

SME Needs Analysis in Public Procurement

European Commission study

Council of the European Union WVP
3 December 2021

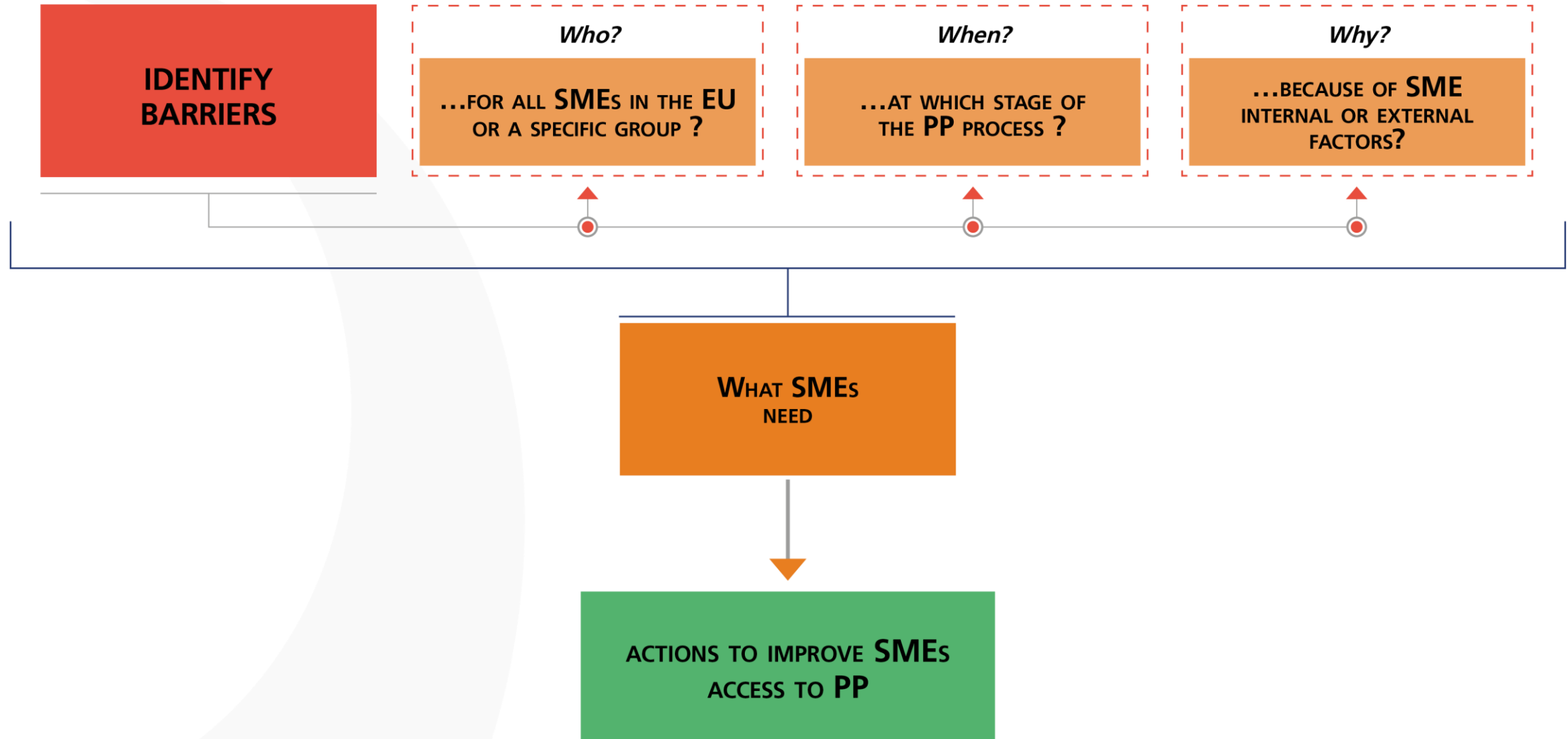
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- **371** SMEs answered our quiz
- **55** SMEs participated in our practical workshops on PP
- **16** SMEs told us their stories
- **15** SME associations validated the results of the study
- **19** Public procurers (national, regional, local) interacted with SMEs and validated the results of the study



