

How transparency enables competitive and efficient tendering

A case for even more transparency

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Tender Experts (Belgium)



Tender Experts

- Benelux public tender information provider
- We store, enrich and leverage all procurement data going back as far as 2016
- > 2000 paying users
- Proud data partner of:



Stichting Overheidsopdrachten
Fondation Marchés Publics

→ Co-created [Tender Barometer](#)

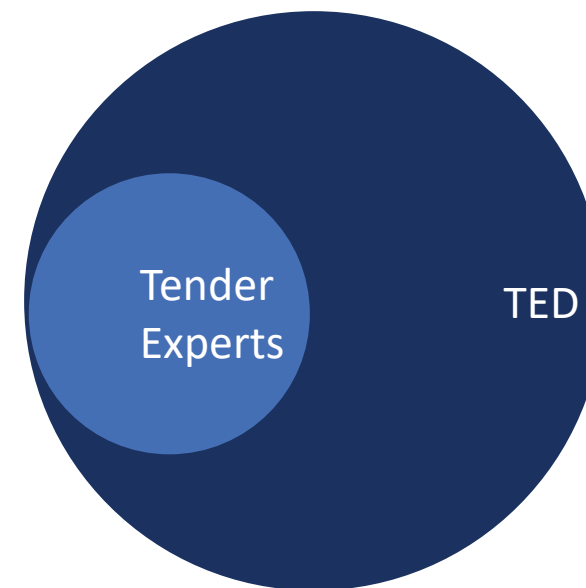
Usage of procurement data @ Tender Experts

- TED provides enormous dataset
- We provide our clients with specific subset:

for each Tender Lot

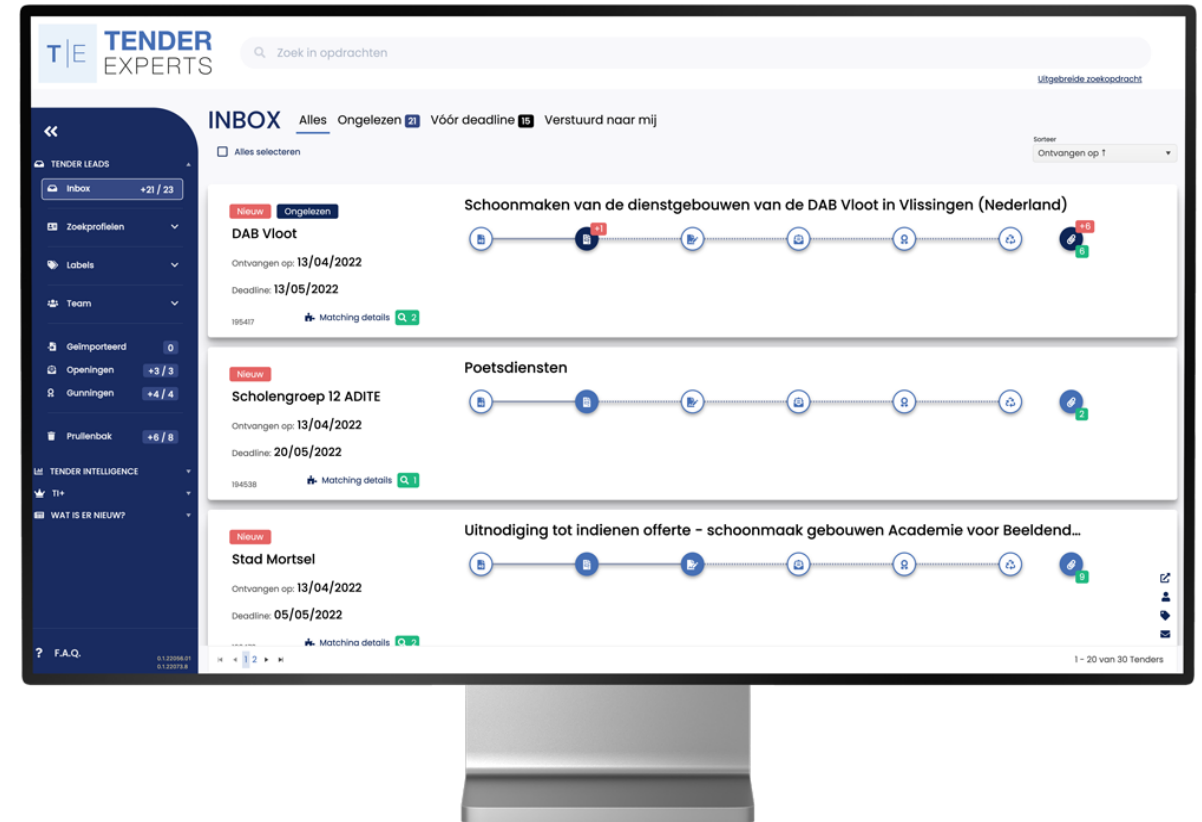
- Who published
- What is it about
- Who participated
- Who won
- ...

