

Open ICT Standards for Public Procurement: fostering interoperability

Introduction

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Study on best practices for ICT procurement based on standards in order to promote efficiency and reduce lock-in

TODAY'S HASHTAG

#ictproc2015





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**Created a
web-based
version of the
Guide**

**Built an
Online
Community**

**Organization
of 10
webinars**

**Set up
workshops**



European
Commission



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GUIDE: OPEN STANDARDS FOR ICT PROCUREMENT

How to use this Guide

INTRODUCTION & BACKGROUND WHAT IS AN OPEN STANDARD? LESSONS LEARNT WHAT IS YOUR ROLE? ▾

Home

Introduction & background

The Guide for the procurement of ICT on the base of open standards is designed to help those actors who are responsible for both planning and purchasing ICT systems and services under the EU procurement directives.

The best way to use this Guide is to identify what role (or roles) you carry out. Once you have done this, you can read the associated section – and join the conversation.

It is important to note that this Guide does not give a list of recommended standards for use by public authorities when planning and procuring ICT goods and services. This would not be possible since the standards most relevant to each awarding authority will vary according to particular functional needs and the wider set of systems the procured

What is your role?

Standards Setters ▾

You are a Standards Setter if your role is to define the standards to be used in a country or region

[See more >](#)

Senior Manager ▲

If you cover one of these roles, take a look at the Guide!

- ✓ Standards Setter
- ✓ Technical Architect
- ✓ Senior manager
- ✓ Strategist
- ✓ Procurement Practitioner
- ✓ Business Case Author



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Open Standards for ICT Procurement

(5 stars) 5/5 | 2 votes

f t g+ in

Editor's choice

Overview | Description | Members list | Highlights | Forums | Communications

Open Standards for ICT Procurement is a 24 month project of DG CONNECT of the European Commission, meant to facilitate and promote the use of standards when procuring ICT. This Community is addressed to all those procurement officials, policy makers, strategists and architects within public organizations that care about reducing their ICT procurement costs through the employment of open procurement standards. To achieve its objective this community will allow its users ...


Propose your ...

Mailing list open_standards_ict[a]


Join this community



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BEST PRACTICES LIBRARY



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	TYPOLOGY	RELEVANT FOR(*)	COUNTRY & SCALE
<u>Open Standards Principles: For software interoperability, data and document formats in government IT specifications</u>	<ul style="list-style-type: none"> - Long term ICT plans - ICT needs definition - ICT strategies and architectures 	<ul style="list-style-type: none"> - Senior Manager - Strategist 	UK - National - Local - Individual
<u>Standard "Sharing and Re-using" clauses for contracts: Contractual Clauses for Service Procurement</u>	<ul style="list-style-type: none"> - Templates and ready texts - Procurement documents 	<ul style="list-style-type: none"> - Procurement Practitioner - Business Case Author 	EU wide - Supranational - National - Local

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)
- Etc.



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A LIGHT MONITORING SYSTEM TO MEASURE THE TAKE-UP OF "OPEN" PROCUREMENT

- ✓ **Statistical evaluation of procurement practices (example of indicators):**
 - Number of references to trademarks (prevalence of brand names in tenders)
 - Number of suppliers participating in public procurement bids (level of competition)

- ✓ **Follow-up survey of procuring authorities (example of qualitative analysis carried out – 117 respondents):**
 - ICT lock-in awareness
 - ICT procurement practices
 - ICT standards use
 - An appraisal of the Guide
 - Use of the CAMMS



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Methodology:

□ Data cleansing and data selection

- 21 most relevant CPVs
- EU28 (i.e. excluded Iceland, Norway and tenders issued by EU institutions)
- Duplicates & not awarded tenders were removed

□ Search for vendors

- 293 vendors/trademarks

□ Quality check

- Multilinguistic control
- Detection of further vendors
- Improved analytical techniques: text mining in R (open-source statistical software)

✓ **From:** 2.5 million rows*

✓ **To:**

- 14.538 tender notice
- 28.670 award notices



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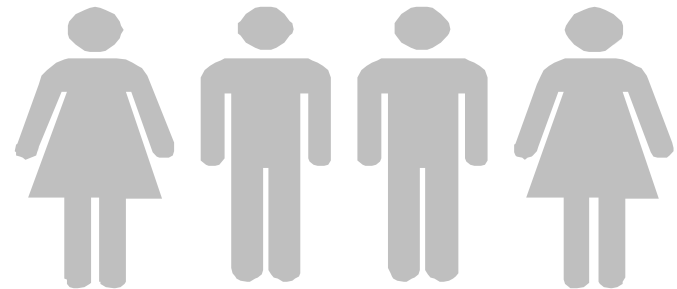
Evidences from the second iteration of the TED Analysis:

Incidence of notices
with only one offer

26%

**Worst performing countries:
Croatia, Latvia, Romania,
Slovakia and Poland**

**Average of
participation**

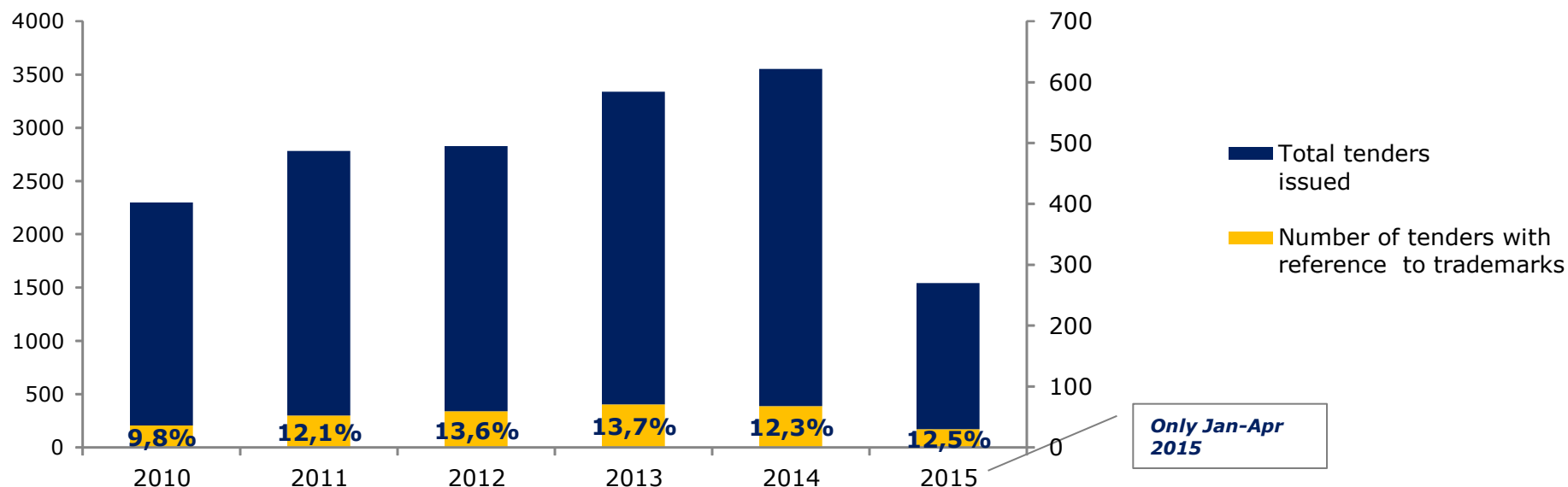


4 participants per procedure



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Stable incidence of trademarks in ICT procurement tenders, but increasing # references

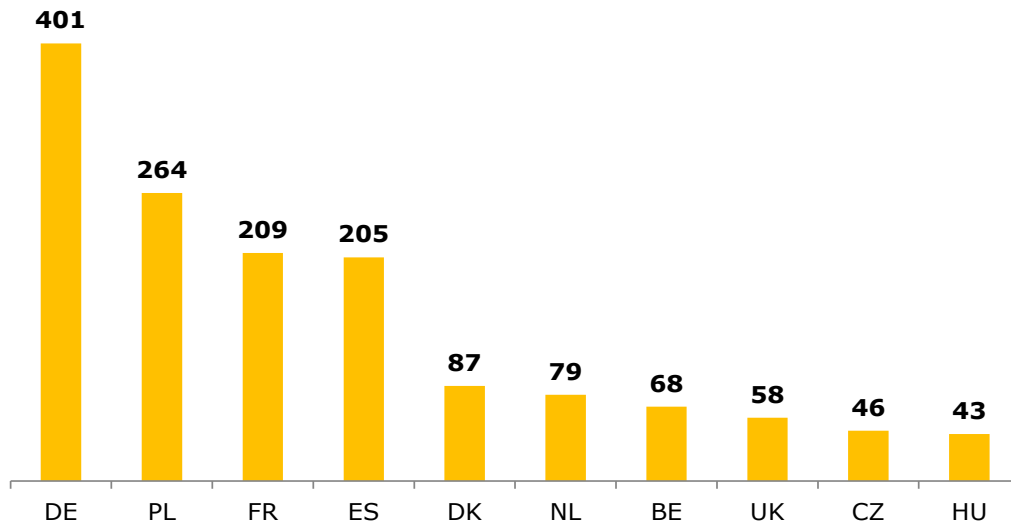


* CPV **48000000** (i.e. software package and information systems), **72000000** (consulting , software development, Internet and support) **30200000** (computer equipment and supplies) account for **88% of the total tender with contra legem references**