DG GROW - DG for Internal Market,
Industry, Entrepreneurship and SMEs



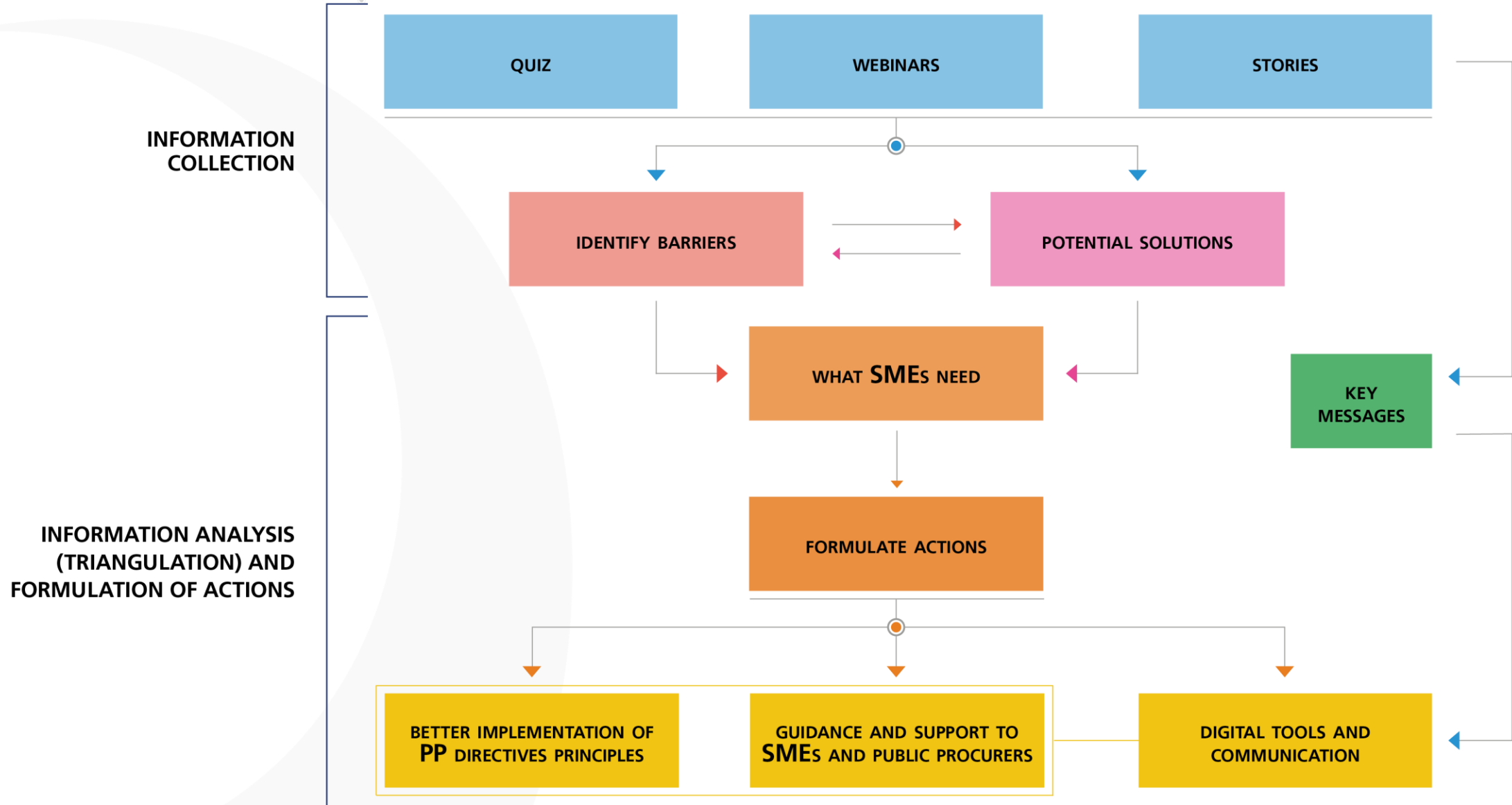
