NEXT GENERATION INTERNET

Grant Agreement No.: 825147
Call: H2020-ICT-2018-2020

Topic: ICT-24-2018-2019
Type of action: CSA

NGI TETRA

D4.7 REPORT ON ACCESSING INTERNATIONAL PUBLIC CONTRACTS

Revision: v.1.0

Work package	WP4
Task	Task 4
Due date	30/06/2022
Submission date	27/06/2022
Deliverable lead	PEDAL Consulting s.r.o
Version	0.1
Authors	Robert Miskuf (PEDAL), Miroslav Polacek (PEDAL)
Reviewers	Elo Meier (CE)

Abstract	The objective of the TETRA project is to develop and implement a series of business-support activities targeted at 'R&I Actions' and their third parties funded under the topic H2020-ICT-24-2018-2019 to help turn their research

	results into marketable products and services and prepare them for success in the market place.
	The current document is delivered as a part of T4.4 Access to International Public Contracts with the goal of giving an overview of the efforts that were employed by the respective partners to provide access to public contracts in a customised and individualised way. These activities started at M10 and are ongoing until the end of the project. This report details the process taken identify worthy participants to this specific activity, the evaluation and the different trainings and materials provided within the 24 months of execution of the activity to NGI beneficiaries.
Keywords	Next Generation Internet, TETRA, Tenderio Plus Package, Access to international public contracts, NGI Beneficiaries, Evaluation criteria

Document Revision History

Version	Date	Description of change	List of contributor(s)
V0.1	08/06/2022	1st version of the deliverable for comments	Robert Miskuf (PEDAL), Miroslav Poláček (PEDAL)
V1.0	23/06/2022	2nd reviewed version with updated data	Robert Miškuf (PEDAL), Miroslav Poláček (PEDAL), Pietro Rigonat (LOBA), Elo Meier (CE)

DISCLAIMER

The free-of-charge, first-line support provided by the TETRA project aims to help beneficiaries of the "R&I Actions" (co-)funded under the topic H2020-ICT-24-2018-2019 and their third parties to turn their research results into marketable products and services. This support -including support on intellectual property- should not be considered neither as of a legal or professional nature nor substitute to private advisory services.

The tools (website, publications, training or promotional materials, etc.) and the activities of the project shall not be considered as the official position of the European Commission. Neither the TETRA Consortium partners, nor the European Commission, nor any person acting on behalf of the European Commission or the TETRA Consortium is responsible for the use, which might be made of these project tools and services.

COPYRIGHT NOTICE

© 2019 - 2022 TETRA Consortium

Project co-funded by the European Commission in the H2020 Programme	
Nature of the deliverable:	R
Dissemination Level	

PU	Public, fully open, e.g. web	✓
CL	Classified, information as referred to in Commission Decision 2001/844/EC	
CO	Confidential to TETRA project and Commission Services	

R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.

INTRODUCTION

The primary objective of the TETRA project is to develop and implement a series of business-support activities targeted at 'R&I Actions' and their third parties funded under the topic H2020-ICT-24-2018-2019 to help turn their research results into marketable products and services and prepare them for success in the market place.

D4.4 aims to cover the activities carried out to enable the different NGI beneficiaries to get well positioned enough to access international public contracts. These activities commenced in M10 and were meant to be ongoing until the end of the project. These activities were supplementary to other efforts envisioned for WP4 such as; assisting EU financed OII R&I actions and their beneficiaries (Innovators) in scaling up and increasing their investor readiness potential, providing mentorship and assistance on communications and marketing, IPR, business models and access to international public contracts.

As a result of T4.4, the TETRA project was able to facilitate access to private platforms providing access to public contracts in a customised and individualised way, through the Tenderio platform (www.tenderio.com) which had been co-developed by PEDAL, CE, Q-PLAN and LOBA . Through this platform, a consulting service from Tenderio Plus was rolled out. PEDAL designed and operationalised the Expression of Interest which was targeted to NGI related projects from which only 36 of them would qualify to receive this service. The 36 NGI beneficiaries were willing to get support to bid for international tenders from the Tenderio Plus package.

Successful applicants got access to and benefit from the following services:
- An Enhanced Search Tool. Search based on keywords, sector or country, Tender titles translated to English, Deadlines and country procurers. Including personalized login details to access full tender documentation.
- Automatic Alerts. Automatic notification as soon as a relevant tender is detected.
- Unlimited Access to the Helpdesk. Guaranteed Response time within 48 hours.
- Bidding Laboratory. Unlimited proactive and tailored partner search or qualified tender lead, Introduction to the relevant consultancy and access to a database of winning tenders (contact details of the winner, the winning amount and number of offers received).
- Benchmarking tool. Which helps you to evaluate your business development model in comparison to other companies in your sector.
- Monthly one – on – one skype consultation with an expert.

