



Sweden's innovative software procurement strategy

Daniel Melin



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About me

- Daniel Melin
- ICT procurement specialist at the Swedish National Procurement Services
- Done ICT for ~30 years
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The National Procurement Services



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The National Procurement Services

- To supply coordinated framework agreements at National, Regional and Local level within the area of ICT & telecom
- National level: All Central government authorities
- Regional level: 20 County councils (authorization is needed)
- Local level: 290 Municipalities (authorization is needed)



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ICT procurement

- The government has stated that the National Procurement Services should promote:
- That optimum conditions are created for the acquisition and use of ICT within the Public administration
- That Public administration as a whole uses common functions and solutions
- That the interest of innovations and technology-neutral solutions should be taken into consideration
- That the framework agreements increases digital cooperation by promoting open standards, sharing and re-use of ICT solutions



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Economic preconditions

- Activities are financed by fees. The suppliers pay fees in proportion to turn-over
- The economic goal is full coverage of costs
- In 2014, the total turn-over of the procurement activities that are organized within the National Procurement Services was approximately 1,3 billion EUR (12 billion SEK)



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New framework agreements



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Contents and purpose

- 4 framework agreements for software and services
- Includes open source software, proprietary software, cloud computing, tailored solutions and coupled consulting services
- It's possible to combine all of the above in a specific contract procured through the frameworks
- All 4 uses the same basic principles and the same contract terms



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Contents and purpose

- The difference between the frameworks is in the area of use:
- Office automation
- The IT department's principal IT solutions
- Information management and e-services
- Software development



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Open competition

- One of the main goals with the new frameworks is to promote a healthy competition between different vendors with different business strategies
- Quite often, that means that open source and cloud services can compete on a level playing field with the incumbent proprietary software vendors



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Open standards

- When doing the mini competition the buyer can only use a mandatory requirement for a standard if the standard is an open standard
- What is an open standard? It conforms to all 4 requirements set out in EIF 1.0
- Non-open standards can be used as an evaluation criteria



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Open source

- When doing the mini competition the buyer can only use a mandatory requirement for a specific piece of software if the software is 100 % open source and free for anyone to use
- What is open source? Software that uses one or more licenses that complies with OSI's Open Source Definition
- Non-open source can be required by the buyer if it's an upgrade of existing software or if a smaller increase in the number of licenses of existing software is needed



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Functional requirements

- If the buyer needs a new solution or a solution that replaces an older solution then only functional requirements are allowed
- Open standards and open source can be mandated in line with the last slides



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End of presentation



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