



# LCA4Regions

Interreg Europe



European Union  
European Regional  
Development Fund

GP: *KEINO Academy for sustainable  
procurement management*



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## KEINO Competence Centre for Sustainable and Innovative Public Procurement

KEINO started operation as of  
1 March 2018.

KEINO is a network-based  
consortium comprising eight  
founding members.

Funded by the Ministry of  
Economic Affairs and  
Employment for 2018-2021



Government sustainable development  
promotion company Motiva Ltd.



The Association of Finnish Local  
and Regional Authorities



Technical Research Centre of Finland Ltd



The Finnish Funding Agency for  
Innovation – Business Finland



The Finnish Environment Institute SYKE



The government's central  
purchasing body Hansel Ltd

**KEINO is a network based Competence  
Centre for Sustainable and Innovative Public  
Procurement**

## KEINO promotes sustainable and innovative public procurement in Finland

- KEINO seeks to increase contracting entities' **awareness of strategic procurement management and impact thinking**.
- KEINO will assist contracting entities in **management tool development and measurement**.
- KEINO will set up powerful and efficient **buyer groups** for procurement in the fields of social welfare and health services, construction and energy use, mobility and logistics, and bio- and circular economy.
- KEINO will support the development of **procurement competence** through advisory services, events and areal KEINO-agent activities.
- KEINO seeks to strengthen **international networks and peer to peer learning for procurers**.

## Common for the cases

1. Change of mindset
2. Co-operation between procurers, potential suppliers and other stakeholders
3. Proactive procurer in order to find a new solution
4. Market dialogue
5. Innovative solution is often a result of research & development and piloting
6. Taking into account the lifecycle impacts of procurement
7. Buying results, functionality and performance instead of detailed specified products
8. Monitoring the results and developing continuously



Good examples and lessons learned

KEISTÄÄN JA INNOVAATION  
JULKISTEN HANKINTOJEN  
VERKOSTOMAINEN OSAAMISSKESKUS



## Challenges in sustainable and innovative public procurement

- Lack of knowhow on procurement
- Fear of risk and mistakes in the public tendering process
- Insufficient knowledge of the suppliers and market (and possibilities for new solutions)
- Difficulties in integrating existing solutions to new solutions
- Lack of resources in the organization, and work load



# KEINO Academy

Started 2019

Third semester ongoing

The organisations which participate in the development programme go through a two-phase search process in which on the basis of the applications and interviews an organization is chosen along.

# Guides and tools

New electric tools of the acquisition action which are found are offered into pilot use

**Hankintapulssi:** reporting tool of acquisition costs (is based on questionnaires).

The tool improves the view into the public acquisitions and facilitate management of them with the help of the accumulating information. The most important indicators are handily from one service available which facilitates for example the monthly follow-up significantly.

Indicators which describe the environmental responsibility are complemented by views into the economical and social responsibility of joint purchases.

**Hankintatutka:** inquiry tool and reporting tool that has been developed for the maturity of the acquisition action of the organisation, and

**Hankintaluotsi:** tool of strategic acquisitions to the participatory planning.

# Work plan

Semesters 2019-2020 (I) and 2020-2021 (II), each organisation chose the developing task suitable to itself which was carried out during the development programme.

**Semester 2021-2022 (III)** Every organisation that will participate have to draw up a development plan to its acquisition action, for example a road map.

Impact management modules included:

Innovations

Social responsibility

low carbon policy and circulation economy



# Work plan (II)

The academy consists of:

- self-studying
- doing of other development-related tasks
- 4 development periods ("sprints")

Both the participants' knowledge and the skills are developed. Sprints offer peer support and the exchange of thoughts to the ones participating and will support the organisations this way on their own developing trips.

Online education is arranged within the normal working hours.

Furthermore, the drawing up of the development plan requires workshop-based duties in an own organisation.

# Semester III

the participating organisation is able to advance the strategic management of an acquisition action and develop its own organisation better than before after the performing of the academy.

# Results

*Since starting of the Academy, almost 50 public organizations and municipalities have utilised the education and networking services provided by KEINO Academy.*

*(Note: Finland has 2800 public organizations....)*

*Currently (by August 2021) 96 examples are described at KEINO website, including many with KEINO Academy services included. The amount of procurement strategies has increased. The attention of sustainability criteria and innovativeness have increased significantly within procuring strategies.*



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# Thank you!

Questions welcome

[www.interregeurope.eu/LCA4Regions](http://www.interregeurope.eu/LCA4Regions)