This notwithstanding, PEDAL also adjusted and made available its e-learning module on '**bidding to public sector for change**'. It is an online procurement development program that provided NGI beneficiaries with the knowledge and skills required to effectively manage the procurement, bid preparations and equip them with skills that were meant to enable them to successfully actively participate in public procurement processes.

Lastly, PEDAL also provided training services to the NGI beneficiaries by organizing and delivering 4 webinars and sessions within TETRA bootcamps on different topics on public procurement and access to international public contracts such as introduction to the world of international tenders, secret strategies on how to win public tenders abroad and how to write a winning offer among others.

TABLE OF CONTENTS

LIST OF FIGURES

LIST OF TABLES

ABBREVIATIONS

PEDAL	PEDAL Consulting s.r.o
OII	Open Internet Initiative
NGI	Next Generation Internet
R&I	Research and Innovation
IPR	Intellectual Property Rights
T	Task
D	Deliverable

1   TETRA TENDERIO PLUS PACKAGE

Following the objectives of the work package from which this task emanated which were to; assist EU financed OII 'R&I actions and their third parties to scale up and increase their investor readiness potential, provide IPR assistance, provide them additional knowledge on alternative funding opportunities and access to international public contracts.

The TETRA Project provided access to a free of charge consulting service from Tenderio Plus! This Expression of Interest was targeted to NGI related projects from which only 36 of them qualified to receive this service. The 36 NGI beneficiaries were expected to be willing to get support to bid for international tenders from the Tenderio Plus package.

In brief, Tenderio is a pan-European network of consultancy firms specialised in public procurement with the leading public tender search engine for SMEs. The Tenderio service helps SMEs identify possible partners and recommends expert consultancies to help write bids and translate materials into the appropriate language.
Tenderio offers a set of free of charge and paid services (Tenderio plus), which include;

- An Enhanced Search Tool. Search based on keywords, sector or country, Tender titles translated to English, deadlines, and country procurers.
- Including personalized login details to access full tender documentation.
- Automatic Alerts. Automatic notification as soon as a relevant tender is detected.
- Unlimited Access to the Helpdesk. Guaranteed Response time within 48 hours.
- Bidding Laboratory. Unlimited proactive and tailored partner search or qualified tender lead, Introduction to the relevant consultancy and access to a database of winning tenders (contact details of the winner, the winning amount and number of offers received).
- Benchmarking tool. Which helps you to evaluate your business development model in comparison to other companies in your sector.
- Monthly one – on – one skype consultation with an expert.

It is important to note that there exists a Trillion Euro market for public tenders reflecting the need of public bodies, authorities and governments interested in a multitude of goods and services. These goods and/ or services are being developed by most NGI projects that only need to be pointed in the right direction to enable them to see the opportunity and be able to tap into that already available resource. It is therefore against this background that this call has been made available by TETRA to bring these opportunities closer to our NGI sister projects.

1.1 METHODOLOGY FOR IDENTIFICATION OF THE 36 RECIPIENTS OF THE TENDERIO PLUS PACKAGE

Before M10 when this specific task was expected to commence, PEDAL came up with a methodology that was supposed to inform how the 36 recipients of the Tenderio plus package were to be selected from a multitude of NGI sister projects. This methodology was developed and presented to the consortium partners during one of the monthly consortium meetings who provided their input which informed the final version of the methodology.

It was agreed that there would be open calls published on the project website inviting the required target group to respond to while applying for the Tenderio plus services. Upon clicking on the link for the "Call for expression of interest to access Tenderio plus services" one was ushered into a page where they could get more information on what Tenderio is, what they will get, who can apply and how to apply. A link to one of the last calls can be found here: https://business.ngi.eu/join-now/open-call/call-for-expression-of-interest-to-access-tenderio-plus-services/ . These would then be evaluated according to a criterion agreed upon by the partners.

