

კეთილი იყოს თქვენი მობრძანება StartOff-ში

დელეგაცია საქართველოდან

16th September, 2022

StartOff

Agenda

- About StartOff
- The Framework, procedure and legal documents
- Tour at Oslo Science Park
- Lunch



**StartOff bring Public Agents and Municipalities together
with startups to solve challenges in the public sector**

StartOff

The Agency for public and financial Management, DFØ

- DFØ's main goal is to work towards «**efficient and sustainable procurement in the public sector**».
- DFØ work to **increase the share** of green and innovative public procurement.
- DFØ shall be the **driving force and competence center** for national and international cooperation on green and innovative procurement.



Public Procurement Act § 5

Requires public authorities to adjust their procurement practices so that they reduce harmful environmental impact and promote climate-friendly solutions, when relevant



Our work and services on sustainable and innovative procurement



Online guidance



SPP criteria



Data gathering and performance monitoring



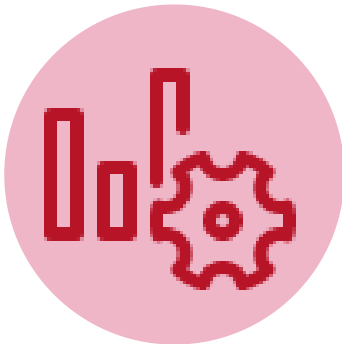
Networking and regional task force



StartOff



Helpdesk



Prioritizing-, risk- and effect calculation tools



Training



Beginners' guidance



Certification scheme

Procurement for innovation

The goal is embedding innovation (& sustainability) into procurement:

- Several white papers, policies, strategies, action plans etc. at national level to encourage public sector entities to embed innovation into their procurement
- Finding and procuring innovative solutions
- Encourage public sector organisations to be intelligent, demanding customers open to new ideas, technologies, business models and solutions
- Procurers taking positive steps at the various stages of the procurement process to encourage innovation, consistent with value-for-money and the legal framework for public procurement

DFØ's mandate and role

- Develop guidance and tools for public buyers
- Knowledge hub and expert organisation
 - DFØ's mandate on public procurement as a whole and procurement for innovation specifically
- Measurement
 - No spending target defined, but measuring the share of total spend
- Partner with other stakeholders in the area of public sector innovation
 - Examples: Innovation partnership procedure
- Lead in the **StartOff** initiative
 - Framework to promote startups as suppliers to public sector



StartOff is a partnership between:

- The Norwegian Agency for Public and Financial Management, DFØ
- The Norwegian Digitalisation Agency, Digdir
- The National Program for Supplier Development, LUP

StartOff is a collaboration between DFØ, DigDir and LUP



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DFØ



Fredrik Danker Monsen
DigDir



Magne Hareide
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Harald Aas
LUP



**StartOff bring Public Agents and Municipalities together
with startups to solve challenges in the public sector**

StartOff

Barriers for startups

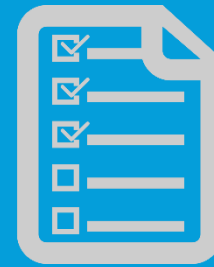
in traditional procurement practices



**TIME
AND COST**



**DETAILED
SPECIFICATIONS**



**DOCUMENTATION
REQUIREMENTS**



**LACK OF
DIALOGUE**

= The Public Sector miss out on: startups expertise
+ the innovation potential that lies within new technology!

Lack of demand for innovation in public procurement



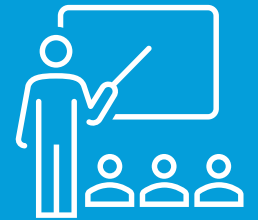
**TIME
AND COST**



**RISK
AVERSION**



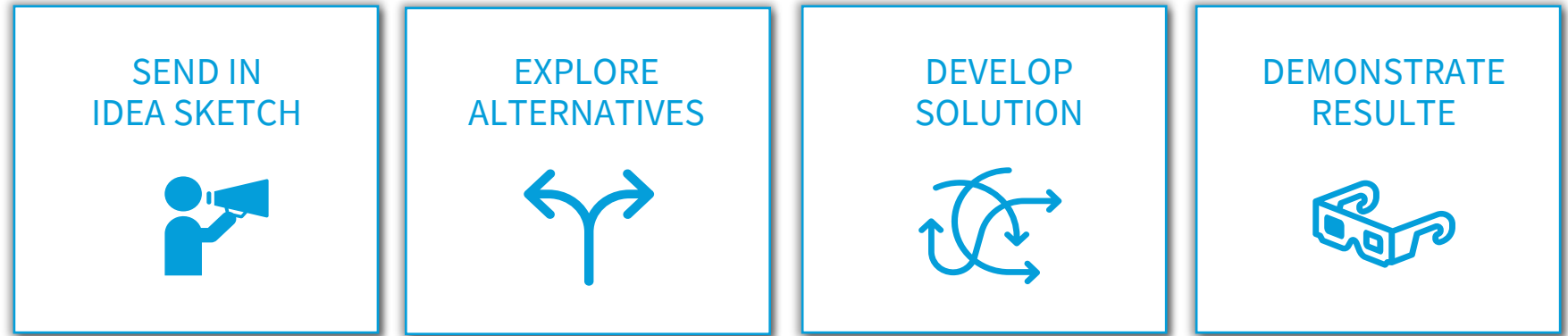
**LACK OF
RESOURCES**



**LACK OF
COMPETENCE**

- = Large Corporates are the winners in Public Procurements
- = Weak competition results in lack of innovation!

PHASES IN THE STARTOFF-PROCESS



DURATION	4 WEEKS	3 WEEKS	15 WEEKS	
PARTISIPANTS	ALL INTERESTED SUPPLIERS	SUPPLIER A SUPPLIER B SUPPLIER C	SUPPLIER A	SUPPLIER A
PAYMENT	NO PAYMENT	50 000,- PER SUPPLIER	450 000,-	NO PAYMENT

Beneficial collaboration

STARTUPS + PUBLIC SECTOR

- Quick and easy procurement
- Dialogue and support
- Focus on need vs. desired solution
- Development together with the Public actor
- Little bureaucracy
- Payment along the way
- Knowledge of the Public Sector as a market
- Commercialization assistance in Public market

- Access to new technology and innovation
- Experience how to work agile and fast
- Building a culture of innovation
- Minimizing risk through a set process
- Minimizing the use of resources throughout the project
- Assistance to procure the solution or plan further development

Project portfolio in StartOff

Public actor	Arkivverket Automatic archiving	Sunnaas Sykehus Indoors navigation	Kristiansand Ingeniørvesen Critical infrastructure	Kristiansand Parkvesen Ocean waste	RIIK Emission accounting	NAV1 Ustertesting recruitment	NAV2 Youth exclusion
Idea sketches received	7	16	17	11	10	12	56

Public actor	Patentstyret Activity based workplace	Larvik Gaming park	Kolumbus City bikes	Fredrikstad Events	Troms og Finnmark FK Transportation	BaneNor X 2
Idea sketches received	11	15	5	7	13	7 and 7

