

# NGI

## AN INTRODUCTION TO THE WORLD OF INTERNATIONAL TENDERING

**1<sup>st</sup> TETRA webinar**



# WELCOME AND INTRODUCTION TO TETRA PROJECT

Kirsten Virsk, Project Coordinator

2



## WHAT WE DO?

- Coaching during TETRA bootcamps
- 20 hours of mentoring after TETRA bootcamps for selected teams
- Individual master plans
- **Bootcamps and webinars** on the topics of
  - IPR
  - Investments
  - Public funding and public tenders
  - Marketing and Sales
  - Entering new markets
  - Etc.

## TRAINING

Join our bootcamps and webinars on different topics such as intellectual property, sales and new markets, leadership skills, investments and much more.

## MENTORING

Reiceive individual mentoring from experts, startup founders and investors.

## BUILDING NETWORKS

Get access to Digital Innovation Hubs, connect with investors and corporations for collaboration.

# TENDERING ABROAD – A WHOLE WORLD OF OPPORTUNITIES

Lucia Hegedusova, PEDAL Consulting

# €2,500 BILLION

Spent on products and services by European public bodies

## EVERY YEAR

That's a massive **14%** of Europe's GDP

**15% - 20%**

of global GDP is accounted for by

# public procurement

# BUT

- **25%** of contracts are awarded with only **one** bidder
- Most public tenders receive only **2 – 4 offers**
- **10,000** tenders are **cancelled** each year because **no offers are received**
- Only **1.26%** of all European SMEs **participate** in international tenders

This is a

**HUGE**

opportunity

7



# So why do so many SMEs miss this opportunity?

- Knowledge about what's available
- Understanding the bidding process
- Local and regional rules and regulations for tendering
- Translating local content
- I don't have a chance, I'm too busy in my own country, it will go to a local firm



# TETRA PROVIDES ACCESS TO TENDERIO SERVICES

- Is a network of consultancies experienced in winning business abroad
- From 40 companies and 30 European countries speaking 16 different languages
- Provides country-specific guidelines to winning tenders
- Provides training sessions on how you can win and a bidding lab
- Provides a benchmarking service – specific to your business so you know what others bid to win
- Will match you up with partners to strengthen your bid
- Provides you with tender mentoring to help you win

# PLUS

Tenderio offers your **1000s** of new tenders **every day** using the leading public tender search engine for SMEs.

So, **select the tender** in which you are interested, get all the details and we will help you **identify possible partners** and recommend expert consultancies to help **write bids and translate materials** into your language.

# DOING BUSINESS ABROAD – SETTING THE SCENE

Robert MISKUF, TENDERIO founder and partner from PEDAL Consulting

## Why?

- **Purchase of goods, services and works** for daily operations
- **Development aid** to support less developed countries and regions
  - **Bilateral** from one country to another (i.e. American USAID, Danish DANIDA, Swedish SIDA, German GIZ)
  - **Multilateral** through international organizations (i.e. EBRD, WB, UNDP etc)

## Who?

- All **public authorities** on different level
  - International institutions (i.e. EU bodies)
  - National government (i.e. ministries, their agencies)
  - Local authorities
  - Foundations
- **International organisations**
- But also **private sector companies**

**12** → Must use public procurement only if the purchase is financed with public money (i.e. by the government or the European Commission) or may want to facilitate competitive offering

# TENDER versus GRANT?

To acquire a product or a service.	<b>Purpose</b>	To encourage actions indicated in the Work Plan, which fall primarily within the scope of the beneficiary's activities
Call for tender	<b>Procedure</b>	Call for proposals
Service Contract	<b>Legal outcome</b>	Grant Agreement
The EU pays 100 % of the contract price	<b>EU financial contribution</b>	EU-contribution to the overall costs (Co-funding)
Since the service or product has been purchased and paid for by the EU, in general it belongs to the EU in its entirety	<b>Ownership</b>	The ownership as a rule is vested in the beneficiary of the grant.
The operator's remuneration should include an element of profit.	<b>Profit</b>	The grant must not have the purpose or the effect of producing a profit for the beneficiary.

