

Innovation in procurement

case: Clausplein in Eindhoven



Improving design and realization together with a contractor



European
Commission

Horizon 2020
European Union funding
for Research & Innovation

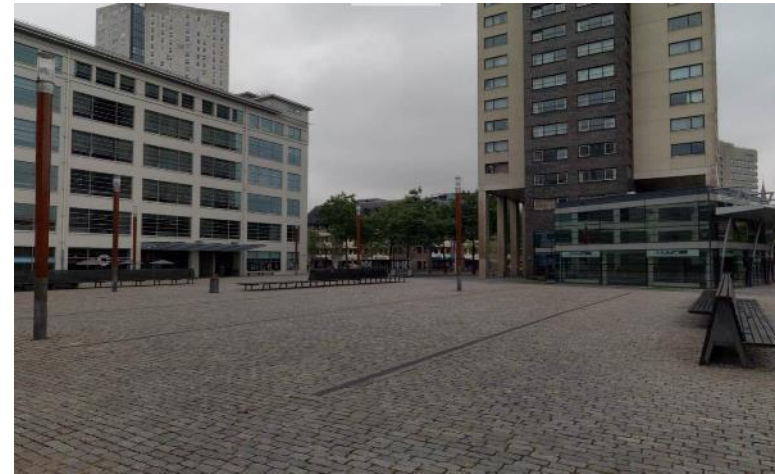
This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No. 730052 | **Topic: SCC-2-2016-2017: Smart Cities and Communities Nature based solutions**



EINDHOVEN

The challenge: how to get what you want?

- Criteria
 - Best value for money
 - Costs
 - Quality of design
 - Quality of collaboration
 - Sustainability
- Are there enough contractors?
- Will the end result be satisfying?



Old situation



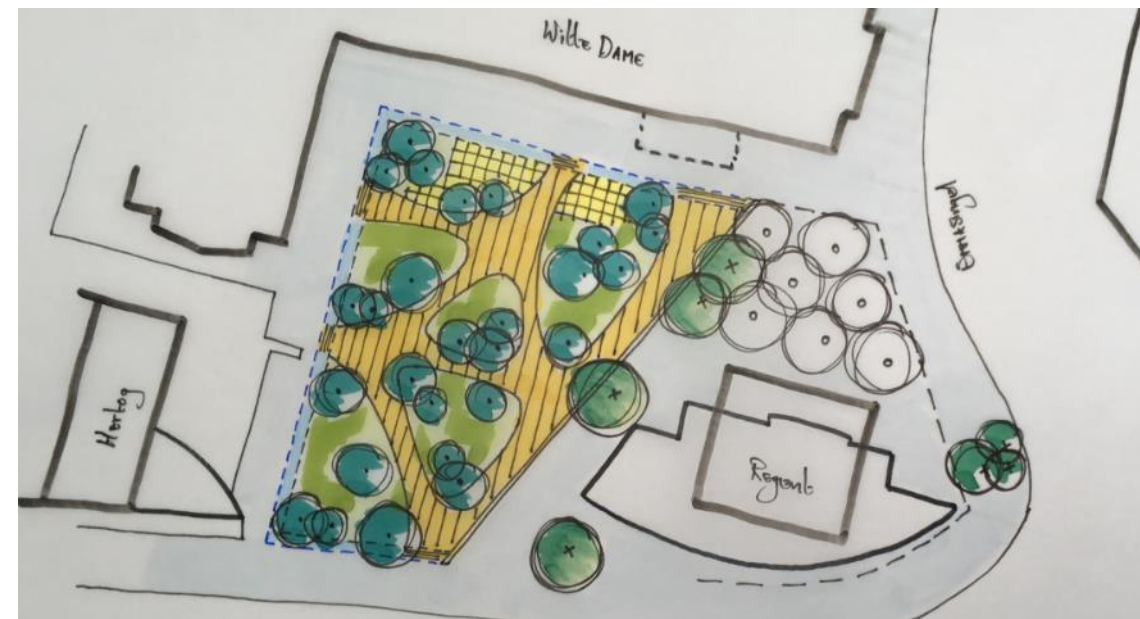
Design before procurement

Two stage contract

- Advantages:
 - Allows the selection of a contractor, prior to the completion of all the information required.
 - Information that is normally required for the client to write down a tender
 - Information that is normally required for the contractor to enable them to make an offer for all activities
 - Allows both client and contractor to collaborate in order to work out details and develop/design new ideas/solutions
 - The Knowledge Paradox: Clients should realize that they can't know everything and henceforth are unable to fully formulate solutions
 - Both parties can contribute with their own experts and therefore create synergy
 - In this case regarding for example sustainability

How to include the right criteria?