Goal

12

Challenges in 2022

Goal

4

Circular challenges in 2022

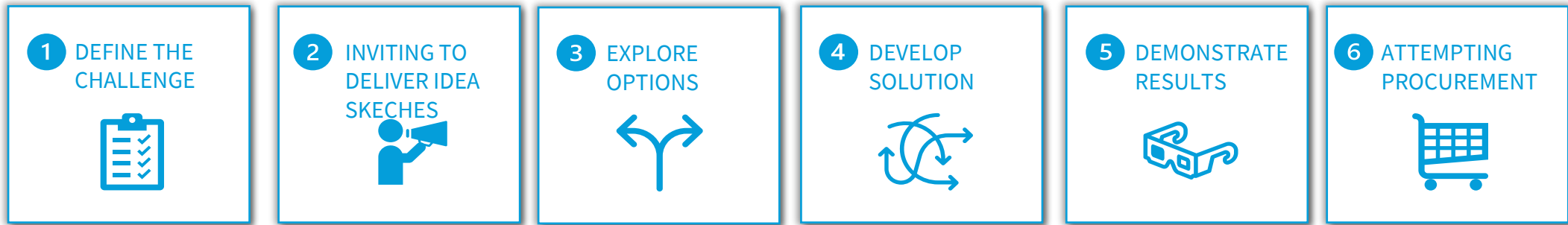
7+7

Government + municipalities

In process

Oslo municipality
Circular projects

PHASES IN THE STARTOFF PROCESS



DURATION	3 WEEKS	4 + 1 WEEKS	3 + 1 WEEKS	15 WEEKS	2 WEEKS	? WEEKS
TASKS PUBLIC AGENT	Description of the problem Challenge-video	Evaluate Idea-sketches Interview (6 x 45 min) Selection (3)	First meeting (1t) 1:1 meetings with 3 selectet startups (3 x 1t / uke) Be available for the startups	Public agent available for the startups – dialogue and cooperation Meetings (1t)	Demoday	Considering continuation
TASKS STARTOFF	Preparing dokuments for the competition	Marketing the competition	Pitches (3 x 1 t) Evaluate solutions (3), and selection (1)	Steeringcommittee every 3. week	Planning and arranging Demoday	Considering guidance Workshop about continuation and procurement of the solution
TASKS STARTUP		Plan and write the idea sketch Interview (45 min)	1:1 meeting (1t) Pitch (1t) Plan, write and deliver solution (proposal)	Develop MVP	Demonstrate solution on Demoday	



Oppdragsgiver:
NAV



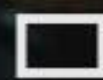
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Hva er StartOff?



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StartOff Project Portefolio



Client
Arkivverket (The National Archives of Norway)

Project
“New solutions for automatic archiving of e-mails”

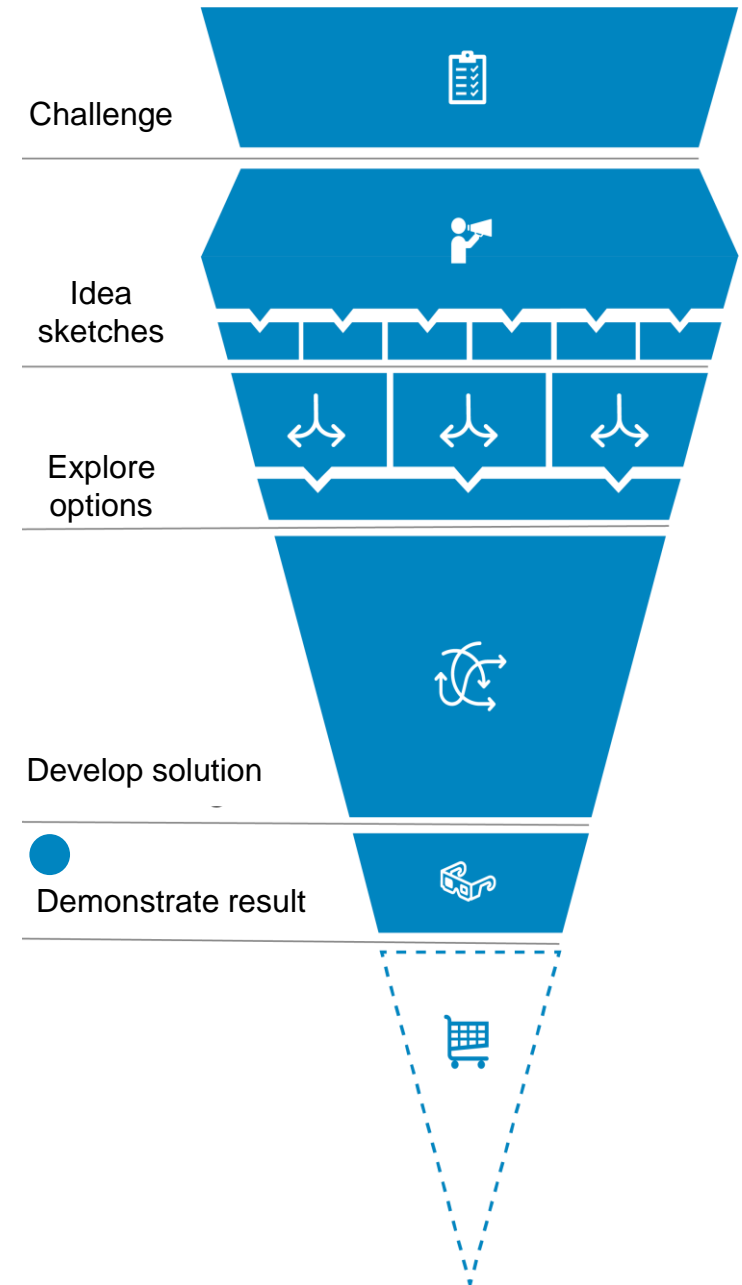
Supplier
Simplifai

Year
2021

 **dfø | StartOff**



The National Archives’ vision is that public employees should not have to worry about archiving. In this project they therefore found a solution to archive e-mails, in a more efficient and easy manner.

