



thinktank  
CONSULTING

# Innovation Procurement

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What the procurers ordered





# What citizens actually wanted





What was delivered





## An iterative approach to procurement

1. Problem definition (Free, two weeks)
2. Exploration and prototype (\$30K, three weeks)
3. MVP (\$100K, three months)
4. Full development



## Benefits for the procurer

1. Limits risk
2. Failure is fast and cheap
3. Focus on problem rather than solution
4. Process open to more diverse set of players
5. Encourages innovation



## Benefits for the vendor

1. Greater license to innovate
2. Lower barrier to access government work
3. Lower cost and risk to supply government
4. Eliminates working for government for free
5. Builds trust relationships