

BENEFITS OF MODERNIZED EUROPEAN PUBLIC PROCUREMENT

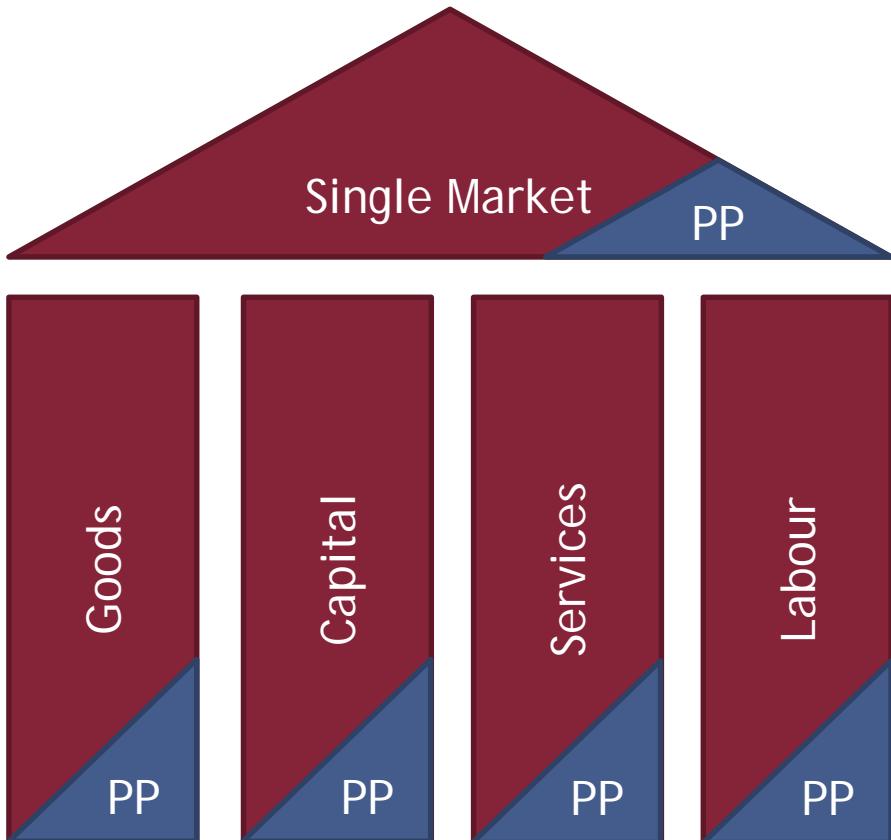


PUBLIC PROCUREMENT

DEFINITION, GOALS AND GAPS

PUBLIC PROCUREMENT

DEFINITION AND RELATION TO SINGLE MARKET



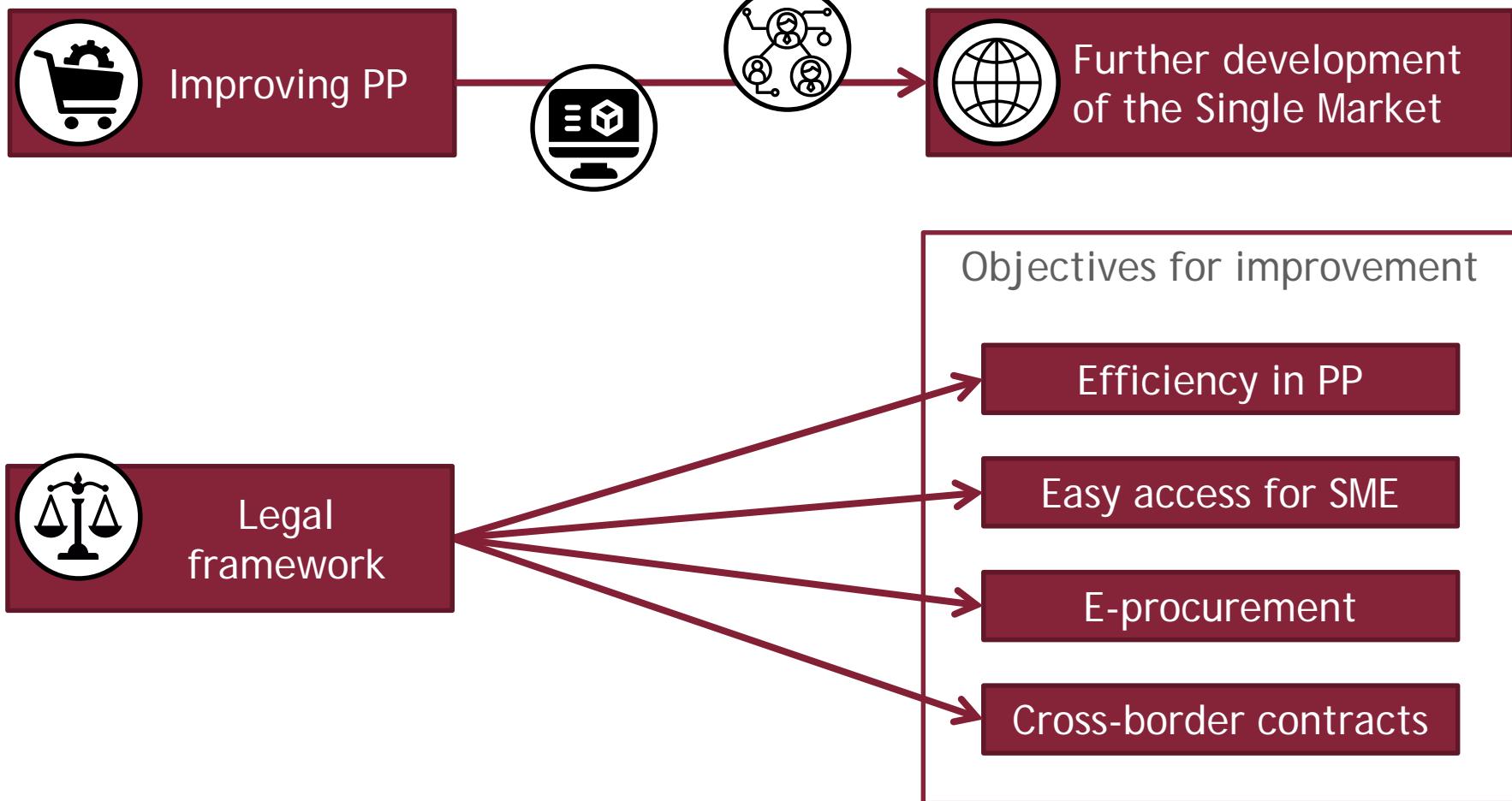
“[Public] Procurement is the purchase of goods and services by public (...) enterprises.” Smith and Lilico (2014)