# Pre-Commercial Procurement

versus

# Public procurement of innovation?

## Pre-Commercial Procurement - Characteristics

### ○ What is it for?

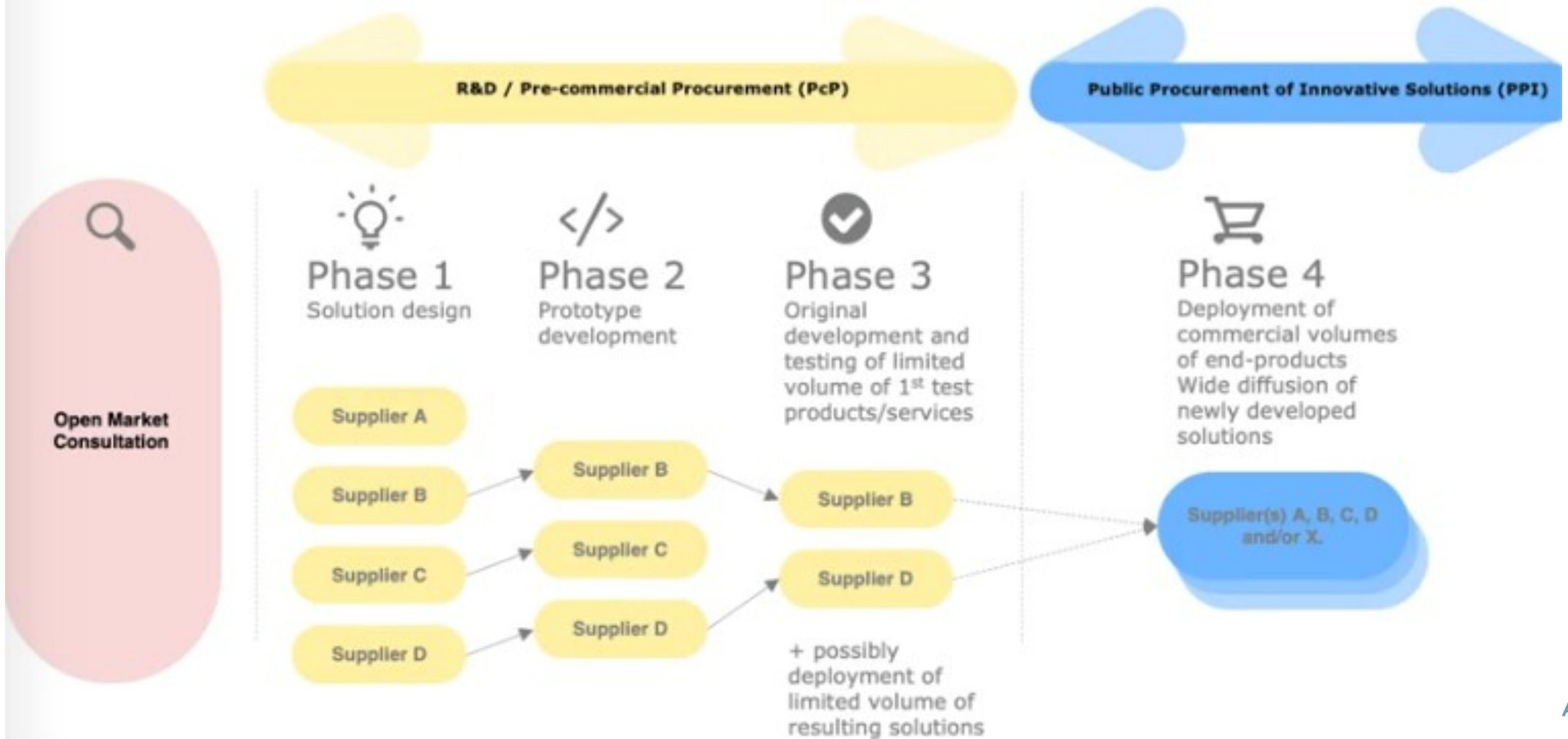
- Public sector modernization
  - Challenging market players to develop innovative solutions for addressing specific needs
- Opening up business opportunities for supply side
  - Enabling suppliers (including also small players) to gain leadership in new markets

### ○ How does it work?

- Procuring R&D services
- Competitive development in phases
- Risk benefit sharing at market conditions

# Pre-commercial Procurement

- ✓ Procuring R&D services
- ✓ Competitive development in phases
- ✓ Risk-benefit sharing at market conditions
- ✓ Creating growth and jobs in Europe





## Pre-Commercial Procurement – What is it NOT?

### ○ PCP is not an R&D grant

- PCP is a public procurement – demand driven: The buyer defines the solution requirement, selects suppliers, steers the development towards its needs, determines which suppliers continue to the next phase, transaction is a purchase at market price (no funding rate)
- R&D grants are supply side driven: the supplier defines and steers the scope of the R&D it wants to do, transaction is a subsidy (funding rates, eligible cost).

### ○ PCP is not PPI (public procurement of innovation)

- PPI is commercial deployment of innovative solutions: public sector acts as early adopter of commercial volumes of innovative end-solutions newly arriving on the market

# Pre-Commercial Procurement – Why participate?

## OPCP enables to

- Speed up time-to-market for breakthrough innovations
- Share developments risks with procurer
- Facilitate the access of new innovative players
- Provide first customer reference that helps win other contracts and attract investors

# HOW TETRA CAN HELP YOU WIN BUSINESS ABROAD AND HOW TO GET INVOLVED

Robert MISKUF, TENDERIO founder and partner from PEDAL Consulting

# 30 NGI REPRESENTATIVES WILL GET ACCESS TO TENDERIO PLUS SERVICE

Next webinars on how to access international public contracts abroad:

1. How to identify the right tender
2. How to find the right partner
3. How to prepare the winning bid

Thank you.



## UPCOMING WEBINARS

„The contribution of NGI in re-design the post COVID-19 society“

13 May 10AM CEST

„Where to get money - investors, grants or crowdfunding?“

27 May 10AM CEST

**More information and registration on**

<https://business.ngi.eu/news-events/webinars/>

# GET IN TOUCH!

[INFO@TETRAPROJECT.EU](mailto:INFO@TETRAPROJECT.EU)



The NGITETRA project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under Grant Agreement No 825147