ETHICS

Electronic **T**ender **H**andling, **I**nformation & **C**ommunication **S**ystem
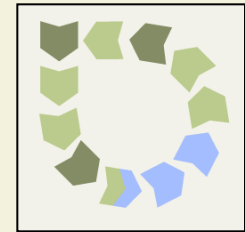for purpose of gaining high effectiveness, transparency and openness.

eProcurement Open House Event / Zagreb, Croatia

February 17, 2014

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Who is [inno:vasion]?

- Consultancy Company specialized in completing tender procedures on behalf of contract authorities

- Developed the web based pre-award solution based on 20 years experience

- ETHICS is marketed worldwide by IBM

- ETHICS is delivered outside Denmark only through IBM or local/regional IBM business partners — in Croatia:

Challenge: The IT Tender in 1995

- More than 30.000 pages from 36 vendors

- Highly varied formats

- Decision process manual — discussing and voting

- Contract terms only in paper archives.

- … Extremely cumbersome

ETHICS Track Record *1995 up to today (cont.)*

- 1996: Excecution of the first 100% Digital Tender

- 2002: Excecution of the first 100% WEB based tender in corporation with the Legal Adviser to the Danish Government and EU Publication Office

- 2003: EU Award under the theme eGovernment in European competiveness

- 2004: First series of tender pilots in different EU member states

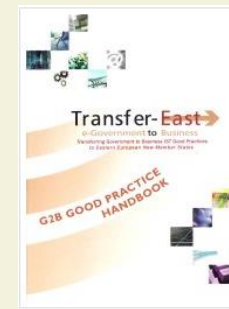- 2005: First series of real life tenders in different EU member states

ETHICS Track Record *1995 up to today (cont.)*

- 2006: ETHICS set in production in Slovakia on a National basis

- 2007: Transfer-East: Transferring Government to Business IST Good Pratices to Eastern European New Member States

- 2007: Stakeholder in the workshop CEN Business Interoperability Interfaces for public procurement in Europe (BII)

- 2008: Successfull KPMG Security Audit of the ETHICS implementation in Slovakia

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ETHICS Track Record *1995 up to today (cont.)*

- 2009: Started an EU funded implementation of the new elements of the EU DIRECTIVE 2004/18/EC (EU eProcurement legislation) & National legislation requirements in ETHICS, in close coorperation with UVO, IBM and local IT Companies

- 2012: The entire EU DIRECTIVE 2004/18/EC and National Slovakian directives below EU threshold implemented successfully

- 2013: Mission Critical modules successfully certified by third party

- Today: Invited by e-Sens to carry out one of the first eTendering use cases based on the guidelines stated in PEPPOL, CEN/BII, xVergab, etc.
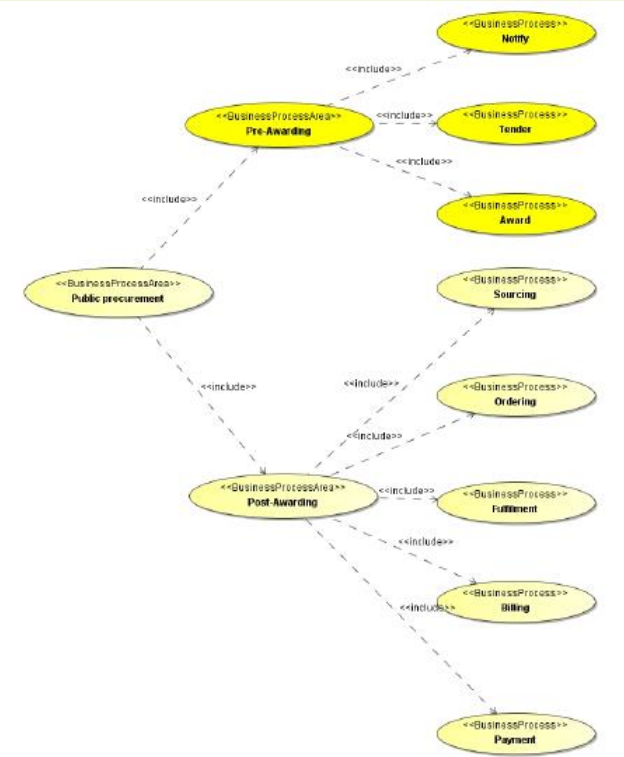
Current EU initiatives

