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IPPON – INNOVATIVE PUBLIC PROCUREMENT OPPORTUNITIES AND NETWORKING

Since July 2017, 14 EU partners from 6 different countries are collaborating having one same goal: To enhance the SMEs participation to public procurements.

During the 18 months project's lifetime, IPPON addresses various target groups, aiming at to contribute to the reduction of current obstacles regarding the access of small businesses to public tenders, therefore providing added-value services to the companies and to assist relevant stakeholders in the same way.

Currently, the IPPON partners are implementing online courses addressed to SMEs in each partner country. The aim of the online training is to support SMEs staff in identifying and analyzing the public procurement strategies at national and European level, as well as the legal rules and the reference implementation, so to be able to comprehend the public procurement process with reference to legal aspects.

Furthermore, between June – August 2018, several coaching and mentoring activities are taking place. These events are aiming to:

Raise awareness the SMEs to the participation in tenders

Increase the skills of the SMEs in terms of participation in tenders

Strengthen relationships and start collaborations among SMEs.

Present the IPPON project to SMEs

IPPON partners have already started their dissemination campaigns to increase the visibility of the events in each partner country!

Last but not least, the IPPON official website is up and running!

Are you interested in Public Procurements?

Like us on Facebook and share your concerns/opinions with us: [click here](#)



More info

www.ipponproject.eu





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IPPON

INNOVATIVE PUBLIC PROCUREMENTS:
OPPORTUNITIES AND NETWORKS

PUBLIC PROCUREMENTS - THE STATE'S MARKET RESEARCH

Public procurements are basically nothing more than the state's market research. As every sane individual, sustainable household and successful business does not just purchase the first item that is presented upon them but they search what is best by evaluating their quality and price. This is what state does via the public procurements. It declares its needs to the public and let the businesses come to it with the best possible offers. The suitability of an offer is based on two criteria, and both of those should be defined clearly in each and every public procurement. The lowest price: a simple bidding system, with the detail that if a bid is deemed too low it can be rejected, after having been asked for explanations by the supplier concerned and judged to be inadequate.

The most advantageous offer: the guarantee is based on a set of qualitative selection criteria (eg the agreement of the offered material with the technical specifications of the declaration, the suitability of the material for the purposes of servicing the purpose, the guarantee of good operation or maintenance, etc.)

Isn't this pretty much what each and everyone does when they need to acquire something new? However, there is one big difference, when a bidder judges that their offer has been underrated they have can proceed to an appeal for revaluation, something that merely happens when you buy a new laptop !



More info

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THE INTERNATIONAL PUBLIC PROCUREMENT CONFERENCE

On Thursday 15th of November 2018, the international public procurement conference for the IPPON project, co-funded by the COSME program of the European Union, was held in Via Pietro Tuzi 11 in Perugia.

It was a great opportunity for those attending the conference to acquire useful information to make the most of the tool of public procurement and for business development.

After a brief introduction by Roberto Quatraccioni (Tatics) and Maria Brizi (Tucep) the speech of Marko Govek (Sasa Incubator), Antonella Mirabile (Public procurement consultant), Nina Pekolj (Public procurement consultant, specialized in Public- Private), Lorenza Natali (Chamber of Commerce of Macerata), Francesco Monzillo (Chamber of Commerce of Viterbo), Christian Iannazzo (Public procurement consultant), Giuliano Granocchia (SME's case history), Michele Fioroni (Councilor for the municipality of Perugia), Donatella Porzi (President of the Regional Council of Umbria) who presented the project, offered opinions and experiences to the audience.

The conference was followed by a lunch among all the participants, another opportunity to socialize and exchange useful information and experiences on this important issue and to tackle the issue of public procurement not only on a national, international and European level.



More info

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