



Challenging tendering for Health- and Social services for individual users – Need for changes?

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Status in Norway today

- Gold-plating – Norwegian regulation includes Health and Sosial services (B-services)
- Lighter regime: H/S services bought from ideal organisations
- Same procurement regime for services operating institutions and services provided to individual users
- How are these services procured in the municipal sector today?
 - A few years ago – Question: «Grandma for tender»?
 - Today – Question: «John for tender»?

So, what's the challenge?

- Lack of marked
 - Is there really competition?
- Rules of confidentiality
 - What's the problem?
 - How to keep confidentiality and tender?
- Users involvement
 - How and when?
- Complaints from the users
 - How to solve the situation?
- Who has the right to move «John»?
 - What if «John» doesn't want to be moved?

A need for competition

- Recognize the importance of various types of competition
- No call for protection
- But a call for innovation!
- Consequence of status quo?

The EU procurement law reform

- COM (2011)896 abolishes the distinction between A and B services
- Lighter regime for health and social services
 - But who light is lighter?
 - And what about the ideal organisations?

What's the alternative?

- Maybe we have to choose
- If so, what is most important?
 - equal treatment of all tenders?
 - access to the market?
 - protection of users rights?
 - Best value for money?
 - ???