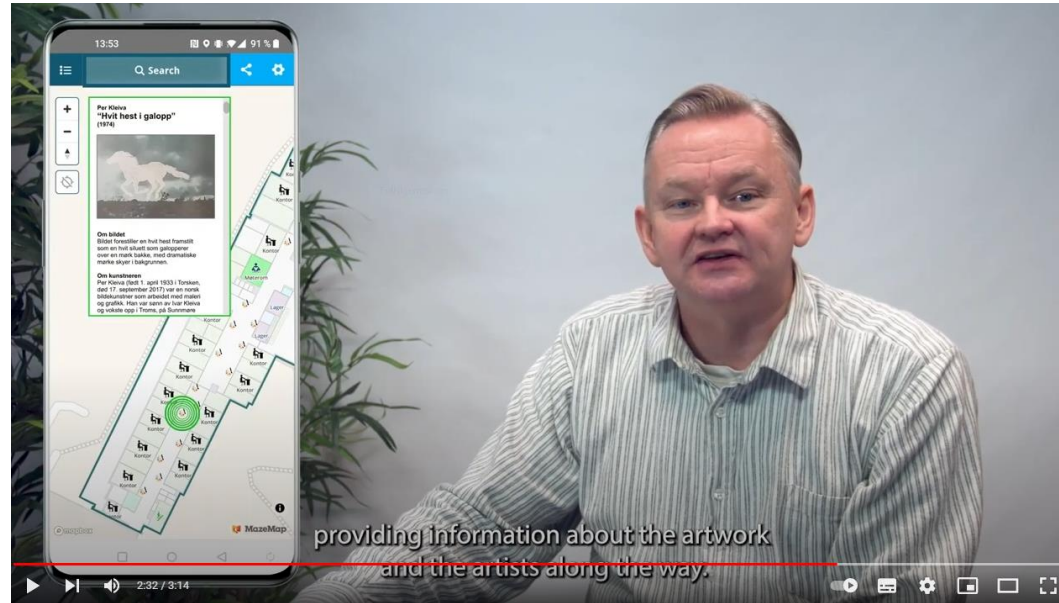


Client Sunnaas Rehabilitation Hospital

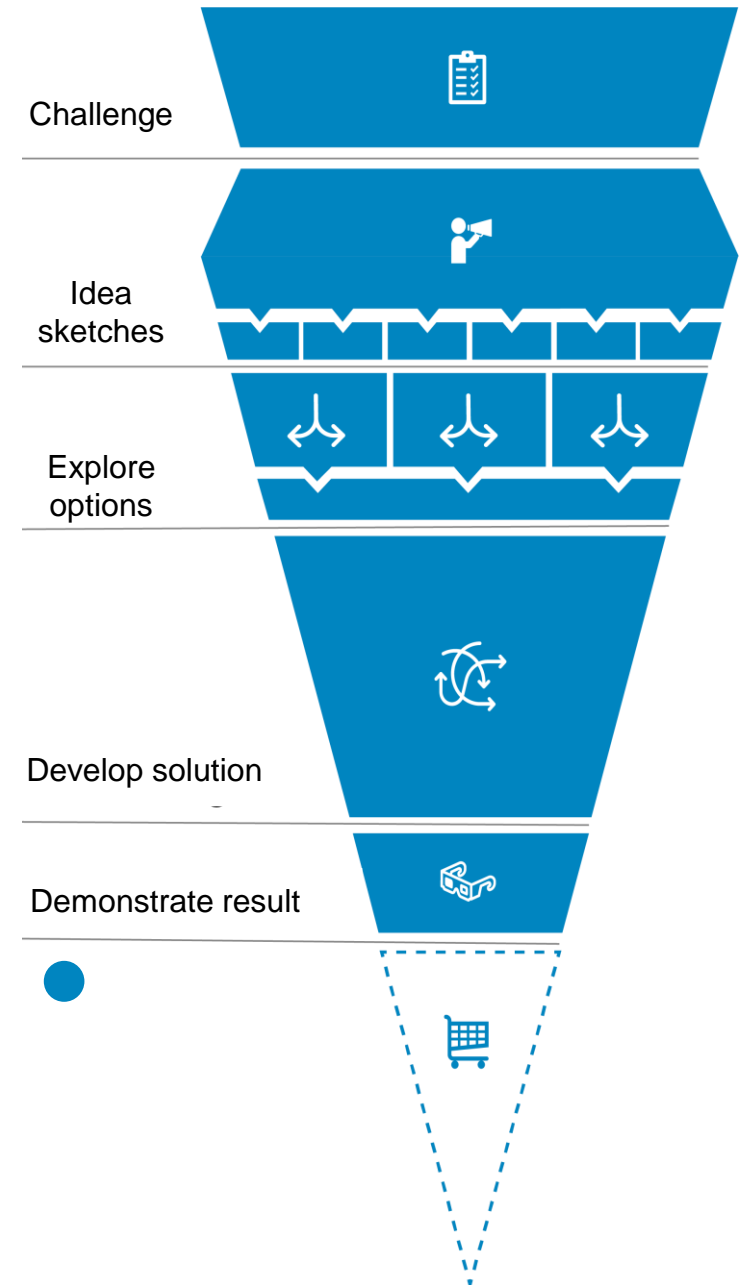
Project “Digital way finder”

Supplier Mazemap

Year
2020



To make your way through the hospitals many buildings is not an easy task. In this project Sunnaas found a solution to make it easier for patients, visitors and employees to get around on their own.



Client
**Kristiansand
Engineering
dept**

Project
**“Digital
surveillance of
critical
infrastructure”**

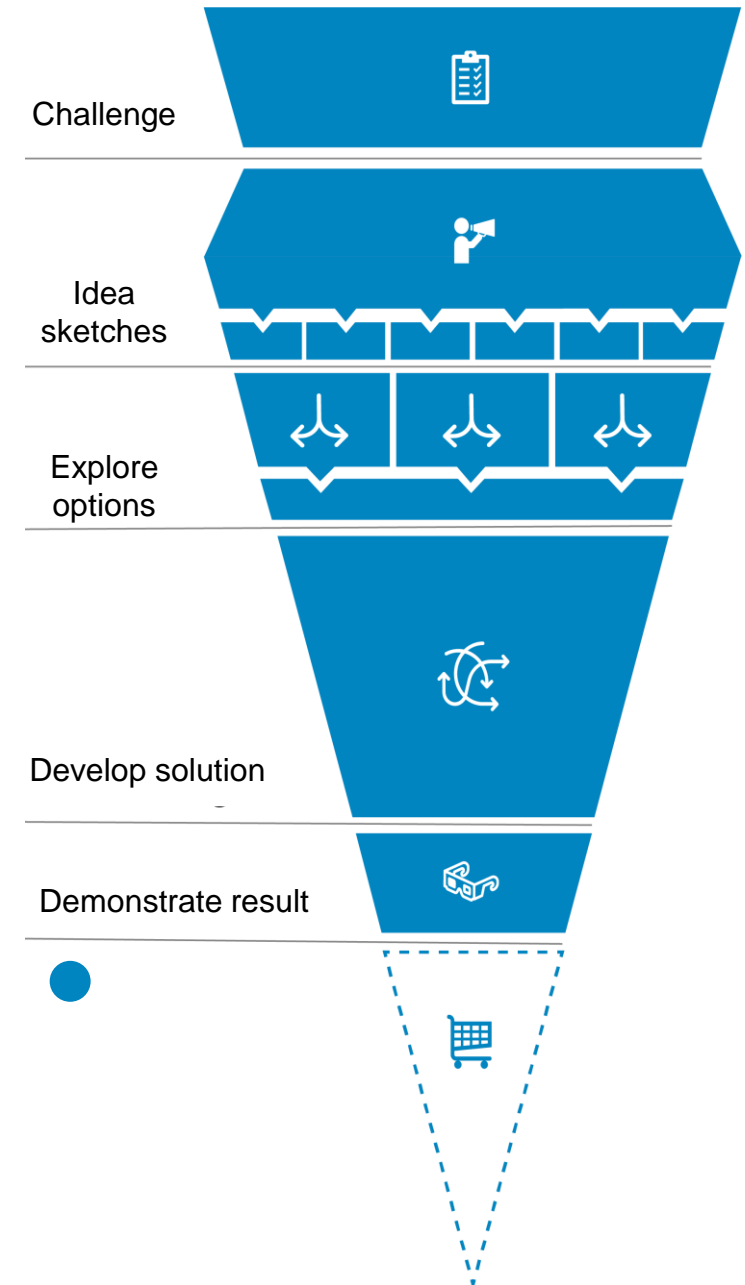
Supplier
Autility

Year
2021

 **dfø | StartOff**



The engineering dept in Kristiansand municipality found a solution that utilises sensors to survey water, suage and so on. The solution created allows for quicker and more well informed decisions regarding the surveillance of the city’s infrastructure.



