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## Greening the Humanitarian Sector through Innovation Friendly Procurement

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## AGENDA

### 1. Welcome

### 2. Procurement as a gateway to greener solutions in humanitarian aid

By Claire Barnhoorn - Solvoz

### 3. Challenges to procurement of greener solutions in humanitarian response

*A conversation with private sector partners about supplying innovative and green solutions to humanitarian response.*

### 4. What is innovation friendly procurement and why should we all engage?

*by Therese Marie Uppstrøm Pankratov – Innovation Norway*



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CEO & founder  
Solvoz

*Procurement as a gateway to greener solutions in humanitarian aid*



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*A conversation with private sector partners about supplying innovative and green solutions to humanitarian response.*



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**Therese Marie Uppstrøm Pankratov**

Special Advisor  
Innovation Norway

*What is innovation friendly procurement and why should we all engage?*



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## Humanitarian organizations' procurement expenditure

**60-80%**

Of hum. orgs.' expenditures are related to procurement activities

**\$41.4 bn**

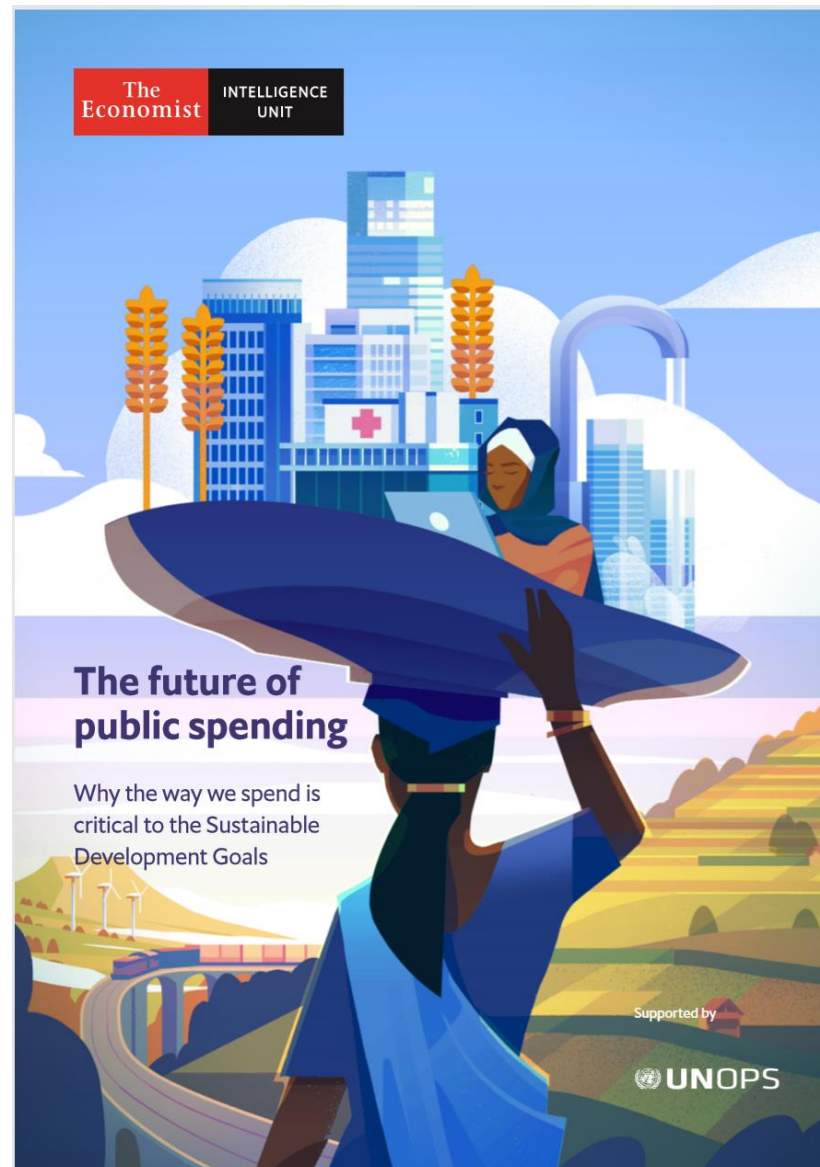
Total international humanitarian assistance (FTS, 2022)

**\$29.6 bn**

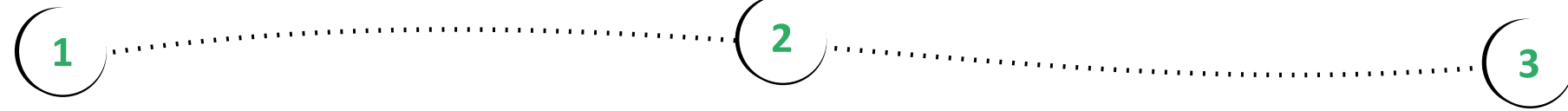
Total UN procurement (UNGM, 2022)



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## An innovation friendly procurement is a process



### Needs assessment

A broader assessment of the needs to be met by the procurement: What is the change you aim to achieve?



