



Ministero  
dell'Economia  
e delle Finanze

*Workshop on eProcurement for SMEs*  
**The Electronic Marketplace and Supplier training desks**

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Handling of a national eprocurement portal and platform

Permanent working tables with suppliers' institutional representatives

Management of the Mepa: spot purchases below EU threshold

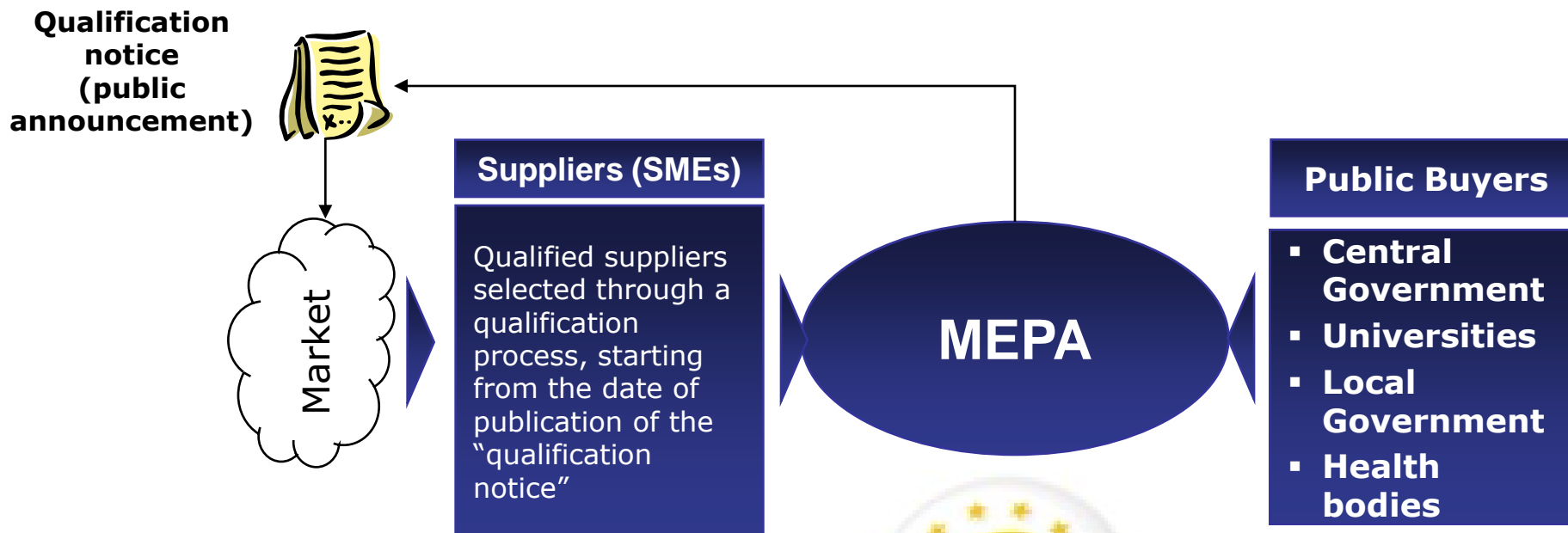
Setting up of Supplier Training Desks (“Sportelli in Rete”)

Participation in PEPPOL - Work-package 3 on eCatalogue

Setting up (with MEF) of Buyer Training Desks (“Sportelli eproc”)

## MEPA - the Italian Public Administration eMarketplace

- The Marketplace is an electronic market in which any P.A. can select goods and services offered by several suppliers, for purchases below EU threshold
- The Marketplace is **open to qualified suppliers** (and goods) according to non restrictive selection criteria
- The **entire process is digital**, using digital signature in order to ensure legal compliance and overall transparency of process




European eGovernment Awards  
Winner 2009



2009

- Over 5000 suppliers making business on the emarketplace
- 97% of enterprises registered are SMEs
- 64% of the SME's are micro enterprises ( < 10 employees)
- More than 1.300.000 catalogue items
- 200.000 transactions took place on the system by October
- fidelity: 80% of the enterprises who used it in 2008 continued also in 2009 with 17% increase in their turn over

200.000 transactions taking place on the system  
320 average transactions per working day

80% of the enterprises who used it in 2008 continued also in 2009  
(with 17% increase in their turn over)

105.000 euro is the average yearly turn over

43% of SMEs sell outside the borders of their region (domestic cross border business):



