



*Empowered lives.
Resilient nations.*

EU procurement training

Building Capacities for Engaging Private Sector in
Development Cooperation

Sli.do: # rozvojmajstri

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Strictly confidential

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Training sections

1. Finding and understanding the tender documents
2. Opportunities for Slovak entities
3. Consortium building
4. Market landscape and competition



Finding and understanding the tender documents

Where to search for tender opportunities

Understanding types of projects

General rules to tendering

Sources of information

Where to find information about tenders launched by the EU

Official Journal of the EU - TED

<https://ted.europa.eu/TED/search/search.do>

Contains information about all opportunities launched by EU institutions within the EU and worldwide. Requires login (free of charge). The site is also used for electronic submission of offers

European Commission – EUROPEAID

https://webgate.ec.europa.eu/europeaid/online-services/index.cfm?ADSSChck=1281186251195&do=publi.welcome&use_rlanguage=en

Contains information about calls for proposals, shortlists and awards (reference for older projects)

European Commission Funding & Tender Opportunities

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-search>

Recently launched platform

PIC registration

If you want to participate in a project proposal or in a call for tenders with eSubmission, your organisation needs to be registered and have a 9-digit Participant Identification Code (PIC).

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register>

The screenshot shows a search interface with a search bar at the top containing the text "Type your keywords...". Below the search bar are two radio buttons: "GRANTS" (selected) and "TENDERS". Underneath, there are three buttons for "Submission status": "Following(0)", "Open for submission(0)", and "Closed(0)". The interface includes several filter sections: "Programming period" with a dropdown menu, "Filter by Programme / Programme group" with a dropdown menu, "Filter by call" with a dropdown menu, "CPV code (Tenders Only)" with a dropdown menu, and "Places of delivery or performance (Tenders Only)" with a dropdown menu. A "Clear search" button is located at the bottom right of the search area.

Paid search engines

- Devex (www.devex.com)
- Development Aid (www.developmentaid.org)
- Assortis (www.assortis.com)
- UNGM (<https://www.ungm.org/Public/Notice>) for newsletter



Type of contracts

Opportunities for Slovak entities to participate in development assistance funded by the EU and other EU institutions:

Procurement

Service contracts

studies, technical assistance and are also used for audits or communication services

Supply contracts

purchase, leasing, rental or hire

Works contracts

'work' means the outcome of building or civil engineering works taken as a whole that is sufficient in itself to fulfil an economic or technical function.

Grants

donation/non-commercial payment by the contracting authority from the general budget to carry out an action or implement a work programme

Prag manual defines principles for procurement and grants but each individual procurement and grant can have specific requirements.

<https://ec.europa.eu/europeaid/prag/>



Management model

*Procurement and grants procedures depend on different arrangements according to the **degree of delegation** :*

Direct Management

The EC is directly responsible and procurement is managed either by the Headquarters or EU Delegations

The projects and grants are entirely managed by the EC or EU Delegations (launching of tenders, contracting and implementation of projects)

Indirect Management

European Commission entrusts budget implementation to partner countries

- Ex-ante - Decisions on the procurement and award of contracts are taken by the partner country, acting as contracting authority, in line with the requirements set out in this practical guide and subject to the prior approval of the European Commission (EC endorses contract before signature)
- Ex-post - European Commission may decide to rely on the rules and procedures of the third country entities' and to limit its control to ex post controls (contracting authority signs contract without prior authorisation of EC)

Shared Management

European Commission delegates implementation tasks to the EU Member States



Eligibility - Nationality

Nationality of legal persons

Normally all legal persons established in the EU MS are eligible for procurement

Eligibility of legal persons established in non-EU countries depends on the particular financing for external action (IPA, EDF, etc).

Nationality of experts

Nationality of experts and other natural persons employed or legally contracted does not have to follow the nationality rules.

Origin of goods

Goods supplied under a procurement contract or a grant contract, financed under the general budget of the EU or the EDF (including OCTs) must originate from an eligible country.

Note 1: Goods purchased by the contractor for use during the execution of the contract (such as machinery used by a supply contractor for testing and installing the goods supplied, equipment used by a works contractor for building a road³⁶, computer(s) used by a service contractor to draft a study) are not subject to the rule of origin.

Note 2: Goods can originate from any origin) if their value is below the threshold of the simplified procedure for supply contracts, i.e. EUR 100 000.



