

Public Procurement Excellence

A Programme for Public Buyers of CPBs



"We are what we repeatedly do.
Excellence, then, is not an act but a habit."

ARISTOTLE

SPECIFICATION

Standard

Product

Design

Shaping Modern Public Procurement!

As a university, we see it as our responsibility to provide state-of-the-art know-how and ensure that experts and managers are even more professional and successful in their jobs. WU Executive Academy has lived up to this responsibility in offering a variety of successful programmes with an international focus over the years. Our main focus lies on innovation, modern learning design, and current sociopolitical topics.

We are excited to develop and organize a programme in cooperation with BBG that deals with the current challenges of public procurement. The fact that the European Commission has agreed to fund the project shows the international relevance of this topic. The goal of the programme is to provide the international participants with current know-how, instruments, and tools on the one hand, and to facilitate international exchange of experience among the experts on the other hand.

Prof. Barbara Stöttinger

Dean, WU Executive Academy

The new EU directives on public procurement are having a profound impact on the way Member States and public authorities procure. With efficient and professional public procurement, huge savings can be generated for public treasuries. Public procurement in EU Member States represents a value of around EUR 2 trillion. By reducing expenditures by merely 1% through more efficient public procurement, an annual contribution of EUR 20 billion to public budgets could be generated.

Therefore the European Commission has published recommendations on the professionalisation of public procurement, and initiated the first comprehensive European training programme dedicated to the special requirements of public procurement experts in Central Purchasing Bodies (CPB).

Professionalisation requires education and training, as well as practical experience and know-how exchange via networking. Since 2001, the BBG has become a well-established institution that combines all of these aspects in our own Public Procurement Excellence Programme.

You can profit from our

- › Longstanding market knowledge in the field of modern public procurement
- › Practical experience in the professional development of CPB staff
- › Experience of international EU Projects, such as consulting for other Member States on establishing CPBs
- › Tools, methods, and templates for your daily work routines.

Together with our partner the WU, we are very proud to be developing this specialised training programme and supporting other public procurement experts in their professional development. We look forward to welcoming you to Vienna.

Mag. Andreas Nemeč

Managing Director, BBG



Prof. Barbara Stöttinger. © Heinz Zegg



Mag. Andreas Nemeč © Fally/BBG

Programme for Certified Public Procurement Experts

THE PROGRAMME

Programme Public Procurement Excellence (PPE)

Working in public procurement means managing different – sometimes even contradictory – requirements. The public procurement practitioner sets the conditions for the most efficient and legally compliant use of public funds and at the same time contributes to socio-political policies. Therefore knowledge of a very diverse range of disciplines is required, e.g. law, economics, product- & market expertise, technical know-how and socio-political objectives. Procurers must be able to balance all of these disciplines, in order to create meaningful tendering strategies.

To support public procurement practitioners in performing their roles and achieving the objectives of public procurement, the European Commission has initiated and is funding a training programme for procurers working for newly or to be established Central Procurement Bodies.

This programme – **Public Procurement Excellence (PPE)** – offers a unique combination of academic and practical approaches. The goal is to provide state-of-the art knowledge, tools & methods for modern public procurement, including policy objectives like SME-friendly procurement, environmental sustainability and innovative procurement. The teaching team will be composed of experienced public procurement experts (management & senior level from longstanding CPBs) and renowned lecturers from the Vienna University of Economics and Business (WU).

Furthermore, the programme will promote the sharing of professional experience and will initiate a platform to build a network of highly skilled public procurement officials.

THE TARGET GROUP

- › Personnel working for large public buyers from newly established CPBs or future CPBs in the European Union and COSME participating countries
- › Public procurement practitioners with maximum 2–3 years of professional working experience
- › Individuals with a good command of English (programme language)

THE STRUCTURE

- › Duration of the course: 6 weeks, in two 3-week blocks
 - › Block 1: Sep 24 – Oct 13, 2018
 - › Block 2: Jan 14 – Jan 31, 2019
- › Teaching days: Monday–Saturday in Vienna/Austria
- › Participants will work on individual business projects between the modules

VENUE

On-site training location: Austria – Vienna, Bundesbeschaffung GmbH (Lassallestraße 9b, 1020 Vienna, www.bbg.gv.at), 10 min from City Centre