16 % of the EU GDP

PUBLIC PROCUREMENT

GOALS AND GAPS

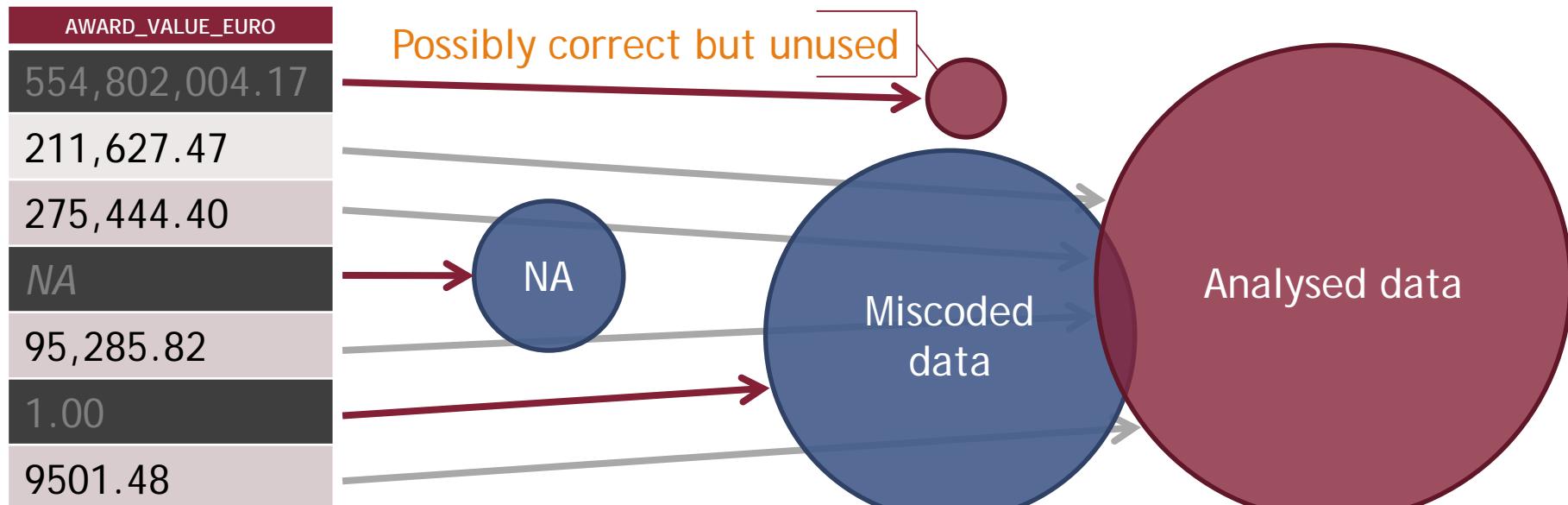
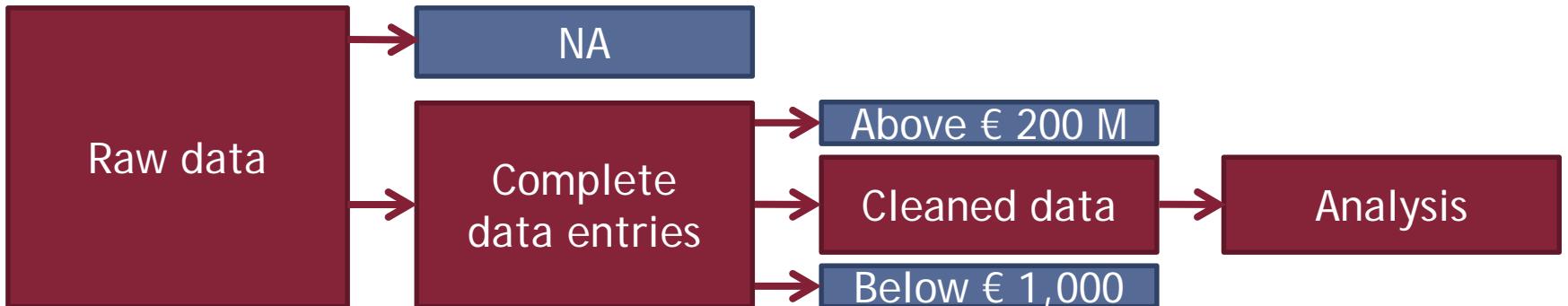