CEN Workshop on 'Business Interoperability Interfaces on public procurement in Europe' (WS/BII)

The objectives of the workshop are to provide a basic framework for technical interoperability in pan-European electronic transactions, expressed as a set of technical specifications that cross-refer to relevant activities, and in particular are compatible with UN/CEFACT - in order to ensure global interoperability. Currently at phase 3 of the BII workshop in process.

Stakeholders: IBM and Inno:vasion among others

http://www.cenbii.eu/

Current EU initiatives (cont.)
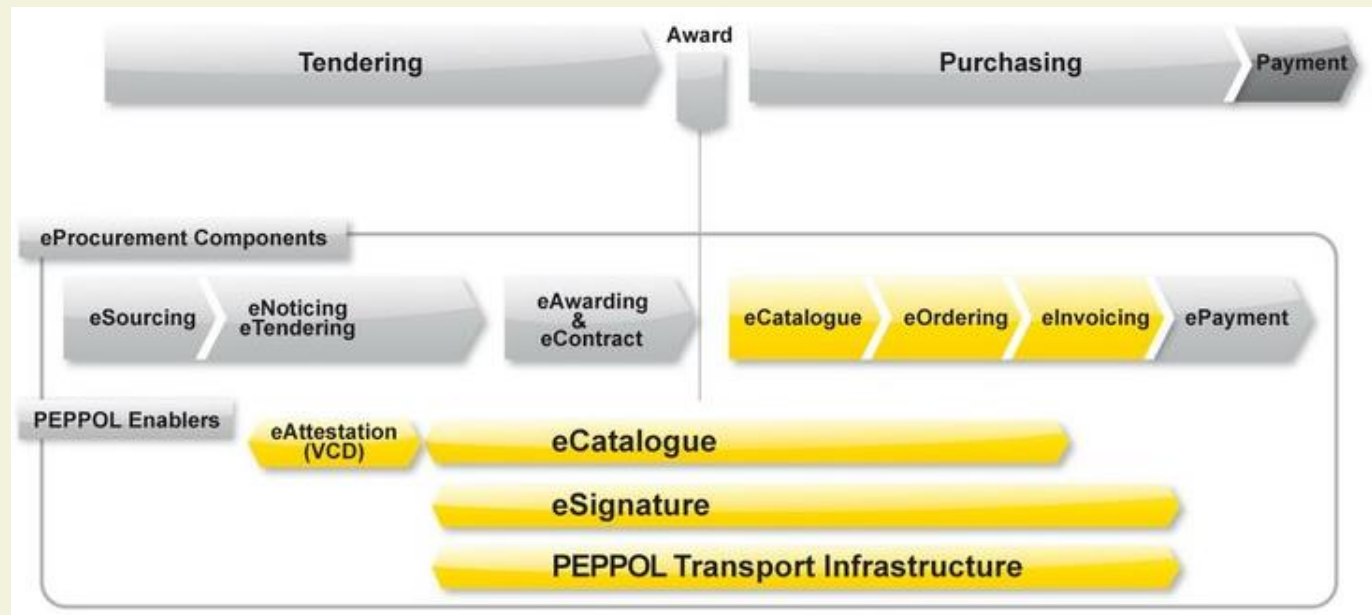
OpenPEPPOL - Pan European Public Procurement Online

Objective: Enabling EU-wide public eProcurement

Scope: Virtual Company Dossier, eCatalogues, eOrdering, eInvoicing, eSignature & Open Infrastructure

Stakeholders only from government organisations

http://www.peppol.eu

Current EU initiatives (cont.)

