

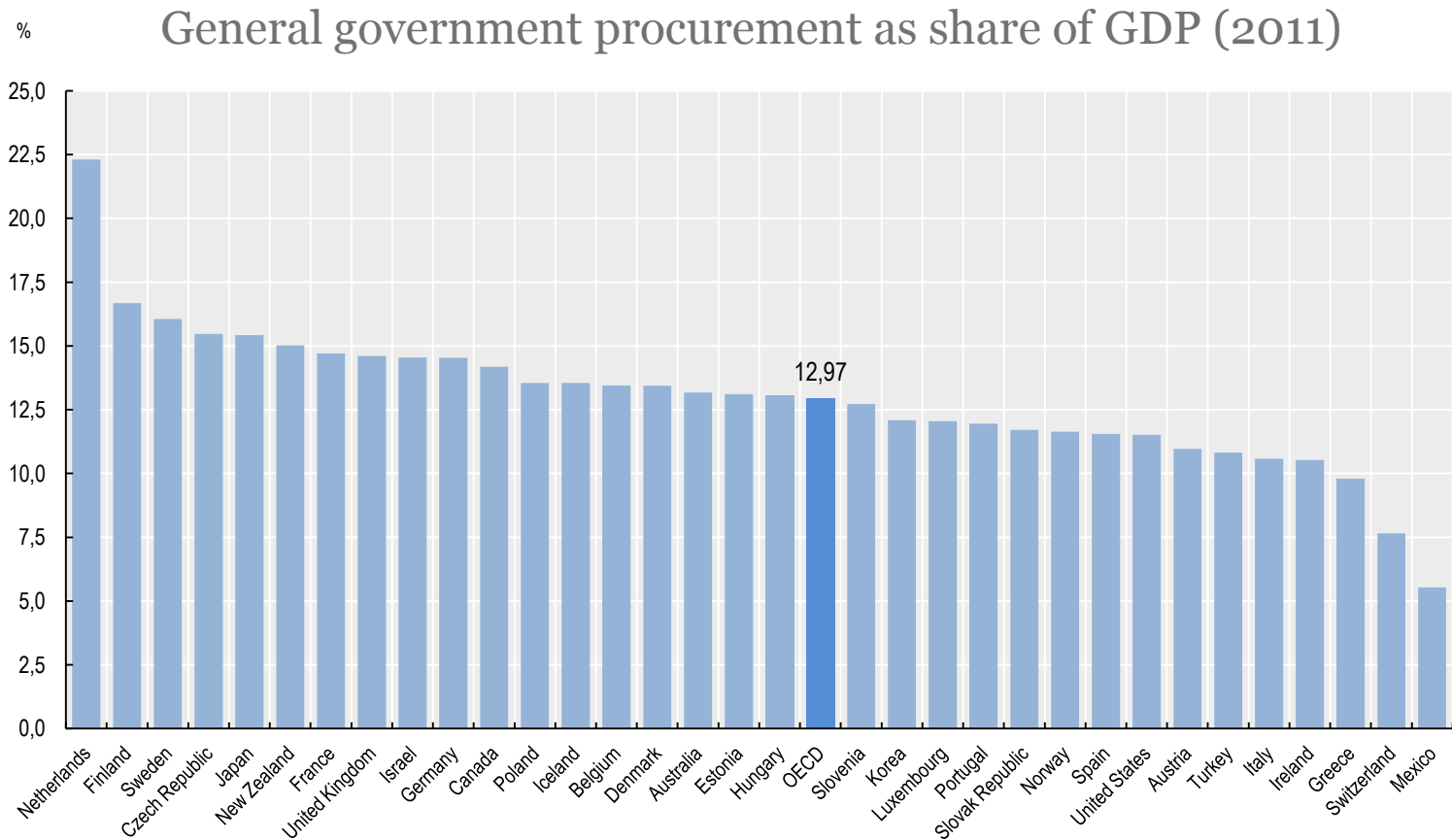


SMEs IN PUBLIC PROCUREMENT

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Public procurement matters because....

