



# Positive impacts of Public eProcurement in SME

Hearing on Modernisation of Public Procurement

24<sup>th</sup> of May, 2011

Brussels

# Traction of Public eProcurement in Portugal among SMEs

## Main figures about traction after the first year:

| E-Public Procurement in Portugal 2010 |               |                  |
|---------------------------------------|---------------|------------------|
|                                       | Nº Procedures | Amount           |
| Public Procurement                    | 79.739        | 10.957.575.384 € |
| Electronic Public Procurement         | 45.013        | 8.200.992.596 €  |

**75%** of Public Procurement made **Electronically**

**+50%** (38.563) of procedures where e-Public Procurement is not mandatory (limited tendering bellow the thresholds) are carried out in eTendering platforms as well.

# Why are SME willing for the adoption of Public eProcurement?

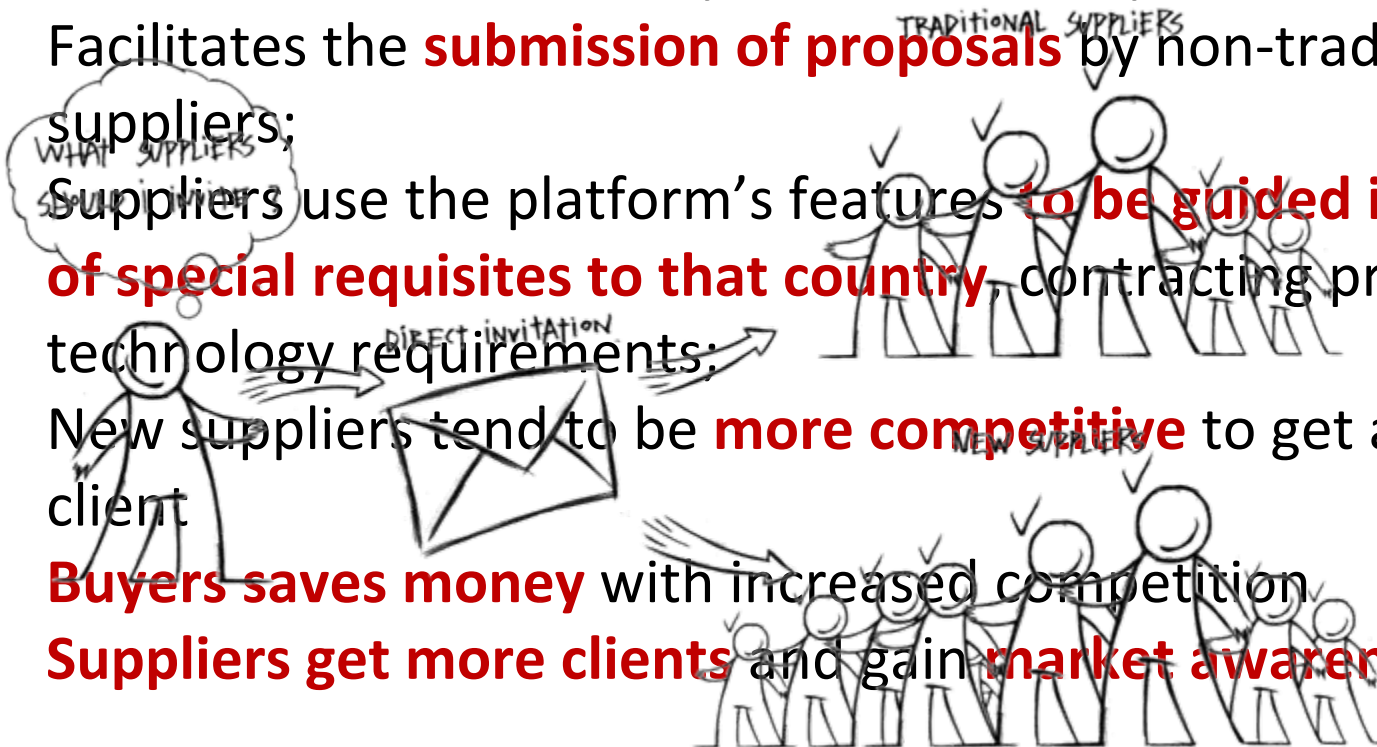
## Why are SME willing for the adoption of Public eProcurement?

- Promotes **transparency in** business dealings, namely **direct contracting**;
- **Enhances cost savings** for companies, contracting authorities and ultimately for taxpayers.
- **Facilitates access to business opportunities** among suppliers:
  - all buyers are connected to a same suppliers network, the marketplace gives them a refreshed and updated source of potential suppliers ;
  - categorized suppliers may be automatically invited to open marketplaces to submit their tenders;
  - Market intelligence tools allow the recommendation of suppliers according to the needs. buyers will be inviting both traditional and non-traditional suppliers to submit their bids
- **Facilitates the submission of proposals** (critical for cross-border commerce)