Client
**Kristiansand
Park Services**

Project
**“Smart waste
containers off
shore”**

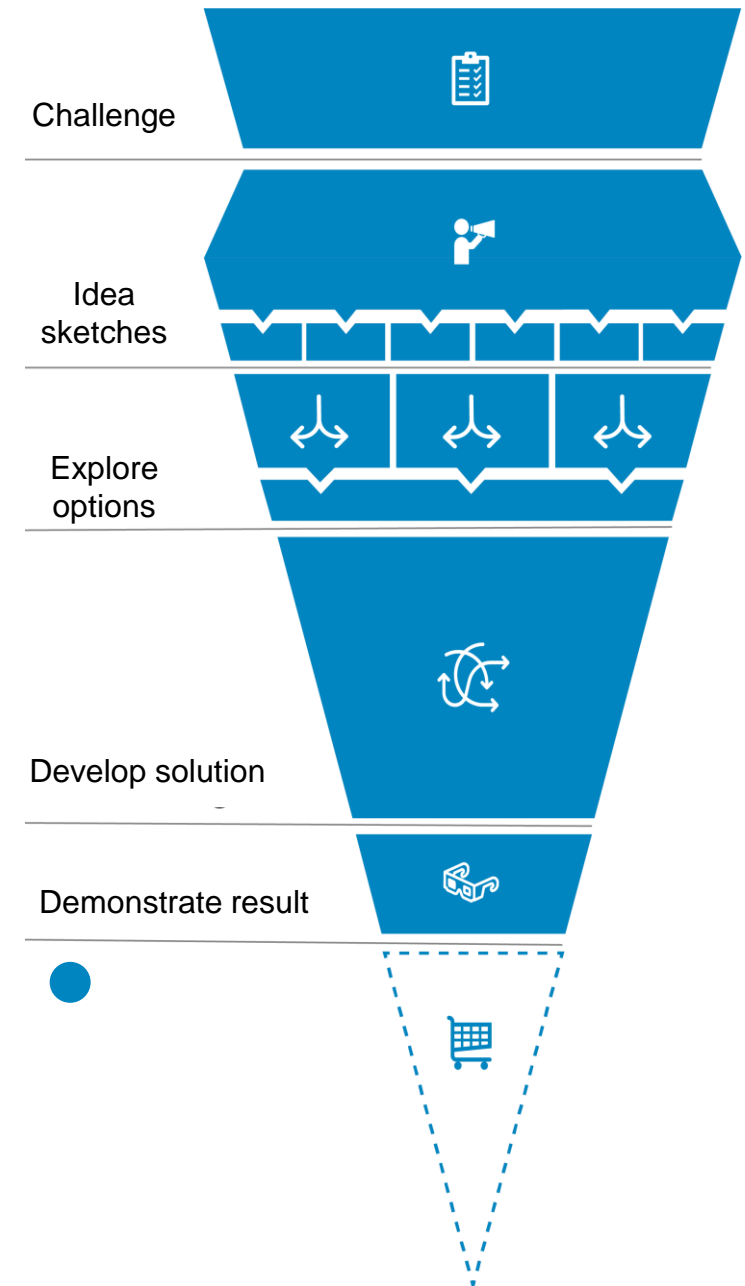
Supplier
**Clean Sea
Solution**

Year
2021

 **dfø | StartOff**



The coast is an integral part of peoples identity in the Kristiansand area, and the boat people should be able to dispose of waste in an easy manner straight from their boats. Clean Sea Solution developed and built a floating smart waste container making this possible.



Client
**Regional
procurement
Cooperation in
the Kongsvinger
region (RiiK)**

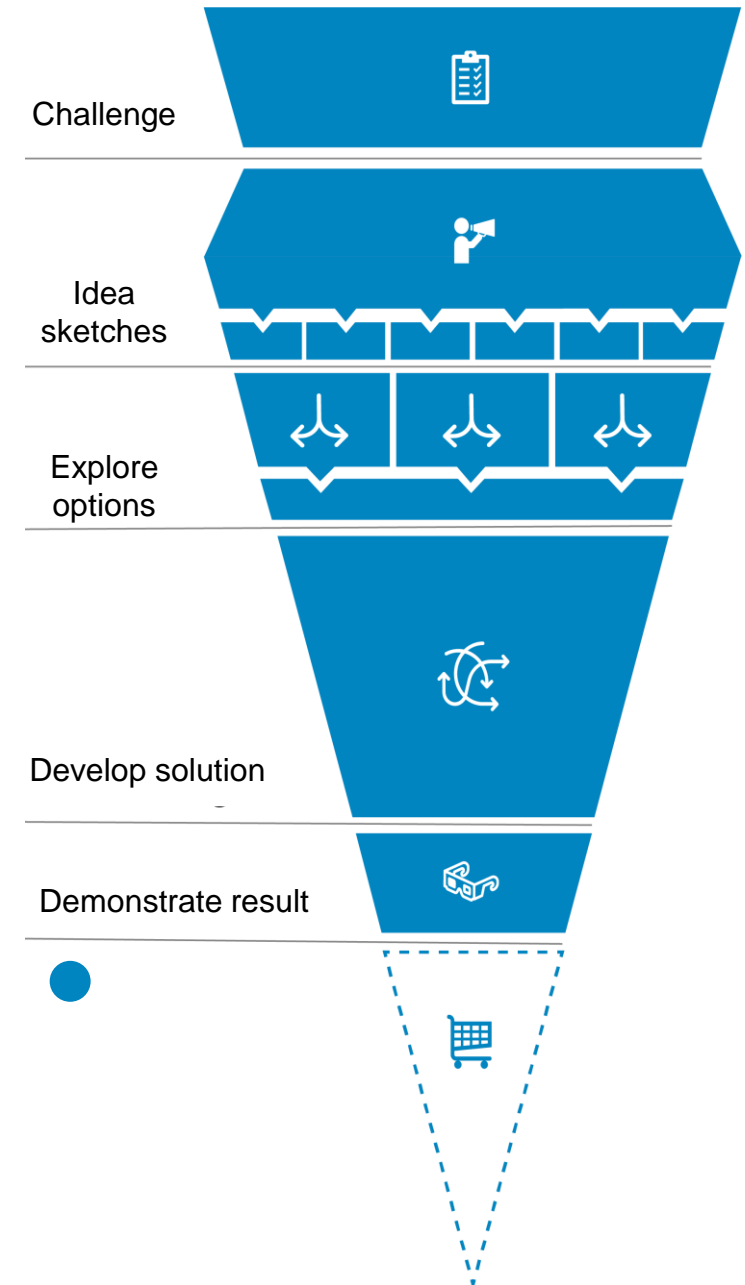
Project
**“Climate friendly
procurements”**

Supplier
Variable

Year
2021



RiiK found a solution that gives them control over the climate footprints their procurements makes. This overview gives them the knowledge needed in order to take action to reduce their climate footprint.

