



# The French Public Procurement Platform

European Parliament and European Commission

Public Procurement Service

7 May 2012



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- **Service des Achats de l'État [Public Procurement Service]**
- **Plate-forme des Achats de l'État - PLACE [Public Procurement Platform]**
- **Advantages / changes**
- **End-to-end dematerialisation**
- **Conclusion**

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# Service des Achats de l'État [Public Procurement Service]

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## ■ National service

- Decree of 17 March 2009;
- under the authority of the Minister responsible for the budget;

## ■ Double mission

- to lead the process of professionalising the procurement function throughout the state administration;
- to award pooled contracts in current areas of procurement;

## ■ Scope of the Public Procurement Service

- €10 billion in current procurement;
- to achieve a saving of €1 billion over three years;

## ■ Tasks

- to provide the necessary tools for fulfilling their mission;
- electronic tools:
  - interministerial market;
  - contract drafting tool;
  - electronic invoicing (AIFE);
  - procurement information system.

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# PLACE - Plate-forme des Achats de l'État [Public Procurement Platform]

## ■ Main stages

- 2004 - the e-Bourgogne platform based on open-source software;
- 2007 - new elements introduced by e-megalis Bretagne;
- Plate-forme des Achats de l'État [Public Procurement Platform]:
  - November 2008: launching of the Interministerial Market;
  - July 2009: merger with the platform of the Ministry of Defence;
  - January 2010: pooling with the platform of the chambers of commerce and industry;
  - January 2012: inclusion of state operators;

| Description          | 2005-2008           | 2009-2012           | 2012-2015           |
|----------------------|---------------------|---------------------|---------------------|
| Civilian ministries  | €2.5 million        |                     |                     |
| Ministry of Defence  | €2.5 million        |                     |                     |
| Chambers of commerce | €0.5 million        |                     |                     |
| State operators      | -                   | -                   |                     |
| <b>Total costs</b>   | <b>€5.5 million</b> | <b>€2.1 million</b> | <b>€1.6 million</b> |

## ■ Coverage

- 14 ministries;
- Presidency of the French Republic;
- Prime Minister's Department;
- the network of chambers of commerce and industry;
- UGAP central purchasing body;
- State operators.

# Pooling / personalisation

## ■ Tool based on open-source software

- free base;
- available to other regions;
- trilingual;

## ■ Users' club

- State;
- E-Bourgogne;
- E-Mégalis;
- City of Paris;
- 15 000 buyers;

## ■ Notice flow

- 5 regions.

The collage displays several public procurement portals:

- Salle des marchés les profils acheteurs de Bourgogne:** A portal for Bourgogne region buyers, showing search results for various lots.
- Paris.fr MAIRIE DE PARIS:** The City of Paris procurement portal, featuring a search interface and a list of public markets.
- e-mégalis Bretagne:** A Breton regional procurement portal, simplifying electronic administration.
- Plate-forme des Achats de l'Etat (www.marches-publics.gouv.fr):** The national government procurement platform, showing a detailed notice for 'CEE\_LAL\_SAC E MAPA ... Services' with 1987 results.

| Reference                       | Intitulé / Objet  | Lieu d'exécution                                 | Lots | Date limite de remise des plus | Actions  |
|---------------------------------|---|--|------|--------------------------------|----------|
| CEE_LAL_SAC E MAPA ... Services | Intitulé : Référencement et acquisition de prestations de conseil en gestion de projets innovants d'entreprises<br>Objet : Référencement et acquisition de prestations de conseil en gestion de projets innovants d'entreprises - conseil et accompagnement dans le cadre de l'une ou l'autre mission suivante : - Avis ...<br>Organisme : Chambres de Commerce et d'Industrie (CCI)  | (67) Bas-Rhin<br>(68) Haut-Rhin                  | -    | 31/12/2013<br>12:00            | [B+] [C] |
| SAD2012SAE Fournitures          | Intitulé : Acquisition de micro-ordinateurs, d'écrans et d'accessoires informatiques<br>Objet : Système d'acquisition dynamique relatif à l'acquisition de micro-ordinateurs fixes, portables et ultra-portables, d'écrans pour micro-ordinateurs, d'accessoires informatiques et de prestations<br>Organisme : Ministère de l'économie, des Finances et de l'Industrie et Ministère du Budget, des Comptes publics, de la Fonction publique et de la Réforme de l'Etat | (67) Bas-Rhin<br>(68) Haut-Rhin<br>(24) Dordogne | 1    | 13/11/2013<br>17:00            | [B+] [C] |

# PLACE [Public Procurement Platform] - functionalities

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## ■ Economic operators

- alerts regarding invitations to tender;
- downloads of tender documents;
- testing of the workstation setup;
- asking questions online;
- online replies;

## ■ Buyers

- submitting invitations to tender and attaching the tender documents;
- publishing in:
  - Bulletin officiel des annonces de marchés publics (BOAMP) [Official Bulletin of Public Procurement Notices];
  - Official Journal of the European Union;
- sending secure messages with confirmation of receipt;
- receiving encrypted bids;
- opening and examining the bids;
- electronic notification with confirmation of receipt;
- transferring documents to the budgetary and accounting system;
- archiving.