TRENDS AND CHALLENGES

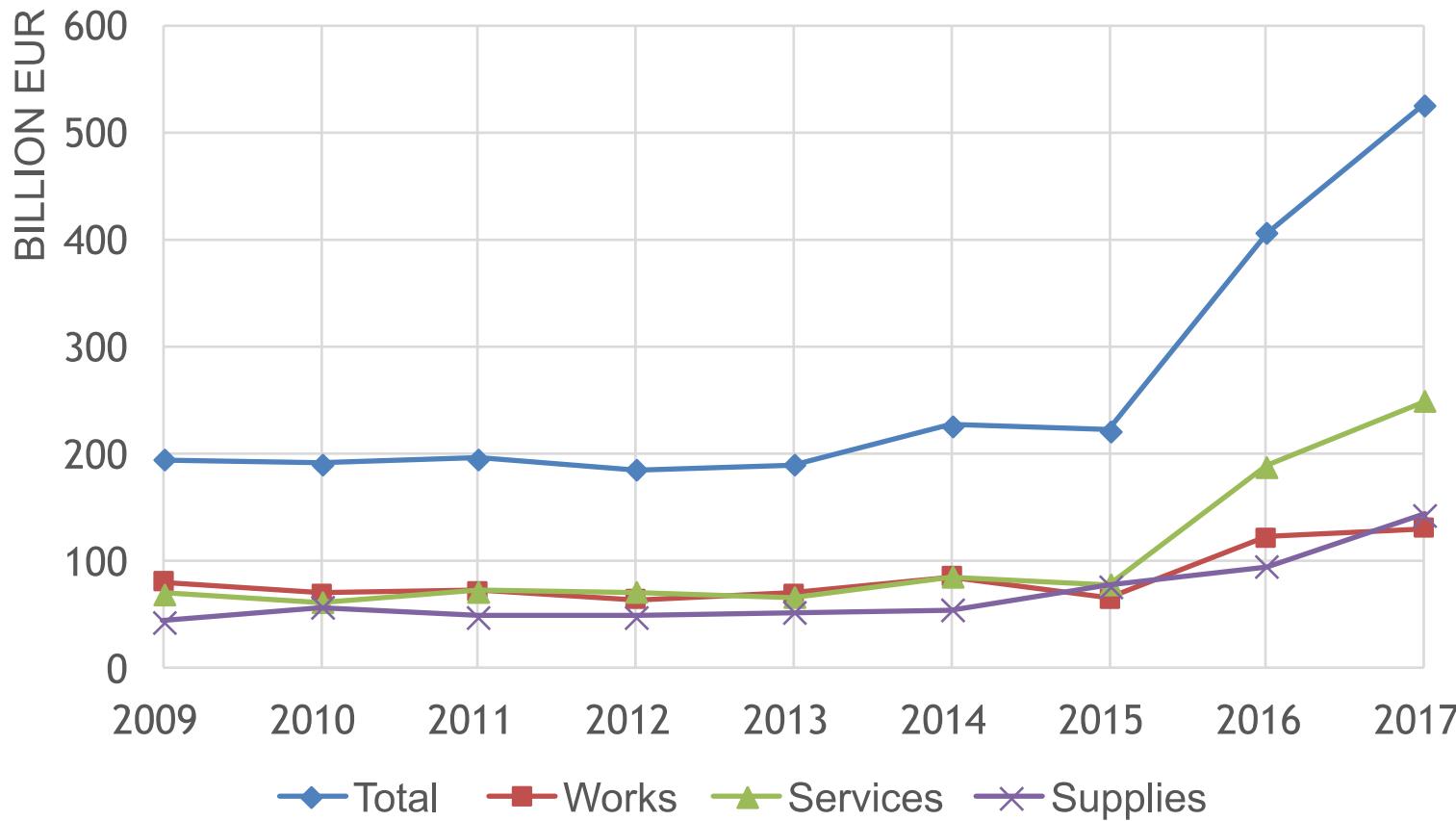
TED DATA

DATA CLEANSING



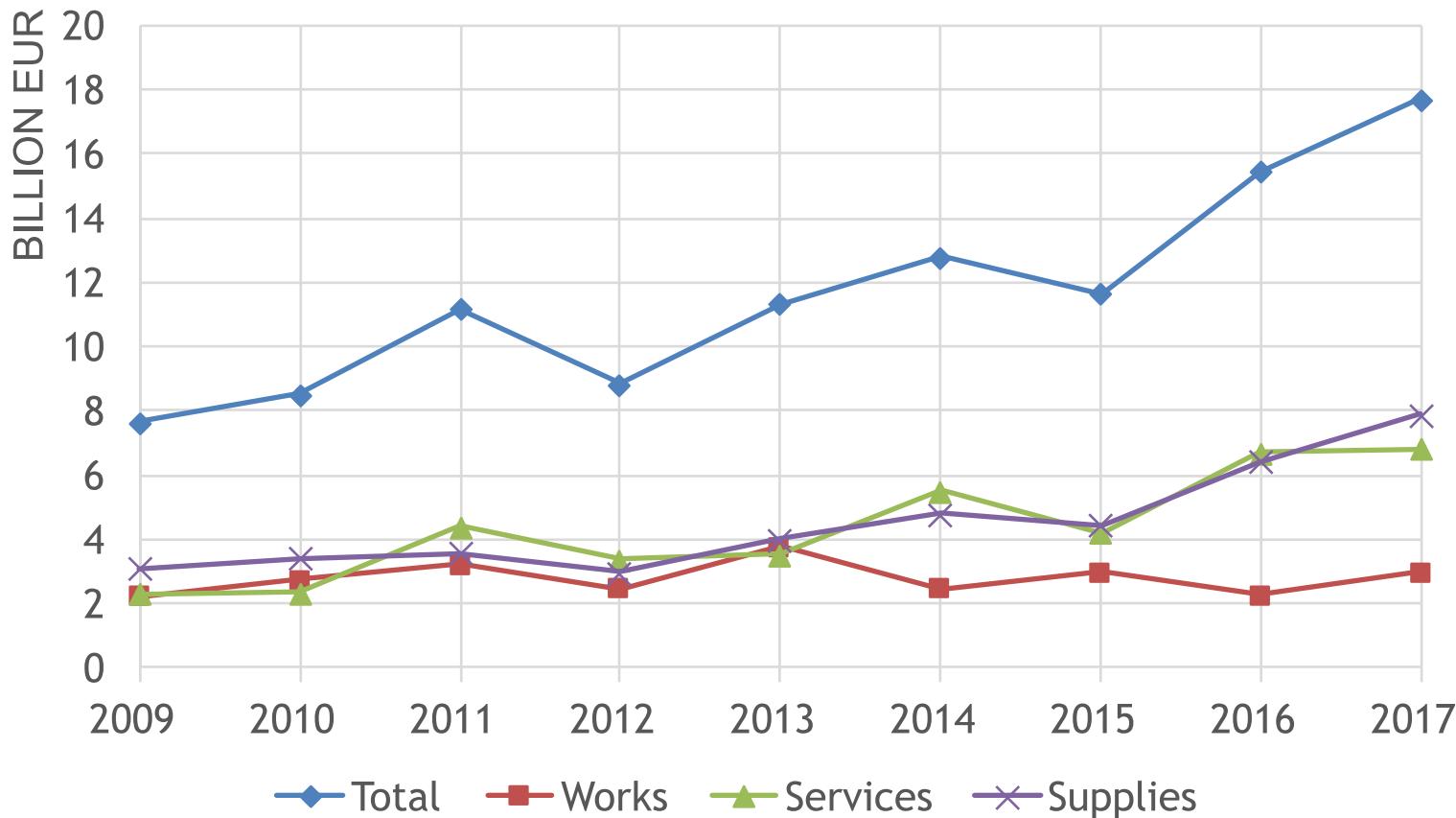
PROCUREMENT IN THE EU

TOTAL AWARD VALUES IN EURO



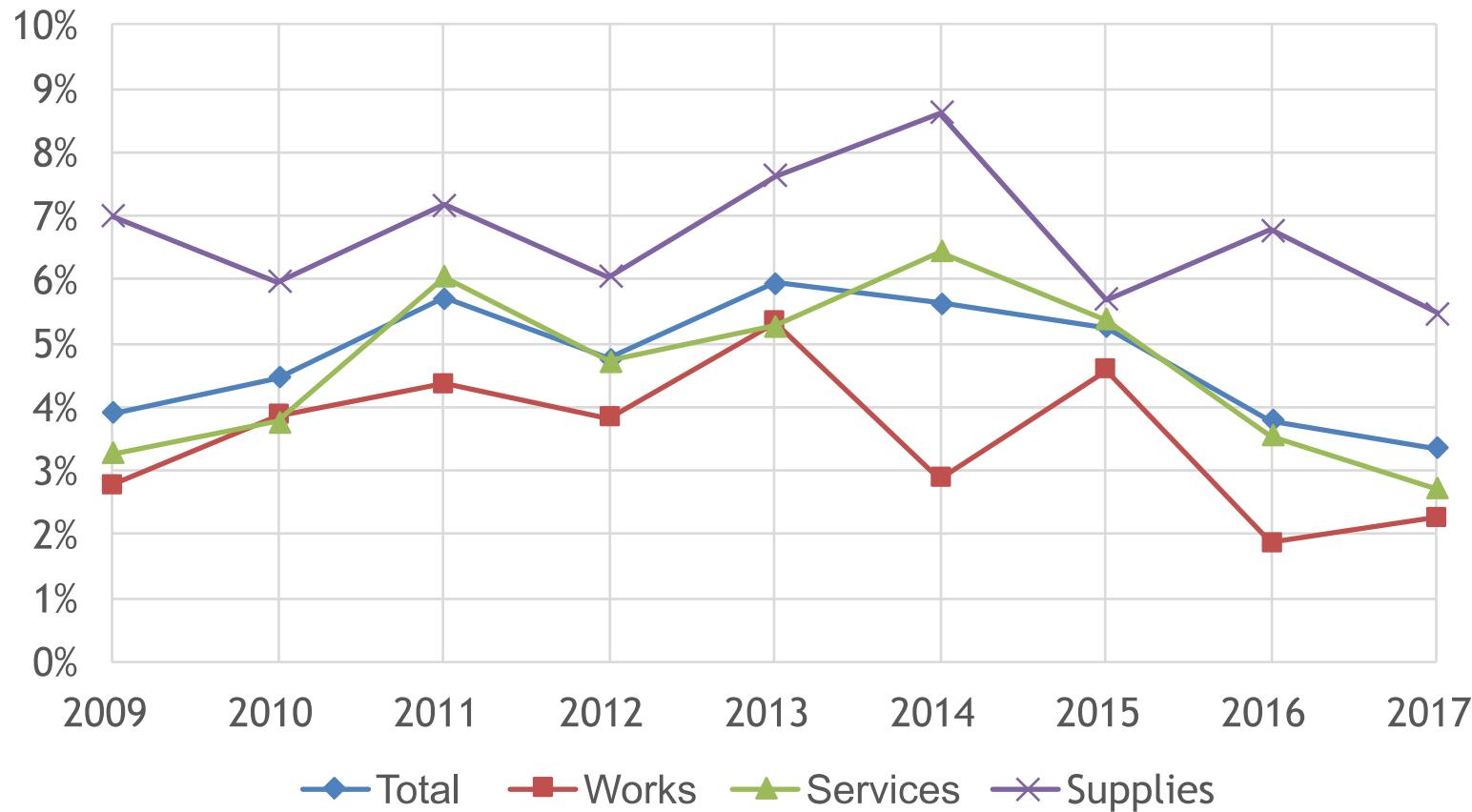
PROCUREMENT IN THE EU