There were a total of three open calls published on the project website targeted at the NGI beneficiaries and due to the nature of the open calls, it was agreed to publish them during the periods when the bootcamps were scheduled to take place such that we could have a much bigger audience of NGI beneficiaries to whom we could interest in the said services. In the same breath, we used the opportunity of having access to the NGI beneficiaries who applied to the Tenderio Plus package to invite them to the upcoming project bootcamps. Resultantly, it was also adopted that the winners at the bootcamps would also receive the Tenderio Plus services as a part of the prizes for participating in the bootcamps. Furthermore, to attract more applicants, LOBA liaised with the NGI communication teams and had the Tetra Tenderio Open Calls periodically published onto the NGI social media pages as can be seen below.
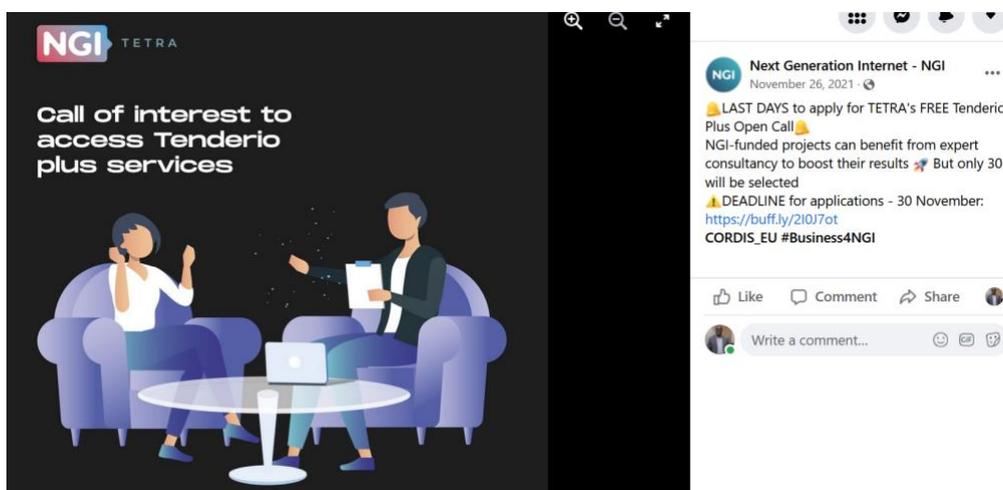

FIGURE 1 NGI FACEBOOK POST ON TENDERIO PLUS OPEN CALL

To supplement these efforts, PEDAL also published a number of posts on all its social media platforms inviting NGI beneficiaries to participate in the expression of interest as can be seen here below;

FIGURE 2 TWITTER POST ON PEDAL SOCIAL MEDIA PLATFORM

CRITERIA FOR EVALUATION

The evaluation criteria were hinged on impressions made on the evaluators based on a number of considerations whereby the successful applicants were to be assessed on a scale of 1 – 10 from at least 3 different evaluators. From which the 36 participants with the highest average score in descending order were marked as successful and given access to the Tenderio Plus package. The information that were taken into account are outlined here below.

SN	Consideration	Scale
1.	**Exclusion criteria**. Must be affiliated to an NGI project(s); FED4FIRE, LEDGER, NGI ATLANTIC.EU, NGI DAPSI, ESSIF – LAB, NGI POINTER, NGI TRUST, NGI ZERO	1
2.	Description of Product or Service	1 – 10
3.	Technology Readiness Level	1 – 10
4.	Annual turnover range. (0 – 10,000, 11,000 – 30,0000, 31,000 – 70,000, 71,000 – 120,000, 121,000 and above – the higher the better)	1 – 10
5.	Brief Description of your team	1 – 10
6.	Why should we pick you (*Motivation*)	1 – 10
7.	Geographical consideration	(Applications from Eastern Europe attract 5 more points)

TABLE 1 EVALUATION CRITERIA FOR TENDERIO PLUS APPLICATIONS

For the three open calls that were published, the evaluations were done by the teams from PEDAL and CIVITTA. In all the evaluations, upon receipt of the applications from LOBA (see a sample applications here), PEDAL set up an online google sheet that was used by the evaluators to submit their scores in line with the evaluation criteria above LOBA (see a sample of evaluation sheet here).

1.2 ONBOARDING PROCESS

After the evaluation process has taken place. Both the winners and unsuccessful applicants are notified of the evaluation decisions and asked to take the next steps. The emails sent out too both applicants Upon being successfully evaluated as a winner and unsuccessful applicants are reproduced herebelow for your information.

- Email to an unsuccessful applicant.

  Dear xxx,

  We would like to thank you very much for your application for the TETRA Tenderio Plus Service 2021.

  We regret to inform you that your application to access the Tenderio Plus Service from the TETRA project for the next 6 months was unsuccessful. We nonetheless invite you to reapply for the same services HERE.

