

# eProcurement for SMEs

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# e-Procurement benefits

- Public procurement = 16% of the overall EU GDP (€1600 billion)
- “e-” help increase the cross-border participation in public procurement
- Better use of tax payers’ money
- Fairer, easier and quicker procurement processes for all parties
- Fighting corruption

# SMEs and e-Procurement

- Slow acceptance rate compared to other Internet-based solutions
- Concerns over equipment, skills, cost, security and reliability

# Challenges ahead

- eSignature
- Virtual Company Dossier
- eCatalogs
- eOrdering
- eInvoicing
- eArchiving

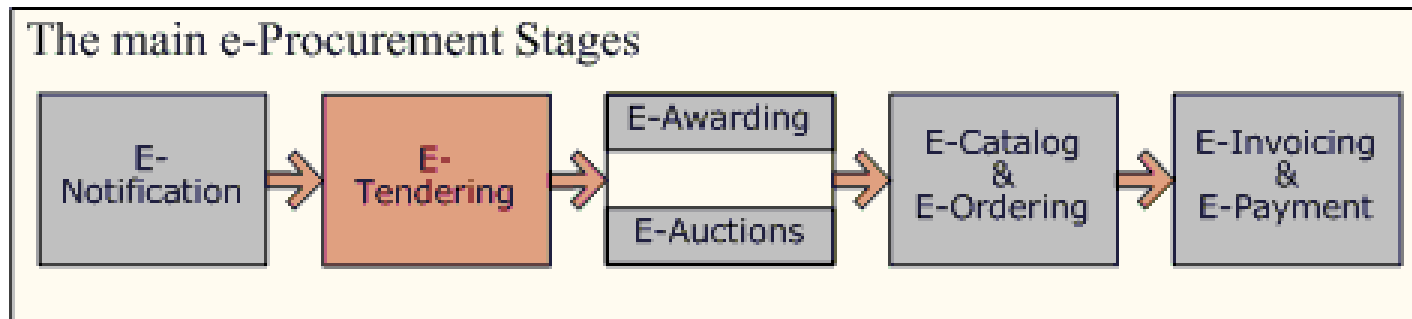
# Chambers' pilot/trust role

- ChamberSign Europe
  - eSignature solutions around Europe
  - [www.chambersign.com](http://www.chambersign.com)
- ChamberSign Sweden eProcurement platform
  - Allows several CA to ensure interoperability
  - Stand alone system for sending and receiving tenders
  - Integration interfaces for adding signature functions to existing procurement systems
  - Used by over one hundred public organizations in Sweden
- Interconnection of business register



# What is e-tendering?

- Use of electronic methods in every stage of the purchasing process
- Comprises the set of following modules:.



# European eProcurement activities

- Projects and Initiatives supported by the European Commission
  - eInvoicing Expert Group
  - ESSI
  - European Federated Validation Service
  - IDABC eProcurement Demonstrators & helpdesk
- Pilots
  - ePrior - eInvoicing and eOrdering Pilot
  - PEPPOL - Pan-European Public Procurement Online
  - PROCURE
- Standardisation
  - CEN/ISSS BII - Workshop on 'Business Interoperability Interfaces on public procurement in Europe
  - CEN/ISSS - Workshop on eInvoicing Phase 2
  - CEN/ISSS ePPE - Implementation of electronic public procurement in Europe
  - ETSI TC/ESI

# ...and European studies

- eSignature Action Plan
- Commission survey on uptake of eProcurement
- Preliminary study on eCertificates and eAttestations
- eInvoice best practice
- Electronic Catalogues in Electronic Public Procurement- Final Report
- New Common Procurement Vocabulary
- Compliance verification
- Electronic transmission of public procurement notices for publication
- eNotification forms
- IDABC XML Schemas for Public Procurement
- Functional Requirements for eProcurement
- eProcurement Action Plan

# Policy recommendations

- Encourage the use both of technology and cross-border procurement through
  - reforming processes/organisation
  - policy incentives
- Set savings target
- Lead by example – the EC case