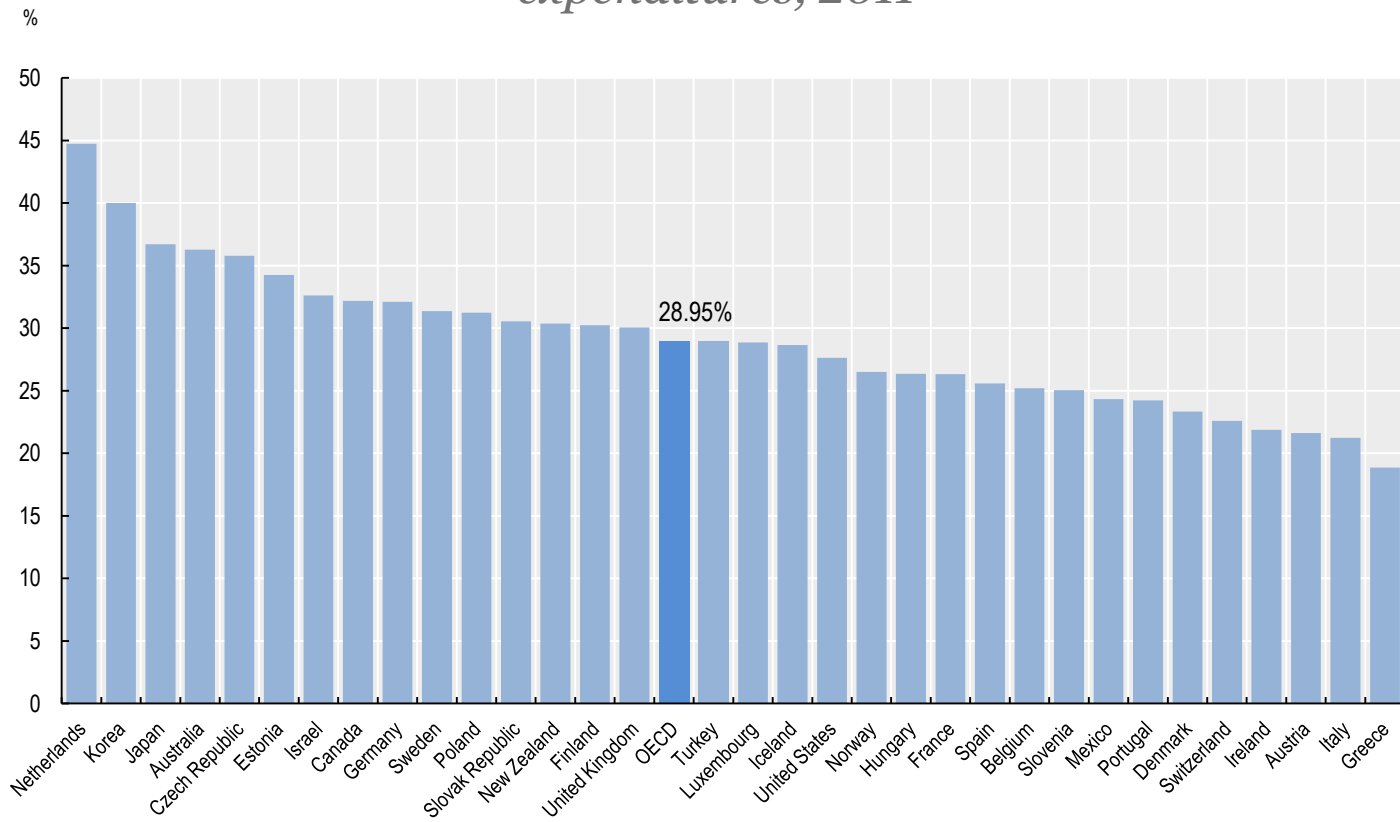


Source: OECD National Accounts Statistics.



Public procurement matters because...

