

ACTORS MAP

The actors map shows the process and who is involved when the school buys new furniture. The understanding gives an idea of the complexity of the arrangements and which parameters that influence the decision. See the ill. Actors Map.

Public procurement

Purchases by the municipalities and other public sectors in Denmark are done through a public procurement to secure the cheapest and best agreements with private companies. The public procurements are often done by the public company SKI, and are therefore often called a SKI-agreement. There are different constellations of agreements.

The Waterfall model is where the municipality wants to find a number of private providers through public procurement. The chosen numbers of providers are arranged in a chain so the first company is the main provider. If the main provider is unable to deliver, the order goes to the next company in the chain and so on (therefore the name waterfall model). The agreements are done for the whole municipality – e.g. furniture for all public elementary schools in the municipality. As an example Aarhus, Odense and Copenhagen municipality have this type of agreement for providing furniture for all their schools. The agreements often run for 1-3 years which means that when a school in this municipality decides to buy furniture they have to buy through the agreement and a certain supplier.

In an OPP (Offentligt Privat Partnerskab – Public Private Partnership) or OPS (Offentligt Privat Samarbejde – Public Private Cooperation) agreement a private company manages the running and service of a public facility during a period of time (normally 15-25 years). This type of agreement is made for Nordstjerneskolen in Frederikshavn, where DEAS is the private company running the facility; this agreement includes the furniture and the maintenance of this. Other purchases beside the agreement are done through the municipality's public procurement for school furniture.

Source: Konkurrence og forbrugerstyrelsen- Competition and Consumer government administration, Københavns Kommune- Copenhagen Municipality
<http://www.kfst.dk/Offentlig-konkurrence> , <https://subsite.kk.dk/PolitikOgIndflydelse/Moedemateriale/Boerne-OgUngdomsudvalget/12-10-2011/404779c8-d3c4-466c-b4ee-a83beb2e-09b3/0fb704de-c23d-4da0-af98-7f88acefd43b.aspx>

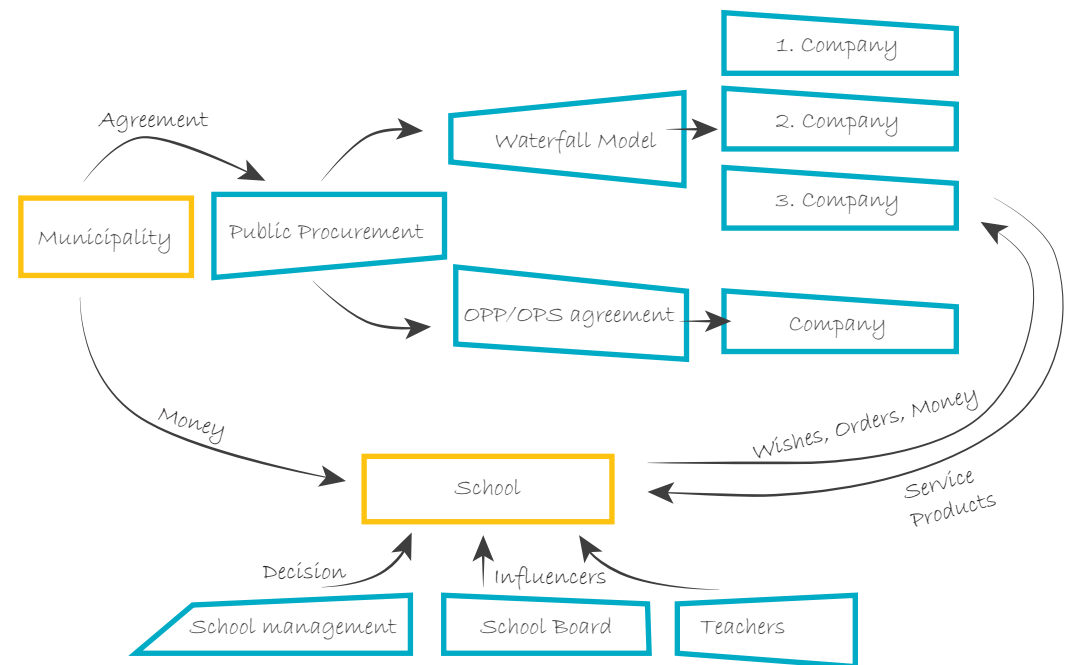
The public procurement has great impact on the purchase of furniture for public schools. Therefore it is important to be able to bid on these agreements.

The long agreements as at Nordstjerneskolen are a good deal for a furniture company and a pleasant deal for a school, since they don't have to think about furniture. But it can be limiting for a school through such a long period if they want to go in a new direction.

Schools

The schools are given a certain amount of money from the municipality to maintain the school. This makes the school able to buy furniture through the arrangements of the municipality. Normally the schools are economically challenged which makes prioritising of new furniture low. The school is influenced by the school board and the teachers, when buying new furniture, but the final decision is made by the school management.

(Source: School visit and information from Højer)



Ill. Actors Map

Sum up

When the schools buy furniture they are limited by the public agreements, which limits the school to only buy furniture from few amounts of suppliers. The schools economy is limited by the municipality. The final decision maker, of which furniture to buy, is the management of each school. The decision is influenced by the school board and the teachers. The whole arrangement is shown in the chart above.