Preferences

Applied to EDF funded programmes

Measures must be taken to encourage the widest participation of the natural and legal persons of ACP States in the performance of contracts financed by the EDF

For **works contracts** of a value of less than EUR 5 000 000, tenderers of the ACP States, provided that at least one quarter of the capital stock and management staff originates from one or more ACP States, must be accorded a 10% price preference during the financial evaluation

For **supply contracts** of a value of less than EUR 300 000, tenderers of the ACP States, either individually or in a consortium with European partners, shall be accorded a 15% price preference during the financial evaluation

For **service contracts** preference is given to:

- i. experts, institutions or consultancy companies or firms from ACP States with the required competence;
- ii. offers submitted by ACP firms, either individually or in consortium with European partners; and
- iii. offers presented by European tenderers with ACP sub-contractors or experts;



Procurement procedures

There are different types of procurement procedures, each allowing for a different degree of competition.

- **Open procedure** – (international or local), all economic operators may submit a tender. The contract is given maximum publicity by publishing a notice in the official journal of the European Union (one stage tendering)
- **Restricted procedure, including through a dynamic purchasing system** - all economic operators may ask to submit a tender but only those who satisfy the selection criteria may be invited to do so (shortlist > tender dossier)
- **Simplified procedure (negotiated procedure, including without prior publication)** - contracting authority invites at least three candidates of its choice to submit tenders (rules based on open procedure)
- **Competitive dialogue** – if neither open procedure nor the arrangements governing the restricted procedure will result in the best value for money. Competitive dialogue is used when the contracting authority is objectively unable either to specify the technical means of satisfying its needs or objectives or to specify the legal or financial makeup of the project.
- **Negotiated procedure (no financial threshold) / single tender procedure (up to EUR 20.000)**.
– applied in extreme urgency not attributable to the contracting authority, crisis situation, extension of service and work contracts, supplies, etc.



Overview of procedures

Based on budgets

<p>SERVICE CONTRACTS</p>	<p>≥ EUR 300 000 International restricted or open tender procedure</p>	<p>< EUR 999 999 Framework contract SIEA 2018 Or < EUR 300 000 Framework contracts (SIEA 2018, Audit, Commission, ...) Simplified procedure</p>		<p>≤ EUR 20 000 Single tender A payment may be made against invoice without prior acceptance of a tender if the expenditure is ≤ EUR 2 500</p>
<p>SUPPLY CONTRACTS</p>	<p>≥ EUR 300 000 International restricted or open tender procedure</p>	<p>< EUR 300 000 but ≥ EUR 100 000 Local open tender procedure</p>	<p>< EUR 100 000 but > EUR 20 000 Simplified procedure</p>	
<p>WORKS CONTRACTS</p>	<p>≥ EUR 5 000 000 International open tender procedure or International restricted tender procedure</p>	<p>< EUR 5 000 000 but ≥ EUR 300 000 Local open tender procedure</p>	<p>< EUR 300 000 but > EUR 20 000 Simplified procedure</p>	



Exclusion criteria

Economic operator will be excluded from procurement and grant if:

- It is bankrupt, subject to insolvency
- It is breach of obligations to payment of taxes or social security
- It is guilty of grave professional misconduct
- It is guilty of fraud, corruption, conduct related to criminal organisation, money laundering, child labour
- It has shown significant deficiencies in complying with main obligations
- It has committed irregularities on the protection of the European Communities financial interests
- It has been established that the entity has created an entity under a different jurisdiction to circumvent fiscal, social and other legal obligations.

Evidence:

1/ Declaration on honour

2/ Documentary evidence

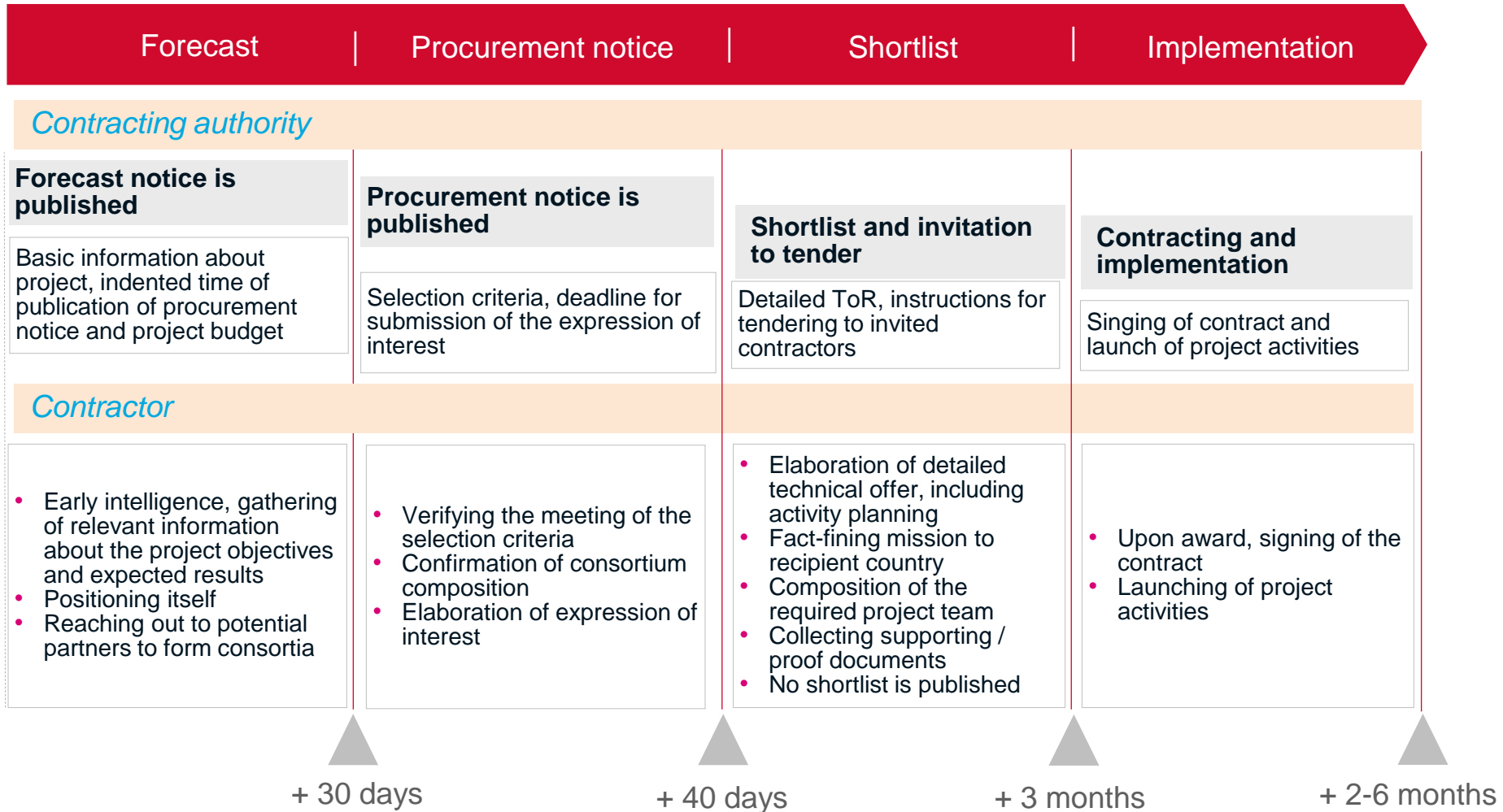
(tax office, district court, social insurance, health insurance, etc.)

Date of issue not older than one year at the date of submission of offers.



Procurement process - Overview

Most common process applied for procurement - restricted



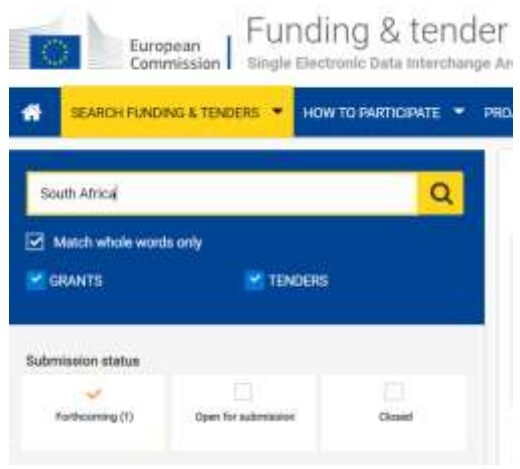
Search for forecasted projects

Forthcoming – how to read the forecast

Identify project of interest

Funding and tender opportunities website
<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-search>

Use of filters to narrow down the search – per country, programme, type of project etc.



Type of project, i.e. technical assistance

Short description of the assignment

Project budget

When procurement will be published

South Africa-Pretoria: Technical assistance services
2021/S 203-528981
Prior information notice
This notice is for prior information only
Services

Legal Basis:
Regulation (EU, Euratom) No 2018/1046
Procurement award procedure applying to European Union external actions financed from the general budget of the European Union and the European Development Fund (EDF)

Section I: Contracting authority

I.1) **Name and addresses:**
Official name: National Treasury of South Africa
Town: Pretoria
NUTS code: ZA South Africa
Country: South Africa
E-mail: Delegation-S-Africa-Call-In-Tenders@ec.europa.eu
Internet address(es):
Main address: www.treasury.gov.za

I.3) **Communication:**
The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://etendering.ted.europa.eu/rfi/rfi-display.html?rfid=3511>
Additional information can be obtained from the abovementioned address.

