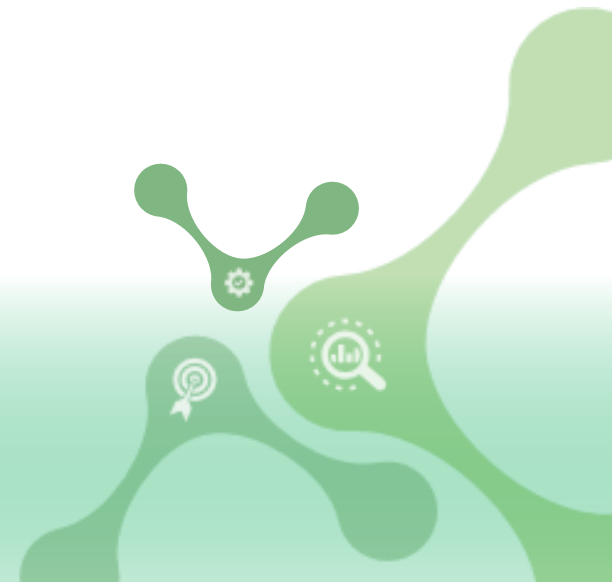


# The importance of the narrative to succeed with digital transformation

## Norway's transition to eForms

**Rune Kjørlaus, Enterprise Architect**

[rune.kjorlaus@dfo.no](mailto:rune.kjorlaus@dfo.no)





Agreements and regulations, the state's contract templates



Sustainable and innovative procurement

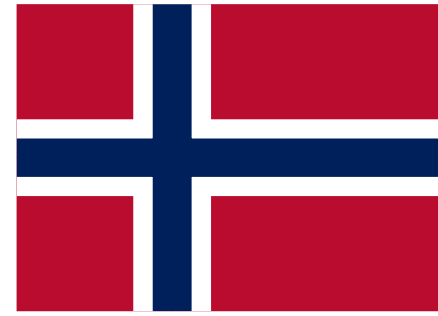


Digitisation of the procurement process



Central Procurement Body of Norway

# The Norwegian context



- Not a Member State – but part of the internal market through EEA
- High penetration of eTendering systems
- Long history of centralized publishing

PreAward

Award

PostAward

# Public procurement today – a policy implementation tool



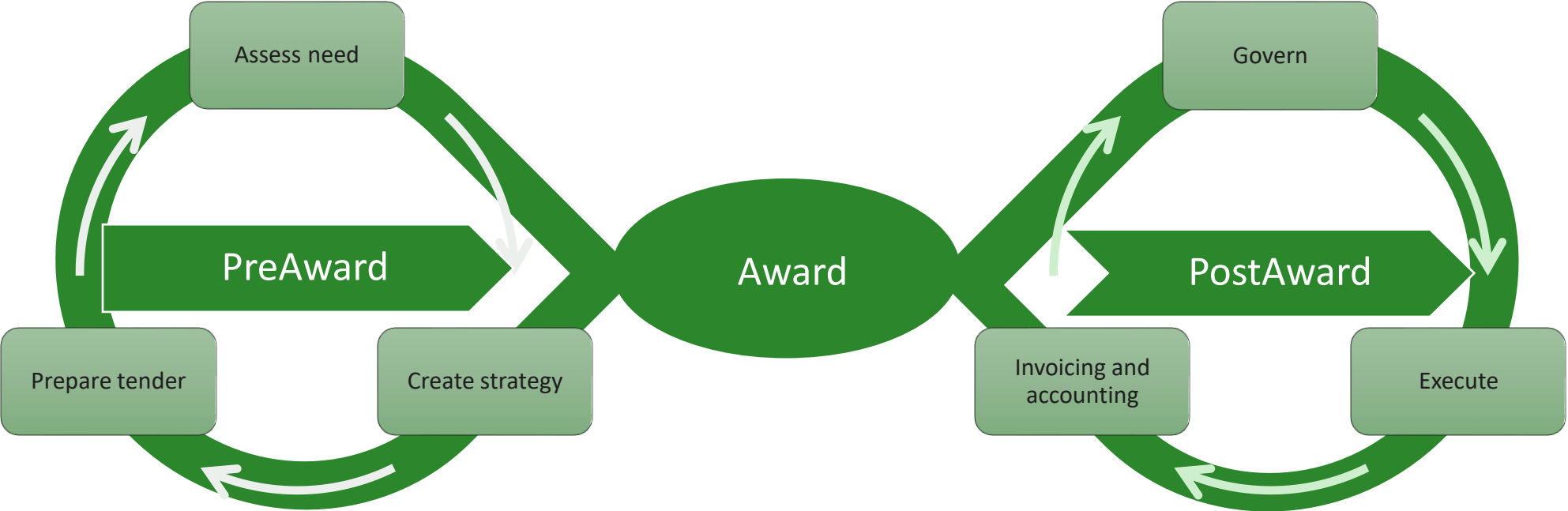
- CSR, fairtrade & sustainable – social, ethical and environmental requirements
- Twin transition – digital and sustainable
- Governance – how do we govern the whole value chain?
- Measure – how can we show the effect of actions?
- Performance – how do we avoid bureaucracy?