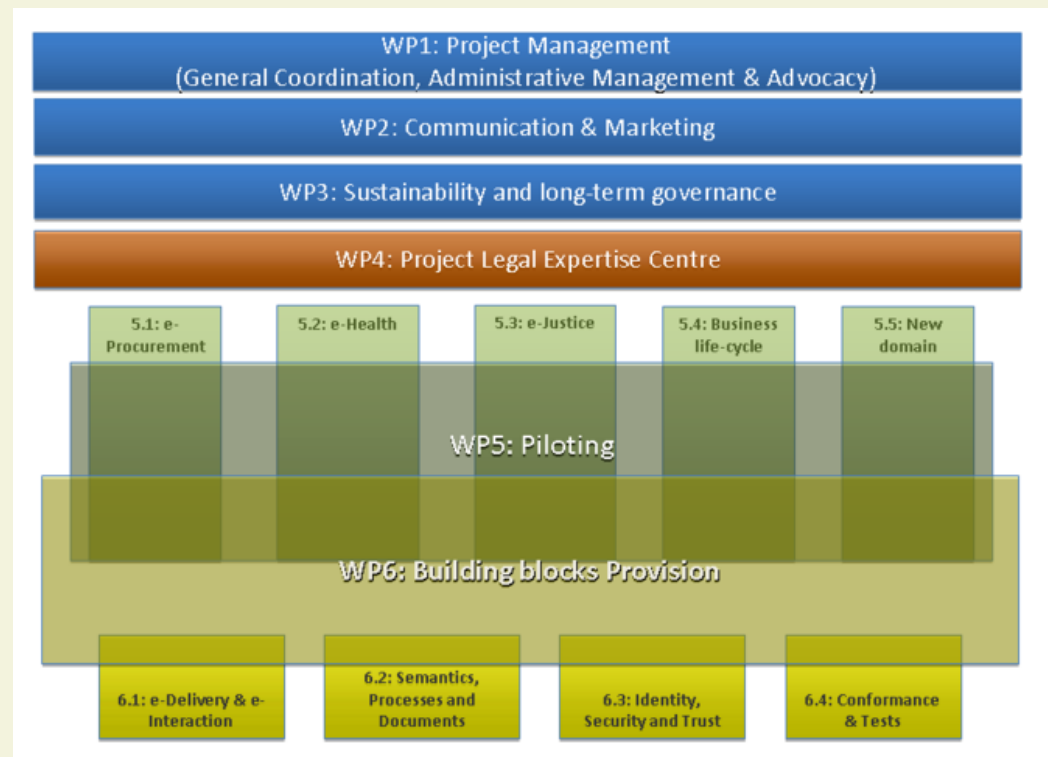**e-SENS (Electronic Simple European Networked Services)**

e-SENS (Electronic Simple European Networked Services) is a new large-scale project that embodies the idea of European Digital Market development through innovative ICT solutions.