  *The Tenderio Plus Services are not the only available services offered by the TETRA project, one among them are our **Bootcamps**, as a result, we would like to invite you to monitor our website HERE and apply for our upcoming Scale Up Bootcamp.*

  We look forward to working with you in the near future.

  Do not hesitate to contact me in case you have any queries.

  Best Wishes,

  Xxx

- Email to successful applicant

  Dear xxx,

  We would like to thank you very much for your application for the TETRA Tenderio Plus Service 2021.

  We are happy to inform you that you were successfully evaluated to receive the Tenderio Plus Service from the TETRA project for the next 6 months. What you will get from these services shall include;

  1. *Access to numerous new tenders every day.*

2. *Follow potential customers anywhere in the world.*
3. *Not missing any relevant tender opportunity due to short deadlines and insufficient notice.*
4. *Matching with local qualified bid writers with a proven track record.*
5. *Finding out the names of companies who won previous tenders in their sector.*
6. *Matching with relevant legal experts from the country of their tender.*
7. *Benchmark yourself against competitors, among others.*

You should be able to start receiving tender alerts as soon as possible. In the same breath, we would like to invite you to monitor our website HERE and apply for our upcoming Scale Up Bootcamp.

Lastly, for a more customized experience, please reshare with us the keywords of your products or services/ industry of interest by filling out the document attached (Tenderio User registration form) to this email.

Do not hesitate to contact me in case you have any queries.

Best Wishes,

XXX

Secondly, we distributed and collected the Tenderio User Registration form from among the winning applications. The purpose of the registration form was to clearly identify the goods or services that the successful applicant offers and the countries from which they would like to receive the tender alerts or notifications from (see sample below). The user registration form that was distributed looked as follows:

User Registration Form

Company Name	
Contact Person Name	
Designation (if applicable)	
Address	
City	
State/Province	
Country	
VAT number	
Phone No.	
Mobile No.	
E-Mail-id	
Alternative E-Mail-ids	
Tenders Interested In (key words/sectors)	Integrated Document Management,

	IDM, identity management and governance, Identity Governance and Administration, IGA, Identity and Access Management and IAM
List of Countries / regions	Austria	Belgium	Canada	Czech Republic	Denmark	France	Germany	Hungary	Iceland	Ireland	Spain	Sweden	United Kingdom	United States

TABLE 2 TENDERIO USER REGISTRATION FORM

Upon receipt of the user registration forms from the winning applicants, we went ahead and activated their service for a period of 6 months.

Winners of the Tenderio Plus package so far

Altogether 36 project were awarded the Tenderio Plus package during the project. These include those who applied through the three competitive open calls (17) and the winners from the bootcamps (11). The remaining 8 slots were allocated for the winning teams and participants at the TETRA final conference.

Below we list winners of the Tenderio Plus package and their NGI funding sources

Name of Winning Team	NGI RIA Funding
Bsmart	NGI TRUST
Smart Navigator/ Hybrid core	NGI Explorers
FairCert	NGI LEDGER
Automated data agreements to simplify SSI workflows	ESSIF – LAB
Remote controlled access to internet of things devices	NGI Explorers
USODY	NGI Atlantic-EU
Joinyourbit	ESSIF – LAB
Netis d.o.o	ESSIF – LAB
Healthymity	NGI Explorers
Safemode	NGI Explorers
midscale	NGI TRUST
Digital Immunization Passport	NGI DAPSI

Merits	NGI LEDGER
Sensifai/ Deep learning smart enahance mobile application that makes images/ videos enhanced	NGI TRUST
Next DE – Enhancing the next generation P2P/ Data Economy	NGI Atlantic EU
Rouster	NGI Explorers
SPRITZ	NGI Explorers
Sosteco	NGI Explorers
Deriveum	NGI Explorers
Moodme	NGI Explorers
Aerial Power	NGI Explorers
NQMCyber	NGI Pointer
Gene Consent	NGI LEDGER
Vidavo SA	NGI Explorers
PRESC ML Classifier Copies Package	NGI0 Discovery
NPRO	NGI TRUBLO
UVD Robots	NGI Explorers
PROSUME srl	NGI LEDGER
Letos	NGI Explorers
Vaimee	NGI Ontochain
Atlas Engineer CY LTD	NGI0 Discovery
Smart Navigator/ Hybrid core* (2nd time as winners of the Final pitching event)	NGI Explorers
asvin GmbH	NGI Atlantic EU
Blocs et Compagnie	NGI Trust
eyeGauge	NGI Explorers