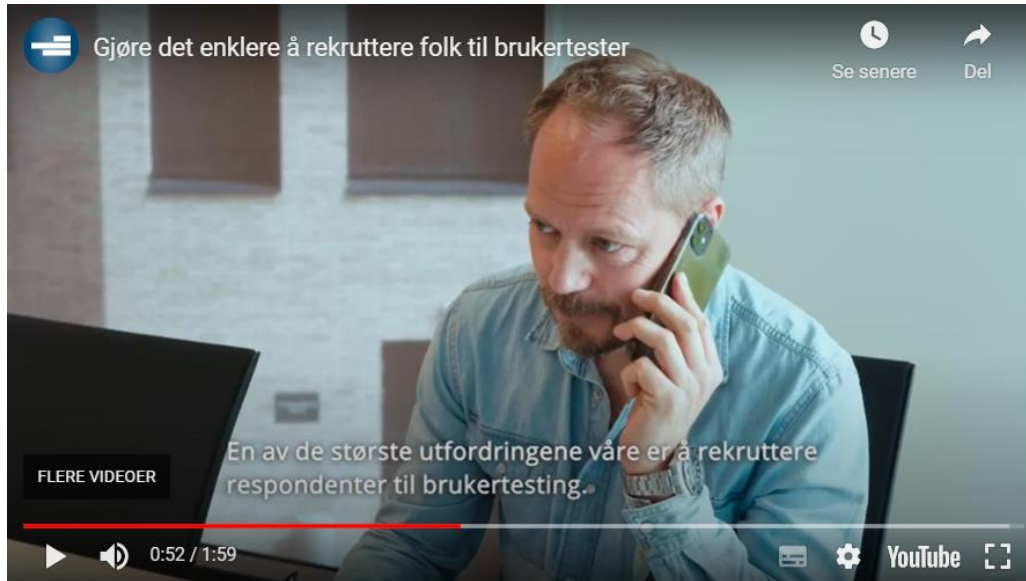


Client
**NAV (Norwegian
Labour and
Welfare
Administration)**

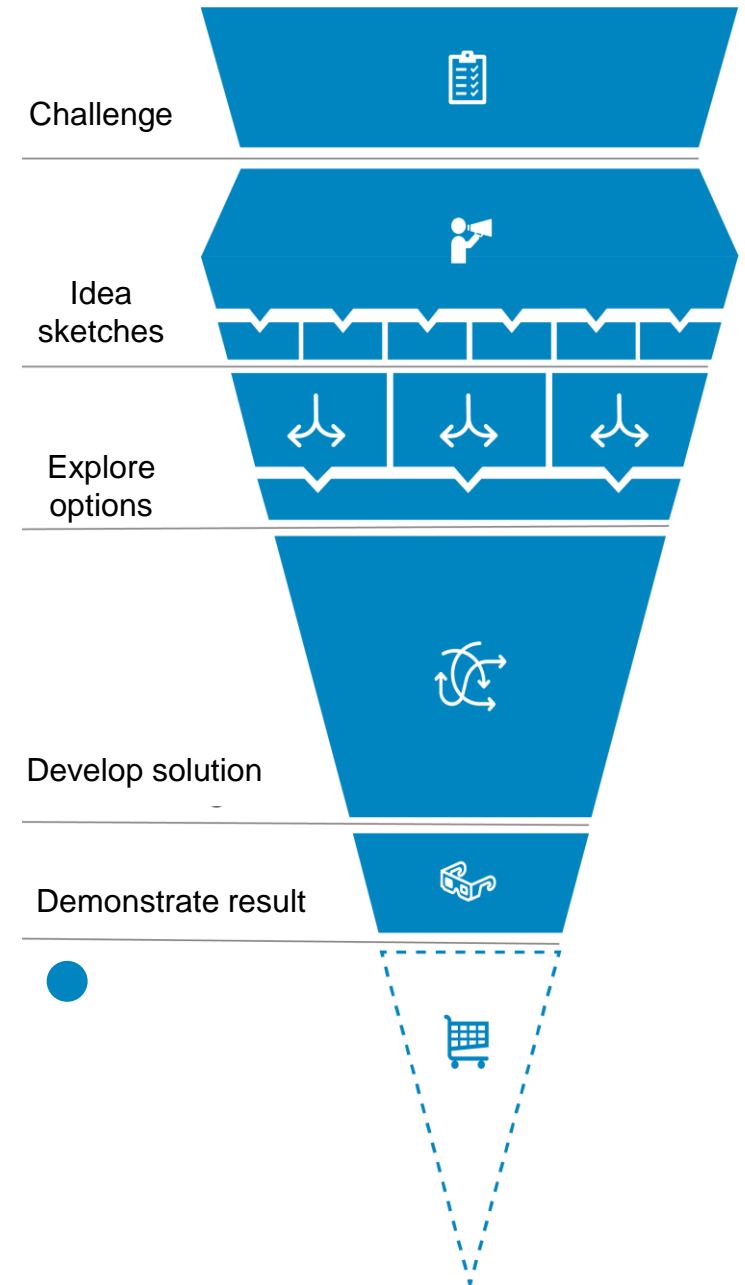
Project
**“Recruiting user
testers”**

Supplier
Iterate

Year
2021



One of NAV’s main focuses lies on successful co-creation with their users, in order to succeed with their mission. The development of new services must therefore be created in close interaction with the users of the services. In this context NAV found a solution to easier and quicker recruit online user testers.



