

Regional public procurement and R&D driving green innovation (climate change mitigation)

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The success story:
reducing CO2
emissions from ferrys

**In Norway ferry lines are owned by
the regions**

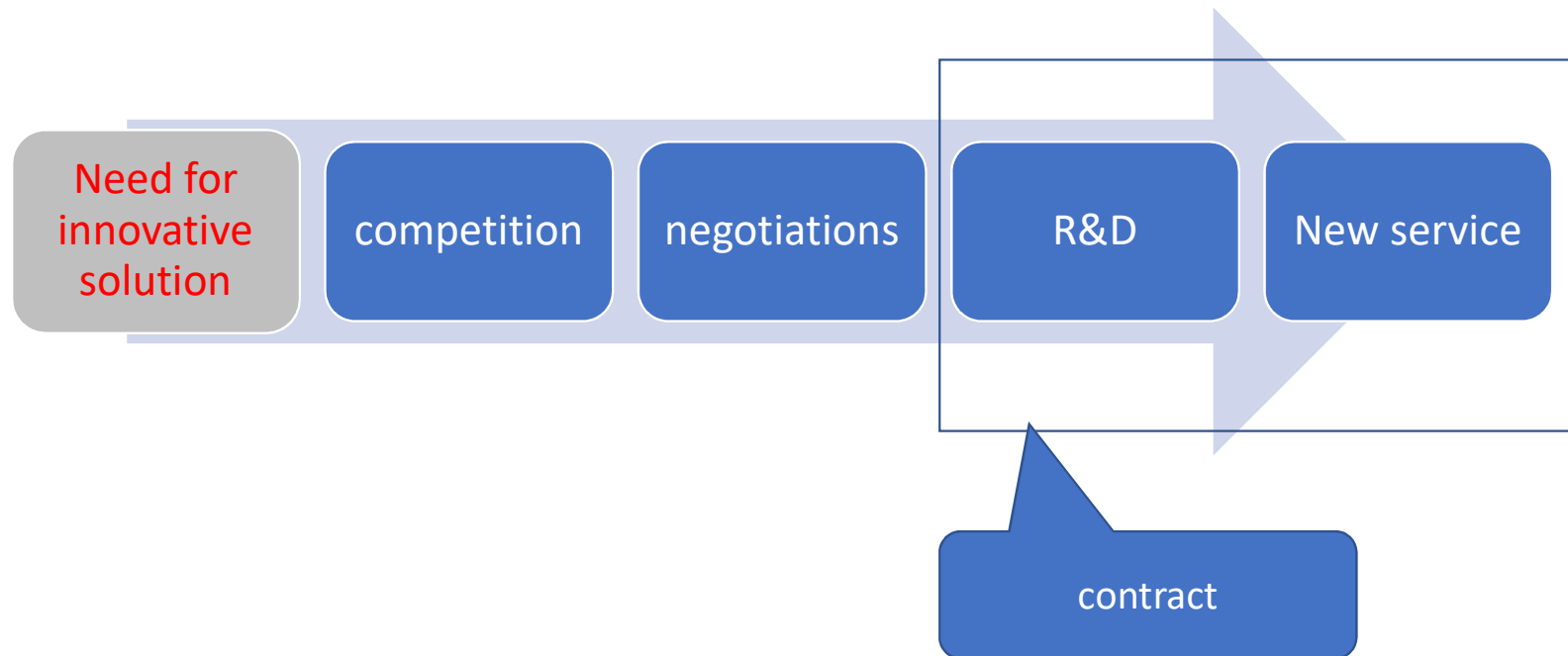
**Procurement of services used to be
based on standard (polluting)
technologies and cost competition**

**How could this be done in a way
which is in line with EU
sustainability goals?**

**Call for tender which asked for new
solutions**



A good practice: Public procurement driving innovation



Procedure for procurement (entrepreneurial discovery process)

- Only to be used in calls for *new* services or products which are *not* in the market today.
- Set up an innovation partnership through negotiations.
- One or more suppliers may be included in the partnership.
- R&D structured product development process in phases with clear milestones.
- Sunset clause, discover failures and terminate the contract to minimize loss of public money



Production of
batteries

- Further product development
- Production

More and
more electric
ferries

- Reduced CO2 emissions

Electrification
of ferry
harbors

- Charging stations at ferry keys
- High voltage upgrading of infrastructure

Standardized procedures

KONKURRANSEGRUNNLAG

Konkurranse om
innovasjonspartnerskap
etter forskriftens del I og III