- Are there enough contractors?
- Will the end result be satisfying?
- Sharing experiences Clausplein and Vestdijk
- More details about Clausplein here!
 - Creating water retention
 - Making rain-water available for plants
 - Improving Biodiversity
 - Making square more attractive
 - Reducing heatstress



First design ideas from Municipality



Two stage tender

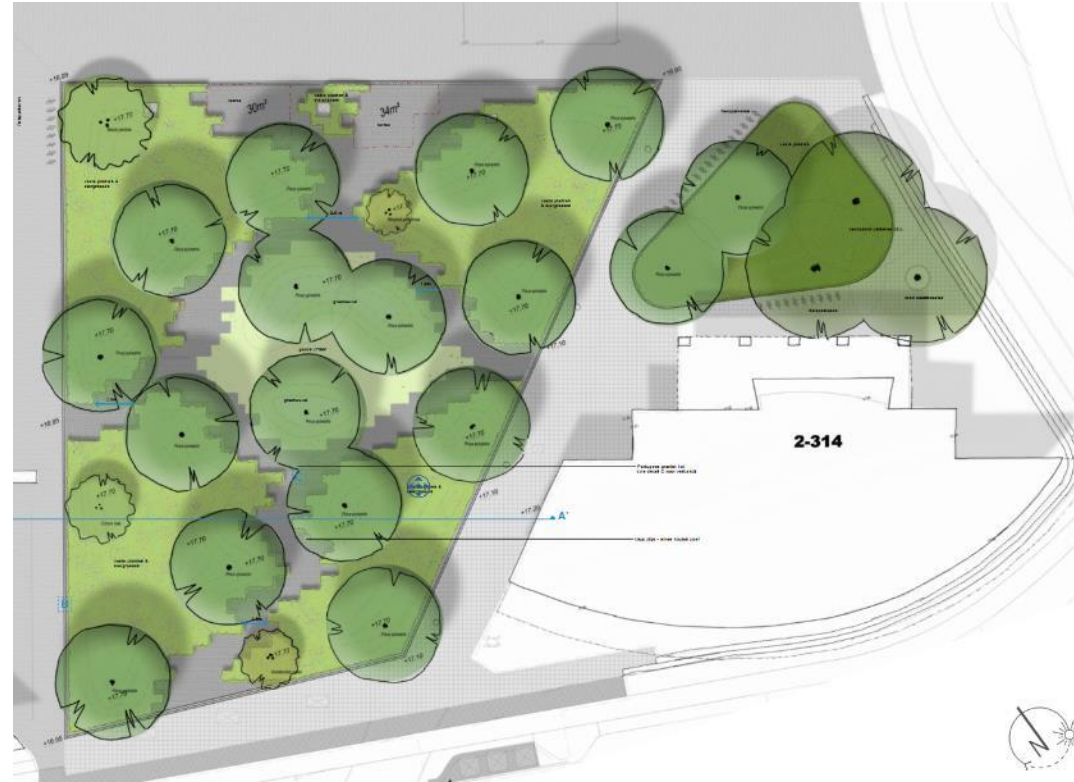


Last design
before procurement

- A two stage contract
 - **First stage:** A limited appointment is made. Details can be worked out and a further detailed plan of action is established in collaboration with both parties.
 - This stage ends with a detailed plan of action and price offer for stage two that both client and contractor agree upon.
 - If the client doesn't agree with either the detailed plan of action or the price offer for stage two, then the contract will be terminated. The client did 'acquire/purchase' what has been made (together) during the first stage (e.g. worked out details, drafts, designs, some kind of plan of action).
 - **Second stage:** The lion's share of the actual work is done during this stage.

Two stage contract

- Advantages regarding:
- Sustainability
 - Reuse of materials, carbon footprint
- Innovation
 - Water storage capillary cones
- Technical challenges
 - On top of parking garage: carrying capacity, waterproof



Design contractor/municipality



Clausplein under construction

Barriers for the building teams

- Contractors are too much focussed on making money
- Conditions for the project maybe not strict enough, or too strict

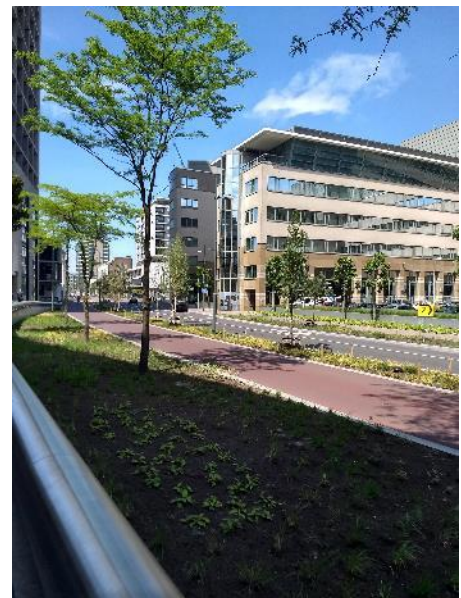




Official opening of the Clausplein with the Alderman and Minister



Old situation



Current situation



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