TEACHING LANGUAGE

English



BLOCK 1		
Week 1	Week 2	Week 3
Opening-Event Public Procurement Excellence Sep 24, 2018	From Needs Analysis to a Professional Tendering Strategy Oct 1+2, 2018	Building Critical Business Expertise – Business Simulation Oct 8, 2018
Kick-off Public Procurement and Study Groups Sep 24, 2018	Professional Management of the Tendering Process Oct 3+4, 2018	Business Economics for Public Buyers Oct 9+10, 2018
Introduction to Public Procurement Sep 25, 2018	Strategic Purchasing and Supply Chain Management Oct 4, 2018	Study Visit Public Procurement from a Supplier’s Perspective Oct 11, 2018
Centralised Public Procurement – Success Factors for Implementation Sep 26, 2018	Project- & Process Management Basics Oct 5+6, 2018	Self-Study or Study Visit Oct 11, 2018
Centralised Public Procurement – Success Factor Stakeholder Communication Sep 26, 2018		How to Set up Effective Compliance Systems Oct 12, 2018
Legal Framework of Public Procurement Sep 27+28, 2018		Anti-Corruption Systems in Public Procurement Oct 13, 2018
International Organisations and Public Procurement Sep 28, 2018		
Contract Law Basics Framework Agreements Dynamic Purchasing System Sep 29, 2018		
BLOCK 2		
Week 1	Week 2	Week 3
Introduction to Sociopolitical Objectives for Public Procurement Jan 14, 2019	Contract & Supplier Management Jan 21+22, 2019	Negotiation in Public Procurement Jan 28, 2019
Inclusion of SMEs in the Public Tendering Market Jan 14+15, 2019	E-Procurement in Public Procurement Jan 22+23, 2019	Trends in Public Procurement Jan 29, 2019
Sustainable Public Procurement Jan 16, 2019	Convincing Communication & Presentation Jan 24+25, 2019	Self-Study & Business Project Jan 29, 2019
Introduction in Innovation Management Jan 17, 2019	Negotiation in Public Procurement Jan 26, 2019	Graduation & Presentation of Business Projects Jan 30, 2019
Innovation in Public Procurement Jan 18, 2019		optional Train-the-Trainer for Participants Jan 31, 2019
Performance Management – Making Performance Measurable & Visible Jan 19, 2019		
Self-Study & Business Project Jan 19, 2019		

Programme details

GRADUATION

- › Certificate from WU Executive Academy
- › Degree: Certified Public Procurement Expert (30 ECTS)

BENEFITS FOR PARTICIPANTS

- › Personal professional development
- › Extension of specialist skills in the field of public procurement
- › Enhanced network

APPLICATION

Application by e-mail to
ppe@bbg.gv.at

Application deadline
June 15, 2018

For further information
www.bbg.gv.at/ppe

Mag. Alexandra Leon,
Project Leader, PPE
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FEE & FINANCING

- › No tuition fee
- › Programme is subsidized by the European Union
- › All lectures and materials are included
- › Up to 1,600 EUR reimbursement for travel, room and board expenses per participant for the whole programme
- › Participants are invited to check their options for additional funding from structural funds in their respective country

TEACHING AND LEARNING METHODS

- › Practical and academic input
- › Interactive programme
- › Learning from best practice
- › Based on the needs of the participants

APPLICATION CHECKLIST

Participants will be required to provide:

- › CV
- › Letter of Motivation
- › Letter of support from the participant's line manager
- › Portrait photo
- › Completed e-application forms

