



EU trends

**Possibilities for integrating social considerations into public procurement, green procurement, e-procurement
Best practice for supporting SMEs**

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Perspectives

- Regulatory changes
- Sustainable PP
- Using the advantages of the flexible rules
- New EU directives
- E-procurement
- SME support



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Regulatory changes

Regulatory changes due to

- Experience with the present regulations on EU level
- Lack of regulation
- Misuse of certain rules
- Changes in the market / suppliers' side



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Sustainable Public Procurement

- Change the mentality
 - “Everybody’s money” instead of “Nobody’s money”
 - Public finance” approach instead of pure public procurement
 - Public procurement as part of logistic
- Take into account the environmental aspects
 - Proper definition of needs
 - “Green” concept
- Social impacts
 - Equality and Human rights
 - Gender issues
 - Employment
 - Disabled people



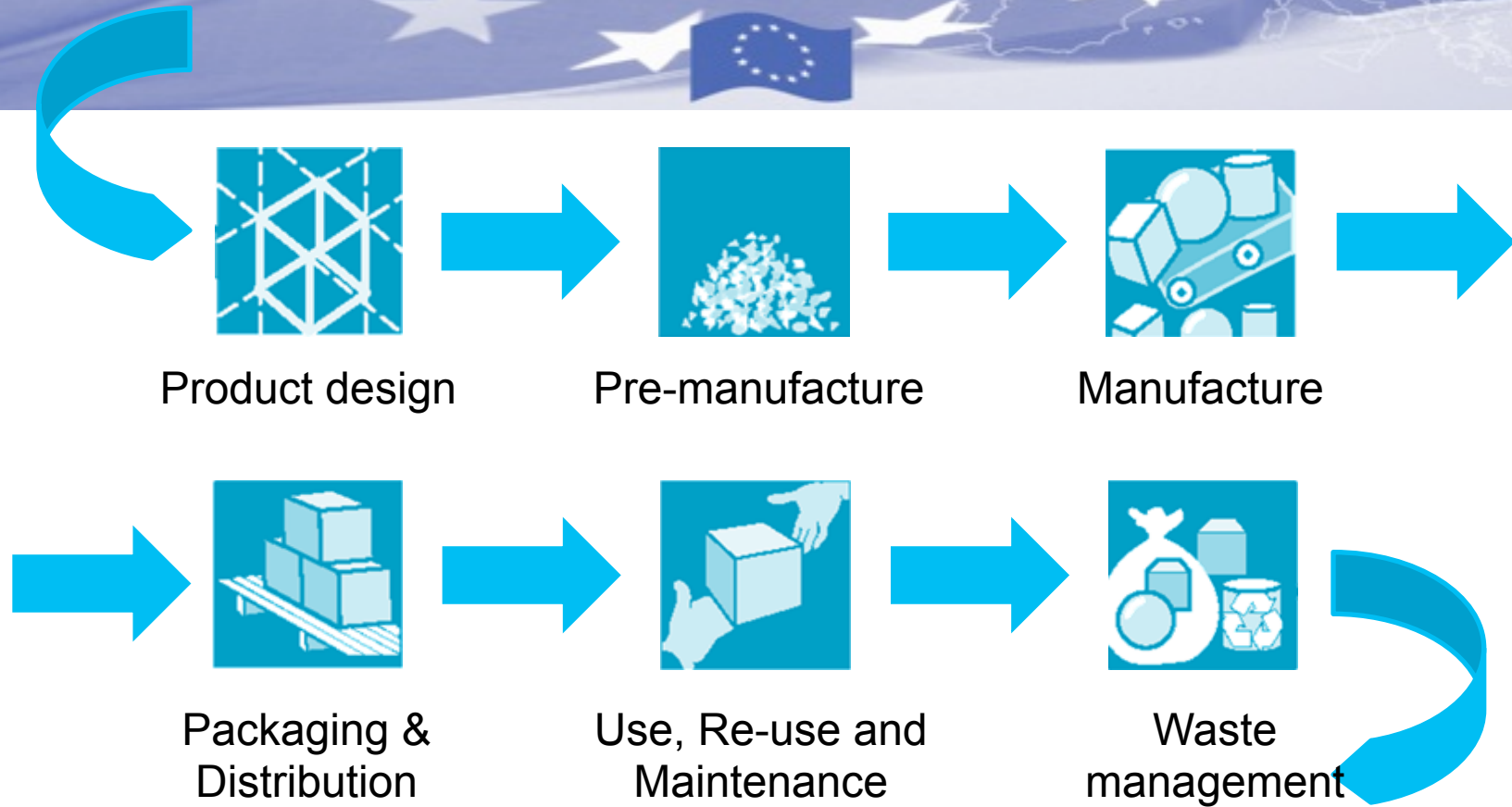
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Lifecycle Perspective