Client
**NAV (Norwegian
Labour and
Welfare
Administration)**

Project
**“Young adults on
their way to
work”**

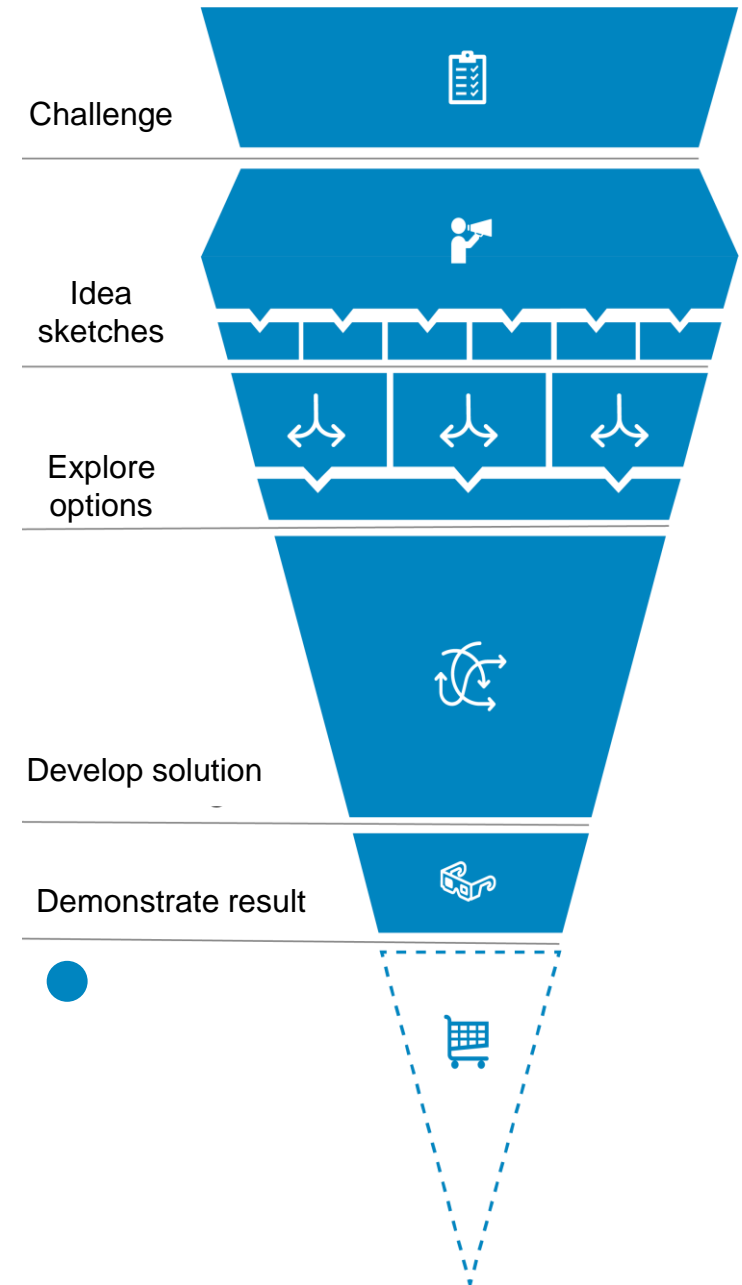
Supplier
Frisk Utvikling

Year
2021

 **dfø | StartOff**



Young adults under the age of 30, a lot of them with little or no formal education, is a prioritised segment for NAV. In this project they found a new way to see through “avklaringstiltak” (clarification measures)



Client
**Patentstyret
(Norwegian
Industrial
Property Office)**

Project
**“A positive
transition to a
new way of
working”**

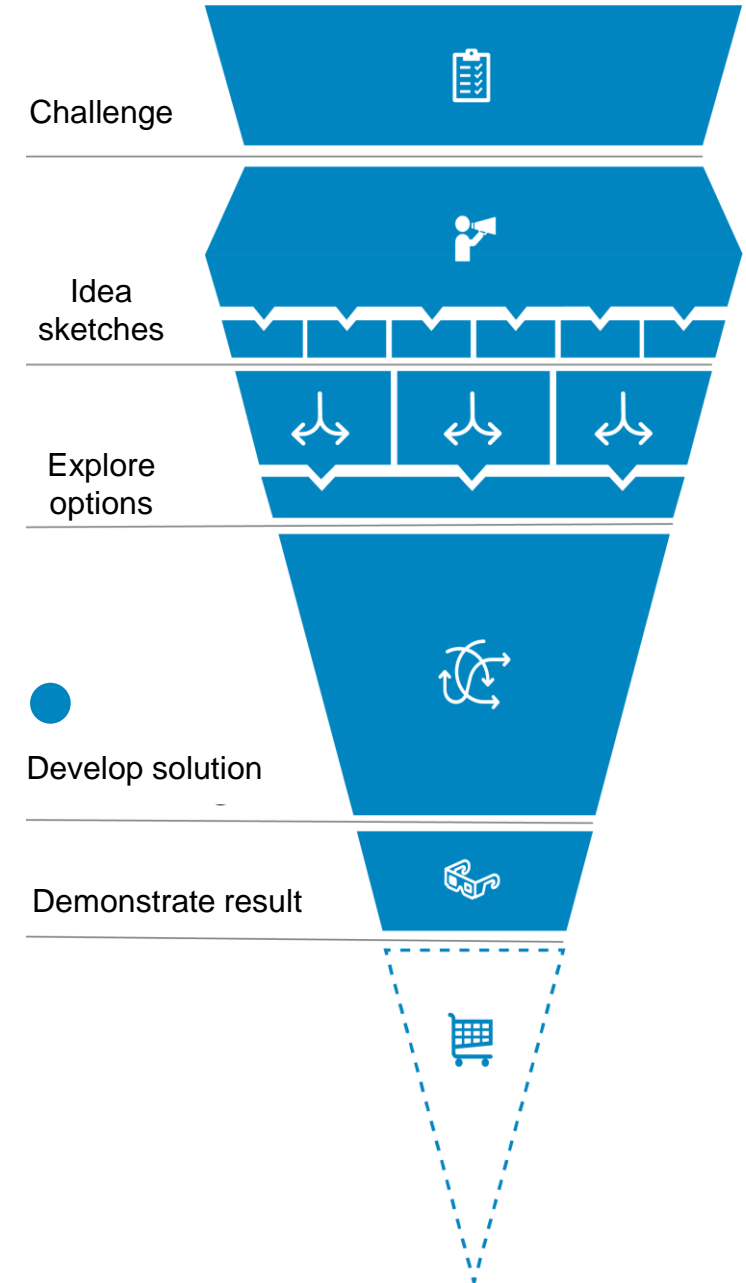
Supplier
Avec and Turbo T

Year
2022

 **dfø | StartOff**



The Norwegian Industrial Property Office (Patentstyret) wanted a cultural promotion tool, to help contribute to understanding, safety, and motivation in the transition to a new way of working, with activity based work stations.