TOTAL AWARD VALUES OF CROSS-BORDER CONTRACTS



PROCUREMENT IN THE EU

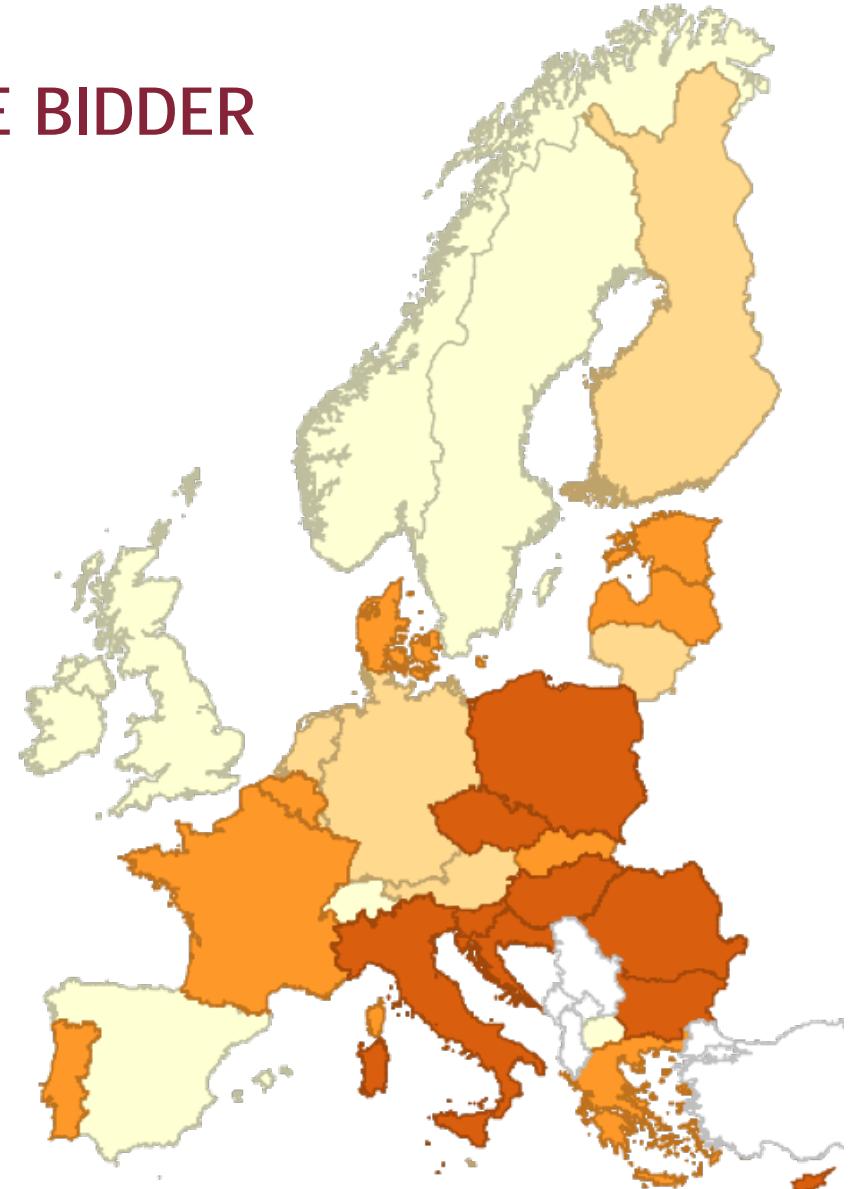
SHARE OF CROSS-BORDER AWARD VALUES



SHARE OF TENDERS WITH ONE BIDDER

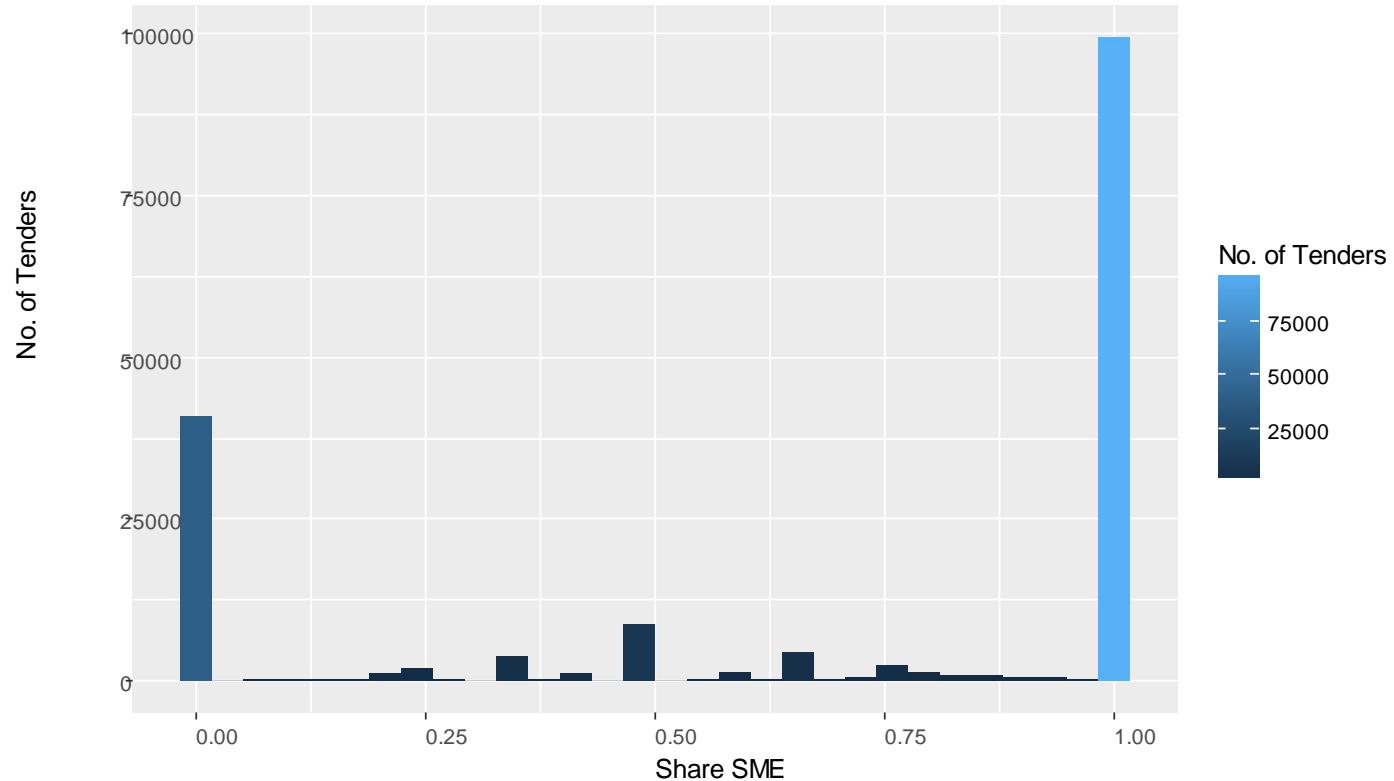
A COMPETITION INDICATOR FOR 2017

