eTendering in Germany on federal level
Who we are

• **Procurement Agency of the Federal Ministry of the Interior**

• **Central Procurement Agency for:**
  - The Federal Ministry of the Interior
  - All subordinated agencies (e.g. Federal Police)
  - All Federal agencies (framework agreements)

• **Balance of 2011:**
  - 1.1 billion € turnover
  - Around 220 Employees

• **Procurement of:**
  - IT office supplies
  - ICT
  - Helicopters
  - Rescue ships
Services provided

- Catalogue system -
  - For framework agreements
  - Goal: Central access to all FAs

- eTendering platform -
  - Publication and communication
  - Goal: Secure and reliable communication
Workflow of tenders

Public Agency → Economic Operator

Kaufhaus des Bundes → FAs

non FAs → Contracting Authority
## Savings through eTendering*

*In million Euros, according to a study commissioned by the Federal Ministry of Economics and Technology in 2008*

<table>
<thead>
<tr>
<th>Proposal</th>
<th>Companies</th>
<th>Authorities</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eliminating paper and enhancing eTendering</td>
<td>316.7</td>
<td>1019.0</td>
<td>1335.7</td>
</tr>
<tr>
<td>Using uniformed electronic forms</td>
<td>651.4</td>
<td>163.3</td>
<td>814.7</td>
</tr>
<tr>
<td>Total</td>
<td>968.1</td>
<td>1182.3</td>
<td>2250.4</td>
</tr>
</tbody>
</table>
Advantages of eTendering

• Simple and fast communication
• More competition
• More transparency
• More unified processes
• More unified documents

➢ Savings in process costs
Example: Federal Employment Agency

Opening of tenders

Before eTendering

After eTendering (since end of 2007)

On a mandatory basis!
Tender client for EO
• CAs: >350
• Procedures:
  ■ Since 2003: 20100
  ■ +300% compared from 2012 to 2011
    • 2011 Q1: 1000 / 2012 Q1: 4000
• Registrations of users:
  ■ Since 2003: 20300
  ■ +92% compared from 2012 to 2011
    • 2011 Q1: 1200 / 2012 Q1: 2300
• Electronic tenders:
  ■ +237% compared from 2012 to 2011
    • 2011 Q1: 1900 / 2012 Q1: 6400
Numbers

- Fed. Public Agencies: 480

- Catalogue:
  - Products: 68000
  - FAs: 413

- Volume & Call offs:
  - Volume 2010: € 84 Mill.
  - Volume 2011: € 105 Mill. +25%
  - Call offs 2010: 64400
  - Call offs 2011: 77900 + 21%
Outlook mid 2012

Federal structure

leads to...

Multiple platforms

Project XVergabe
Any question

Marc Christopher Schmidt
Email: marc.christopher.schmidt@beschaffungsamt.de
Internet: www.beschaffungsamt.de