I.4) **Type of the contracting authority:**
European institution, agency or international organisation

I.5) **Main activity:**
General public services

Section II: Object

II.1) **Scope of the procurement**

II.1.1) **Title:**
Technical Assistance Facility to Support Sustainable Infrastructure Development in South Africa
Reference number: INTPA-PRY/2021/EA-RR/0085-PIN

II.1.2) **Main CPV code:**
71356200 Technical assistance services

II.1.3) **Type of contract:**
Services

II.1.4) **Short description:**
Operationalisation of the Technical Assistance Facility to Support Sustainable Infrastructure Development in South Africa

II.1.5) **Estimated total value:**
Value excluding VAT: 7 800 000.00 EUR

II.1.6) **Information about lots:**
This contract is divided into lots: no

II.2) **Description:**

II.2.1) **Additional CPV code(s):**
71356200 Technical assistance services

II.2.3) **Place of performance:**
NUTS code: ZA South Africa
Main site or place of performance:
South Africa (Sub-Saharan Africa)

II.2.4) **Description of the procurement:**
Technical Assistance Facility to Support Sustainable Infrastructure Development in South Africa

II.2.14) **Additional information:**

II.3) **Estimated date of publication of contract notice:**
19/11/2021

Section IV: Procedure

IV.1) **Description:**

IV.1.2) **Information about the Government Procurement Agreement (GPA):**
The procurement is covered by the Government Procurement Agreement: no

Section VI: Complementary information

VI.3) **Additional information:**

VI.5) **Date of dispatch of this notice:**
14/10/2021



Search for publish procurement notices

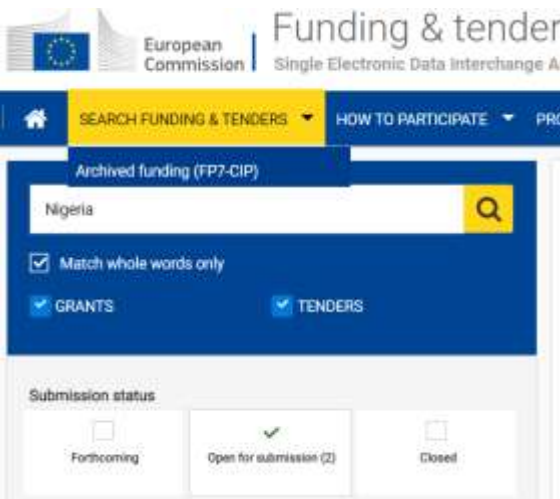
Open for Submission

Identify project of interest

Funding and tender opportunities website

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-search>

Use of filters to narrow down the search – submission status, country, programme, type of project etc.



Detailed information about the project

Procedure type

Project budget

Contract notice

Call for tenders' details

Deadline for submission of requests to participate extended to November 12, 2021.

Title: Technical Assistance for the Implementation of the EU Support to Democratic Governance in Nigeria (EU-SDGN) Programme Phase II
 Contracting authority: European Commission, DG for International Partnerships (INTRA)
 TED publication date: 12/10/2021
 Time limit for receipt of tenders: N/A Status: Open

Data | Library | Questions & answers

Information

Tender reference number: INTRA/ABV/2021/EA-IP/0086

Title: Technical Assistance for the Implementation of the EU Support to Democratic Governance in Nigeria (EU-SDGN) Programme Phase II

Description: The purpose of the potential contract is to provide technical services in support of the implementation of the EU Support to Democratic Governance in Nigeria (EU-SDGN) programme Phase II, with specific focus on component 1 of the programme which is targeted at the Electoral Management Body - The Independent National Electoral Commission (INEC).

Contract type: Services

Procedure type: Restricted

Status: Open

Published on TED:

Award method: Best price-quality ratio

Estimated total value: 19000000.00 EUR

Estimated value: 19000000.00 EUR

Main CPV: 71356200

NUTS: NG

Additional CPV	Supplementary CPV
71356200	

Milestones

TED publication date: 12/10/2021 00:00

Question deadline: 23/10/2021 23:59 UTC+02:00

Answer deadline: 02/11/2021 23:59 UTC+01:00

Time limit for receipt of tenders: N/A

Time limit for requests to participate: 12/11/2021 17:00

Lots

The call for tenders has no lots.

