



# Interview with Fredo Schotanus

Professor of Public  
Procurement at Utrecht  
University School of  
Economics

**Fredo Schotanus** is a prominent expert in public procurement. In 2020, he co-founded the **Utrecht University Centre of Public Procurement**, of which he is currently co-head. The Centre is an interdisciplinary research hub in the field of procurement law and public procurement and its aim is to contribute to better regulation, stimulation and social and sustainable utilization of the public procurement market. Schotanus is also professor of Public Procurement at **Utrecht University** and principal consultant at **Significant Synergy**. With extensive academic and professional experience, Schotanus has specialised in the research and development of effective strategies in public procurement management. His dedication to this field has resulted in a prolific career as an author and speaker, providing valuable insights to governments, organizations, and businesses interested in optimizing their public procurement processes.



“With  
procurement  
we can create  
value for  
society”



Generalitat de Catalunya  
Escola d'Administració Pública de Catalunya

“We often procure things and then become owners of the things we buy. But if the supplier remains the owner, there is a strong incentive for the supplier to make the products long-lasting and better-repairable”

“When you buy second hand award criteria or minimum requirements change. Your procurement model changes a lot and it can have a large impact. This is the same with sharing cars or bikes and an interesting concept for governments to look at”

“Attention on price will decrease more and more, and move more towards quality factors and environmental and social conditions”

“The world of public procurement, in Europe, but also worldwide, is quite closed. We work a lot from our desks and we don't interact that much with companies”

“In a recent survey, 91% of citizens said that if the government procures it's fine to pay a little bit more if it's sustainable. Many citizens might not be able to do themselves, but they do expect it from the government”