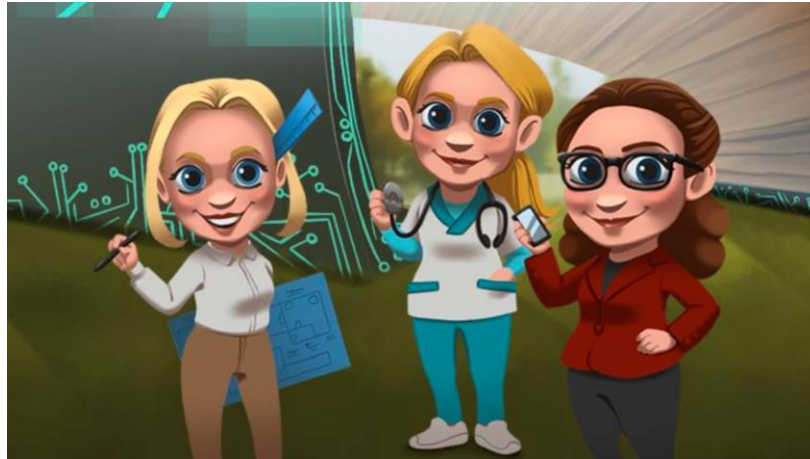


Client
**Larvik
municipality**

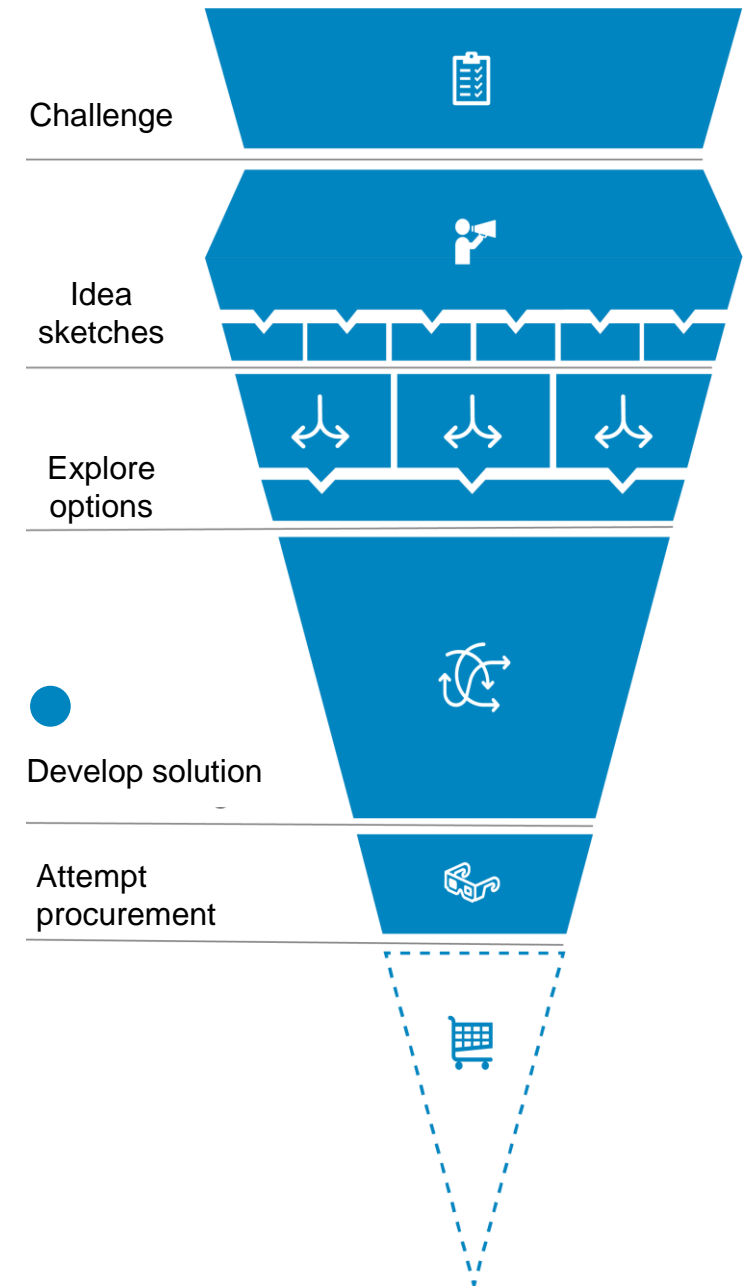
Project
“Gaming park”

Supplier
**Qvisten and
Stargate media**

Year
2022



Larvik wanted the gamification of an outdoor space. By digitalising a specific physical outdoor area, and create an attached storyline, they wanted to activate the young gamers in the municipality.



Client
**Kolumbus /
Bysykkelen AS
(Kolumbus / City
bike)**

Project
**Smart access to
city bikes**

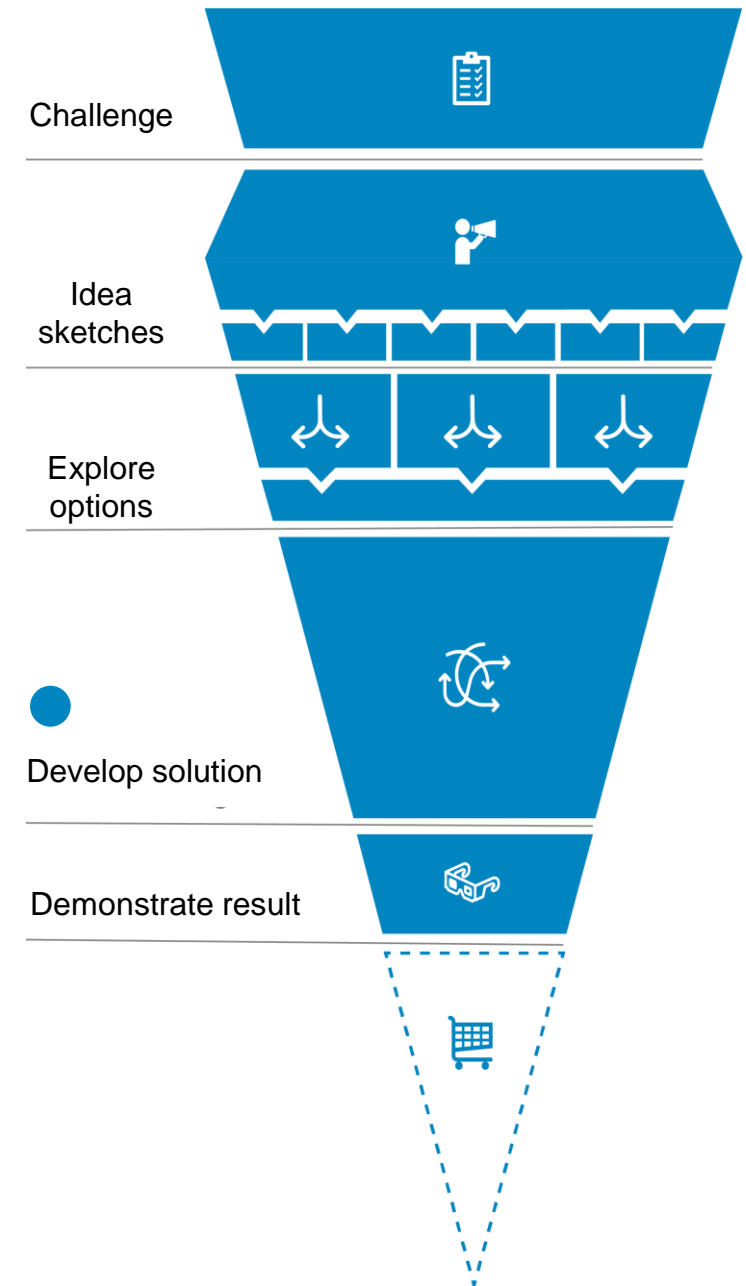
Supplier
Masterloop

Year
2021/ 2022

 **dfø | StartOff**



The biggest challenge, and the greatest success criteria, in a city bike system is making it predictable for users, that bikes are accesible when you need them. Kolumbus needed an innovative solutions, optimising todays city bike system in Rogaland county.



