

SUCCESSFUL PUBLIC PROCUREMENT WITH ADESSO



WHY ADESSO SCHWEIZ



Vendor-independent consulting with expertise across leading platforms and line-of-business applications



Experienced consultants with proven references at federal, cantonal, and municipal levels



Comprehensive project reference database for realistic budgeting and risk assessment



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PROCURE SOFTWARE SOLUTIONS IN FULL COMPLIANCE WITH PUBLIC PROCUREMENT LAW

Software solutions are the backbone of modern public administration. In the era of digitalization, cloud, GenAI, and revised procurement regulations, we help you execute compliant, efficient, and legally robust procurement processes in line with the Swiss Public Procurement Act (PPA/IVöB).

FIVE ELEMENTS OF SUCCESSFUL SOFTWARE PROCUREMENT

In the public sector, poor software procurement decisions can tie up resources for years and may result in legal appeals if key principles of Swiss public procurement law – such as transparency, equal treatment, and value for money – are not upheld.

BASED ON OUR ENGAGEMENTS WITH FEDERAL, CANTONAL, AND MUNICIPAL AUTHORITIES, WE CONSIDER THE FOLLOWING FIVE ELEMENTS ESSENTIAL FOR SUCCESSFUL SOFTWARE PROCUREMENT:

1. STRATEGIC ALIGNMENT

Requirements, scope, and budget must be aligned with the contracting authority's administrative and digital strategy. Only then can priorities be defined realistically and investments targeted effectively.

2. MARKET AND SOLUTION ANALYSIS

The market is analyzed systematically. Evaluating procurement and award data (e.g., from simap.ch) helps assess the vendor landscape, pricing ranges, and contractual models, providing a basis for decision-making.

3. THOROUGH REQUIREMENTS ENGINEERING

Functional and non-functional requirements – including usability, security, data protection, integration capabilities, and operational needs – must be captured in a clear, structured, and verifiable manner in close collaboration with your subject-matter experts.

4. PROFESSIONAL AND LEGALLY COMPLIANT PROCUREMENT

Selecting the appropriate procurement procedure, preparing compliant tender documentation, establishing a transparent evaluation model, and maintaining comprehensive documentation are critical success factors. This also includes timeline management and handling bidder questions via simap.ch.

5. IMPLEMENTATION AND USER ADOPTION

Migration, organizational adjustments, training, and change management determine whether the new solution will be successfully adopted and deliver lasting value in day-to-day operations.



NEW PROCUREMENT PRIORITIES

Beyond price and functionality, sustainability, total cost of ownership, information security, and responsible AI are becoming increasingly important. We help translate these criteria into procurement-compliant evaluation requirements.



- > We support public sector organizations throughout the entire procurement journey – from initial requirements to successful implementation. Combining business, technology, and procurement expertise, we ensure full compliance with Swiss public procurement regulations (PPA/IVöB).
- > We define requirements and objectives, assess policies, framework agreements, and security needs, and establish the project foundation, including approach, roles, governance, and roadmap.
- > We conduct market assessments and, where appropriate, run RFI and RFQ processes. Leveraging our reference database and procurement insights, we develop realistic budgets and provide transparency on key cost drivers.
- > We facilitate workshops with business, IT, procurement, legal, and data protection stakeholders to define requirements, evaluation criteria, and tender documentation, including compliant assessment models.
- > We support the selection of the appropriate procurement procedure and the preparation of tender documents, including operational support on simap.ch (publication, deadline management, and bidder Q&A). We also assist with bidder meetings, proof-of-concept evaluations, and award recommendations.
- > We support the development of service specifications and SLA structures, as well as migration, acceptance, and rollout activities. Change management and training measures ensure day-to-day user acceptance.

Reduced procurement and appeal risks through transparent, PPA/IVöB-compliant procedures

Realistic budgets based on market analyses, reference data, and systematic evaluation of procurement data

Higher user adoption through structured requirements gathering and targeted change management

Faster creation and improved quality of requirements specifications through structured templates and consistency checks

Efficient execution of procurement processes on simap.ch – from publication to award justification

RESPONSIBLE USE OF AI

We use Generative AI (GenAI) as a tool to accelerate analysis and document creation while enhancing quality. Decisions regarding evaluation criteria, assessments, and contract awards remain the responsibility of the designated individuals and governance bodies. We exclusively use GenAI solutions that meet our clients’ requirements for data protection, data sovereignty, and compliance.

Do you have questions about our offering or would you like to learn more about how we can support you in this context? Feel free to contact us.



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