Quartiles	
	< 13,5 %
	13,5 % < x > 17,4 %
	17,4 % < x > 25,0 %
	> 25,0 %



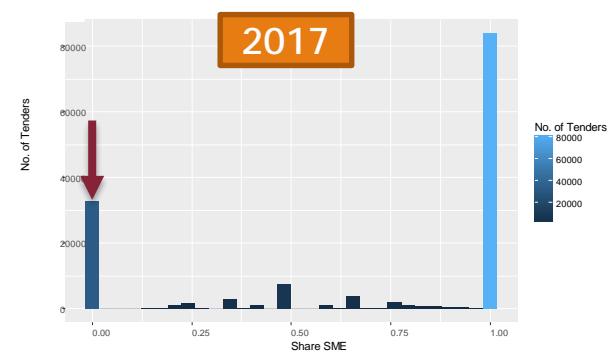
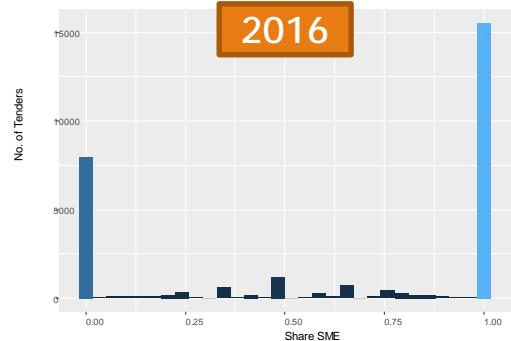
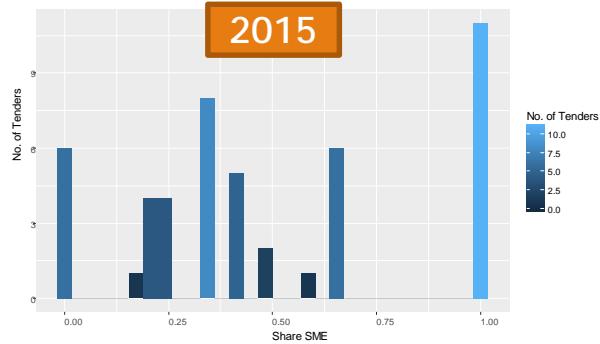
SHARE OF SME IN TOTAL TENDERS