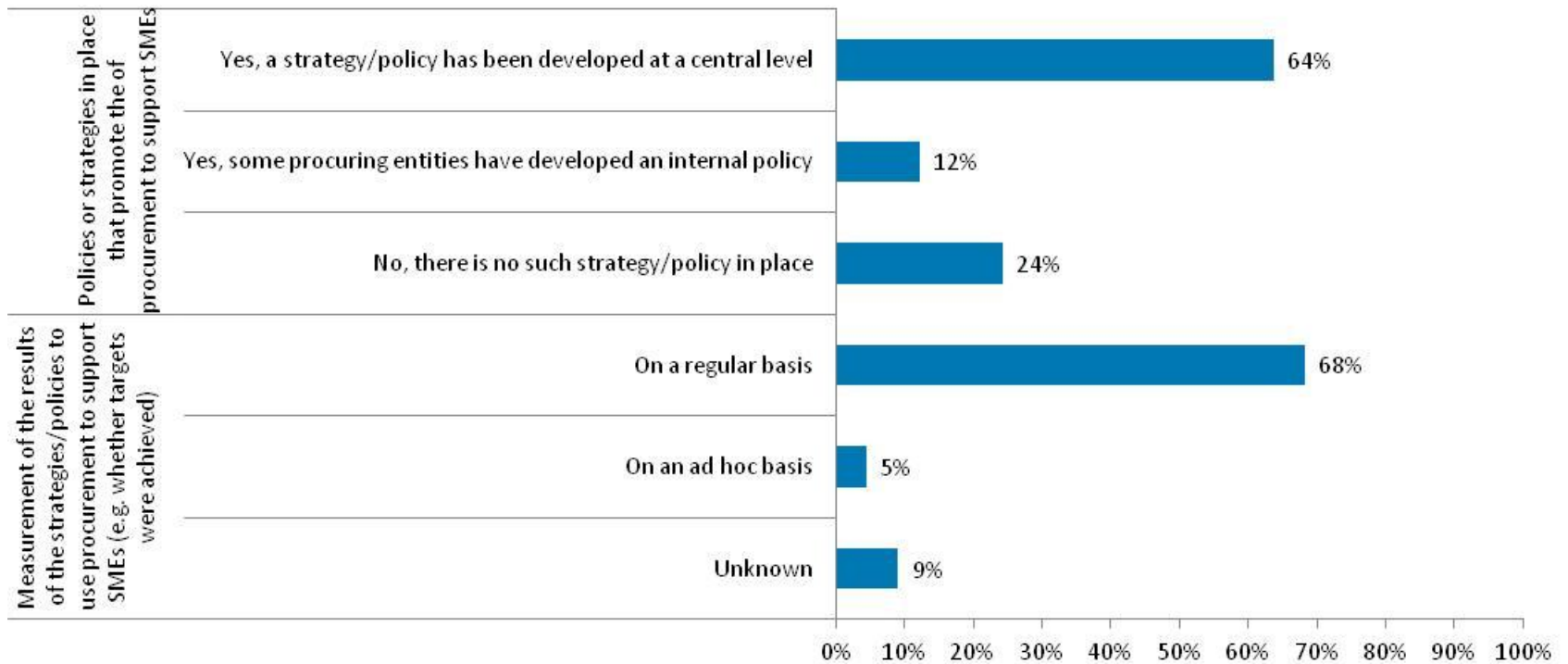
General government procurement as share of total general government expenditures, 2011



Source: OECD National Accounts Statistics.

