

Growth through Procurement

Public sector and Irish solutions working together

Enterprise Ireland is the government agency responsible for supporting Irish businesses in the manufacturing and internationally traded services sectors. We partner with entrepreneurs, Irish businesses, and the research and investment communities to develop Ireland's international trade, innovation, leadership and competitiveness. The ultimate objective is increased exports, employment, and prosperity in Ireland.

Public procurement is being targeted by the Irish government in order to stimulate growth in the economy. Currently it is estimated that public procurement supports 250,000 jobs and accounts for an annual spend of approximately €14 billion.

Enterprise Ireland's public procurement team is working across public sector organisations to raise awareness of the innovative capabilities and solutions of Irish small to medium-sized enterprises (SMEs) and how they can deliver value to public sector contracts.

How does Enterprise Ireland work with Irish SMEs to target and win public procurement contracts?

Enterprise Ireland is committed to working with Irish SMEs to facilitate and maximise the contract opportunities available through the public sector. The primary focus of the public procurement team is to raise awareness of the innovative solutions provided by indigenous SMEs to the public sector in Ireland, as well as to targeted channel partners, primary contractors and global government organisations, such as the European Union and the United Nations.

We do this by:

- Raising awareness of Irish SME capability within the public sector
- Identifying and validating tender opportunities
- Introducing potential suppliers to public sector buyers partners
- Advising on strategy for public sector engagement
- Hosting Industry briefing sessions for SMEs and public sector bodies.
- Developing client capability in professional tendering through training programmes, mentoring and business accelerators
- Facilitating SME clusters and collaborative groups to provide scalable and innovative supply chain solutions
- Supporting SME engagement with public sector organisations
- Consulting with industry and stakeholders on key public sector procurement topics and issues.

Targeting and winning public procurement contracts

Our public procurement team works with contracting authorities to help identify innovative solutions, products and services developed and provided by Irish companies. During 2011-2013 we are targeting opportunities for increasing the engagement between public sector bodies and SMEs within the following sectors:

- Built technologies and construction
- Environmental technologies
- Industrial
- Life sciences and IT for health
- Print and packaging
- Software and services
- Transport

Global Government Organisations

We help identify tender opportunities within the larger global government organisations, i.e. European Union, United Nations and the World Bank. We identify future sector-specific opportunities for Irish SMEs by monitoring emerging trends within organisations, by identifying the technologies they use, and by determining their budgetary spend. In particular, we work with companies who have expressed an interest in participating in EU public tendering opportunities and have the capability, scale and stamina to successfully win business from these larger organisations.

EU Tender Alert Service

Enterprise Ireland is offering a new tender alerts service to clients who are interested in public procurement opportunities within the European Union. The EU is a key market with a budget of €975 billion for 2007-2013. The Commission spends +/-€10 billion on goods and services for its internal needs and approximately €348 billion is available through its three main funds:

- Structural funds
- External Aid
- Economic Recovery Plans

The **EU Tender Alert Service** is designed to bring together all of these EU public procurement contract opportunities in one simple process of data gathering and sharing tender opportunities for Irish SMEs. EU-Tenders.com is available via Enterprise Ireland's website. For further information, please contact Evelyn Smith evelyn.smith@enterprise-ireland.com

Enterprise Ireland supports

In addition to sourcing tender opportunities for companies, Enterprise Ireland offers a range of funding and capability-building activities that will help prepare and enhance companies' ability to successfully bid and win public contracts. Please see links below for further details.

- **Go2Tender**: Managed by InterTradeIreland, this programme aims to give you the confidence, knowledge and skills to tender successfully for public sector contracts particularly on a cross-border basis.
- **Build Export Selling Capabilities**: Enterprise Ireland programmes and grant supports designed to assist companies to develop their selling capabilities. For further details see website <http://www.enterprise-ireland.com/en/Export-Assistance/Building-Export/Building-Export-Selling-Capabilities-Overview.html>
- **Enterprise Ireland GreenTech Offer**: Supports for improving the environmental efficiency of your products/services. For further details see website <http://www.enterprise-ireland.com/en/Productivity/Build-a-green-sustainable-Business/Build-a-Green-and-Sustainable-Business.html>

Useful Links

FAQs on Public Procurement

<http://www.procurement.ie/faqs/faqs-procurement>

National Procurement Service – Quick Guide to Tendering

<http://www.procurement.ie/publications/top-tendering-tips-public-sector-contracts>

Etenders <http://www.etenders.gov.ie/>

The website is designed to be a central facility for all Irish public sector contracting authorities to advertise procurement opportunities and award notices.

TED (Tenders Electronic Daily) <http://ted.europa.eu/TED/main/HomePage.do>

TED is the online version of the 'Supplement to the Official Journal of the European Union', dedicated to European public procurement.

Information on European Public Procurement

http://www.simap.europa.eu/index_en.htm

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