BETWEEN 2009-2017



SHARE OF SME IN TOTAL TENDERS

FOR 2015 / 2016 / 2017



SHARE OF SME IN TOTAL TENDERS

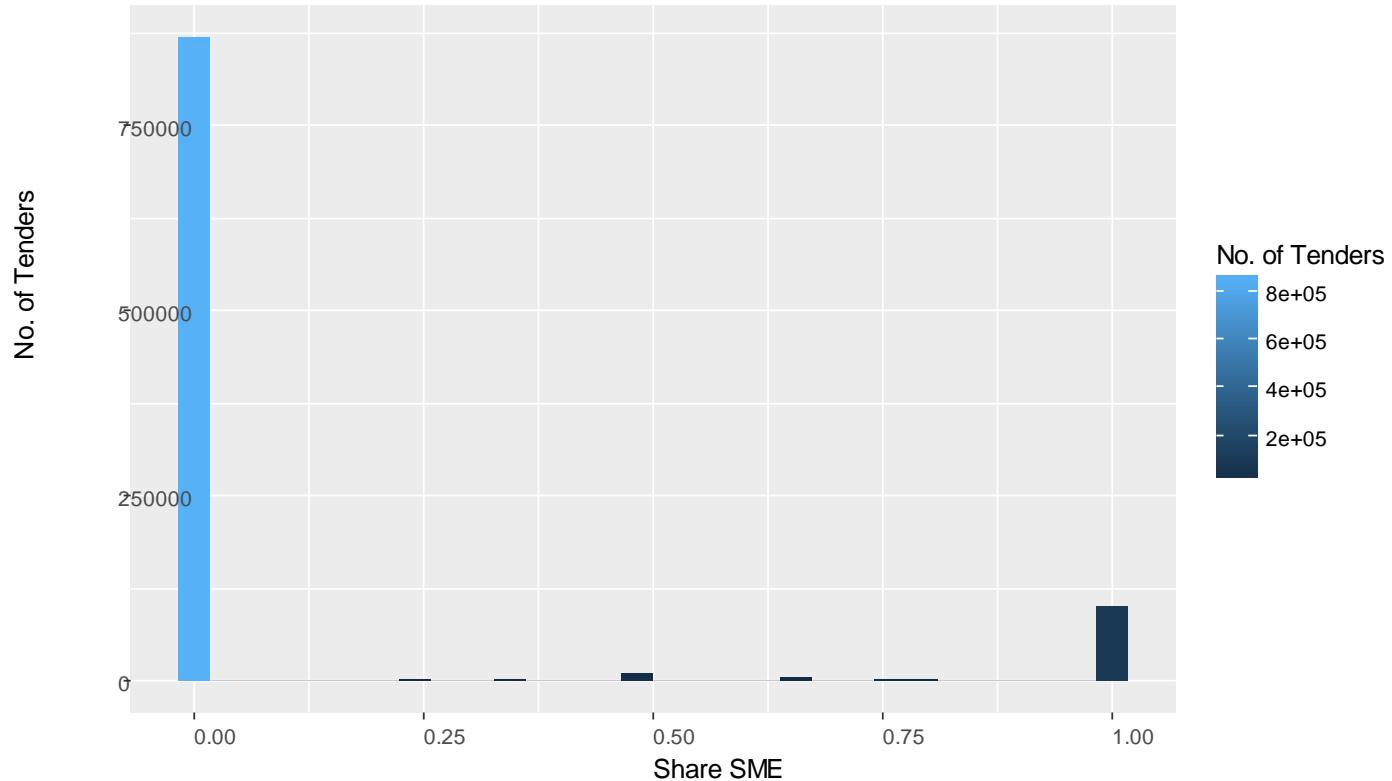
SME = SMALL AND MEDIUM AWARDS?



	Awards with no SME Tender	Awards with 100% SME Tenders
Min.:	1,001 EUR	1,000 EUR
1 st Quart.:	7,326 EUR	7,082 EUR
Median:	38,602 EUR	36,004 EUR
Mean:	1,097,544 EUR	664,393 EUR
3 rd Quart.:	252,676 EUR	200,141 EUR
Max.:	197,444,061 EUR	192,653,481 EUR