## Description

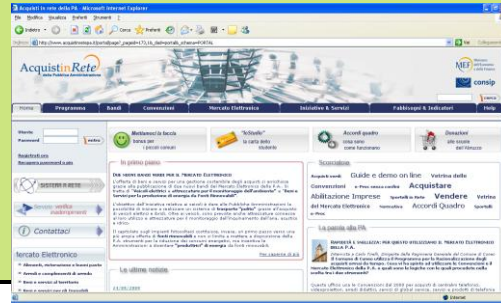
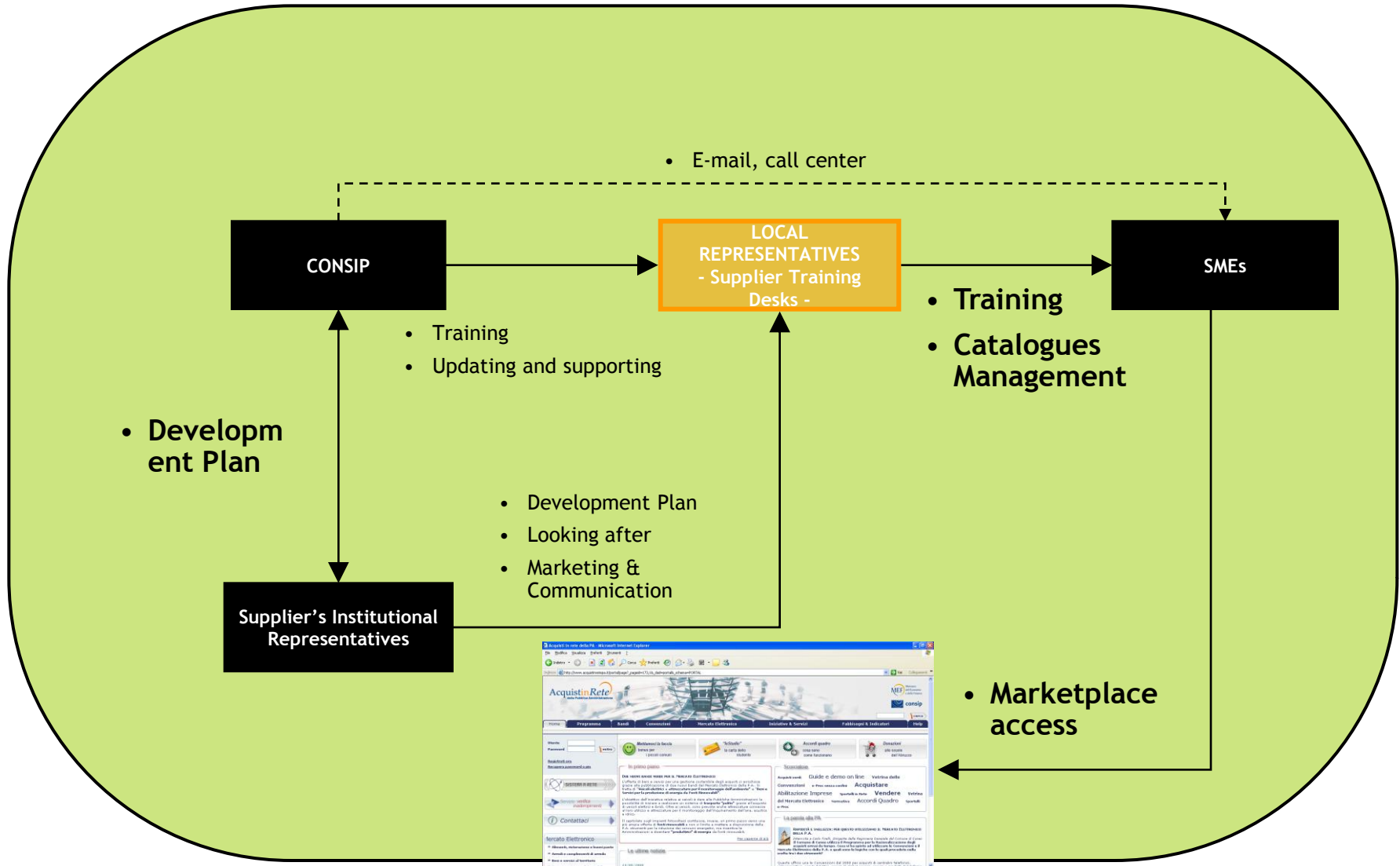
Since 2004 Consip has strengthened its cooperation with the suppliers' institutional representatives by setting up **Supplier Training Desks**, at the enterprises Associations' territorial offices, that supply training and assistance to local enterprises on the use of electronic procurement tools.