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Trademarks in ICT procurement tenders per country



* DE: 111 references to SAP

** DE and PL: linguistic check still to be finalised

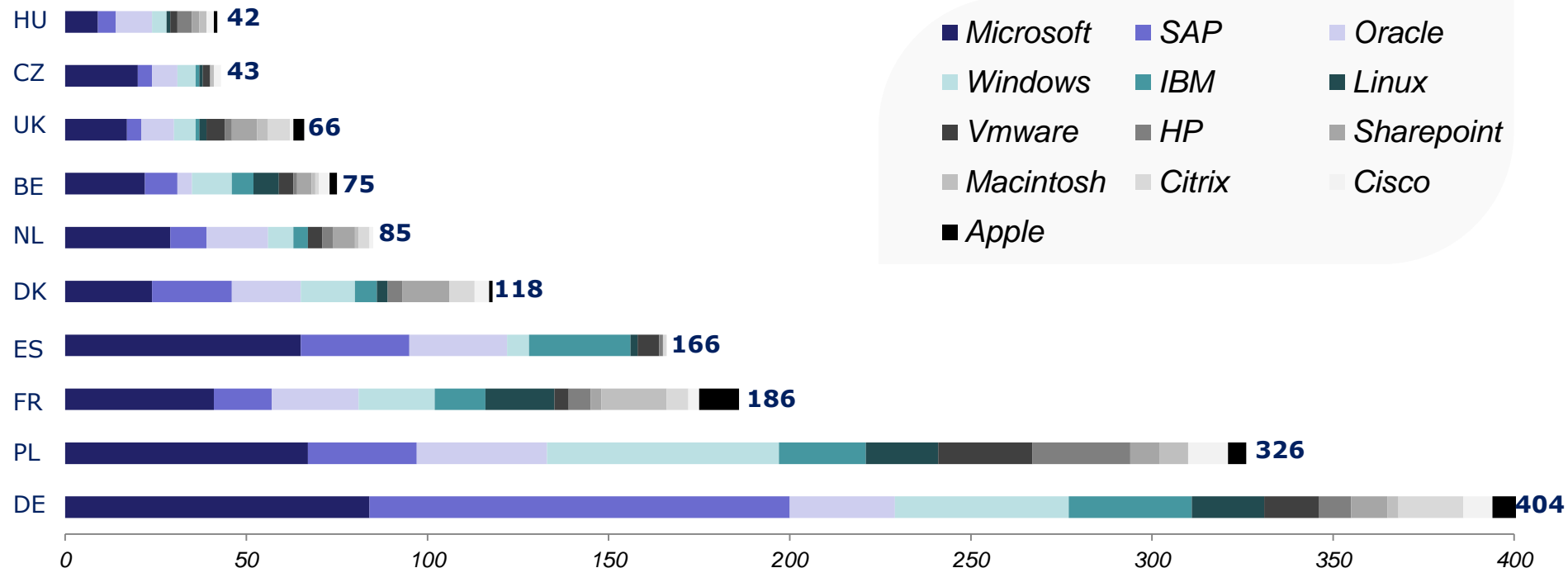
- ✓ 14.538 tender notice
- ✓ **5959** references to trademarks initially founded
- ✓ Top 10 countries cover 83% of total # references to vendors (on average 1,43 references for tender)
- ✓ **2585** explicit references to vendors
- ✓ or mitigated either by the sentence "or equivalent" or by other phrases expressing a similar concept (minor percentage)



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Top 10 countries & Top 10 recurring trademarks (1/2)