TABLE 3 LIST OF PROJECTS AWARDED WITH TENDERIO PLUS PACKAGE

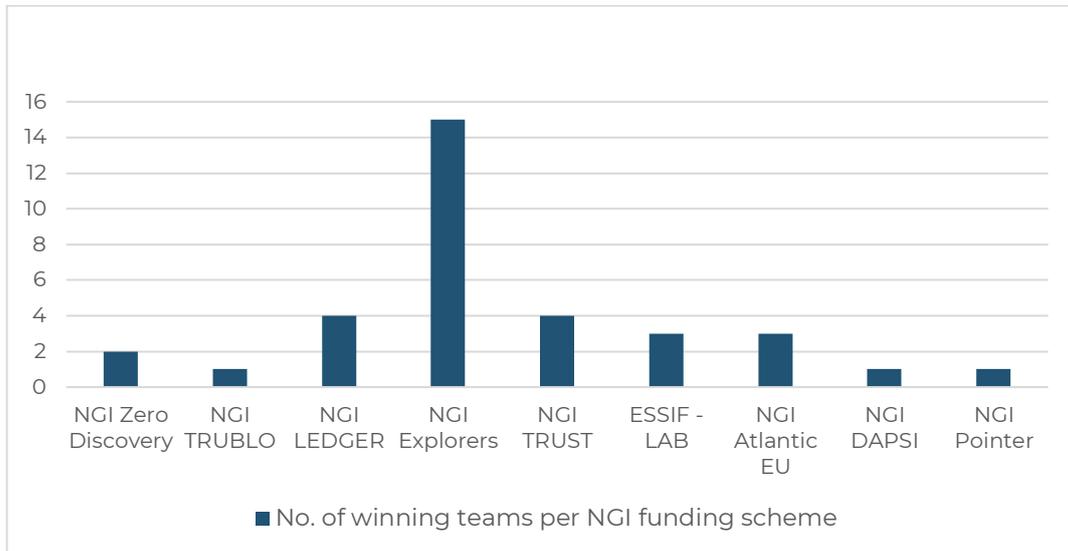A graphical depiction of the above can be seen in the table provided below.

TABLE 4 SUCCESSFUL TENDERIO PLUS PACKAGE APPLICANTS PER NGI RIA

2 E – LEARNING MODULE ON "BIDDING TO PUBLIC SECTOR FOR CHANGE"

PEDAL adjusted and made available its e-learning module on 'bidding to public sector for change'. An online procurement development program made available to NGI beneficiaries since the beginning of the project, it was aimed at enhancing their knowledge and skills required to effectively manage the process leading to their access to new business opportunities through procurement, bid preparations and equipping them with skills that are meant to enable them to successfully participate in the public procurement processes.

This online procurement e-module, informed the NGI beneficiaries on how to navigate through the procurement process, apply procurement procedures and assist with procurement for a project. They also learned how to identify procurement requirements, conduct procurement activities and pros and cons of doing business with governments and public tender procedures in bidding processes in the public sector.

Upon completion of this course, it was intended for the NGI beneficiaries to feel confident in their ability to become an integral contributor to the procurement process for an organization and further be equipped with the practical skills needed to successfully bid.

The course curriculum included the following components:

1.   Introduction to Module

2.   Part 1: Bidding to Public Sector

3.   Part 2: Winning does not mean it's done

4.   Part 3: Managing advocacy for change skills

5.   Quiz with 34 questions

The course has been available on project's website since M15 until now and will remain available to the NGI beneficiaries even after the end of the project. It can be found amongst other project's services HERE.
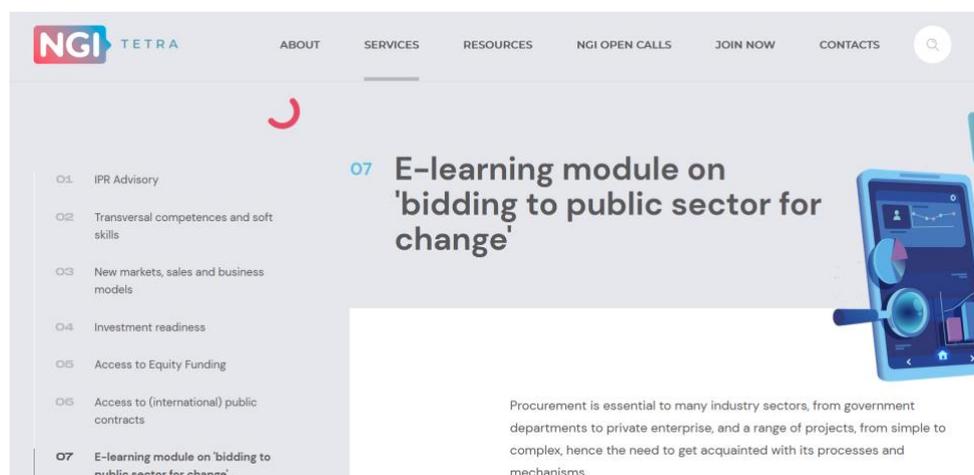

FIGURE 3 EMODULE DEPICTION ON PROJECT WEBSITE

Since M1, we have had over 140 page views from the TETRA NGI beneficiaries participating in the emodule.