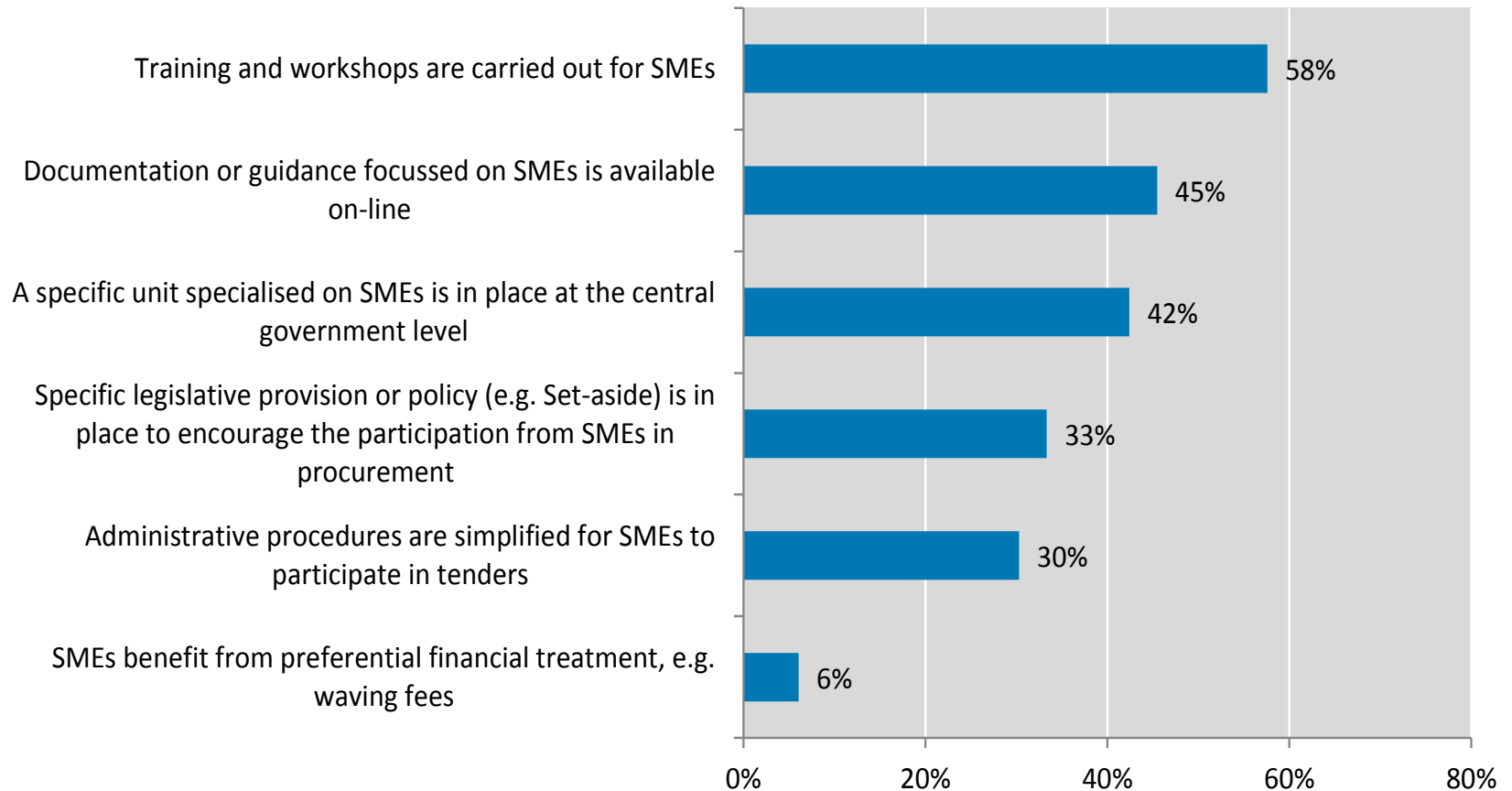


Procurement is increasingly used as a tool to help SMEs, without always monitoring results





Approaches to supporting the participation of SMEs in central government procurement





Practical issues remain (1)

- **Timely payment:** SMEs cannot always absorb cost of delays
- **Division into lots:** sound product/ local market knowledge is needed so that lots are relevant
- **Access to credit lines:** market conditions may be too onerous



Practical issues remain (2)

- **Innovation items:** provide guidance on buying needs; provide rewards
- **Simple regulations:** reduce legal, accounting, licensing, entry and exit burdens for SMEs
- **Regular monitoring of policies supporting SMEs:** assess, continue or reform
- **Provide assistance:** existing networks, on-line tools, cross-border assistance



Thank you!

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