



## Key findings

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

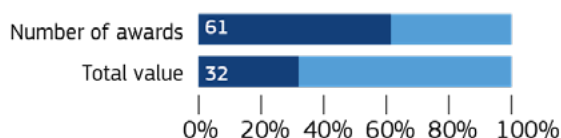
Success rates for small and medium-sized enterprises (SMEs) in public procurement do not match their contribution to GDP.

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%.

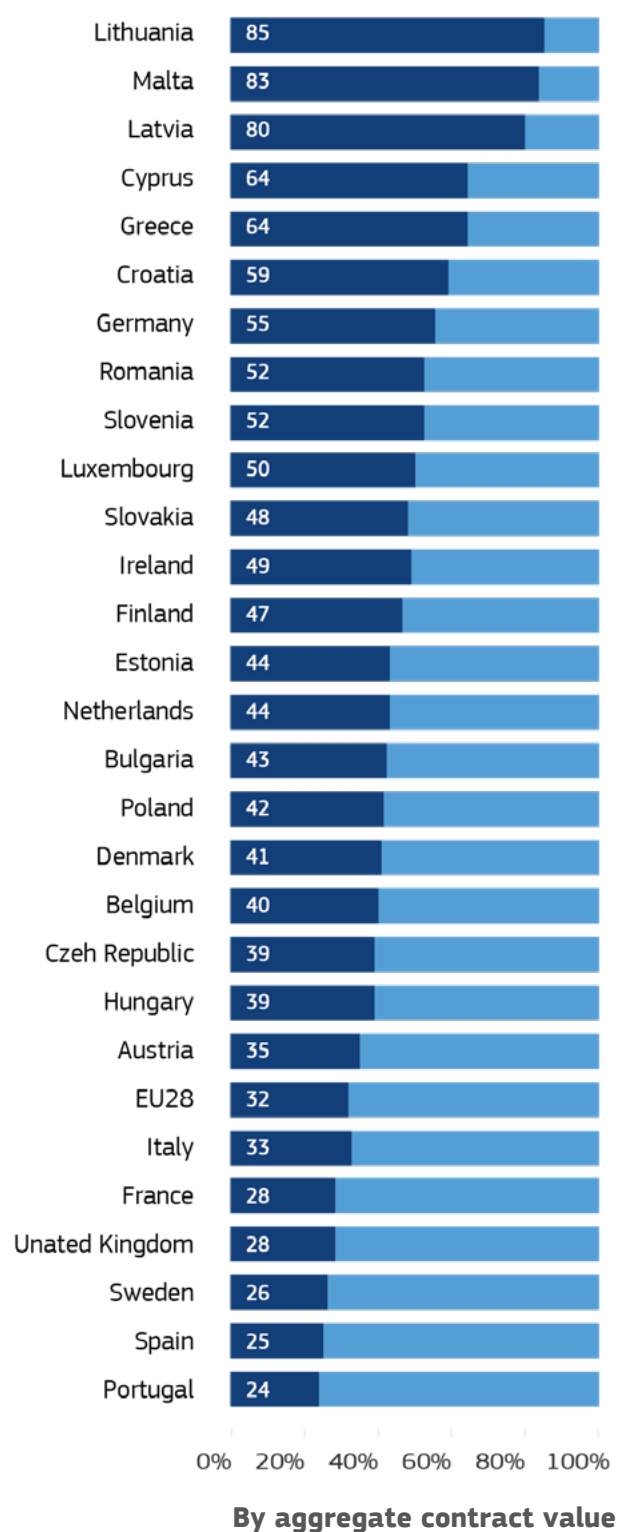
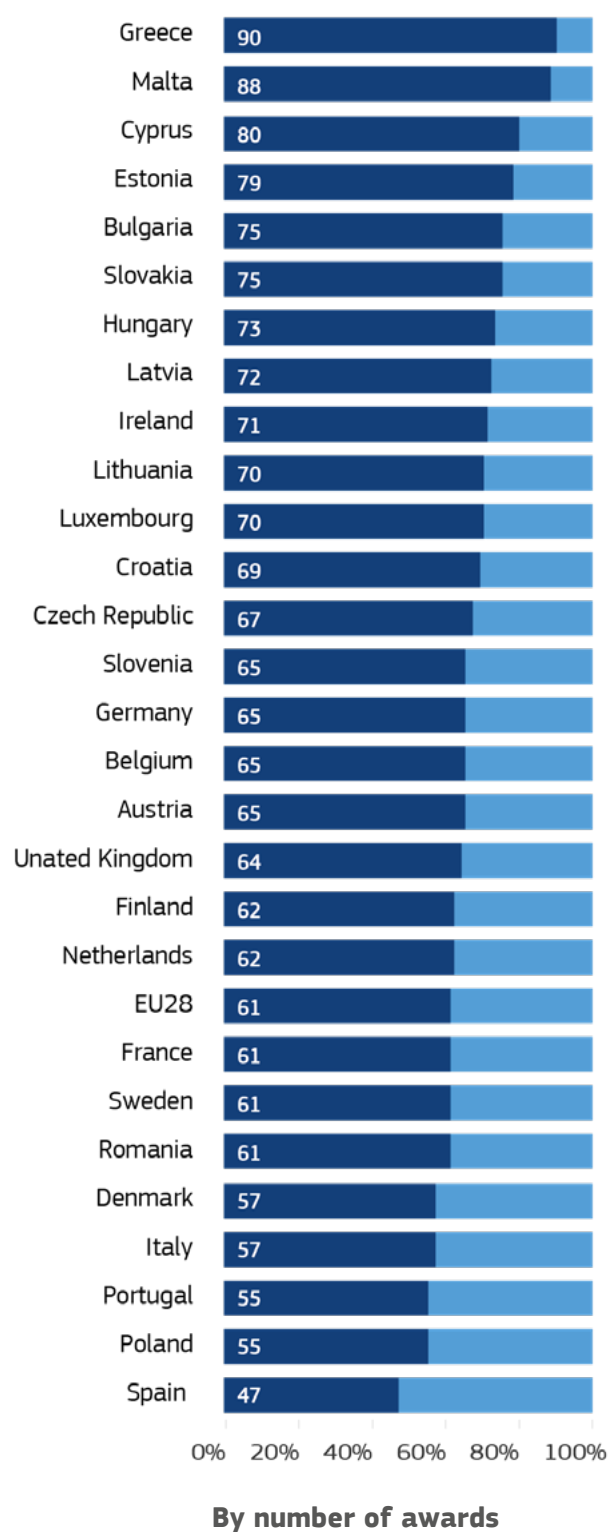