3 WEBINARS AND SESSIONS AT BOOTCAMPS

In furtherance of the WP objective which is to assist EU financed OII R&I actions and their beneficiaries (Innovators) in scaling up and increasing among others, their **access to international public contracts**, PEDAL organized a total of 4 webinars and also led sessions aimed at hitting the above goal during 2 of the 4 bootcamps (the 4th was organized by us) that were organized during the pendency of the project. This section provides an overview of the topics that were covered during webinars and sessions at bootcamps.

3.1 WEBINARS

Webinar#1: An introduction to the world of international tendering

- **TETRA presentation** link:
- **Date**: 29/04/2020
- **Duration**: 45 minutes
- **Presenters**: Robert Miskuf and Lucia Hegedusova
- **Short summary of the main points of the webinar:** This webinar explained how TETRA can help NGI grantees open that door of opportunity for their business to be successful in winning international tenders. In particular, this webinar focused on the general introduction to the world of international tenders.
- **No. of registrations**: 60 registered participants
- **No. of participants**: 45.

The webinar covered the following topics:
- Welcome and introduction to TETRA project
- Tendering abroad – a whole world of opportunities
- Doing business abroad – setting the scene
- How TETRA can help you win business abroad and how to get involved
- Q&A session. Live questions to the speakers from delegates

FIGURE 4 PRESENTATION OF PART OF THE SESSION

Webinar#2 Secret strategies on how to win tenders abroad

- **TETRA presentation link**:
- **Date:** 21/10/2020
- **Duration**: 60 minutes
- **Presenters**: Robert Miskuf and Innocent Mateeka
- **Short summary of the main points of the webinar**: This webinar explained how TETRA can help NGI grantees open that door of opportunities for their business to be successful in winning international tenders. It further outlined a number of tested strategies that could be employed by the NGI beneficiaries to be successful in the "game" of tendering.
- **No. of registrations**: 35 registered participants
- **No. of participants**: 25

The webinar covered the following topics
- Welcome and Introduction to tendering abroad – a whole world of opportunities.
- How Tetra provides Access to Tenderio services to help you win business abroad and how to get involved.
- Secret Strategies on How to Win Business abroad and how to get involved.
- Question and Answer.

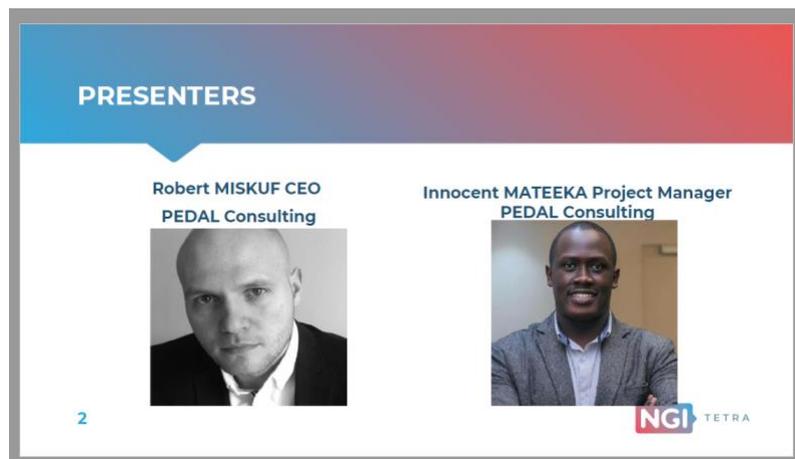
FIGURE 5 TITLE OF PRESENTATION

FIGURE 6 SESSION PRESENTERS

#Webinar 3 How to write a winning offer

- **TETRA presentation link**:
- **Date**: 17/02/2021
- **Duration**: 60 minutes
- **Presenters**: Robert Miskuf and Innocent Mateeka
- **Short summary of the main points of the webinar**: Similarly to the previous one, this webinar explained how TETRA can help NGI grantees open that door of opportunity for their business to be successful in winning international tenders. More specifically, it also focused on the different pointers that the NGI beneficiaries should always consider when writing offer/ proposal.
- **No. of registrations**: 32 registered participants
- **No. of participants**: 29.

