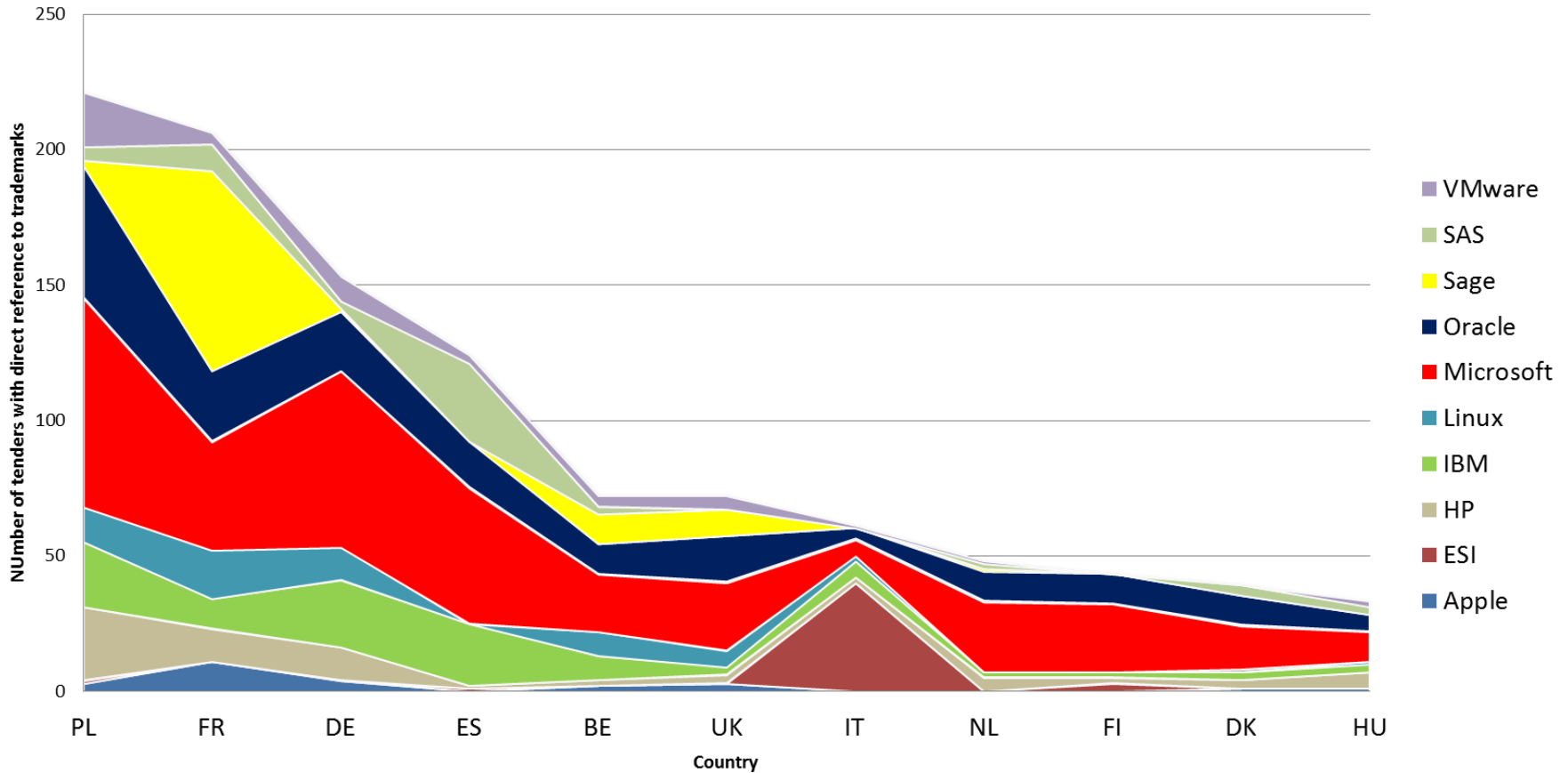
*Breakdown of tender notices containing references to specific trademarks per trademark and Country*



Some trademarks are **recurrent in almost all countries**, while there are some others that are used **by a specific country**.

# First evidences from MAPPs analysis

*Breakdown of tender notices containing references to specific trademarks per Country and trademarks*



Some **countries used direct references for several trademarks**, while other countries are using less references but for specific trademark.

# *First evidences from MAPPs analysis*

## *Openness level of participation to tenders*

One participant per procedure

23%

- ✓ **From 1 to 15 participants** per single procedure (where articulated in lots, it is intended per lot)
- ✓ **Average of participation: 2** participants per procedure

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# Get involved! Join our survey

Contribute to open up the ICT Procurement! Have your say, join our **online survey**: 5 minutes of your time, **23 questions**.

[https://pwc.qualtrics.com/SE/?SID=SV\\_eKfeWRySLG8KKcl](https://pwc.qualtrics.com/SE/?SID=SV_eKfeWRySLG8KKcl)

*PREAMBLE.*

Dear Sir\Madam,

as part of the EC funded project “Best Practices for ICT procurement based on standards in order to promote efficiency and reduce lock-in” PwC is conducting a study about the take-up of open procurement in Europe.

It will take only a few minutes of your time to complete. Please, answer the 23 questions to the best of your knowledge.

Want to know more about the project? Please, visit and register to the project dedicated community on Joinup “Open Standards for ICT Procurement” (<http://bit.ly/sjxoDyv>).

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