Notices

Reference	Notice type	Publication date
2021/S 206-534808	Corrigendum	22/10/2021 00:00
2021/S 198-515285	Contract notice	12/10/2021 00:00



Procurement process – Contract notice

Where to find selection criteria

Under the tab Document library

- Templates to be used to submit expression of interest
- **Additional information about the contract notice**

My account

- Log in

Call for tenders

- Search for calls for tenders
- Search for a document
- FAQ

Call for tenders' details

Deadline for submission of requests to participate extended to November 12, 2021.

Title:	Technical Assistance for the Implementation of the EU Support to Democratic Gove...		
Contracting authority:	European Commission, DG for International Partnerships (INTPA)		
TED publication date:	12/10/2021	Status:	Open
Time limit for receipt of tenders:	N/A		

Data | Document Library | Questions & answers

Show Filter Parameters

Download all available documents in: [ZIP] [en](#)

Results per page: 10 | 25 | 50

4 Documents found, displaying all Documents.

Lot	Title	Document type	Publication date
	Declaration of honour - en	Declaration on honour	12/10/2021
	Additional Information about the Contract Notice - en	Other	12/10/2021
	Application form - en	Other	12/10/2021
	Corrigendum- Additional Information about the Contract Notice - en	Other	22/10/2021



Procurement process – Contract notice

Selection criteria

How to understand the economic, technical and professional selection criteria

- Meeting minimum requirements does not guarantee to be shortlisted
- Not meeting the minimum requirements cause elimination from competition
- Attention should be paid to the requirements such as date of completion of the project, proportion of the project carried out by the entity, number of staff

The requirements must be met by the entire consortium (exceptions apply)



Procurement process – Contract notice

Selection criteria – Economic financial standing

Procurement rules

The contracting authority may require in particular that:

- a) economic operators have a certain minimum yearly turnover, including a certain minimum turnover in the area covered by the contract;
- b) economic operators provide information on their annual accounts showing ratios between assets and liability;
- c) economic operators provide an appropriate level of professional risk indemnity insurance.

1) Economic and financial capacity (based on item 3 of the service application form, on item 3 of supply tender form). In case of candidate being a public body, equivalent information should be provided. The reference period which will be taken into account will be the last three years for which accounts have been closed.

Criteria for legal and natural persons:

- The average annual turnover of the tenderer over the last 3 years (2018, 2019 and 2020) must exceed EUR 3,800,000.00.
- Current ratio (current assets/current liabilities) in the last year for which accounts have been closed (2020) must be at least 1. In case of a consortium this criterion must be fulfilled by each member.



Procurement process – Contract notice

Selection criteria – Professional and technical capacity

- 2) **Professional capacity** (based on items 4 and 5 of the application form for service contracts and on items 4 and 5 of the tender form for supply contracts). The reference period which will be taken into account will be the **last three years** preceding the submission deadline.

Criteria for legal and natural persons:

- **At least three staff currently work** for this tenderer **in the field of democratic governance.**
- Has ongoing staff resources and expertise to be able to handle the proposed contract, with at least three staff working for the tenderer in the past two years in any of the fields related to this contract.

- 3) **Technical capacity** (based on items 5 and 6 of the application form for service contracts and on items 5 and 6 of the tender form for supply contracts). The reference period which will be taken into account will be the last three years from submission deadline.

- The tenderer has satisfactorily **provided services under at least one contract with a budget of at least 1,000,000 EUR** in the field of democratic governance, implemented within the last three years. For clarity, this could include either projects completed within the reference period (although started earlier) or projects not yet completed.
- The tenderer must **have worked** in a developing country (preferably in West Africa) **in the last three (3) years, on at least one project in the field of democratic governance,** with experience working either with civil society, marginalised groups or political participation. This should have been implemented with funding from development partners such as the European Union, United Nations Agencies, United States Agency for International Development, European Union Member States or their Agencies, or other equivalent institutions.



How to meet the selection criteria

Selection criteria are often too tough to meet for Slovak entities

Applying as an individual entity

The entity meets all the requirements and is confident to implement the entire contract on its own

Applying in a consortium

The selection criteria apply for the consortium as a whole, i.e. cumulatively.

Using services of a capacity provider

Relying on economic and/or staff and/or technical capacity of another entity who is not part of the consortium.

