



The network of public procurement agents, Finland



Public Procurement Principle: **Access, Participation, Balance**



Procurement Stage: **Pre-tendering, Tendering**



Audience: **Procuring entity, Private sector**

Description

In 2009 the Federation of Finnish Enterprises launched a new service to improve SME participation in public procurement. This network of procurement agents helps SMEs participate in tendering processes, in particular through providing information and organising training and seminars. The network also offers electronic tools, market facts and other relevant information concerning tendering processes.

The goal of the network is to provide all the assistance needed from one place. In 2012 the service was extended to cover all regions of Finland; today network coverage extends to 11 regions. The network is financed by the Ministry of Economic Affairs and Employment and by the Federation of Finnish Enterprises. There is additional financing from e.g. municipalities, and the network can also charge small fees for its services. Contracting authorities also have the possibility to use the network of procurement agents and its services. Currently there are over 17 000 SMEs and 2 000 contracting authorities using the service. The most popular service is the “invitation to tender watch”, which offers companies classified information about invitations for tenders in companies’ own business areas. This service is used more than 35 000 times each month.

Source: OECD (2018), SMEs in Public Procurement: Practices and Strategies for Shared Benefits, OECD Public <https://doi.org/10.1787/9789264307476-en>