Client
**Fredrikstad
municipality**

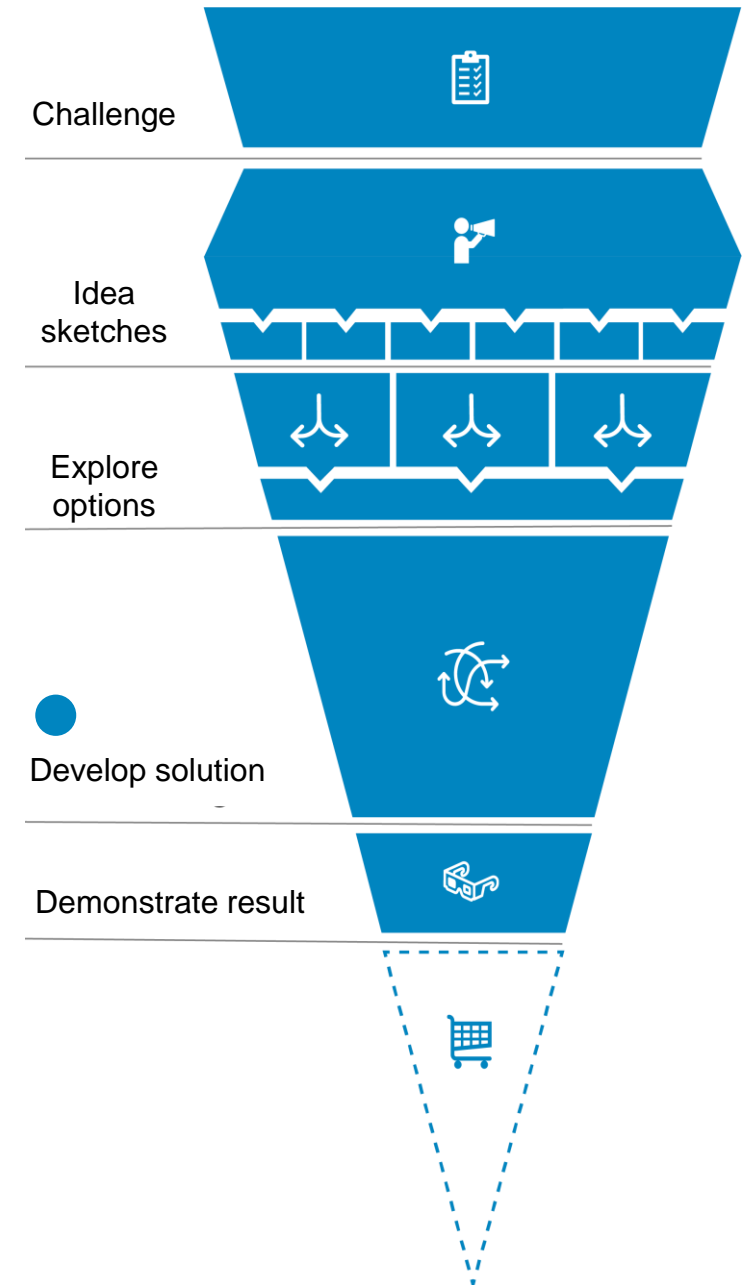
Project
**“Event organiser
friendly city”**

Supplier
Not selected

Year
2021/2022



Fredrikstad municipality wanted to strengthen the city’s ability to be a good host for small and larger events. The solution should make it easier to plan and see through events, both for the event organisers and the municipalities’ case workers.



Client
**Troms and
Finnmark county**

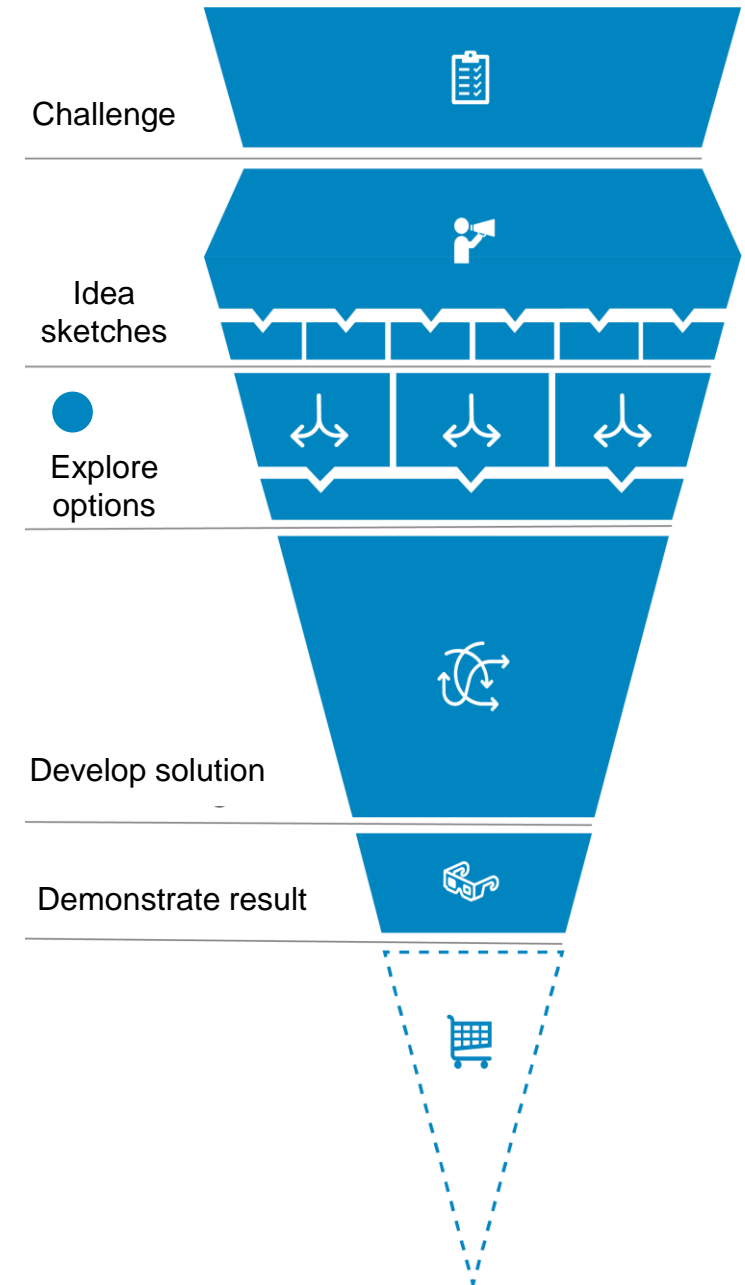
Project
**“Detailed
transportation
data”**

Supplier
Not selected

Year
2022



The county is looking for an atomised solution that can tell busses, caravans, RVs, walkers, and cyclists apart on the county roads in Troms and Finnmark, during demanding weather conditions.



Client
BaneNOR

Project
“**Better services
for cyclists**”

Supplier
Not decided

Year
2022



Bane NOR wants to offer cyclists who combine cycling and commuting by train better services, and thus making more people choose this mode of transport.