Capacity-providing entities

An **economic operator may**, where appropriate and for a particular contract, **rely on the capacities of other entities, regardless of the legal nature of the links which it has with them**. If the economic operator relies on other entities it must in that case prove to the contracting authority that **it will have at its disposal the resources necessary for performance of the contract by producing a commitment by those entities to place those resources at its disposal**. Such entities, for instance the parent company of the economic operator, must respect the same rules of eligibility and notably that of nationality as the economic operator relying on them and must comply with the selection criteria for which the economic operator relies on them.



Key information on completing the Tender form

Part 1 – Meeting the financial capacities requirements

Requirements

The table confirms financial capacity

Completed by

Each consortium member and consortium overall

Proof

Profit and loss account / balance sheet submitted

Example

Financial data	2 years before last year ⁵ <specify> EUR	Year before last year ⁵ <specify> EUR	Last year ⁵ <specify> EUR	Average ⁶ EUR	[Past-year EUR]**	[Current year EUR]**
Annual turnover ⁷ , excluding this contract						
Current assets ⁸						
Current liabilities ⁹						
[Current ratio (current assets/current liabilities)]	Not applicable	Not applicable		Not applicable	Not applicable	Not applicable]

<https://ec.europa.eu/europeaid/prag/document.do?isAnnexes=true>



Key information on completing the Tender form

Part 2 – Meeting the professional capacity requirement

Requirements

The table confirms number of employees

Completed by

Each consortium member and consortium overall

Proof

Confirmation from social insurance after project award

Consortium member

Average manpower	Year before past year		Past year		Current year		Period average	
	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹
Permanent staff ¹²								
Other staff ¹³								

Consortium overall

Annual manpower	Year before past year		Past year		Current year		Period average	
	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹	Overall	Relevant fields ¹¹
Permanent staff ¹²								
Other staff ¹³								
Total								
Permanent staff as a proportion of total staff (%)	%	%	%	%	%	%	%	%



Key information on completing the Tender form

Part 3 – Meeting the technical capacity requirements

Requirements

Number of relevant projects references (amount, proportion, dates, description etc)

Completed by

Each consortium member and consortium overall

Proof

Confirmation from contracting authority after project award

Ref no (maximum 15)	Project title		Proportion carried out by legal entity (%) ¹⁷	No of staff provided	Name of client	Origin of funding	Dates (start/end) ¹⁸	Name of consortium members, if any
	Name of legal entity	Country						
...
Detailed description of project						Type and scope of services provided ¹⁹		
....						...		



Partnering

Before I contact possible partner

- Being clear about what do I need from the partner
- What can my company bring to the consortium
- Showing clear understanding of the project
- Checking the background of the partner

Finding partners

- Previous experience, cooperation on similar projects, verifying previous shortlists
- Internet

First contact with the partner

- Presentation of expertise
- Showing knowledge about the project
- Demonstrating knowledge about the procedures (vocabulary)
- Referring to possible previous experience in the country
- Agreeing on cooperation principles, level of work, commitment
- Offering solutions – this shows readiness



Procurement process – Shortlist

Part 1 - Shortlist and invitation to submit technical and financial offer

Short-listed are those companies and consortia that met the selection criteria and are invited by the contracting authority to submit a technical and financial offer. Maximum 8 consortia are invited for service contracts and 6 for works.

Note: no shortlist is being published for EU funded anymore

Time available since invitation to submission of offers :
- about 1.5-2 months

Content of the invitation to tender

- Instructions to tenderers
- Draft contract
- General conditions
- Detailed Terms of reference
- Structure of the organisation and methodology
- Templates to be completed and signed by the tenderer
- Budget template
- Shortlist notice



Procurement process – Shortlist

Understanding the difference between the selection and award criteria

Selection criteria

Criteria defined in the procurement notice, i.e.

- Financial standing
- Staffing
- Professional capacity (expressed in number of relevant projects considered for shortlisting)

Award criteria

Criteria defined in the Terms of reference, i.e.

- Profiles of the required experts
- Quality of the technical offer
- Financial offer
- Administrative compliance: submission of the all the required proof documents

At the stage of evaluation of award criteria, the contracting authority can no longer review the capacity or ability of the tenderers as already assessed during the selection phase. Only the technical and financial offers must be evaluated.



Submission of offers

Critical points in elaboration of technical and financial offer

Instructions for bidding

Clear understanding of the instructions and award criteria, documents to be provided, submission deadlines, etc.

Required documents

Gathering of proof for project references used for shortlisting, financial standing, etc.

Experts

Early identification of suitable and available experts with the requested profiles.

Proof of expertise

All documents proving the required expertise of experts, i.e. clearly elaborated CVs (3pages), copies of diplomas and employers' certificates.

