



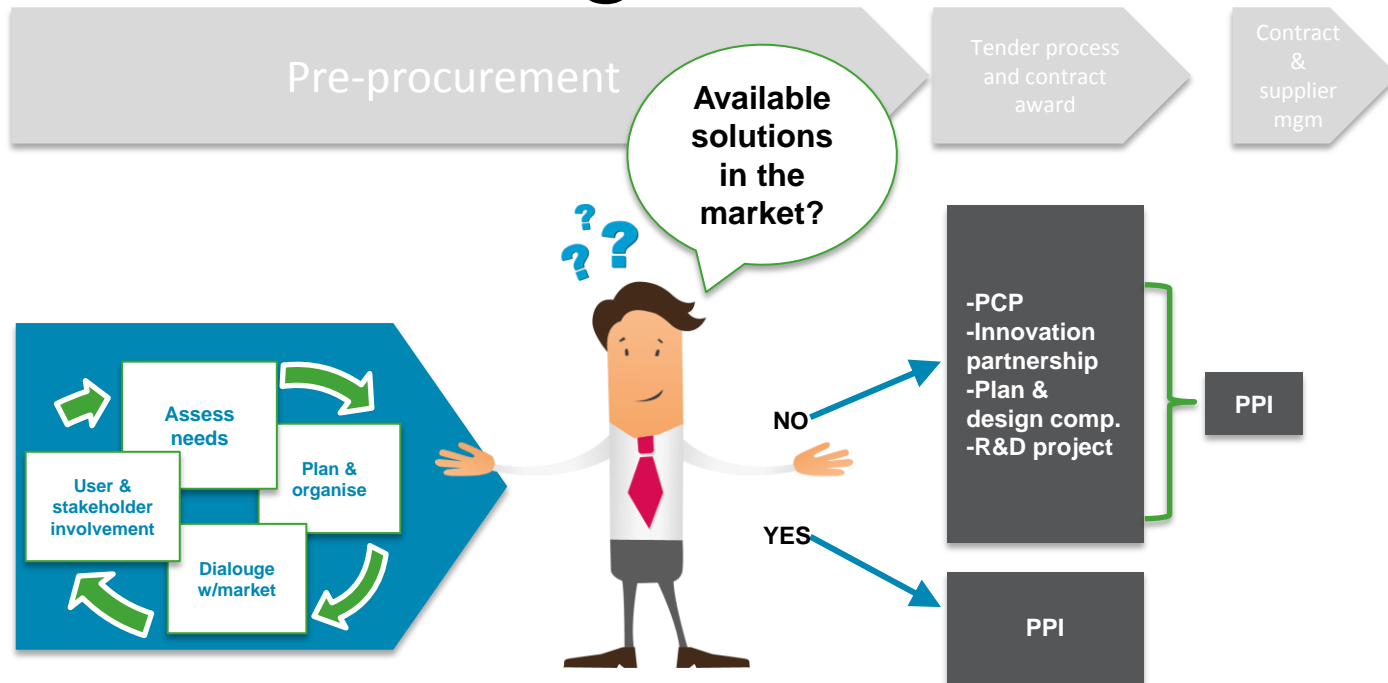
Agency for Public Management  
and eGovernment

# Innovation Procurement in Norway

Case examples, methodologies and  
lessons learned

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# Methodologies



National program for supplier development

# Case examples – health sector & welfare technology

- E-locks, Trondheim municipality
- Medical dispenser, Larvik municipality
- Residential/nursing homes, Oslo & Mandal
  - InnoBuild ([www.innobuild.eu](http://www.innobuild.eu))
- New hospital in Drammen, South-Eastern Norway Regional Health Authority

# Lessons learned healthcare

- High project activity -> prototyping stage
  - Difficulties achieving the transition from there to commercialisation
- Lack of early engagement of procurement in the project processes
  - No business generated, unsustainable markets
  - R&D driven, weak link to real need and operational level
- Innovation procurement suitable tool
- Critical success factors: Management support /anchoring and procurements based on real needs

Thank you for your attention!