# PLACE [Public Procurement Platform] - features

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## ■ Year 2011

- 27 300 invitations to tender;
- 14 500 electronic replies;
- 350 000 downloads per year;

## ■ To date

- 12 150 public buyers;
- 2 650 procurement entities;
- 97 000 registered companies (2 500 foreign) / 150 000 users;

## ■ Volume

- 40 000 contracts per year;

## ■ Platform operating costs

- €1.6 million for 4 years, or €400 000 per year:
  - €10 for the full administration of an invitation to tender;
  - €100 for sending the tender documentation in paper format;
- savings:
  - Low estimate: €5 per download, and a total of €1.75 million (return on investment - one quarter);
  - High estimate: €90 for each invitation to tender, and a total of €31.5 million;
- Free of charge for public buyers.



S'identifier / S'inscrire

Annonces

Annonces &gt; Recherche avancée &gt; &gt;Résultat

← Modifier ma recherche

Nouvelle recherche →

Consultations en cours

Recherche rapide

OK

+ Légende

▶ Toutes les consultations

▶ Recherche avancée

Autres annonces

▶ Toutes les annonces d'information

▶ Toutes les annonces d'attribution

▶ Recherche avancée

Enchères

▶ Participation

Liste des marchés conclus

▶ Recherche avancée

Outils de signature

Aide

Se préparer à répondre

## Annonces de consultation

Nombre de résultats : 1922

Afficher 10 résultats / page 2 / 193

| Référence<br>Procédure<br>Catégorie                      | Intitulé / Objet<br>Organisme   | Lieu d'exécution | Lots | Date limite de<br>remise des plis | Actions |
|--|---|------------------|------|-----------------------------------|---------|
| dirce-pes-2012-nettoyage-local x<br>MAPA ...<br>Services | Intitulé : Réalisation des prestations de propreté des locaux et des surfaces du PC de Genas<br><br>Objet : Les prestations à effectuer ont pour finalité de maintenir les équipements, locaux et surfaces dans de bonnes conditions de propreté, d'hygiène au moyen des matériels, des machines et des produits et ...<br><br>Organisme : Ministère de l'Ecologie, du Développement Durable, des Transports et du Logement                       | (69) Rhône       | -    | 11/06/2012<br>12:00               | <br>    |
| DCE23813<br>AOO ...<br>Fournitures                       | Intitulé : AOO relatif à l'acquisition de tenues d'intervention et de protection NRBC étanches au profit du groupe d'intervention de la gendarmerie nationale<br><br>Objet : AOO relatif à l'acquisition de tenues d'intervention et de protection NRBC étanches au profit du groupe d'intervention de la gendarmerie nationale.<br><br>Organisme : Ministère de l'Intérieur, de l'Outre-Mer, des Collectivités territoriales et de l'Immigration | (78) Yvelines    | -    | 08/06/2012<br>12:00               | <br>    |
| BT43-2012-500329-GCA<br>MAPA ...<br>Fournitures          | Intitulé :<br><br>Objet : Objet du marché : Acquisition de papiers pré-imprimés. Délais de la prestation se conformer à l'article 8 du CCP Critères d'attribution : Prix : 80 points Délais : 10 points ...<br><br>Organisme : Ministère de la Défense et des Anciens Combattants   | (45) Loiret      | -    | 08/06/2012<br>10:00               | <br>    |

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# Advantages - economic operators

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## ■ Technical

- security:
  - traceable operations / reliable transactions;
  - reliable time stamping;
- data integrity:
  - electronic signature;
  - bid encryption;

## ■ Organisational

- available 24/7;
- free alerts regarding invitations to tender;
- downloads of tender documents;
- online replies;

## ■ Economic

- time savings:
  - downloads of contract documents;
  - instant sending (Chronopost or DHL require 24 hours);
- no postage or courier involved.

# Advantages - buyers

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## ■ Technical

- bids placed in escrow (electronic safebox);
- bid encryption;
- checking of electronic signatures;

## ■ Organisational

- time savings (no longer necessary to send bids by post);
- processing of questions and answers;
- electronic confirmations of receipt;
- message tracking;

## ■ Economic

- savings compared with sending tender documents by post (€5 per bid).

# Changes

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## ■ Economic operators

- holding an electronic signature certificate:
  - cost: €150 for 2 years;
  - assistance for change;
- adapting to multiple platforms:
  - State;
  - regional platforms, local authorities;
  - Hospitals, etc.;

## ■ Buyers

- organisation:
  - cultural change;
  - printing the documents received;
- training:
  - online self-training courses;
  - videos.

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# End-to-end dematerialisation

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- **Project ORME - Outil de Rédaction des Marchés de l'État [Public Contract Drafting Tool]**
  - objectives:
    - to reduce the delays in drawing up contract documents and related costs;
    - to limit legal risks;
    - to harmonise documents;
  - drawing up contract documents
  - single public repository;
  - open-source software;
- **Electronic invoicing - January 2012**
  - State's obligation to be able to receive electronic invoices;
  - cost reductions for the State/companies;
  - suppliers can see the processing of invoices;
- **Electronic archiving**
  - Interministerial - end 2012.



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# Conclusion

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- dematerialisation is an essential aspect of public contracts;
- interoperability makes end-to-end dematerialisation possible;
- recurring gains prevent any backtracking;
- increased participation of SMEs.

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