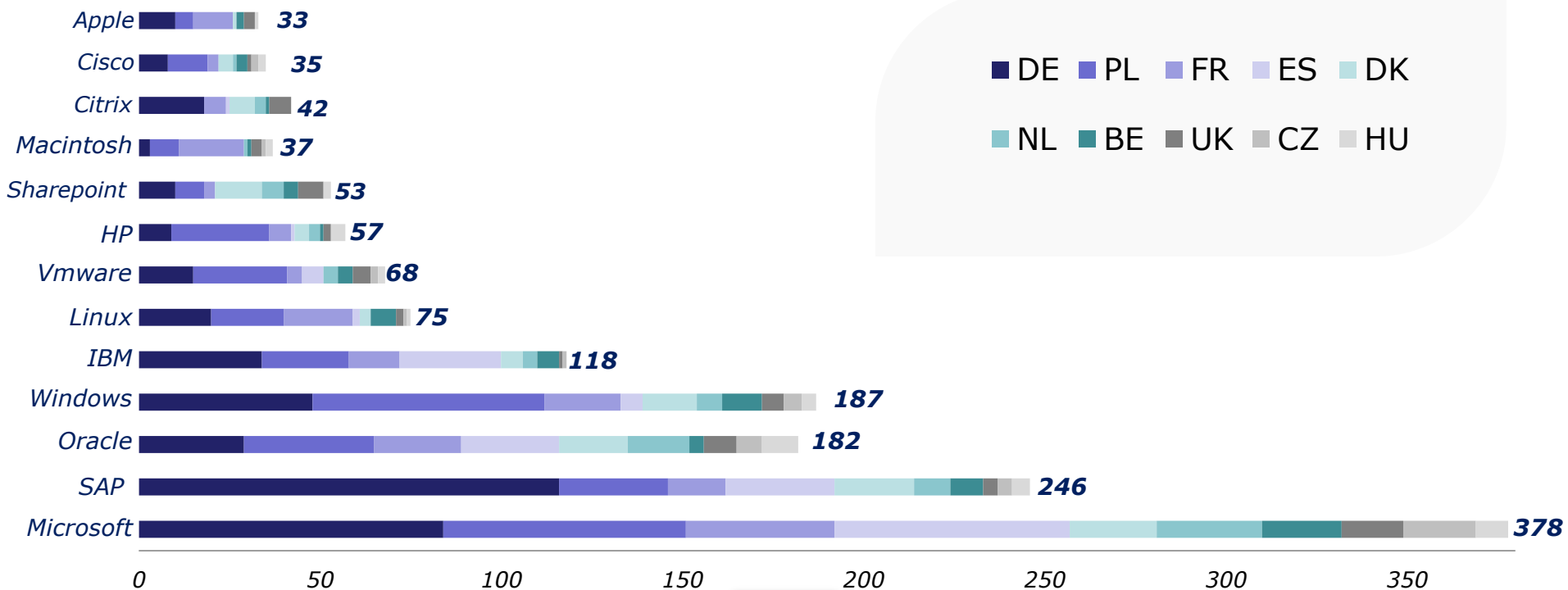




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Top 10 countries & Top 10 recurring trademarks (2/2)





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Evidences from the Survey Analysis

42%

Experienced ICT lock-in in their organisation

35%

Never mentions ICT standards in tendering documents

15%

Rarely mentions ICT standards in tendering documents

41%

Often mentions ICT standards because of prev. bad experiences

The Guide

- ✓ Should be **simpler, shorter, multilingual**
- ✓ Should contain **more practical case studies**
- ✓ Should contain **templates and lists of recommended standards**
- ✓ Should contain ad-hoc sections (data migration strategy; software incompatibility; tailored IT solutions etc.)





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FIRST WORKSHOP: PUBLIC ENTITIES REDUCING LOCK-IN – 07/08/2014

The legal aspects related to the use of open ICT standards for the procurement of ICT products and services.

(<http://bit.ly/1oMOFvd>)



SECOND WORKSHOP: SHARING BEST PRACTICES – 03/12/2014

Sharing of best practices concerning the procurement of ICT products and services among European public entities, at all levels

(<http://bit.ly/1o5yMXZ>)

THIRD WORKSHOP: SAVING WHILE REDUCING ICT LOCK-IN 12/06/2015

Served as a platform to discuss ways in which Pre-Commercial Procurement could be used as a tool to steer the development of solutions towards concrete public sector needs.

(<http://bit.ly/1HV8yPf>)

**Workshop
presentations and
report on Joiunp
Open Ict procurement
community
joinup**





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THE FIRST THREE WORKSHOPS: IMPORTANT OUTCOMES AND SUGGESTIONS

Important Outcomes:

- ✓ **Populated:** 72 participants on average
- ✓ **Right Targeted:** central and local PA, research institutes ICT suppliers. Some MSP members also.
- ✓ **Incisive Speakers:** speakers and moderators contributed to a clear and effective Workshop
- ✓ **Networking Opportunities:** many networking sessions, especially during the second workshop

Important Suggestions:

- ✓ **More Practical**
- ✓ **More Bad Examples**



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FOURTH WORKSHOP – FOSTERING INTEROPERABILITY

Today's workshop

- ✓ Is a **great opportunity** for all of us (MSP members, EU policymakers, procurement managers and ICT suppliers) **to share and discuss how to effectively reduce lock-in by using ICT Standards.**

Workshop goals

- ✓ **Present the EU Catalogue of ICT standards, and how it will contribute to the Digital Single Market**
- ✓ **Provide some suggestions on how to reduce lock-in when procuring ICT**
- ✓ **Share good practice examples on how to procure ICT on the basis of standards**