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Central procurement – joint procurement

- Improve efficiency
 - Administration
 - HR / work-load
 - Rationalize the resources
- Savings / lower prices – economy of scale
- Professionalization
- Standardization – transparency - simplification



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E-procurement

- Timing... Step-by-step – ambitious but realistic plan!
- Publication of notices
- E-tendering, evaluation
- E-invoicing
- standardization



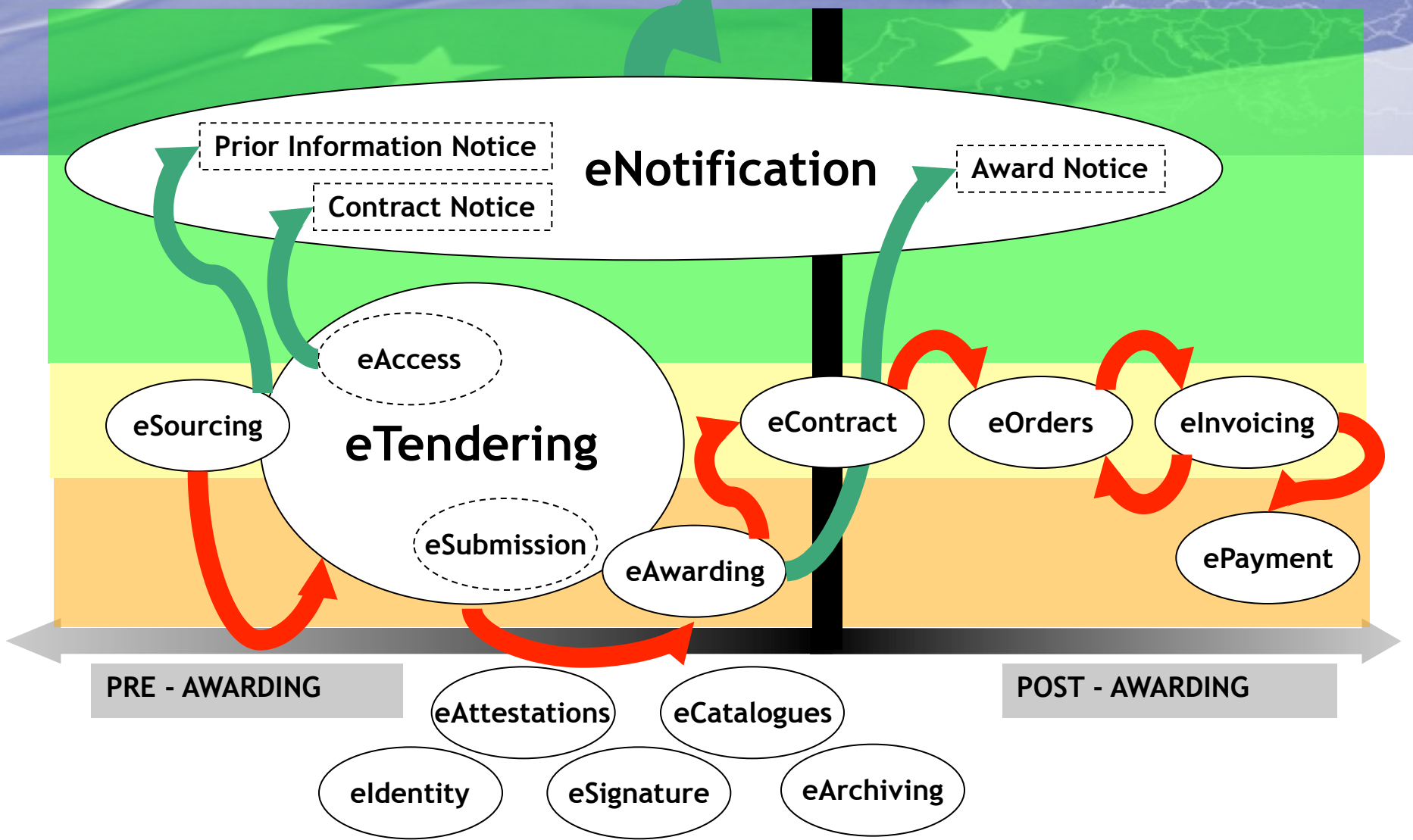
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E-Procurement complexity



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SME support

- **Facilitate** the local SMEs' access to public procurement markets
- **establishing** workplaces
- **catalogue of local products**
- Well defined **needs** taking into account the supplier side, local products
- **Rational contract sizes** comparing to the capacities of the local companies



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