

# Obstacles to efficient reuse of procurement data

A review of the challenges and possibilities

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# Agenda

1. Review of reusers
  - a. Different roles
2. Challenges and obstacles
  - a. Brief mention of data quality
  - b. Data Availability
    - i. Opportunities & solutions
3. Concluding remarks

# Endless use cases for data re-use

## *From broad to niche*

- All kinds of re-users (decision makers, researchers, service providers, public overall)
- Use cases are endless and can be tailored to certain niches
- Public sector will not be able to accommodate all areas where there is demand
- Private sector better placed to solve specific problems and create solutions
- Our conclusion:
  - Role of public sector should be to **enable** efficient reuse
  - Role of private sector should be to **solve** specific problems

# Challenges and obstacles to efficient reuse

## Data quality

- What data is actually available?
- What is the level of quality of that data?

## Data availability

- Is data openly available at all?
- By what means?
- By whom?

# Data quality - Brief Discussion

- Can talk for days about this
- Data quality varies a lot in the EU
  - Between countries, eSenders, source systems, thresholds and procurements
- Also
  - Understanding of the value of **structured & accurate** data at scale
  - Lack of data

# Data quality - Impact of a few examples

## Examples

- **Problem:** Submission & document URLs lead to generic pages
- **Impact:** Ease of access and participation reduced, especially for cross border transactions (navigating a page in another language is hard)
- **Problem:** Many data points, such as estimated contract value, are in some instances plain wrong
- **Impact:** Accurate analysis not possible - reduced possibility to create good basis for decision making

### 5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 27/05/2024

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.publicprocurement.be>

supply services

### 2.1.2. Place of performance

Anywhere in the European Economic Area

### 2.1.3. Value

Estimated value excluding VAT: 0,00 SEK

### 2.1.4. General information

Legal basis:

Directive 2014/24/EU

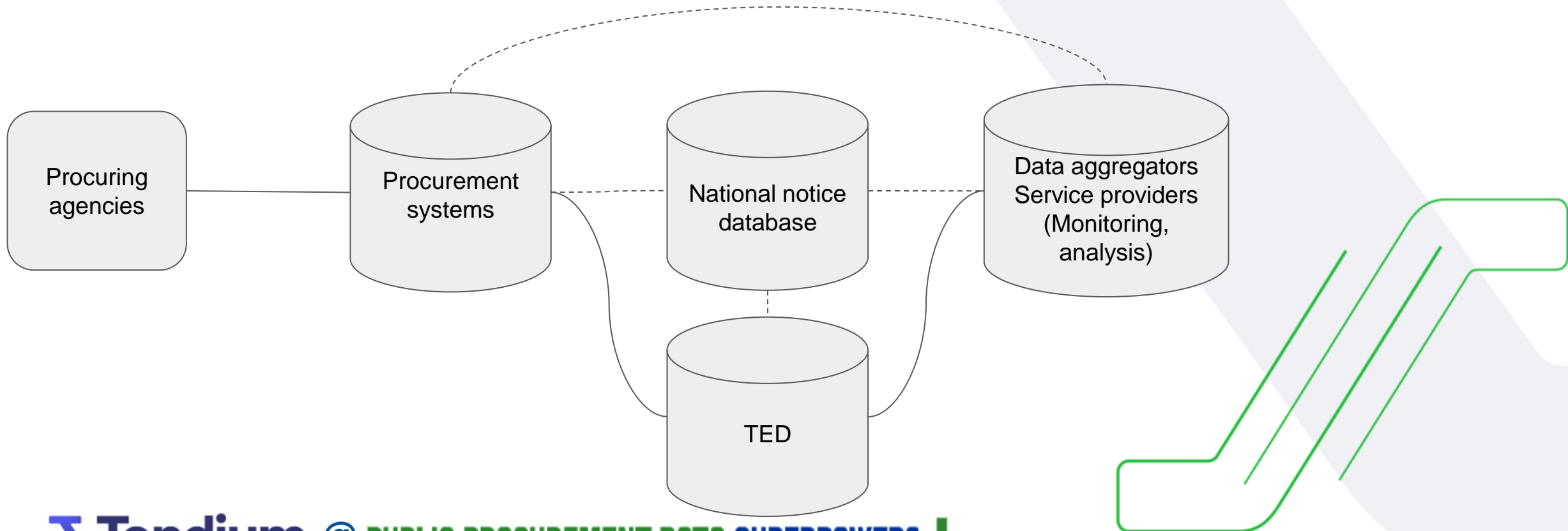
# Data availability

## *It's all relative*

- EU really good in general compared to international norms
  - At least: Somewhat level playing field for access to **above threshold** procurement data
  - Still some imbalances
- **Below threshold** has many issues
- In some cases:
  - Flawed market structure with severe conflicts of interest
  - Varied and unclear national legislation

