Non-Price Criteria for Selecting Innovative Contractors

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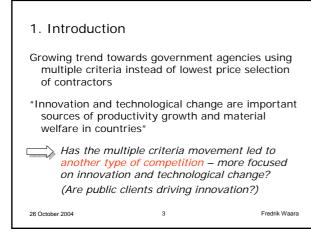
- 1. Introduction
- 2. Innovation and Entrepreneurship
- 3. The Use of Non-Price Criteria
- 4. A Comparison with Australian Practice

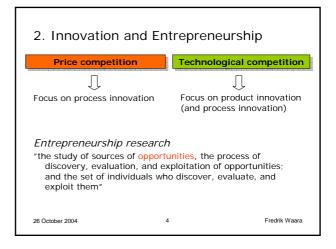
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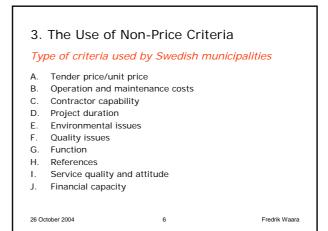
5. Conclusion

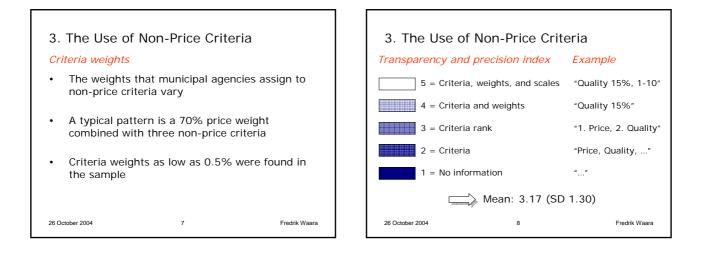
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3. The Use of Non-Price Criteria *Empirical data*Swedish municipalities 386 tendering documents Construction projects procured in 2003 Broad classification of 'construction projects' – roads, school buildings, housing, etc. ~ 11% lowest price selection





AU:	S – National Prequalification Criteria Framework (APCC, 1998)	SW	E – Type of Criteria used by Swedish Municipalities in 2003
		codititi	
1.		• C.	Contractor capability
		• J.	Financial capacity
3.		• F.	Quality issues
4.	Occupational health and safety &	• (A fe	ew cases)
5.	Compliance with code of practice	• С.	Contractor capability
6.	Human resource management		
7.	Commitment to client satisfaction	• I.	Service quality and attitude
8.	Co-operative contracting and partnering	н.	References
9.	Management of environmental issues -	• E.	Environmental issues
10.	Management for continuous improvement (incl. R&D)		
11.	Compliance with legislative	• (For	mal requirement)

5. Conclusion					
automatically lea	 Multi-criteria contractor selection does not automatically lead to technological competition between contractors 				
 Type of criteria, criteria weights, and the degree of transparency and precision are important 					
 Entrepreneurship theory is a promising approach for understanding contractor reactions to multiple criteria 					
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