



# **KOINNO** Consultancy

Free consultations for innovative public procurement



# For a successful transition to innovative public procurement

## What is KOINNO?

The Competence Centre for Innovative Procurement (KOINNO) is managed by the non-profit Association for Supply Chain Management, Procurement and Logistics (BME) on behalf of the Federal Ministry for Economic Affairs and Energy (BMWi).

#### Who does KOINNO advise?

Public institutions at all levels (federal and state authorities, cities, municipalities, police, fire brigade, public utilities, universities, hospitals, ...)

#### How does KOINNO advise?

The objective of Koinno Consultancy is to increase the innovative strength of public procurement.

This is done on two levels:

- Consultancy services on innovative management (processes, strategy, organisation)
- Consultancy services on innovative products

# **KOINNO Consultancy**

- > Free of charge and focused on solutions
- > Wide range of services
- > Together with you and your employees
- > Inhouse
- > With an approach tailored to your requirements
- Striving to make your procurement more innovative through specific recommendations for action
- Guaranteed objective and impartial approach as a non-profit association
- Using the know-how from our procurement network and expert councils

**KOINNO Consultancy** www.koinno-bmwi.de

## Our offer

**KOINNO Consultancy** 

- > Efficient and resultsoriented processes
- > Early integration of procurement

- > Procurement value and marketing
- > Reorganisation and personnel development

- > Strategic supplier and category management
  - > Innovative procurement strategy
  - > Support of specific procurement projects for innovative products and services
  - > Use of award instruments that promote innovation (e.g. innovation partnerships, pre-commercial procurement, LCC, ...)



# References for KOINNO consultancy projects

I. Saxony development institution (term: 7 months): Preparation of future procurement process centralisation

Organisation

- II. NRW water board (term: 9 months): Assessment of current procurement processes in the decentralised structure; development and implementation of a procurement handbook
- III. Energy supplier in Hesse (term: 12 months): Introduction of category management and development of category strategies

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