In form of an alert service and tools to use (statistical) data



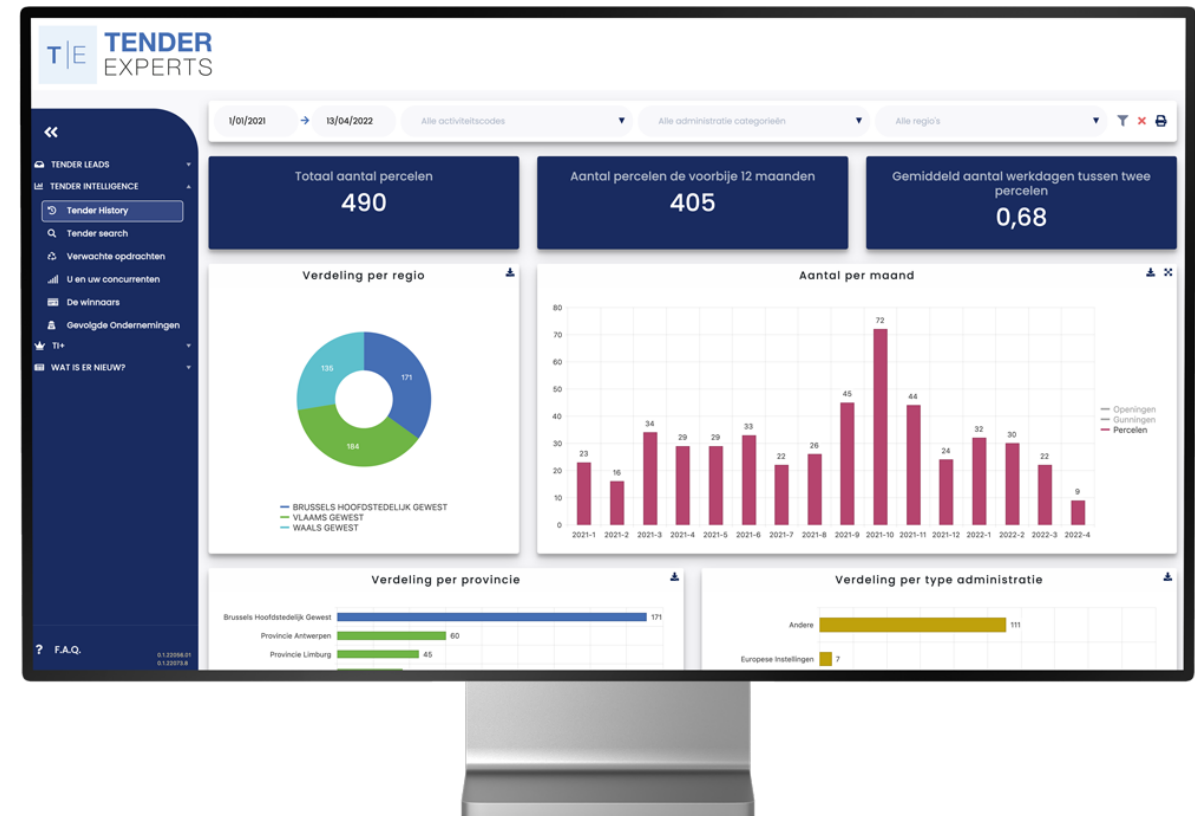
Tender Leads

- Deliver new tender publications and updates on a timeline
- Range of tools to facilitate Go / No Go Decision



Tender Intelligence

- Insights by agglomerating data:
 - What are the trends?
 - What are the regional differences?
 - Which contracts will be renewed when?
 - What companies are participating?
 - What companies are winning?
 - ...