### Market dialogue

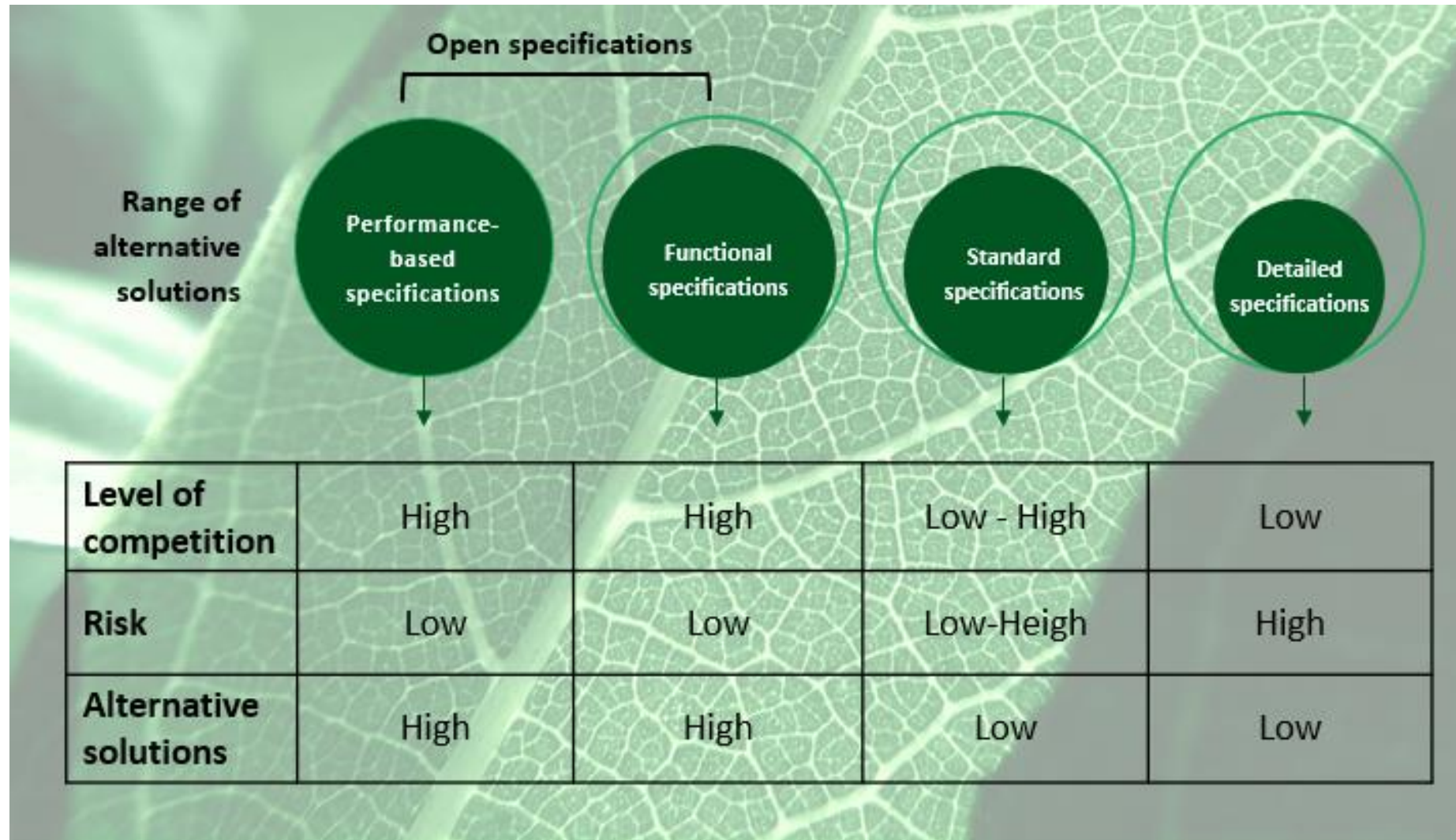
By initiating an open market dialogue with a wide range of different solution and product providers you develop an overview of what solutions might be available to address your needs.



### Call for proposals with Performance-based specifications

Developing specifications focused on performance and functions







## When should you consider an innovation-friendly procurement?

- For a strategically important procurement connected to your core business
- Where there is little competition in the market
- In areas or markets that evolve quickly
- Where the baseline is well known and there is potential for innovation



## Innovation-friendly procurement tools → for the humanitarian sector

December 18, 2021

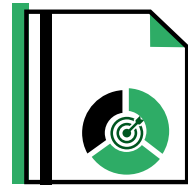




## Why this is an ecosystem challenge, not “just” a procurement challenge



“Public sector procurement is more than simply an operational function—it can be a powerful force for change.”



Reporting procedures and KPIs need to reflect the importance of procurement to innovation and greening efforts.



Procurement stimulates the development of greener solutions for humanitarian response, and is essential for the uptake and scale of greener solutions



More research is needed on the role of procurement for a greener response, to inform change processes.



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## Questions



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