The project will consolidate, improve,
and extend technical solutions to foster
electronic interaction with public
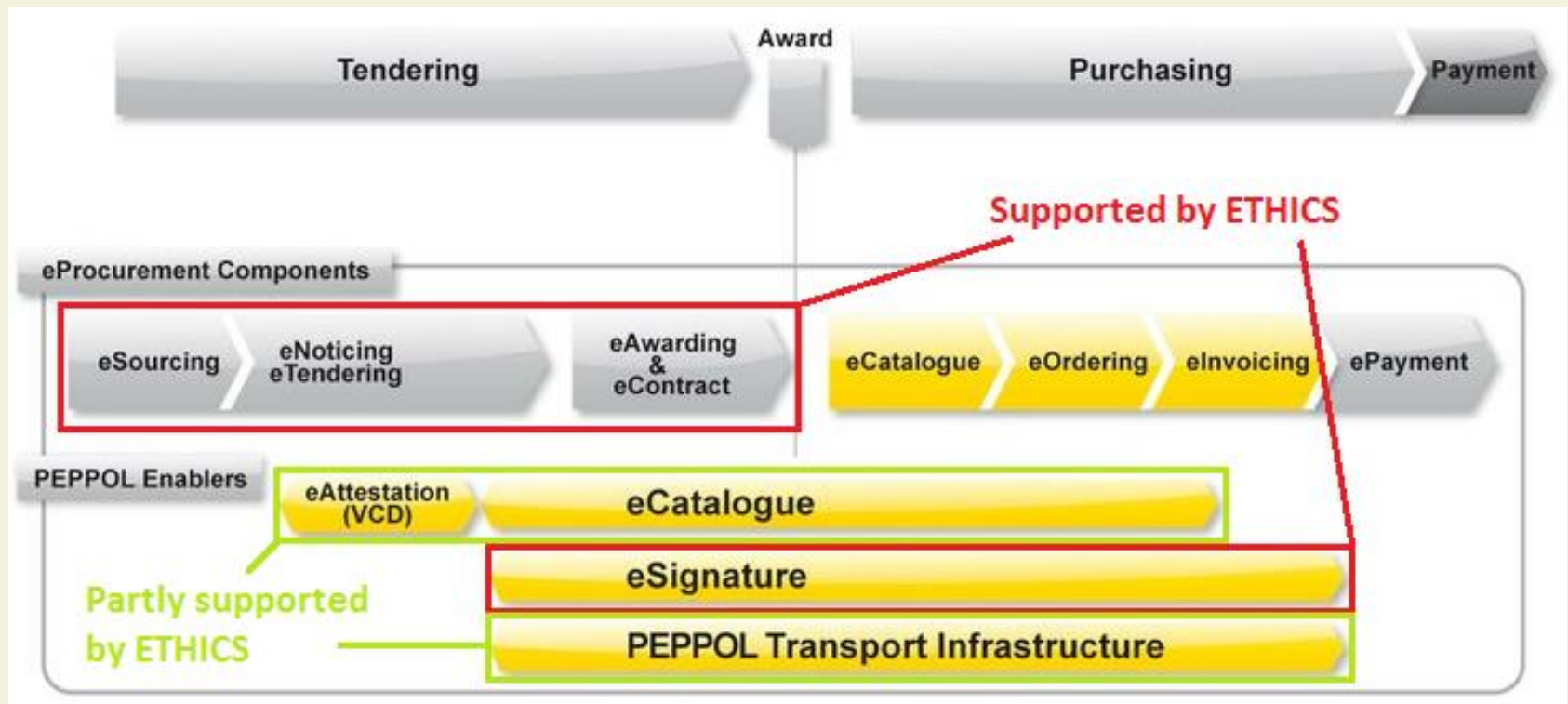administrations across the EU.

Stakeholders: Public administration,
IT industry and EU citizens and business

http://www.esens.eu/

Pilot plan

PEPPOL Components supported by ETHICS

ETHICS®

eEurope Awards

- **ETHICS' modules** (all fully web enabled)
  - eNotice module (with multiple publication office support)
  - eTendering module with multiple templates for
    - Open Procedures (for contracting authorities and utilities)
    - Restricted Procedures (for contracting authorities and utilities)
    - Negotiated procedures (for contracting authorities and utilities)
  - eSourcing module with multiple templates for
    - Dynamic Purchase System (for contracting authorities)
    - Qualification System (for utilities)
  - eAwarding module (with decision making and evaluation support)
  - eAuction module (pre-awarding)
  - eContract module (incl. Sub Procedure & eAuction support)
  - eSignatur module
    - Certification Authority (CA) for issuing of digital certificates
  - Multi organization and concurrent multi language support

eGovernment
Good Practice
Framework

Use Cases - Slovakia

UVO - Úrad pre verejné obstarávanie (Office for Public Procurement)

- Characteristic: National implementation

- First Tender executed Summer of 2006

- Implemented by law 2007

  - https://evo.gov.sk/

- Target

  - 1.800 Offices & institutions signed up

  - 30.000 Tenders pr. Year

- Current

  - 756 published tenders

Use Cases - MOVIA

The largest public transport company in Denmark

- Characteristic: Negotiated Procedure and Qualification Systems

- Negotiates simultaneously with several vendors

  in accordance with regulations

- Opens individual negotiation rounds

Use Cases - FKO

Defense Command - Denmark

- Characteristic: ETHICS Digital signatures

- Strategic Airlift w. intercontinental bidders

  - Notice of Contracting Authority

  - Objective:

SECTION II: OBJECT OF THE CONTRACT	
II.1)	DESCRIPTION
II.1.1)	Title attributed to the contract by the contracting authority Full time air charter of one or more aircraft for strategic airlift up to 3000 flying hours per year including an option for ad hoc short term air charter of additional strategic airlift capacity, and broker services related to selling excess capacity or flying hours.