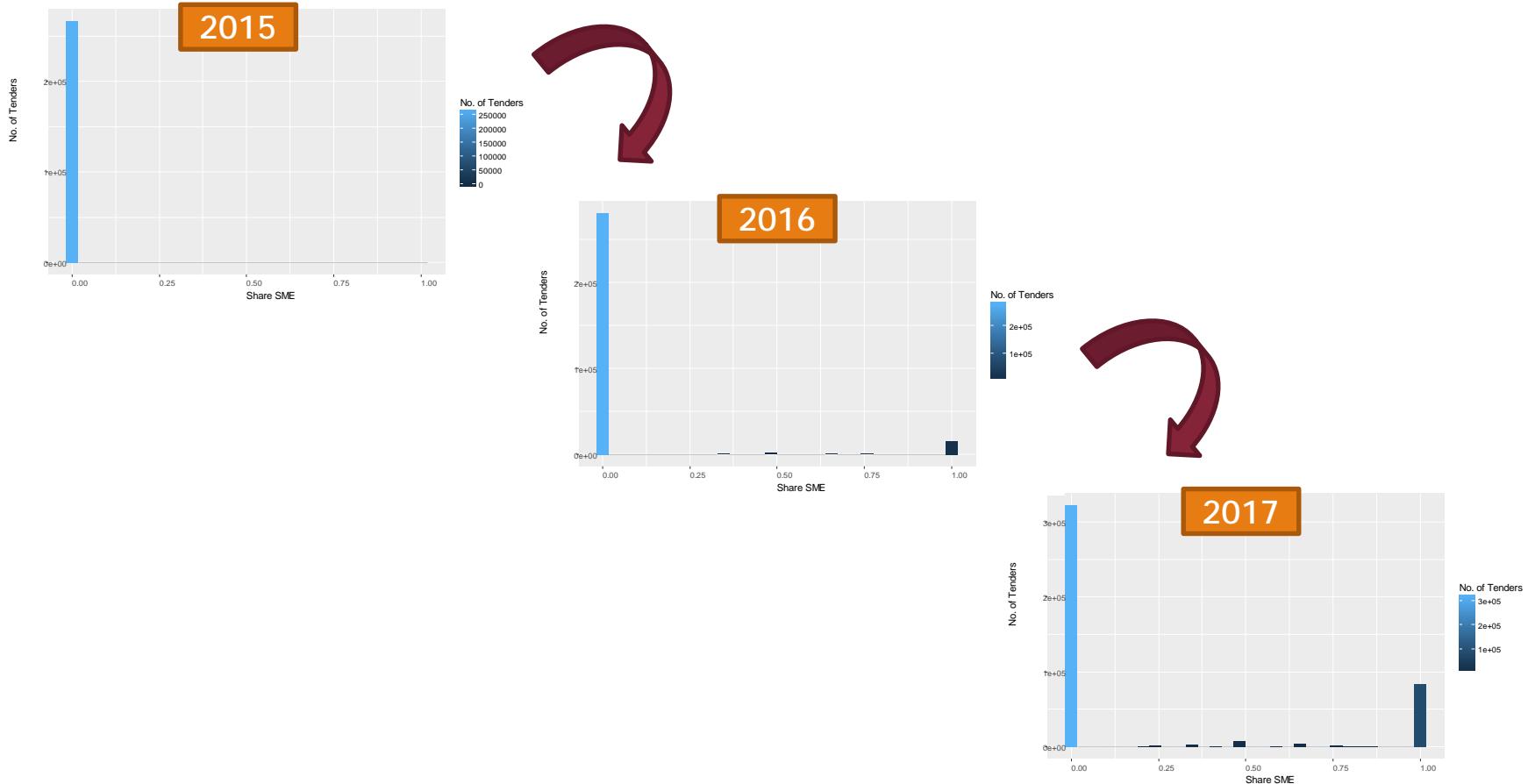
SHARE OF SME IN TOTAL TENDERS

BETWEEN 2009-2017 (NA REINTERPRETED)



SHARE OF SME IN TOTAL TENDERS

FOR 2015 / 2016 / 2017 (NA REINTERPRETED)



SHARE OF SME IN TOTAL TENDERS

SME = SMALL AND MEDIUM AWARDS? (NA REINTERPRETED)



	Awards with no SME Tender	Awards with 100% SME Tenders
Min.:	1000 EUR	1,000 EUR
1 st Quart.:	11,910 EUR	7,082 EUR
Median:	68,755 EUR	36,004 EUR
Mean:	1,149,032 EUR	664,393 EUR
3 rd Quart.:	325,099 EUR	200,141 EUR
Max.:	199,912,768 EUR	192,653,481 EUR