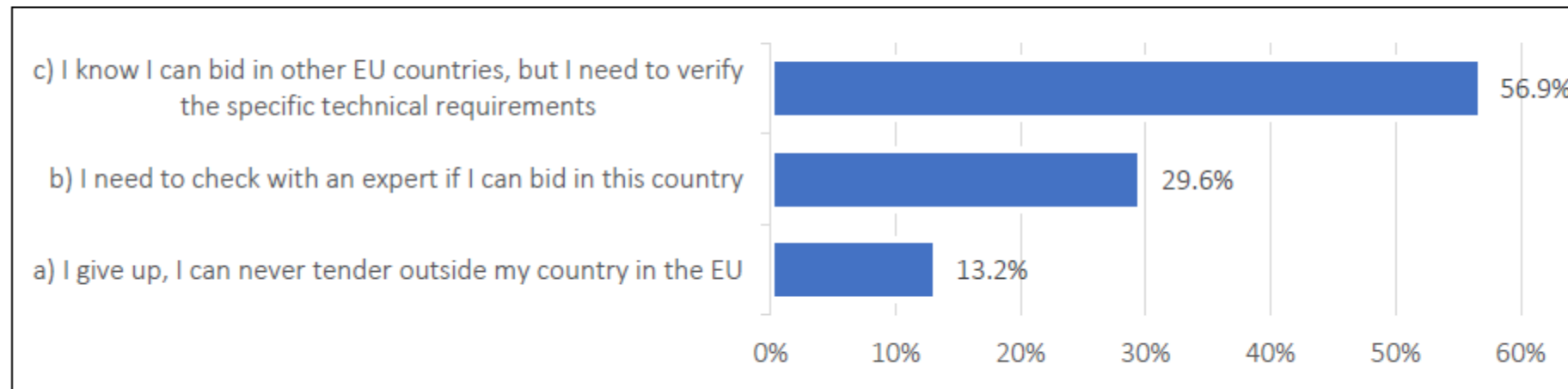
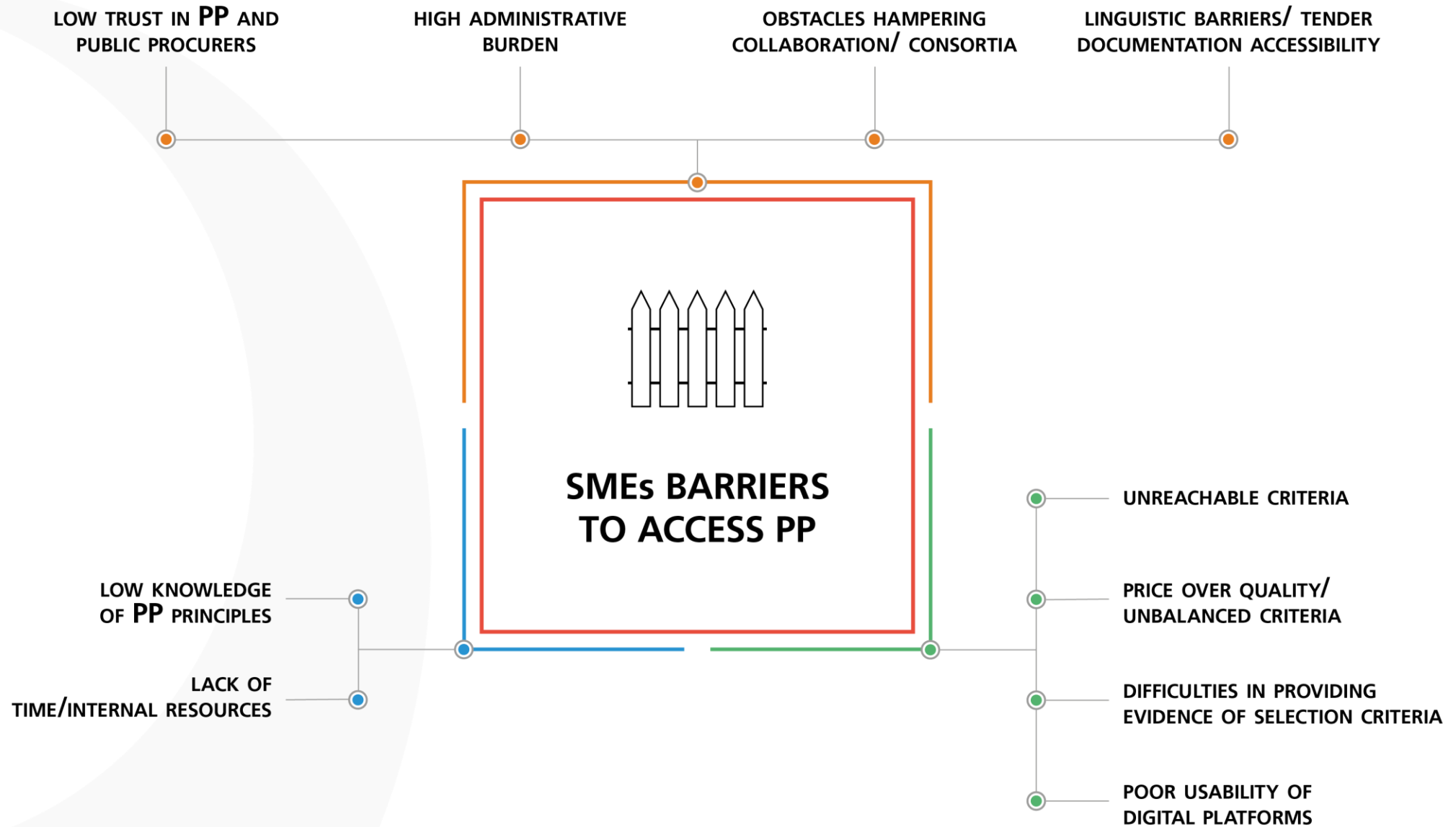