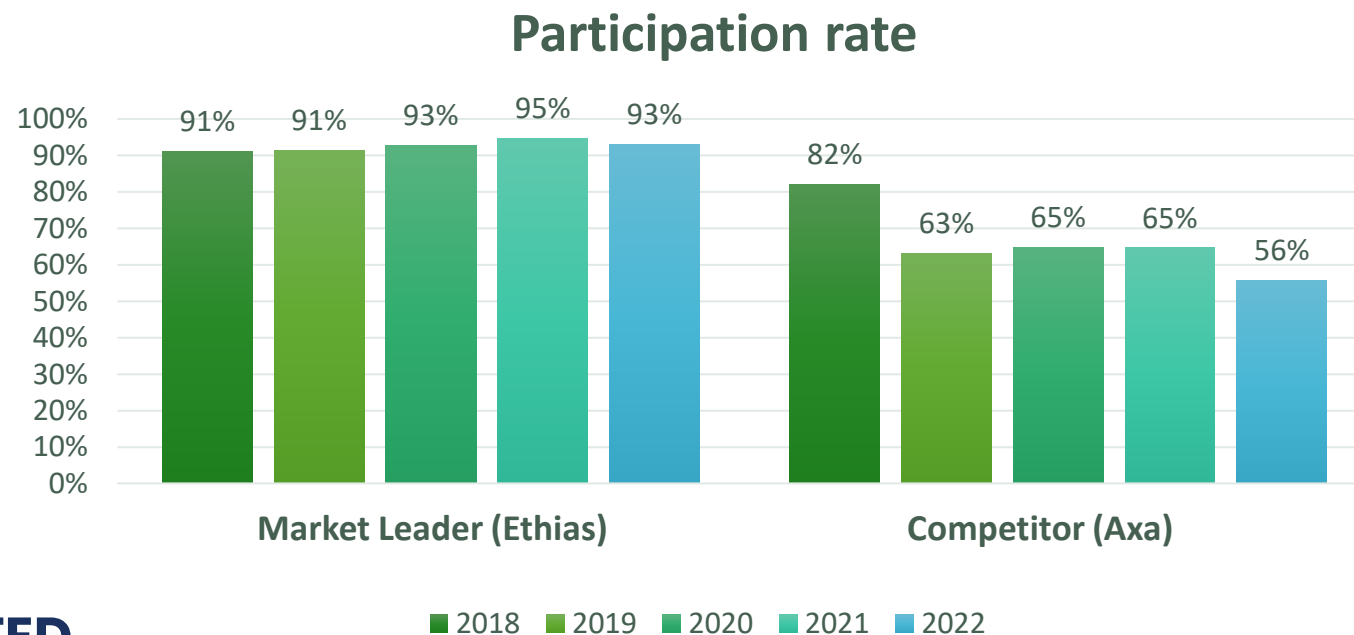


Why no Opening information availability?

- What is Opening information?
 - Publication of all companies participating in a tender
 - Available in Belgium:
 - Legally it is an “option” for public body to publish
 - 30–50% published in practice
- **No Opening information on TED! Why not ?**
- What type of analysis does Opening information allow?
- What are beneficial effects of this additional transparency ?

Example: Who dominates insurance market in Belgium?

- Who participates where?
- Are there any evolutions?
- What is the presence
 - per region?
 - type of sector?
 - type of administration?



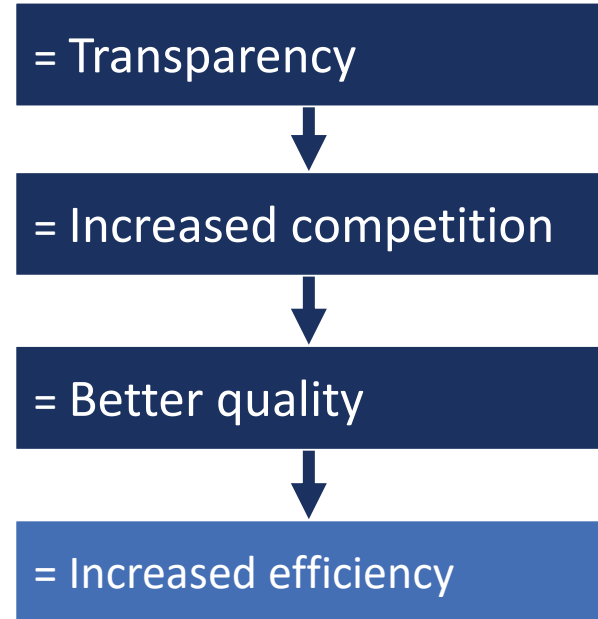
→ **Insights not possible today on TED**

Effect of Opening information on transparency:

- Opening information allows companies to get insights about:
 - Which markets are very competitive
 - Which markets are currently a mono/duopoly
 - Allows a new competitor to identify the least competitive markets
 - Allows to see and act on the performance (& evolution) per region, type of sector, administration type & region, ...
- Using these insights companies will:
 - Better position themselves
 - Choose better where to participate
 - Find tenders with less competition and/or more suitable for them

Efficient tendering:

- Make Opening information available
- Allows companies to focus on which tenders to participate & markets to explore
- Leads to more competitive bids
- **Creates more efficient tendering**



So why not make publication of Opening information mandatory throughout EU?

Thank you!

Follow up questions welcome at ben@tenderexperts.be

