

Kuntahankinnat – a strong player

KL-Kuntahankinnat Oy, a central purchasing body

- Owned by the Association of Finnish Local and Regional Authorities, a central purchasing body complying with the Act on Public Contracts

Serves all local government clients

- More than 900 clients (municipalities, municipally owned incorporated companies, joint municipal authorities, municipally owned companies, parishes)
- Clients involved in more than 3,000 agreements
- Municipalities employ 430,000 people

A broad selection of ready framework agreements

- 42 framework agreements currently valid, 20 agreements undergoing a tendering process and 20 new categories being investigated
- 80 suppliers, of which 40% SMEs and 60% large companies

Categories

Energy, ICT and other

- Categories where large volumes bring better price and process advantages
- A strong player for etc. fuels, electricity, food products, school books, office supplies, furniture, school supplies, paper
- and ICT, e.g. IT equipment, MS and Adobe licences, servers, telecommunications operator services, audiovisual equipment, ICT expert services, tendering system, patient information system, recruitment system, service voucher, data security software
- New openings with social and health care services procurement, ongoing pilot projects

Client benefits

Cost savings between 3 and 45% in comparison to contracts put out to tender by the client themselves, depending on the product category

Share of clients among the total client base

- Around 45% of the current client base covered by the contract for IT equipment
- Around 41% of the current client base covered by the contract for fuels/ container delivery
- Around 34% of the current client base covered by the contract for office stationery
- Around 48% of the current client base covered by the contract for MS licences
- Around 40% of the current client base covered by the procurement system
- Around 37% of the current client base covered by the contract for servers

Other savings

- Clients' own resources available for other activities
- Smaller legal and commercial risk
- Standardised products and mutually agreed quality
- Efficient process, monitoring of contracts, supplier cooperation managed by Kuntahankinnat