



# Providing circular public procurement training to start-ups.

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# Presentation overview

- Start-ups and SMEs in the procurement landscape
- Providing circular public procurement training to start-ups in Belgium, and Iceland



# Start-ups and SMEs in Europe



**99% of  
European  
businesses are  
SMEs**



**25 million  
SMEs in the  
EU**



**Employ  
around 100  
million people**



**Represent  
56% of the  
EU's GDP**

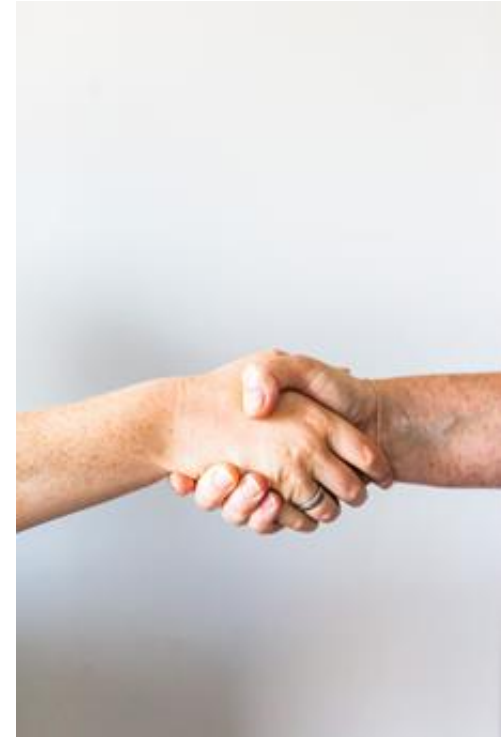
# SME participation in public procurement

## SMEs are underrepresented in public procurement:

- **65% of above EU threshold contracts** were awarded to SMEs in 2017.
- SMEs won around 86% of below-threshold contracts.

## SMEs tend to get smaller public contracts:

- The aggregate value of contracts won by SMEs account for **only 33% of the total value of contracts** between 2011 and 2017, suggesting participation in lower-value contracts.



# Barriers to SME participation in public procurement

- **Lack of knowledge of public procurement procedures** and opportunities
- High administrative burden
- Competition among businesses
- Challenges with forming consortia
- Public procurement platforms are not user-friendly
- Unreachable criteria
- Linguistic barriers
- Limited Resources for tender preparation
- Late Payments during the execution of the contract

# Providing Circular public procurement training to start-ups



# Definite CCRI circular public procurement training

The definite CCRI project provided training on circular public procurement to:

- Rewarp/Material Mastery, a start up in Ghent, Belgium.
- Circular Library Network with other companies in Reykjavik, Iceland

With the aim to show **how public procurement can help to support and scale circular solutions.**



# Benefits of CPP training for start-ups

- Exploring the public sector as a **potential market**.
- Learning from **inspiring examples** of other circular solutions and companies.
- Better understanding of how procurement procedures, such as Pre-commercial procurement (PCPs) or Dynamic Purchasing Systems (DPS) are support the **co-development of circular solutions**.
- Better understanding of formal procedures to **engage with public authorities**.





# Insights from the training

- **Confusion about public procurement** and other measures such as grants, or subsidies.
- **No direct sales**, unlike B2B.
- **Not all circular solutions are relevant** for the public sector.
- Challenges with aligning the circular solution with **tender requirements and criteria**.
- **Developing and selling a new and innovative product** is challenging.
- Moving at **different speeds**.
- **Perception** that public buyers are risk-averse.



# WeBuySocialEU SRPP training

- The WeBuySocialEU project provided SRPP training in 12 EU countries.
- Trainees mixed public buyers, **social enterprises and SMEs**.
- It showed that **smaller enterprises benefit from learning about public procurement** and how they can engage in the process.



For more info:

<https://www.aeidl.eu/webuysocialeu/>

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# Thanks for your attention!



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