



Key findings Analysis of SMEs' participation in public procurement and the measures to support it

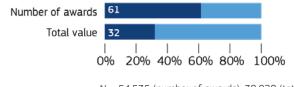
Success rates for small and medium-sized enterprises (SMEs) in public procurement do not match their contribution to GDP.

To investigate further, and to identify policy initiatives to support SMEs, the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs commissioned an in-depth study on their participation in public procurement.

The key findings are summarised below.

SMEs' participation in procurement covered by the EU directives ('above-threshold procurement') has increased.

In 2011, SMEs won 58% of all public procurement contracts in the EU and EEA. In 2017 they won 65%.



N = 54,535 (number of awards), 38,028 (total value).

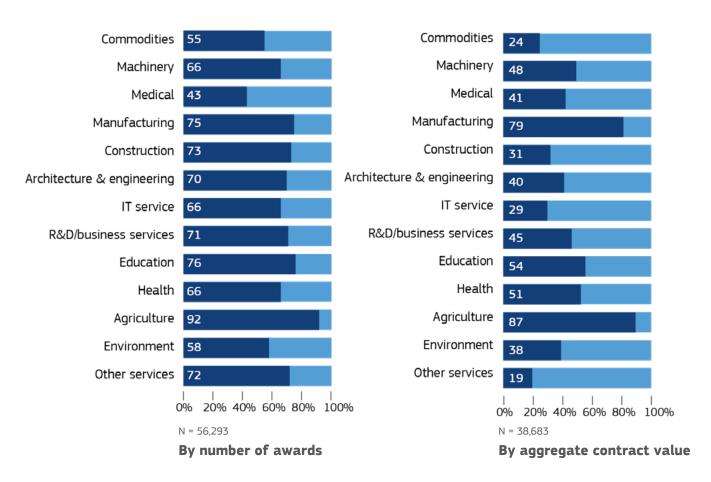
Share of above-threshold contracts directly awarded to SMEs (EU28, 2011-2017)

Greece	90	Lithuania	85
Malta	88	Malta	83
Cyprus	80	Latvia	80
Estonia	79	Cyprus	64
Bulgaria	75	Greece	64
Slovakia	75	Croatia	59
Hungary	73	Germany	55
Latvia	72	Romania	52
Ireland	71	Slovenia	52
Lithuania	70	Luxembourg	50
Luxembourg	70	Slovakia	48
Croatia	69	Ireland	49
Czech Republic	67	Finland	47
Slovenia	65	Estonia	44
Germany	65	Netherlands	44
Belgium	65	Bulgaria	43
Austria	65	Poland	42
Unated Kingdom	64	Denmark	41
Finland	62	Belgium	40
Netherlands	62	Czeh Republic	39
EU28	61	Hungary	39
France	61	Austria	35
Sweden	61	EU28	32
Romania	61	Italy	33
Denmark	57	France	28
Italy	57	Unated Kingdom	28
Portugal	55	Sweden	26
Poland	55	Spain	25
Spain	47	Portugal	24
0% 20% 40% 60% 80% 100% 0% 20% 40% 60% 80% 100%			
By number of awards			By aggregate contract value

Share of above-threshold contracts directly awarded to SMEs, by country (EU28+EEA, 2011-2017)

• However, there are important discrepancies between Member States.

And SMEs are not equal in all sectors.



Share of above-threshold contracts directly awarded to SMEs, by sector (EU28, 2011-2017)

There is more than one way to participate in public procurement: as sole contractor, leading or non-leading consortium member, subcontractor or supplier.

SMEs win 33% of the value of the public procurement directly and 49% when both direct and indirect channels are considered.

SMEs fare better in 'below-threshold' procurement.



By number of awards

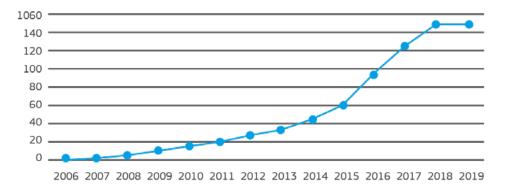
By aggregate contract value

SMEs' share of public contracts awarded, above and below EU-thresholds (11 member states, 2011-2017)

Division into lots facilitates SMEs' participation in public procurement.

According to one of the estimation methods, the likelihood of SMEs winning contracts is estimated to increase by 4% when 2-19 lots are used.

► The new public procurement rules of 2014, with their SME-friendly provisions, stimulated the introduction of SME-friendly measures at national, regional and local level.



Cumulative number of local, regional and national measures to facilitate SME access to public procurement (EEA, 2006-19) Source: author's calculations based on desk research.

The measures vary from measures at national level (e.g. the guidelines and calculator for designing fair lots for SMEs in Germany), to measures at local level (e.g. those taken by the City of Valladolid in Spain. See the full report for a comprehensive overview of these measures).

What's next? More can and should be done through a partnership approach between the European Commission, EU Member States and the SMEs themselves.



Visualisation of the relationship between policy measures addressing the different dimensions of public procurement

More information

See the full report at:

https://ec.europa.eu/docsroom/documents/41661

See our tools to help public buyers get value for money and better policy outcomes for citizens:

https://ec.europa.eu/info/policies/public-procurement/support-tools-public-buyers_en