

IDP European Consultants

EU procurement opportunities

General introduction



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European Procurement - definitions

Who:	European Union institutions
What:	Services, goods and works
How:	Public calls for tenders
Where:	Internal Market + Third Countries
When:	24/7

**We are dealing with tenders launched and managed by EU bodies
and not**

**Public sector procurement in Member States that falls under the category
of “European procurement” above threshold**



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Thresholds

Single Market implementation: any public procurement in Member States above a certain value are “European Procurement” (advertisement and access requirements)

EU law sets value thresholds above which the tenders are presumed to be of cross-border interest.

Need to publish on TED and apply European rules for fair, equitable, transparent and non-discriminatory procedures.

For tenders of lower value however, national rules apply, which nevertheless have to respect general principles of EU law.

Procurement	€
Works	5.538.000
All services*	750.000
All subsidised services	221.000
All supplies contracts	143.000
Design contests	143.000

* Social, Education, Health, Postal, International, Prison/Public Security, HoReCa, Community Services, etc.



https://single-market-economy.ec.europa.eu/single-market/public-procurement/legal-rules-and-implementation/thresholds_en

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Procuring entity – EU Institutions & Bodies

Parliament
 Commission
 Council
 Court of Auditors
 Court of Justice
 E&S + CoR Committee
 Central bank
 EIB
 Agencies

In 2024, the EU institutions and bodies published a total of **4.289** notices on TED



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European Procurement – why

For the functioning of institutions and implementation of EU policies

EU institutions turn to the market for:

- Transparency
- Competition
- Efficiency
- Cost-effectiveness



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Internationalisation

Internal market:

27 Member States

Services, goods and works in support of the European institutions

Global market:

Services, goods and works in the context of cooperation and technical assistance programmes with third countries



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EU procurement - benefits

Transparency

Definition of specifications
Dissemination of information before, during and after
Management of tenders

Certainty

Procedure
Timing
Payments

Volume

Number of procedures
Turnover

High competitiveness

Opening up to new markets
Company profile



Low competition

Low participation

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Trends

Between 2006 and 2016, the share of calls with a single offer increased from 17% to 30%.

The average number of bids per call has decreased from 5 to 3

!! Data relating to all public contracts !!



Source: Effective Public Procurement in and for Europe, COM(2017) 572, Oct. 2017

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Number and value of awards and cross-border procurement by type of contract, 2016-2019 average

Type of contract	Distribution of total awards	
	number	value
Services	52.1%	56.5%
Works	31.0%	25.9%
Supplies	16.9%	17.6%

Number and value of awards and cross-border procurement by type of procedure, 2016-2019 average

Type of procedure	Distribution of total awards	
	number	value
Competitive with negotiation	31.7%	35.1%
Open	35.0%	27.9%
Negotiated without prior publication	13.8%	17.8%
Restricted	13.4%	12.5%
Competitive dialogue	6.0%	6.7%

Number and value of awards and cross-border procurement by number of offers, 2016-2019 average

Number of offers	Distribution of total awards	
	number	value
1	23.4%	27.6%
From 2 to 5	54.0%	51.2%
From 6 to 20	17.8%	17.3%
More than 20	4.8%	4.0%

Number and value of awards and cross-border procurement by size class, 2016-2019 average

Successful bidders' size class	Distribution of total awards	
	number	value
SME-micro	3.6%	1.6%
SME-small	9.0%	3.8%
SME-medium	7.5%	5.7%
SME-not independent*	44.3%	26.5%
Large	35.6%	62.5%

Italian Operators in EU - 2016

European Development Fund 328 M €	Francia	174 M
	Italia	36 M
	Germania	18 M
	Spagna	7 M
	Regno Unito	13 M
Development and Cooperation Instrument 135 M	Regno Unito	86 M
	Germania	74 M
	Francia	69 M
	Spagna	69 M
	Italia	54 M
EU Neighbourhood Instrument 31 M	Francia	40 M
	Germania	17 M
	Spagna	8.6 M
	Italia	5.8 M
	Regno Unito	4.7 M



Source: ISole24Ore, 'International tenders, Italy chasing France, Germany and Spain', 14 Feb 2018

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Italian Operators – Global 2016

United Nations 13.6 B	Belgio	905 M
	Francia	609 M
	Regno Unito	605 M
	Italia	338 M
	Germania	206 M
World Bank 11.1 B	Francia	208 M
	Germania	106 M
	Spagna	91 M
	Italia	71 M



Source: ISole24Ore, 'International tenders, Italy chasing France, Germany and Spain', 14 Feb 2018

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Who can participate?

Organisations from:

- EU Member States
- European Economic Area
(Norway, Iceland, Liechtenstein)
- Beneficiary countries
(within the framework of cooperation)



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Eligibility

- **Technical capacity**
 - Curriculum of the organisation
 - Expert Curricula
 - Previous work
 - Staffing and equipment
- **Financial capacity**
 - Turnover
 - Turnover on the same services/works
 - Economic balance/bank guarantees
- (minimum turnover)



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Grounds for exclusion

Declaration of Honor:

- Bankruptcy, liquidation, administration by the courts, arrangement with creditors, cessation of business activities, any other analogous situation
- Conviction which has the force of res judicata for offences against professional morality
- No grave professional misconduct
- OK with pension and taxes in the home country, procuring entity and enforcement
- Conviction which has the force of res judicata for fraud, corruption, criminal organisation or any other illegal activity detrimental to the financial interests of the Union
- Administrative penalties for being guilty of misrepresentation
- Conflict of interest in relation to the contract



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Quick recap

EU Institutions & Bodies

1. Agencies +30
2. Council of the European Union
3. Court of Justice of the European Union
4. Cybersecurity Service
5. European Central Bank
6. European Commission
7. European Committee of the Regions
8. European Court of Auditors
9. European Court of Human Rights
10. European Data Protection Supervisor
11. European Economic and Social Committee
12. European External Action Service
13. European Investment Bank
14. European Investment Fund
15. European Ombudsman
16. European Parliament
17. European Personnel Selection Office
18. European schools
19. Publications Office of the European Union

Buy on the market

Goods
Services
Works

Procurement

Open
Restricted
Negotiation
Dialogue

Single Market

Global Market

27 Member States

+

> 150 countries