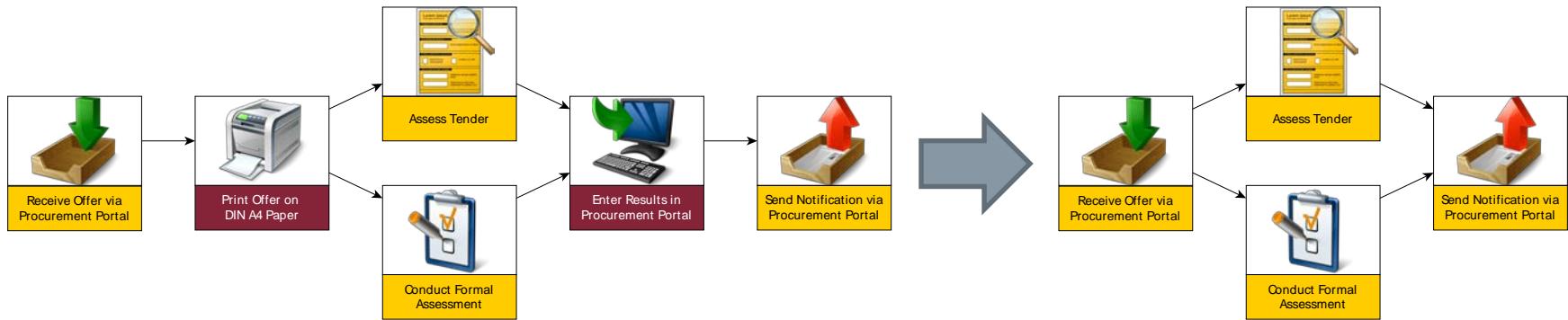


FUTURE OF PUBLIC PROCUREMENT IN THE EU

PATHWAYS FOR A FUTURE LEGISLATIVE ACTION

DIGITAL END-TO-END

STREAMLINE AND DIGITALIZE PROCUREMENT PROCESSES



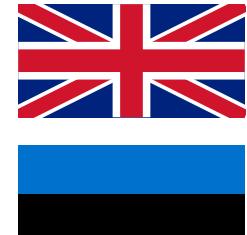
Approach

1. Leave out
2. Simplify
3. Automate

Effects

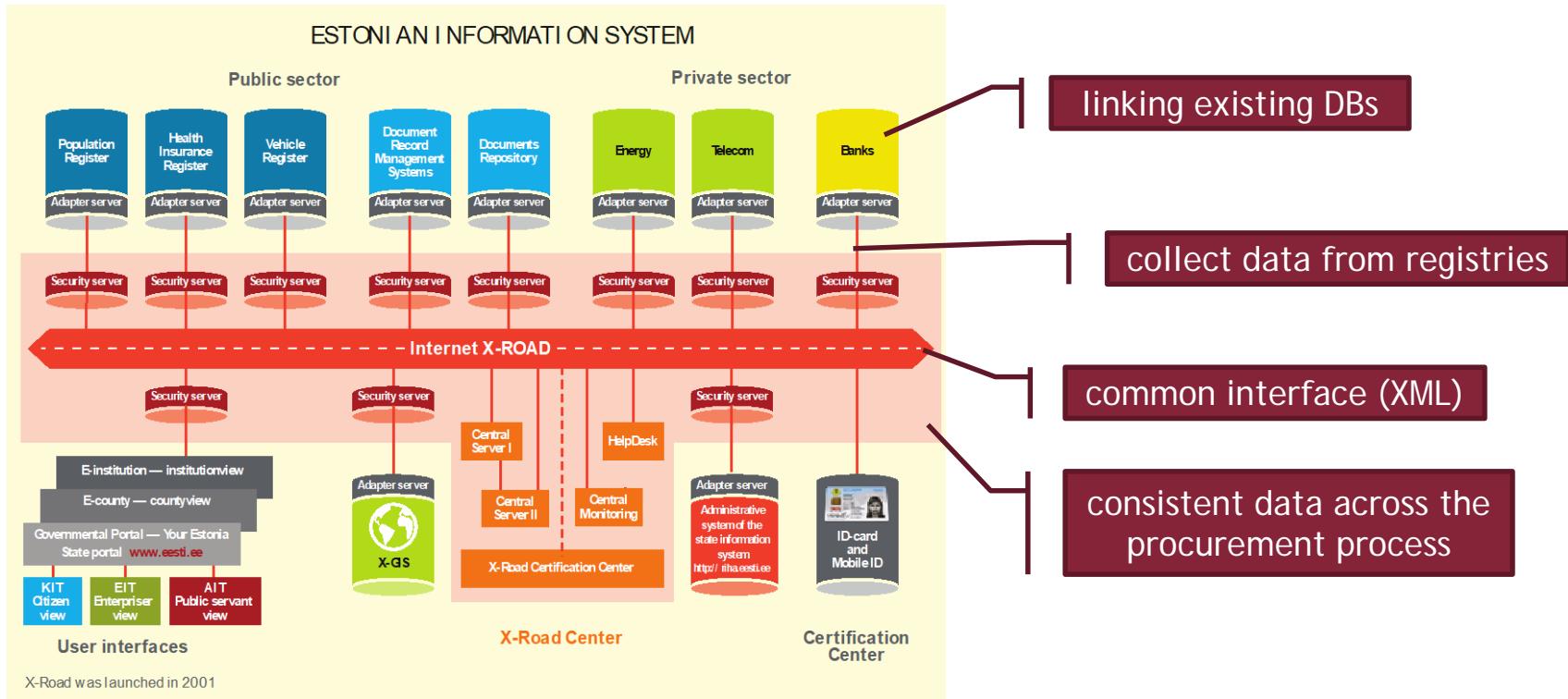
- Less time
- Less burdensome
- Improved DQ

Example



INTEROPERABILITY

EMBEDDING PROCUREMENT SYSTEMS IN EXISTING LANDSCAPE

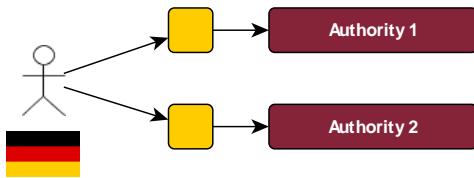


ONE-STOP SHOP PROCUREMENT PORTAL

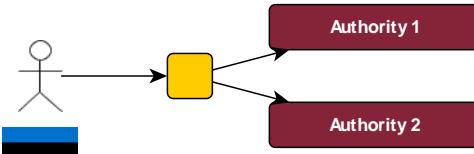
SINGLE GATEWAY PROCUREMENT



No One-Stop Shop



One-Stop Shop



E-PROCUREMENT ESTONIA													EST
Procurement Register													Log in
Procurement search													
Reference	Procurement	Contract type	Procedure	CPV	CPV	Contracting authority	Published	Submission deadline	CPV	EU	Status		
Contract type	Procedure	Procurement status	CPV	CPV	CPV	Published	Submission deadline	CPV	EU	Status			
E-procurement	E-auction	E-procurement	E-auction	E-procurement	E-auction	Published	Submission deadline	E-procurement	E-auction	E-procurement	E-auction	E-procurement	E-auction
<input type="checkbox"/> El	<input type="checkbox"/> Jah	<input checked="" type="checkbox"/> Kök	<input type="checkbox"/> El	<input type="checkbox"/> Jah	<input checked="" type="checkbox"/> Kök	<input type="checkbox"/> El	<input type="checkbox"/> Jah	<input checked="" type="checkbox"/> Kök	<input type="checkbox"/> El	<input type="checkbox"/> Jah	<input checked="" type="checkbox"/> Kök	<input type="checkbox"/> El	<input type="checkbox"/> Jah
Additional search criteria	Search	Clear fields	Restore default settings										
Procurements													
No	Ref no	Title	Contracting authority	Contract type	Procedure	Published	Submission deadline	CPV	EU	Status			
1	199258	Maasika rata vereidimi täastamine	Rigimetsa Majandamise Keskus (RMK) - Reetika Siinge	E	LM	02.07.2018	19.07.2018	45112320-4		alustatud			
20	199170	Nõörpälate varustuse ostmine	Pärnumaa - Elin Kötts	A	LM	02.07.2018	17.07.2018	35112000-2		alustatud			
21	198753	Nülikad ülekäigurajad	Tartu Linnavalitsus - KAOI	A	IP	01.07.2018	30.07.2018	34923000-1		alustatud			
22	199017	Mereville laevade varustuse soetamine	Kag Kaitseinvesteeringute Keskus - VILJAR PARTEL	A	G	01.07.2018	30.07.2018	34511100-3		alustatud			

THE NEED OF GOOD DATA

INTRODUCING QM FOR TED DATA



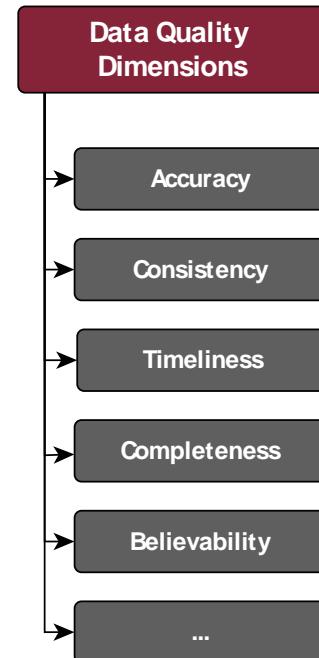
“Information is the oil of the 21st century,
and analytics is the combustion engine”

Peter Sondergaard, Gartner

- no evaluation without data
- small databases analysed
- poor data → poor decisions



apply strategies to improve Data Quality
(e.g., TDQM)





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IMAGE SOURCES



- <https://www.gartner.com/ngw/eventassets/common/speaker/sondergaard-peter.jpg>



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