

Optimising the usability of the innovation partnership procedure for contracting authorities

ir. G.B.J. Hofmeijer

Eerste druk



's-Gravenhage - 2019

Inhoudsopgave

Preface		v
Abbreviations		xi
Managementsamenvatting		1
Executive summary		3
1	Introduction	
1.1	Topic	5
1.1.1	Context	5
1.1.2	Motive	5
1.1.3	Problem	6
1.1.4	Objective	6
1.2	Research questions	7
1.3	Scope	7
1.4	Structure of the report	8
2	Research methodology	
2.1	General	9
2.2	Literature study	10
2.2.1	Porter's five forces model	10
2.3	Field research	11
2.3.1	Preparation	11
2.3.2	Interviews	11
2.3.3	Grounded theory	12
2.3.4	Questionnaire	12
2.4	Analysis	13
2.4.1	SWOT	13
2.4.2	SWOT/TOWS	14
2.4.3	Expert panel	14
2.5	Conclusions and recommendations	15
2.5.1	Validation panel	15
3	Literature study	
3.1	Public procurement in The Netherlands	17
3.1.1	Definition	17
3.1.2	The necessity of procurement law: basic principles	18
3.1.3	Scope of procurement law	18

3.1.4	From European Committee to Dutch legislation	19
3.1.5	Tendering procedures	19
3.1.6	Tendering process steps	21
3.1.7	Summary	23
3.2	The innovation partnership procedure	24
3.2.1	The innovation partnership in the European directive	24
3.2.2	Comments on the innovation partnership in the directive	25
3.2.3	The innovation partnership in Dutch law	26
3.2.4	Comments on the innovation partnership in the Tendering Act	27
3.2.5	Visualisation of the innovation partnership procedure	28
3.3	Choosing a tendering procedure	28
3.3.1	Often used procedures	29
3.3.2	Determinants of influence to the choice of tendering procedures	30
3.3.3	Implications for this research	31
3.4	Product innovation in public construction projects	32
3.4.1	Introduction	32
3.4.2	Definition	32
3.4.3	Product innovation	32
3.4.4	Types of product innovation	33
3.4.5	Innovation phases	34
3.4.6	Diffusion of innovations	35
3.4.7	Demand-pull and technology-push in construction context	37
3.4.8	Summary	37
3.5	External factors impacting the innovation partnership	38
3.5.1	New entrants	39
3.5.2	Substitutes	39
3.5.3	Contractors	40
3.5.4	Contracting authorities	40
3.5.5	Alternatives	41
4	Theoretical SWOT analysis results	
4.1	T-SWOT overview	43
4.2	Strengths	43
4.3	Weaknesses	44
4.4	Opportunities	45
4.5	Threats	46
4.6	Questionnaire	47
4.6.1	Respondents	47
4.6.2	Questionnaire data	48
4.6.3	Questionnaire findings	49
5	Field research	
5.1	Interviewees	51
5.2	Results interviews	51
5.3	Other activities	52

6	Practical SWOT analysis results	
6.1	P-SWOT overview	53
6.2	Expert panel	53
6.3	Strengths	54
6.4	Weaknesses	55
6.5	Opportunities	55
6.6	Threats	57
7	SWOT/TOWS analysis results	
7.1	SWOT/TOWS overview	59
7.2	Weakness / Threat strategy	60
7.3	Weakness / Opportunity strategies	61
7.4	Strength / Threat strategies	61
7.5	Strength / Opportunity strategies	62
8	Conclusions	65
9	Recommendations	67
10	Discussion	
10.1	Interpretation	75
10.2	Method	75
10.3	Further research	76
References		
Appendix A: Questionnaire		83
Appendix B: Overview of determinants		87