The webinar covered the following topics:

- Welcome and Introduction.

- How Tetra provides Access to Tenderio services to help you win business abroad and how to get involved.

- How to write a winning offer.

- Questions and Answers.

FIGURE 7 3RD WEBINAR TITLE AND PRESENTERS

Webinar #4 International grants and tenders: how to secure public contracts

- **Nature of session**: Private session on public tenders delivered to NGI Atlantic.
- **Date**: 22/07/2021
- **Duration**: 90 minutes
- **Presenters**: Robert Miskuf
- **Short summary of the main points of the webinar**: This webinar explained how the NGI beneficiaries the 360 degree tendering process. Right from the identification of the opportunity, setting up of the consortium, the secret strategies for winning tenders, how to write a winning tender and the do's and don'ts when submitting a tender.
- **No. of participants**: 10 NGI projects.

The webinar received a very positive feedback.

The webinar covered the following topics:
- Introduction
- Tenders vs grants
- International vs national tenders
- How to identify the right opportunities
- How to build a strong consortium
- How to write a competitive offer
- Secret strategies on winning tenders abroad
- Hints and tips on how to win a tender abroad
- Q&a

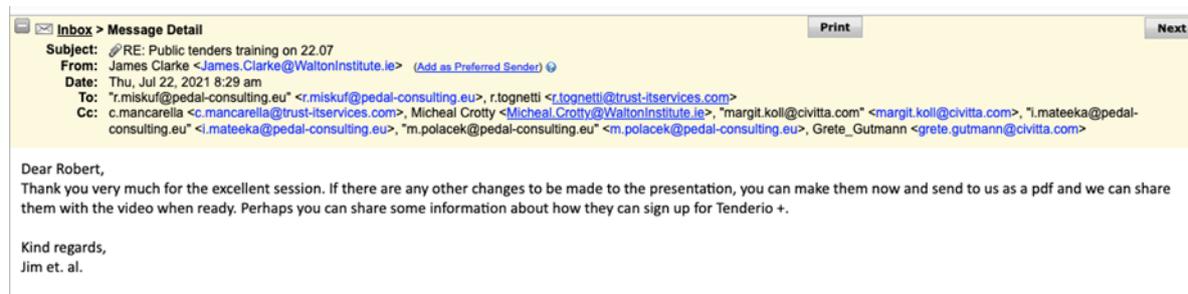FIGURE 8 SCREENSHOT OF THE PRESENTATION SLIDE

FIGURE 9 FEEDBACK TO THE SESSION FROM THE NGI ATLANTIC COORDINATOR

3.2   BOOTCAMPS

1st TETRA BUILD UP BOOTCAMP SESSION – HOW TO PREPARE A WINNING TENDER

- **TETRA bootcamp link**
- **Date**: 29/09/2020 – 01/10/2020
- **Duration**: 60 minutes
- **Presenters**: Robert Miskuf and Innocent Mateeka
- **Short summary of the main points of the session**: This session provided information to the participants about how TETRA can help NGI grantees open that door of opportunity for their business to be successful in winning international tenders. This session focused particularly on identification of opportunities, setting up of the consortium and secret strategies that could be employed to be successful in the bidding "game".

The session covered the following topics:
- Introduction
- How to find the right tender
- Finding a suitable partner abroad and building a winning team
- How to build a winning document
- Secret strategies
- How tetra can help you to win business abroad and how to get involved

Further, besides the interactive session above, the team from PEDAL acted as a mentor to various teams interested to learn more about public procurement opportunities during the bootcamp.

1st TETRA SCALE UP BOOTCAMP SESSION - HOW TO MAXIMIZE YOUR CHANCES TO WIN AN INTERNATIONAL TENDER

- **TETRA bootcamp** [link](#)
- Date: 16/03/2021 – 18/03/2021
- **Duration**: 60 minutes
- **Presenters**: Robert Miskuf and Innocent Mateeka
- **Short summary of the main points of the session**: This session provided information to the participants about how TETRA can help NGI grantees open that door of opportunity for their business to be successful in winning international tenders. In particular, this session focused on; where to find funding opportunities and hints and tips on how to maximize ones chances to win an international tender.