Technical offer

Detailed methodology according based on the ToR, overview of activities, rationale, approach, time table, logical framework (template provided).

Financial offer

Realistic but competitive financial offer. The number of days must correspond to technical offer. The submitted financial offer is binding for the project duration.

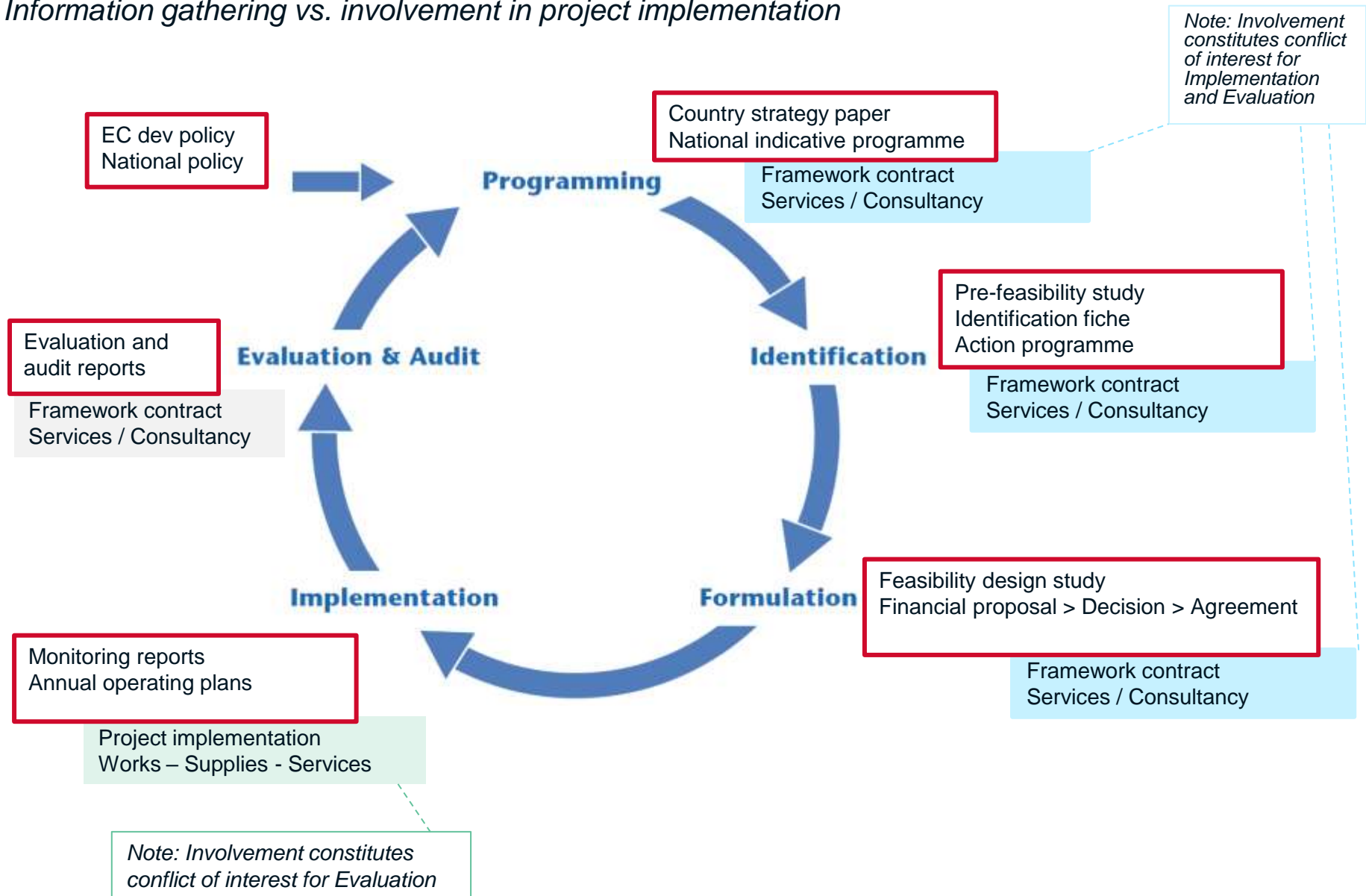


Opportunities for Slovak entities

Strengths and professionalism of Slovak entities
Project cycles

Project cycle

Information gathering vs. involvement in project implementation

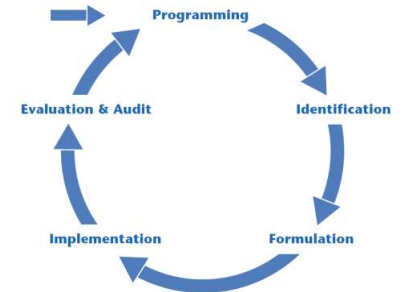


Identification of projects and evaluation of chances

How to select and bid for a project

There is limited to zero influence of the contractor wishing to implement a project during the programming, identification and formulation phase. However, early information gathered before the project launch can better equip the contractor for bidding. Notably it allows to:

- Assess feasibility to bid considering the size of the project and volume of work
- Assess how the professional background of the entity corresponds to the technical requirements of the project
- Identify the required expertise
- Identify possible partners and build partnership
- Gather information directly from the recipient or contracting authority (not possible after the contract notice has been published)



Increasing of chances in development cooperation

Contractor

Aim: promote the capacities of the entity submitting the bid

- Fact finding missions to recipients countries
- Introduction of the contractor to the project recipient / beneficiary by presenting previous experience and successfully implemented project.

Slovak representation

Aim: promote Slovak entities towards the contracting authorities

- By means of embassies and Slovak representations promote Slovak expertise and experience
- Seeking active involvement in different phases of the project cycle
- Disseminating gathered information about upcoming project opportunities to interested Slovak entities



Consortium building

Meeting of tender qualification criteria

Importance of partnership

Benefits of partners

- Local knowledge / presence
- Meeting of selection criteria
- Pooling of expertise
- Support during implementation

Local partners

- Local expertise is helpful during project preparation and implementation (information gathering, knowing of local context, smooth project start)
- Involving local expertise is viewed positively by donors
- Technical background and presence in the country leads to reduced implementation costs

International / professional partners

- As consortium partners or capacity providers they help to meet selection criteria
- Pooling of expertise, identification of experts, professional input for complex projects
- Contributing with particular experience for projects with wide sectoral coverage



Principles of cooperation in consortia

How to establish a meaningful cooperation and input sharing

Reasons for cooperation	Type of cooperation	Advantage	Implications
Meeting selection criteria	Consortium partner, Capacity provider, Consortium leader	Meeting criteria with references without which the entity would not be eligible to apply	Partner has higher turnover, higher staff, relevant project references, therefore can apply on its own. Need to convince to cooperate.
International partnership	Consortium partner, Capacity provider, Consortium leader	<ul style="list-style-type: none"> • Pooling of expertise, identification of experts, professional input for complex projects • Contributing with particular experience for projects with wide sectoral coverage 	Decreased proportion of the project and limited possibility to build references for future projects
Local partnership	Consortium partner, Capacity provider	<p>During preparation: ensuring access to relevant information, knowledge of previous interventions, reputation in the country</p> <p>After the launch: provision of expertise and technical support, access to an established office and technical equipment reduces the costs</p>	<ul style="list-style-type: none"> • Local partners not experienced with bidding rules, they do not master tender procedures • The entity will have to help them to fulfil the criteria and ensure quality control of inputs • In some countries financial flows can be challenging



Market landscape and competition

How to position oneself in tendering

Participation in EU funded projects

Issues to be considered for bidding increasing the success

Why I am participating?

What are the key reasons for bidding in development projects: financial, references, access to the market, interesting opportunity

What are my chances?

Evaluating strengths of the entity including professional background allowing to offer the required services

How I am perceived?

How the beneficiary see the entity's participation in the tender and how convincing the entity looks to the contracting authority

What can I offer?

What are the strengths of the entity towards possible competition (previous experience, specialisation the others do not have, etc.)

Do I have the capacity?

Honest self-evaluation of the capacity (financial, technical and time availability) of the entity to deliver what is expected in acceptable quality.

Am I ready for failure?

Preparation of tenders requires a lot of time, information gathering and paperwork. More projects are lost than won. Success requires continuous commitment.



Competitors vs. partners

The difference between competitors and partners can be very tiny or can even overlap

How do I convince partners for cooperation?

Previous experience, specialised professional capacities, background information, for international partners capacities to introduce of local partners, offer to assist in project preparation and implementation. Showing good understanding of the bidding procedures, the vocabulary, previous interventions, etc.

How do I assess competition?

Is it better to compete or try to cooperate? Merging experience can decrease competition. Am I competing with entities who were involved in similar interventions before?

What are the strengths?

Country specific expertise.

- Expertise of the country of origin of the entity which the beneficiary country is seeking and wishes to benefit from
- Specific recipient country experience based on long term presence in the country which could be beneficial for the project



Thank you