PreAward

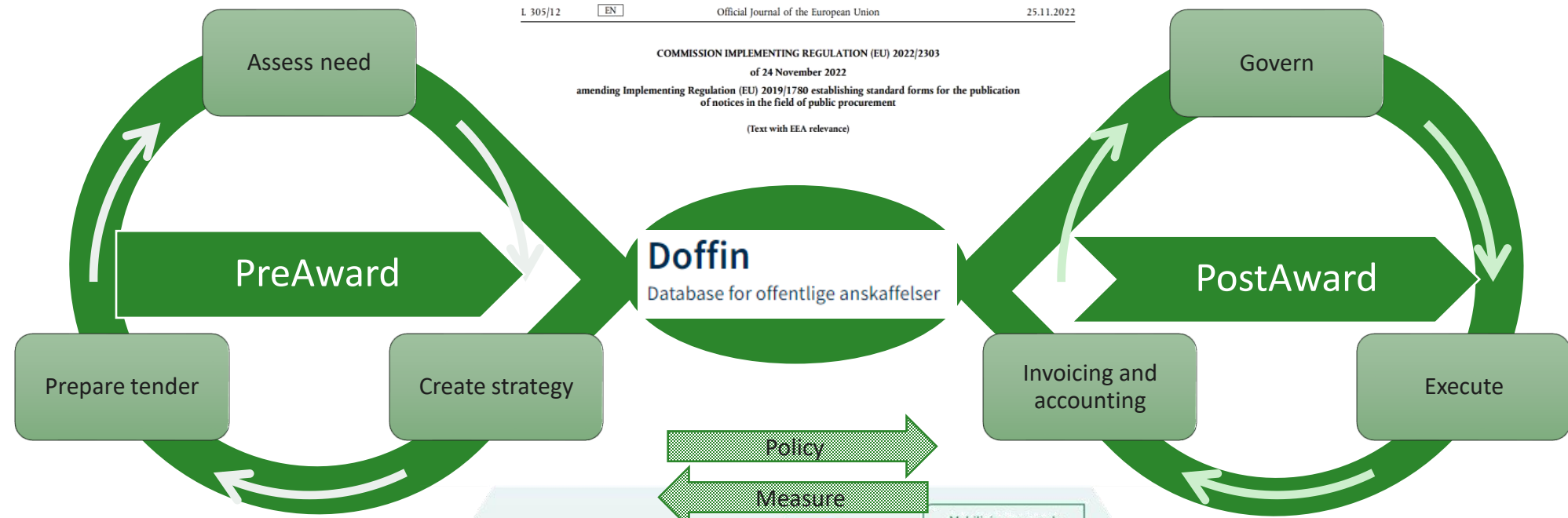
Award

PostAward

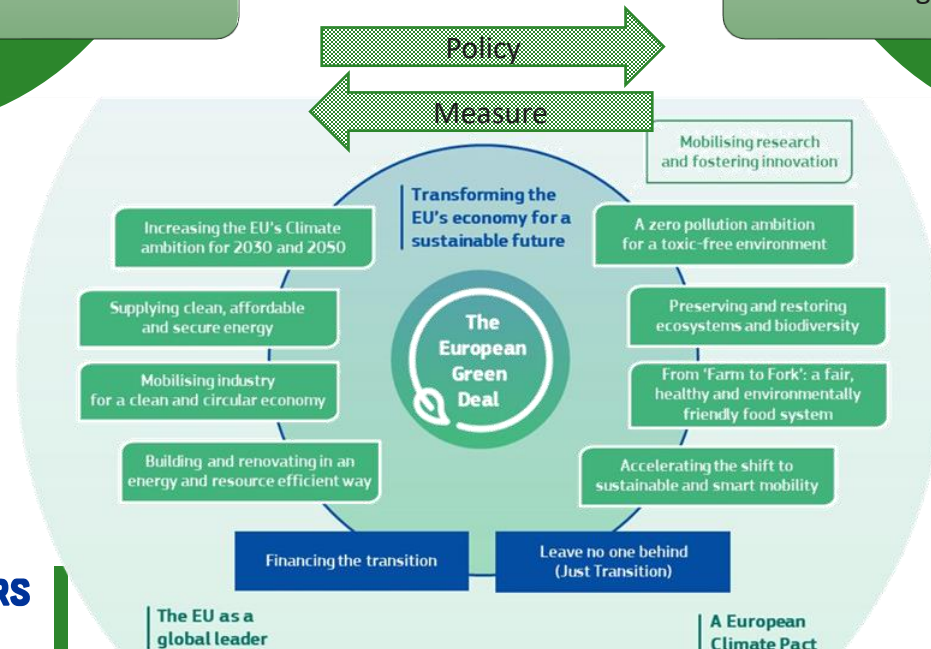
# Datadriven and datacreating Public procurement



# Datadriven and datacreating Public procurement



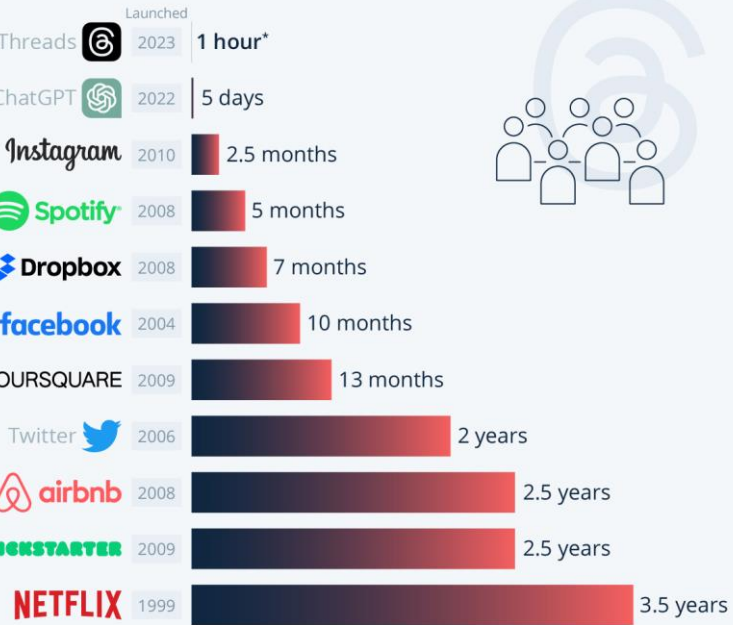
Clean Vehicles directive  
Energy Efficiency directive  
Award environment  $\geq 30\%$   
The Norwegian model (CSR)



CSRD  
EcoDesign regulation (DPP)  
Transparency law/CSDDD

# Threads Shoots Past One Million User Mark at Lightning Speed

Time it took for selected online services to reach one million users



Refers to one million backers (Kickstarter), nights booked (Airbnb), downloads (Instagram/Foursquare)

\* Two million signups in two hours

Source: Company announcements via Business Insider/Linkedin



# Questions?