The session covered the following topics;
- Introduction to tenders
- Where to find them
- Hints and tips to maximise your chances to secure a contract with a public entity abroad
- How TETRA can help you to win business abroad and how to get involved
- Instructions for breakout room session
- Q&As

Further, besides the interactive session above, the team from PEDAL acted as a mentor to various teams interested to learn more about public procurement opportunities during the bootcamp.
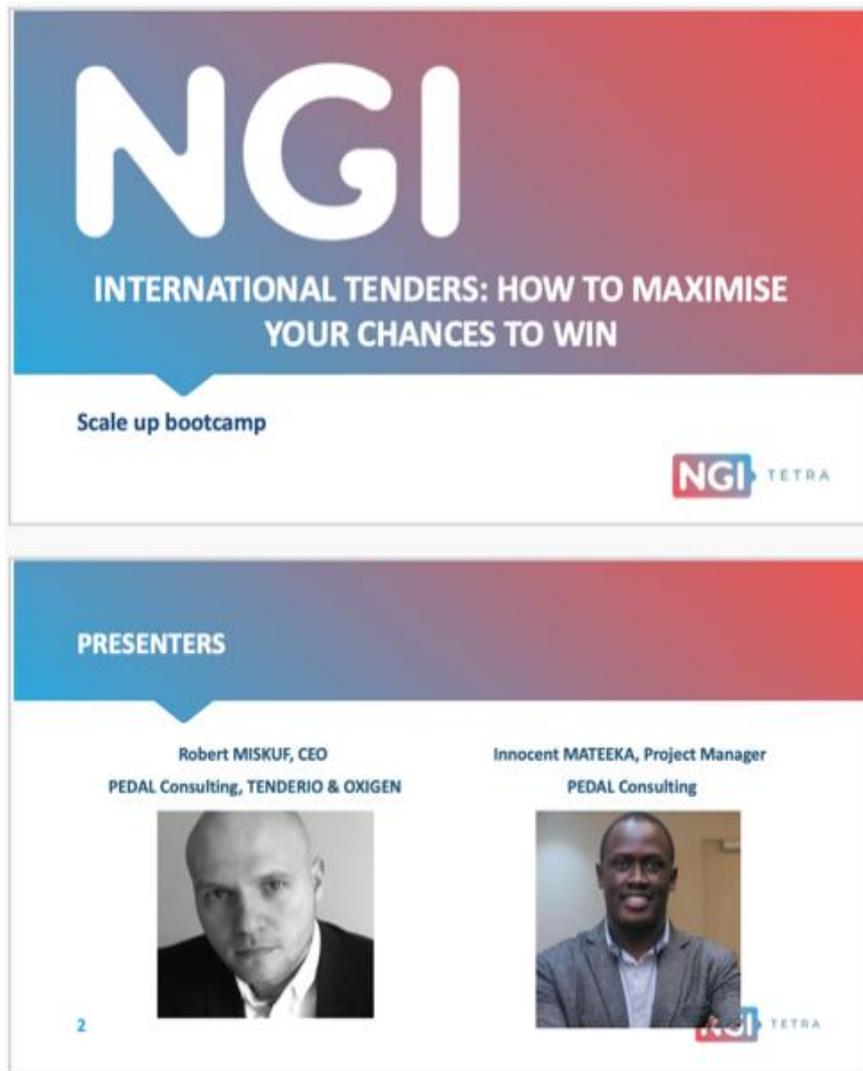
FIGURE 11 SESSION PRESENTATION AND PRESENTERS

4 CONCLUSIONS

Since M10 a number of interventions have been made by PEDAL on behalf of the TETRA consortium to facilitate the easy access of NGI beneficiaries to international public funding opportunities. These interventions saw PEDAL directly reach out to more than 100 NGI beneficiaries through its activities like the Tenderio Plus package, webinars, e-module on public procurement and bootcamp sessions.

With regards to the webinars and sessions, we particularly took notice of the fact that most NGI beneficiaries always thought of themselves as not having a fitting or well-developed products (goods or services), on which they could use as a stepping stone, to participate in the international tendering market. This was influenced mainly by the fact of most of the beneficiaries coming from a heavily academic background. However, we noted that upon participating in our webinars on access to public (international) contracts, this misconception was erased and we could see a renewed interest by the beneficiaries to participate in the process of bidding abroad by using the tips and resources we made available to them. Lastly, the sessions were couched in a way that they could be interactive in nature thereby giving an opportunity to the webinar participants to have their doubts and fears about participating in cross border procurement addressed and dismantled respectively.

It is our submission therefore, that for those beneficiaries that received our services and or attended our webinars and bootcamp sessions will find the entire process of bidding for public tenders much less tedious as it would have been before attending the activities organised in T4.4 by the TETRA project.