  - Digitally signed solemn declaration received

Use Cases - FBE

Defense Building and Establishment Service - Denmark

- Characteristic: Volume

- More than 700 simultaneous vendors

- More than 350 contracts awarded

Use Cases - FKIT

Defense corporate-wide informatics service - Denmark

- Characteristic: Sub Procedures

- eSourcing

  - Potential suppliers qualified through framework agreement

- Automated tendering process

  - Buyers submit orders

  - Orders are exposed to competition

  - Buyers evaluate offering with systematic decision support

  - Contract signed online with winning party

ETHICS Value Proposition

Overview and management
Utilization of resources increased by 20%

Quality in the
tendering process
No complaints or legal issues

Increased Productivity and
minimize Workload by 30-50%
Productivity doubled with same
Staff

Automation of
routine Tasks
Effective knowledge management

ETHICS Value Proposition *(cont.)*

1. ETHICS covers all tendering phases and processes
2. ETHICS supports all types of contracts
3. ETHICS supports all types of procedures
4. ETHICS contains a certification authority (CA)
5. ETHICS is compliant with EU laws and regulations
6. ETHICS is easily accessed by all parties
7. ETHICS handles all notices
8. ETHICS is a thoroughly tested application

Experiences using ETHICS

ETHICS /
Tenders

Below is an overview of all tender projects in progress.

Opposite each tender project icons are displayed. Click **LEGEND** to be informed of the meaning of the icons and their colours.
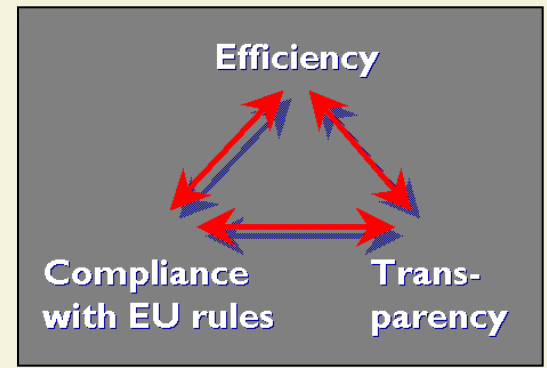
To open a tender project click *NO. AND TENDER NAME.*

Click **CREATE TENDER PROJECT** to create a new tender project.

Organisation: SKI

STATUS	NO. AND TENDER NAME	RESP.	START-UP
	02.02 Computere	psv/SKI	10/14/2013
	02.07 Kommunikationsudstyr og -løsninger	brs/SKI	01/29/2014
	02.19 ASP/Cloud	bjj/SKI	11/25/2013
	02.22 IT-drift	tgn/SKI	11/25/2013
	12.01 Værktøj og materialer til bygningsvedligehold og drift	mrj/SKI	02/08/2013

adm/SKI | [inno:vasion]

CREATE TE

- ✓ Productivity doubled with same Head Count
- ✓ 50% change of Staff
- ✓ Easy involvement of new users
- ✓ No Complaints or legal Issues with Vendors
- ✓ Double-digit growth in turnover on contracts
- ✓ Highly effective management overview
- ✓ Effective knowledge management tools

- ✓ No Complaints
- ✓ Easy to use/no training needed
- ✓ Easy to adapt to own working style
- ✓ More effective tender procedure
- ✓ Re-use of documents
- ✓ Trusted on line service

Economic operators / Vendors Feedback

Efficiency

Compliance with EU rules

Trans-parency

END