# The public procurement data landscape

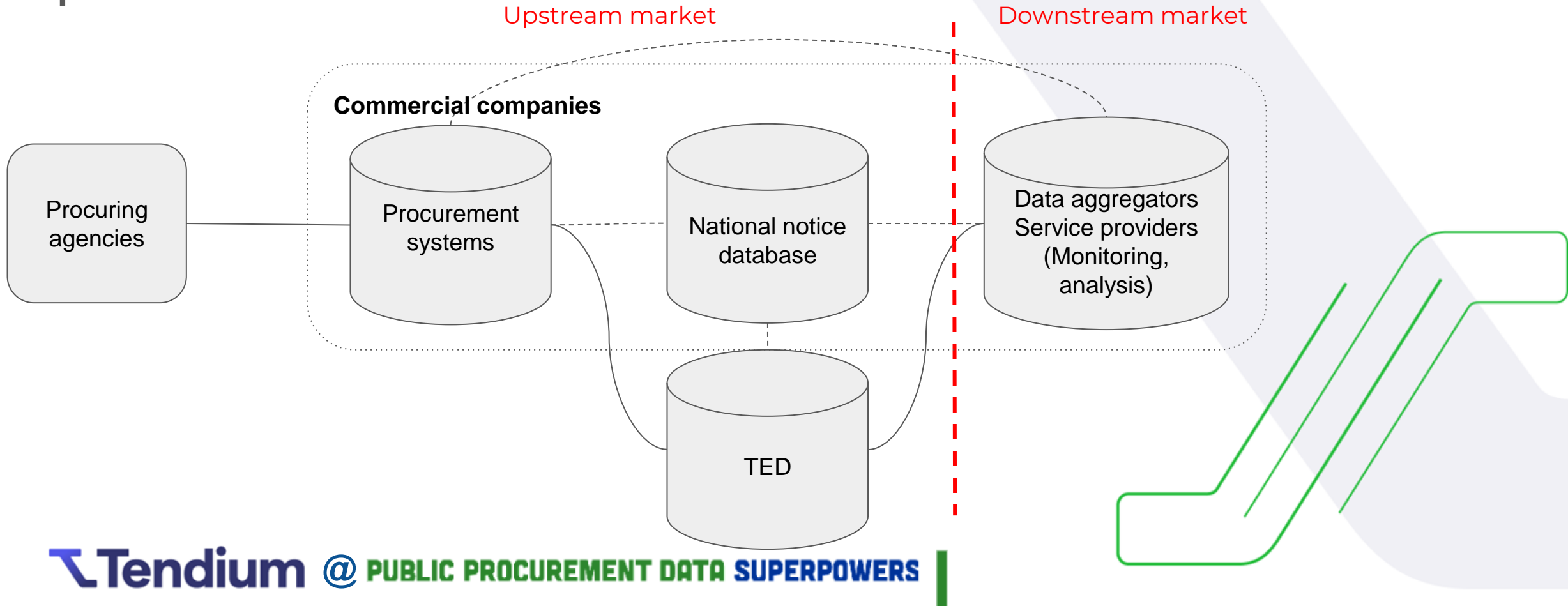
Most data landscapes look like this





# Data ownership both upstream and downstream

In many countries, data publishers with commercial interests “own” data in both upstream and downstream markets



# Current landscape creates conflicts of interest

## *Sharing is Caring*

- Publishers in control of both upstream and downstream markets
- Act as stewards of the procurement data created by procuring agencies
- Often commercial players with services both upstream and downstream
- Of course, no incentive to share this data or make it easily available
- Leads to higher barriers to entry for new companies, inefficient competition and less innovation

# Data availability - Above threshold

- **TED is really good** - it levels the playing field to some extent
- Relies on **eSenders** providing accurate data
  - Of course, eSenders rely on **procuring agencies** too
- **Procurement documents** often siloed
  - Often in practice owned by commercial players
  - Often made unavailable post procurement deadline

# Data availability - Below threshold

## *Wild West*

- No standards for below threshold procurement processes in the EU
- Implementations vary - no harmonization
- Some are transparent and very good
  - National, state run portals, all in one place
  - Open data - API's and historical data - **enables** private sector
- Some less so
  - Data spread out in different siloes
  - Opaque or no public announcements of opportunities

# Goals for the future

## Goals:

- Level playing field for reusers - **enable** the private sector
- Eliminate conflicts of interest
- Harmonize below threshold implementations
- Transparent and open procurement and data landscape
- Digitized and efficient societies that are at the forefront internationally

# Possible concrete actions

## Avoid the responsibility merry-go-round

### Solutions:

- Increase availability of data through, for example, national portals with open API's
- **EU** can come with suggestions, implementation templates, and support
  - Plenty of inspiration - look at Hilma in Finland, for example. Stellar!
- **Member states** can do a lot!
  - Create the right incentive structure and data landscape
  - Procurement as a tool for change
    - Put **requirements** on data availability when procuring systems!
  - Provide guidelines and modernize legislation

# Concluding remarks

## The EU and its member states in a unique position

- We should jump on the opportunity to create a more digitized, efficient and transparent society
- Efficiency in public sector of importance to stay globally competitive
- Don't try to solve everything at once - define a vision and create short term goals and increments towards that instead, including the relevant stakeholders along the way

# Thank you!

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