

Europear	n Procurement - definitions
Who:	European Union institutions
What:	Services, goods and works
How:	Public calls for tenders
Where:	Internal Market + Third Countries
When:	24/7
	with tenders launched and managed by EU bodies and not
-	Irement in Member States that falls under the category European procurement" above threshold

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 nondiscriminatory 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

 Procuring entity	y – EU Institutions & Bodies
Parliament	
Commission	
Council	
Court of Auditor	S
Court of Justice	
E&S + CoR Comn	nittee
Central bank	
EIB	In 2024, the EU institutions and bodies published a total
Agencies	of 4.289 notices on TED
	https://idpeuropa.com

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



Internationalisation

Internal market:

27 Member States

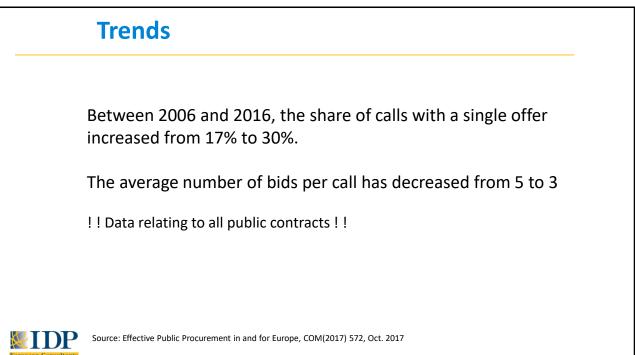
Services, goods and works in support of the European institutions

Global market:

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



EU procuremen	nt - 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
WIDP Low competition	Low participation



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%
ps://idpeuropa.com			



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%



* not independent part = part of a larger group (i.e. local affiliates of international firms)

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

	Belgio	905 M
United Nations	Francia	609 M
	Regno Unito	605 M
13.6 B	Italia	338 M
	Germania	206 M
	Francia	208 M
	Fialicia	200 101
World Bank	Germania	106 M
	Spagna	91 M
11.1 B	Italia	71 M

Source: IlSole24Ore, 'International tenders, Italy chasing France, Germany and Spain', 14 Feb 2018



I	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)
	https://idpeuropa.com

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



