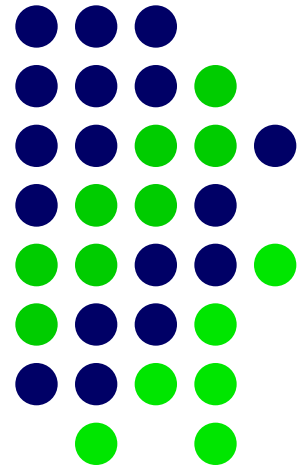
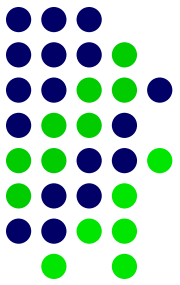




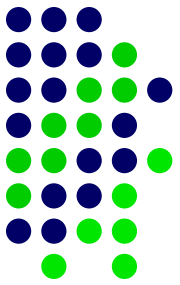
- Workshop on eProcurement for SMEs -
The experience of EFAL, as a SME, in the use of
eprocurement

ROME December 4, 2009

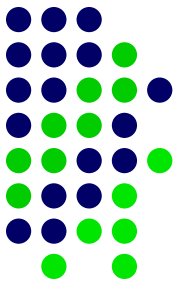




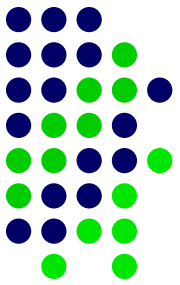
- EFAL is a small family company of around 15 employees, located in Calabria, an Italian southern region with one of the lowest rate of entrepreneurial activity
- The main business area of the company is the production and sales of public and school furniture



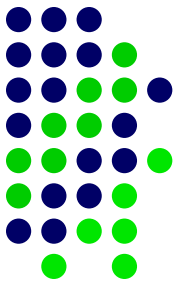
- In consideration of the company main features and of the social-cultural context, eProcurement, and more specifically the MEPA, represents a crucial element for the development and the company's efficiency. In fact, the company runs its business in a region that is far away from the main goods supply channels and from major potential markets. Thus means of communication are a key point.



So for a small and regionally distant enterprise, forms of cooperation with the public administration, such as the electronic marketplace, are of crucial importance.

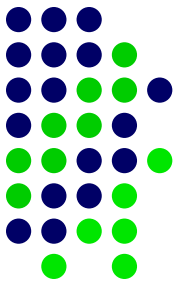


- EFAL was among the first companies in our region to participate in the eMarketplace promoted by Consip. Since the beginning we understood that it would represent a key instrument for the competitiveness and innovation of enterprises



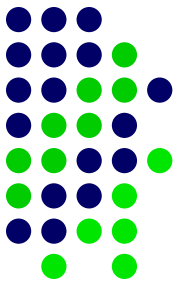
Results achieved by our company:

- turn over increase
- competitiveness
- innovation
- expanded customer base: in fact the company has supplied its goods to new clients such as municipalities in different Italian regions (Rome, Taranto, Como...) and to Schools and public institutions that were previously reachable only through physical contact.



Other advantages:

- appropriate certifications attesting compliance with applicable product/production safety criteria;
- improvement of its own production to certain quality European Standards



Assistance provided by the local “Supplier Training Desk” (local Chamber of Commerce) proved to be very helpful on:

- advice on procedures
- support in the use of the electronic tool
- address and better understanding of the needs, problems being well aware of the conditions of the small and medium enterprises locally distributed
- promotion of e-business culture and exchange of experience through the local networking of enterprises