## Goals

- Overcome the initial resistance of SMEs in the use of ICT tools
- increase the participation of SME in Consip's activities, especially at the local and regional level and to support them in the use of eProcurement tools
- Training on the use of the marketplace and on the opportunities it offers (“multiplication effect”)
- Support SMEs during their first use of the marketplace (registration to the platform, eCatalogue creations, reply to a RfQ...)

Today 148 desks in 19 Regions

Up to now, 650 SMEs, supported by Supplier Training Desks, obtained the qualification to the e-marketplace and many more have obtained information





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Actions to support SMEs - Supplier Training Desks



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## EUROPEAN CODE OF BEST PRACTICES (2008)

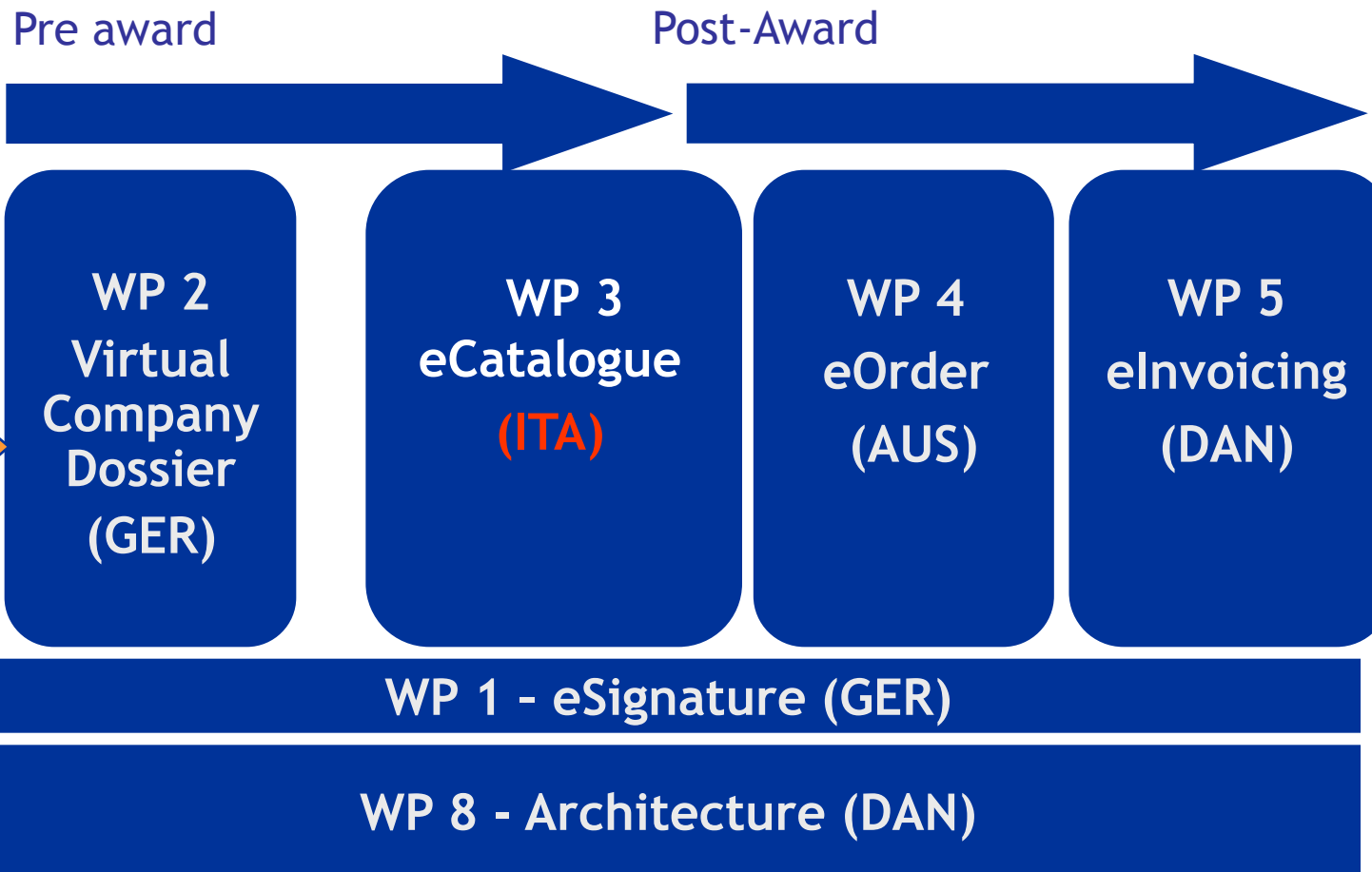
Section “*Ensuring access to relevant information and training*”