N = 54,535 (number of awards), 38,028 (total value).

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



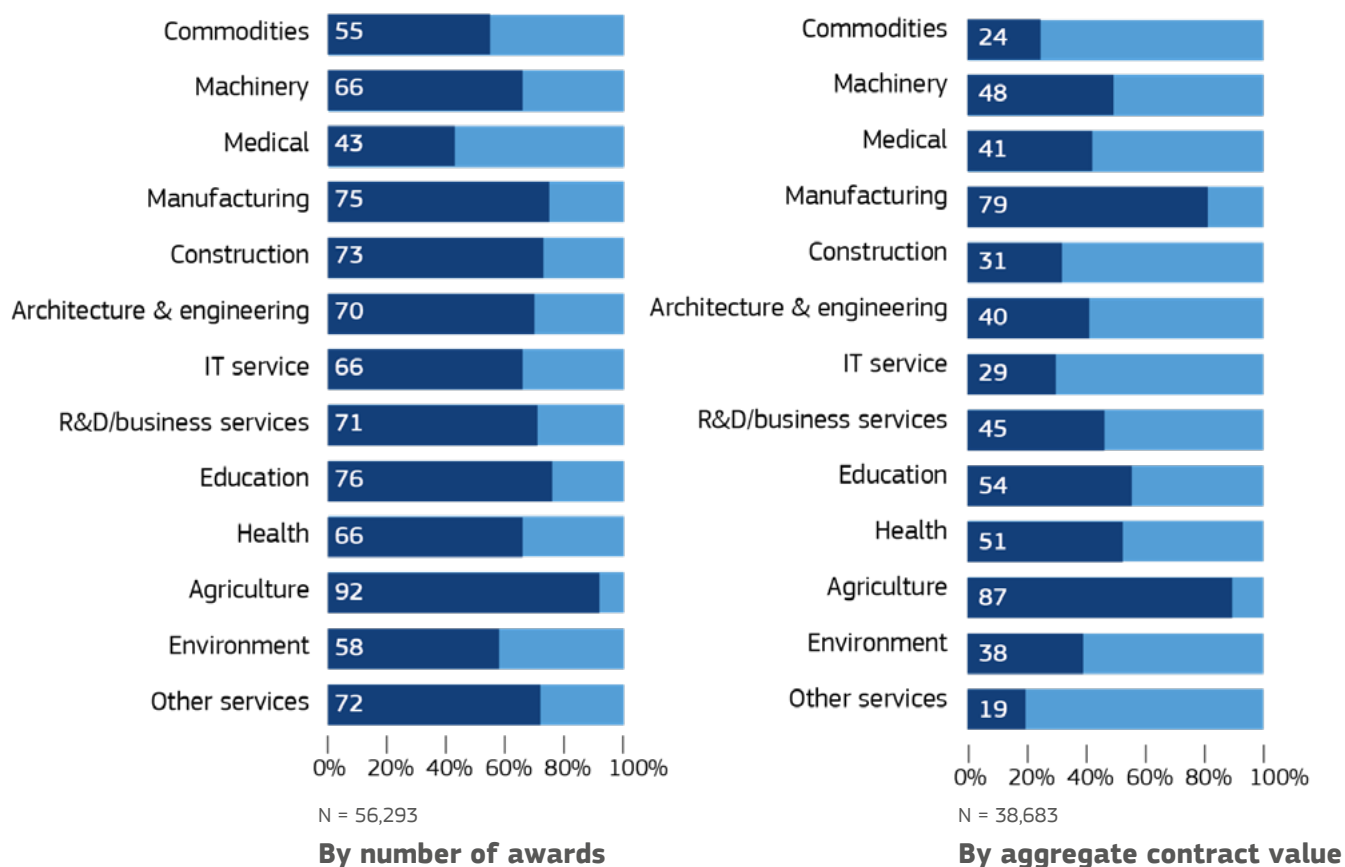
► However, there are important discrepancies between Member States.



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



► And SMEs are not equal in all sectors.

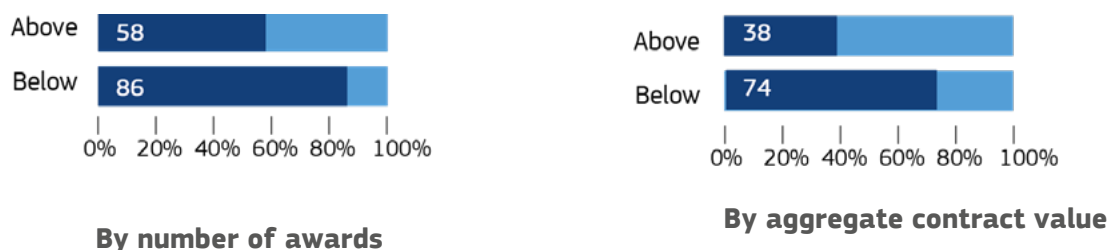


Share of above-threshold contracts directly awarded to SMEs, by sector (EU28, 2011-2017)

► 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.

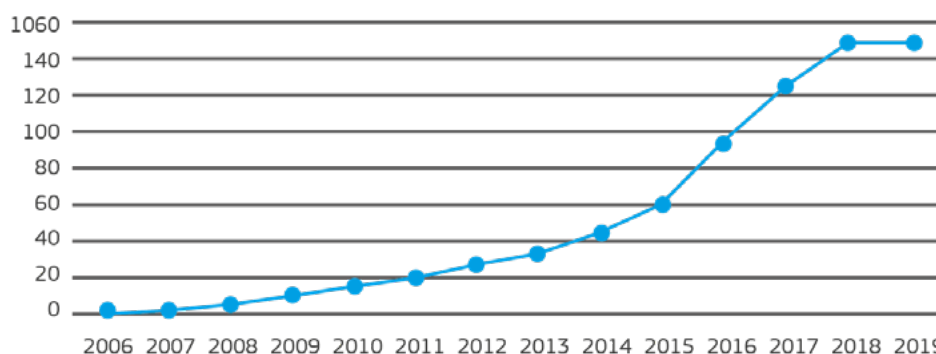


SMEs' share of public contracts awarded, above and below EU-thresholds (11 member states, 2011-2017)

- 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>

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