Figure 13 There is a tender in another EU country and the subject of the tender is related to a sector where you have a strong comparative advantage. Moreover, the price is very attractive. How do you approach it?



Based on question 5 of the quiz. NA: 0.5%.



DIGITAL TOOLS AND COMMUNICATION



IMPROVING AND EXPANDING THE QUALITY OF **TED** INFORMATION

IMPROVE **TED** USABILITY

EU COMMUNICATION ACTIONS INCL. KEY MESSAGES

MAKING **TED** ACCESSIBLE FROM ADDITIONAL CHANNELS

ACTIONS TO IMPROVE SMEs ACCESS TO PP



GUIDANCE AND SUPPORT TO SMES AND PUBLIC PROCURERS

IMPROVING THE CAPACITY OF PUBLIC PROCURERS TO FORMULATE AND USE BALANCED SELECTION CRITERIA AND MORE SUITABLE AWARD CRITERIA

SUPPORTING **SMEs** TO EXPLORE OTHER **MEMBER STATE PP** MARKETS

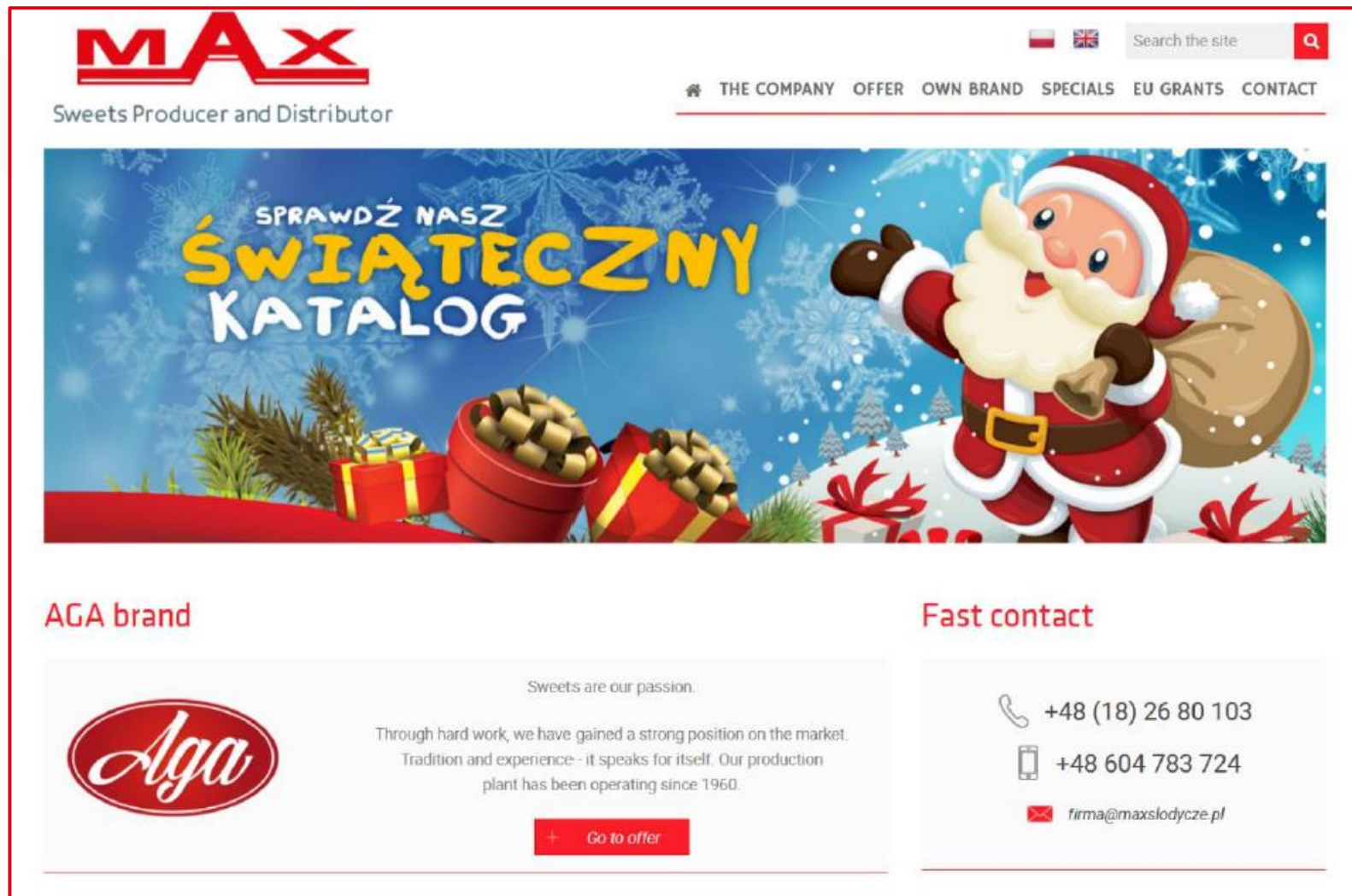
IMPROVING **SME** CAPACITY TO USE ONLINE **PP** PLATFORMS

REGULAR EXCHANGES BETWEEN PUBLIC PROCURERS AND **SMEs** AT REGIONAL AND LOCAL LEVEL

BETTER IMPLEMENTATION OF PP DIRECTIVES PRINCIPLES



SIMPLIFICATION AND STANDARDISATION OF **PP** PRACTICES



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More dialogue between public procurers and SMEs

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