

# PIANOO: sharing expertise on public procurement

Better government procurement in the Netherlands. That's what PIANOO wants to achieve. Professional purchasing and improvement of compliance with the rules. PIANOO brings together experiences and knowledge in the field of public procurement. Through the PIANOO knowledge network, contracting authorities – central and local - help one another.

## Public Procurement in the Netherlands

Government purchasing in the Netherlands accounts for about sixty billions Euro per year. Around thousand contracting authorities put more than ten thousand tenders on the market yearly. Hundreds of thousands of companies are doing business with Dutch central and local authorities.

Government procurement is increasingly important. More and more public authorities realise the strategic position of public procurement for good governance. Governments should avoid any appearance of wasting money. Good or even best value for tax payer's money has become a drive for professionalization of the procurement process.

## PIANOO: knowledge network

Procurement is no easy job. Improving it is harder still. And that is the essence of PIANOO's mission: supporting people who are involved in procurement on a daily basis. PIANOO offers a platform for all contracting authorities to share problems encountered and to discuss applied solutions. A team of around 20 employees with various backgrounds supports this knowledge network of about 4.500 professionals in public procurement. PIANOO makes it possible for them to learn from each other's experience. And especially encourages them toward (further) professionalization and developing procurement and purchasing in the public sector into a full-scale profession.

## What PIANOO offers

Professionalizing government procurement is not only saving money but also acquiring higher quality of goods and services. Procurement is more than applying rules. It's really a professional job, however complicated. PIANOO develops new manuals, tools and fact sheets and distributes news, best practices, recent developments and latest jurisprudence translated into practical guidelines. The aim of PIANOO is to enhance professional skills of purchasers e.g. around market, risks, innovative tendering and the interpretation of rules.

PIANOO itself has no policy tasks, but instead is being directed at the practical side of public procurement. The Dutch Minister of Economic Affairs is politically responsible for PIANOO.

## TenderNed: The Dutch system for e-procurement

TenderNed becomes the electronic procurement system for services, supplies and works in the Netherlands. It helps contracting authorities and economic operators through the whole online procurement process: from prior information notice to award of contract.

The advantages are clear. Using TenderNed means reduced paperwork for all concerned and more uniformity in procurement. It reduces the margin of error and companies only need to register company details once. TenderNed is a virtual market place where parties meet. TenderNed is an initiative of the Dutch Ministry of Economic Affairs; the system is administrated and further developed by PIANOO.

Visit [www.TenderNed.nl](http://www.TenderNed.nl) for more information (in Dutch).

# Products and services of PIANOo

Gathering information, keeping up-to-date and consulting colleagues with experience. That's what procurers need to do if they want to develop themselves. In short, those are precisely the foundations on which PIANOo bases its service. We follow the developments, changes and innovations in the area of public procurement closely. We gather knowledge on it - if necessary by organising pilots and specific projects - and share this with all purchasers.

PIANOo wants to release as much information as possible on public procurement through one virtual portal. *www.pianoo.nl* is the website – in Dutch – for purchasing and tendering in the public sector. Visitors find here the latest news and practical information, such as best practices, manuals, guidelines, regulations, jurisprudence, and links to other relevant organisations. It also provides access to handy instruments that support purchasers and tenderers in their work, such as *PIANOo desk* and a *library of specifications*.

Those who wish to find out more about procurement in practice or want to hear the experiences of others can attend the *monthly PIANOo lunch session* (on specific subjects), *regional PIANOo meetings* (two series a year, each series on a specific theme) or the *annual PIANOo conference*. These events offer information through lectures and workshops, presented by fellow professionals and specialists from various public organisations.

## And more

Next to the different discussion platforms, PIANOo offers more.

- *Procurement expertise centre*: any juridical, practical or administrative question of a contracting authority on public procurement will be answered within a few days.
- *Supporting procurement partnerships*: especially small municipalities are encouraged to form partnerships with neighbouring municipalities as a short cut to professionalization. PIANOo helps them to start up and to implement.
- *TenderNed*: electronic system that supports the whole tender procedure from notice to award for all contracting authorities - central and local - and suppliers.
- *Expert groups*: delving deep into important subjects with experts from the network, and developing new and innovative approaches. PIANOo has expert groups on procurement law, purchasing management, ICT procurements and e-auctions.
- *Education*: twice a year PIANOo organises an in-depth course on legal aspects of public procurement.
- *International*: exchange of experience with government procurement; PIANOo organised the International Public Procurement Conference 2008 and is member of the EU Public Procurement Lab.
- *Pilots on procurement innovation*: PIANOo stimulates innovation in procurement by supporting innovative pilot procurements, by financing and giving advice. The experiences of these pilots are shared in the network.
- *Public Procurement of Innovation*: PIANOo develops a national and international network in cooperation with lead market initiatives and gives advice on applicable instruments.

## More information

For more information about our services or the way we work, please contact PIANOo: tel. +31 (0)70 349 07 77, [info@pianoo.nl](mailto:info@pianoo.nl)

### **PIANOo desk: a virtual network for Dutch government purchasers**

PIANOo desk is a confidential and virtual meeting place for government purchasers and tenderers with more than 2.900 active users. They share knowledge and experience, develop knowledge, collaborate, participate in working groups, pose each other questions or participate in discussions, 24 hours a day, seven days a week from behind their own desks. Every day all participants get an e-mail with all new discussions, questions, reports. In this way, PIANOo desk brings specialists from the public sector together around purchasing-related themes. PIANOo desk is only accessible for public sector employees who are involved in purchasing and tendering.