FACULTY

Prof. Barbara Stöttinger

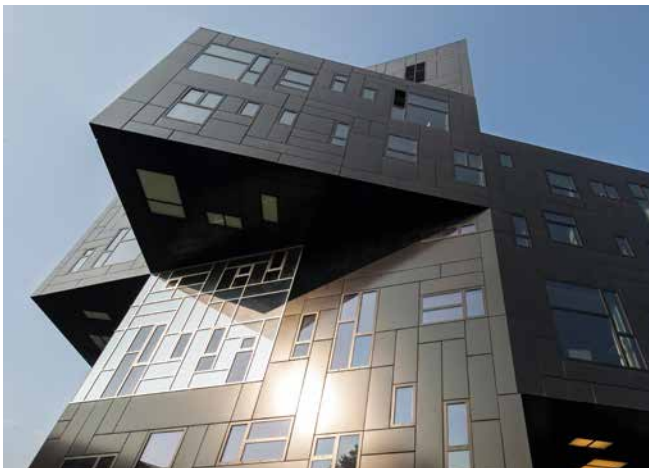
Academic Director

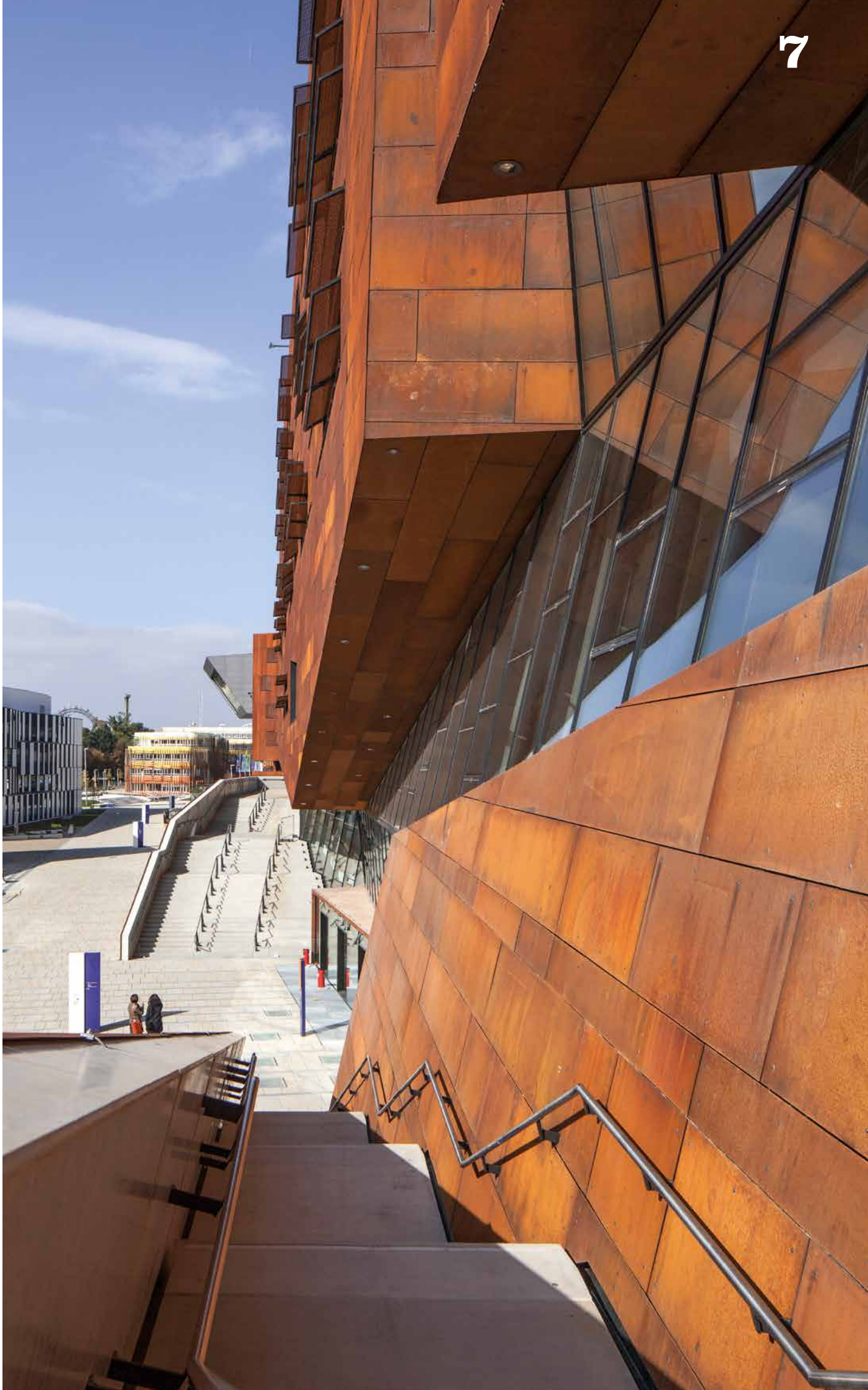
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