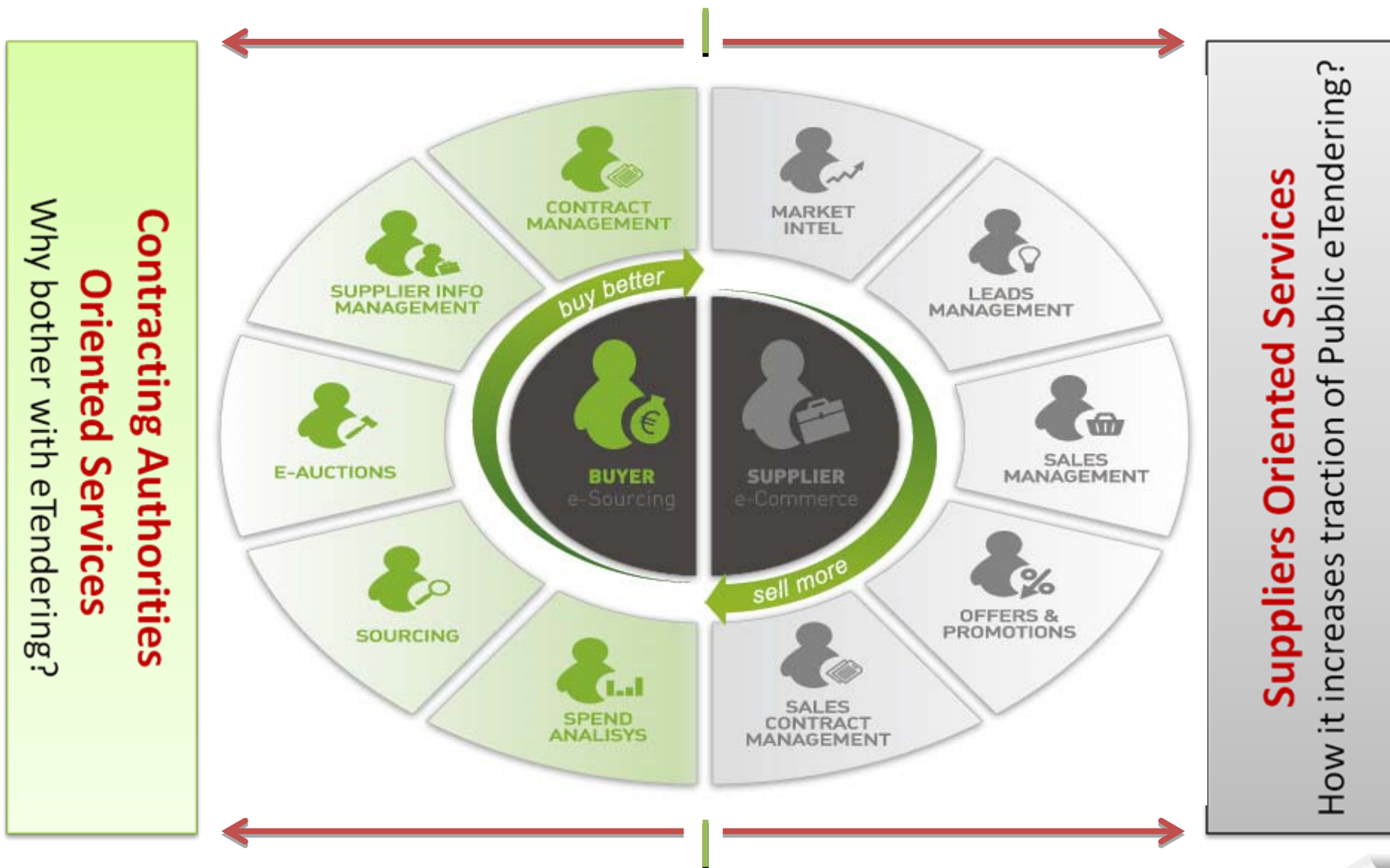
**Why is Public eTendering a game of win-win for both contracting authorities and suppliers?**

## How to deliver value to both contracting authorities and SMEs with Public eTendering?

- Suppliers will have access to **business opportunities they would not be aware of** by the traditional process;
- Facilitates the **submission of proposals** by non-traditional suppliers;
- Suppliers use the platform's features **to be guided in terms of special requisites to that country**, contracting procedure, technology requirements;
- New suppliers tend to be **more competitive** to get a new client
- **Buyers saves money** with increased competition
- **Suppliers get more clients** and gain **market awareness**.









**What support should be given to  
suppliers to make them ready?**

# Supplier Networks & Interoperability.

One client told Forrester why her dealership chain is replacing its portal with a network solution:

“We built a portal but got insufficient adoption by suppliers. We needed a team of people to go round all our suppliers, persuading them to give it a try and helping them when they ran into problems, but we didn’t have one. We’re expecting the supplier network provider to do the legwork for us.”

We take care of suppliers, **bringing them to the network**, **helping** them to setup their profile to receive the best leads and **training** them to make the best use of the market intelligence tools to be more competitive.



# Our recommendations

1. National certification of Public eTendering Platforms according to security, services and public procurement processes specifications to be compliant with:

- Assure compliance with interoperability standards;
- Assure security, auditing and cross border traceability;
- Assure engagement of suppliers.

2. Mandatory adoption of eTendering for all the competitive procedures above the EU thresholds, that should avoid exceptions and start at lower values

- Smaller contracts are the most interesting to SME and where cross border commerce really might increase.

3. Standardization and cross-europe recognition of the different documents & certificates required from companies tendering for public contracts in any EU country;

# Thank you!

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