Information centers

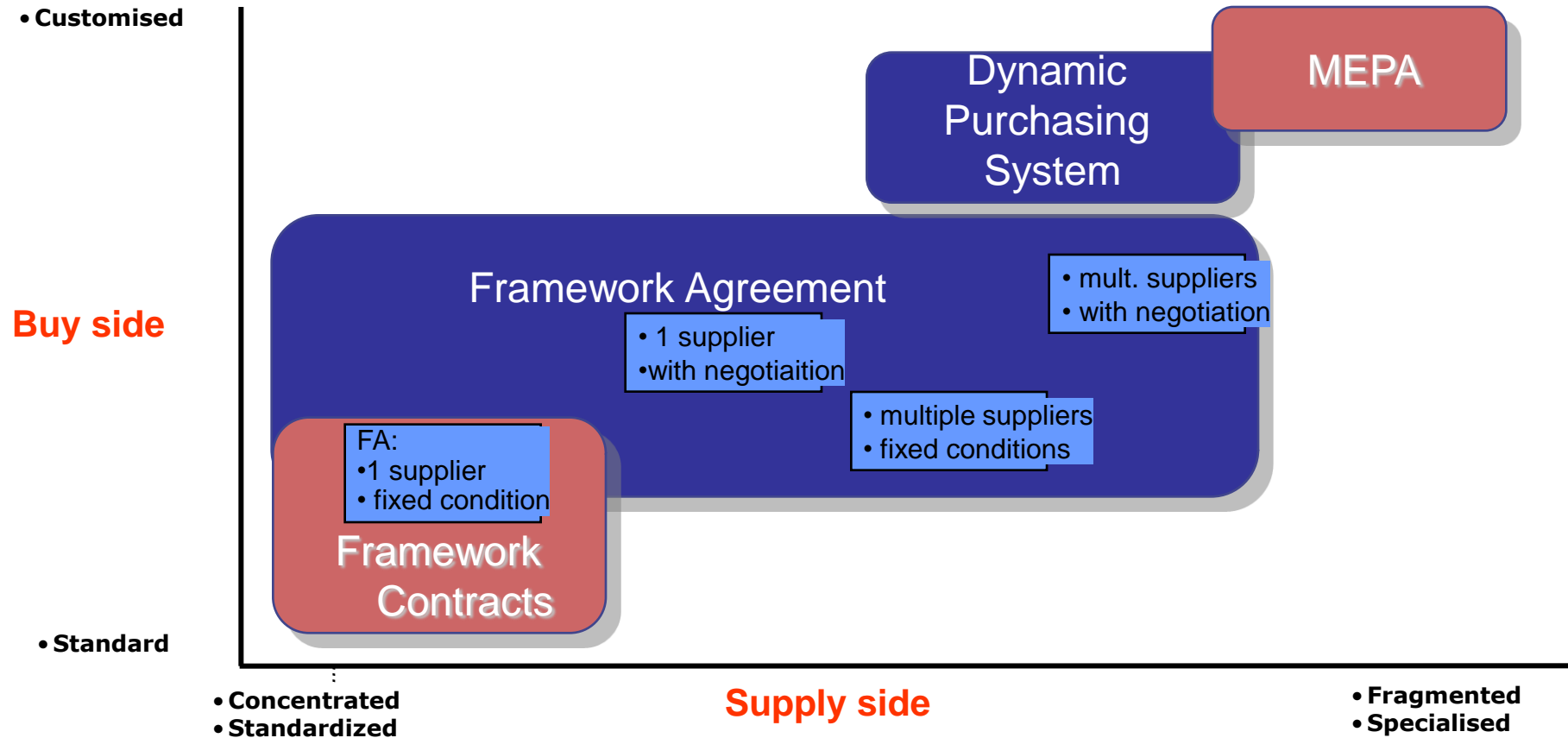
Best practices at a national level

**Italy**

*“In Italy, the central purchasing body (CONSIP) has developed a project called ‘Sportelli in Rete’ aimed at creating, in co-operation with partners, local desks and structures that help enterprises, particularly SMEs, to increase their participation in award procedures and to improve their familiarity with e-procurement tools”*



## New e-Procurement tools and service offering evolution



- The adoption of different tools is related to the marketplace (buy and supply side) characteristics
- More business opportunities for SME's trough e-procurement