

Data analysis for European public procurement (2012–2022) based on TED open data

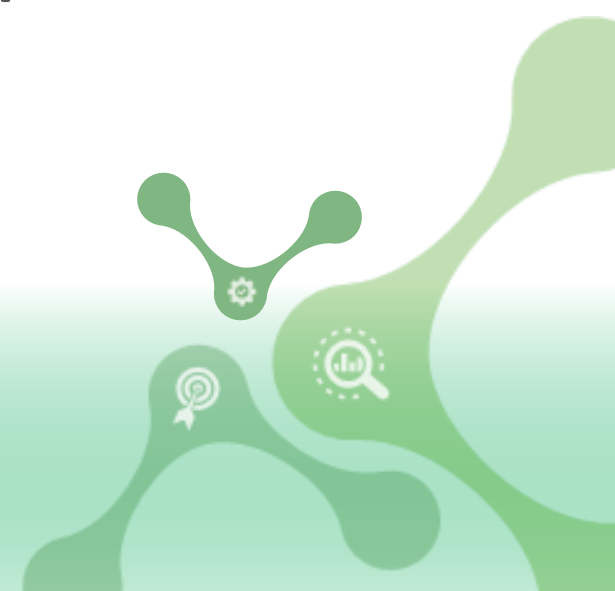
Indicators and maps of competition and SME participation
for cross-border analysis

Manuel Garcia

PhD Data Engineer (University of Oviedo, Spain)

Senior data scientist (NTT Data)

April 29-30, 2024. Brussels and online



Report for the Publication Office

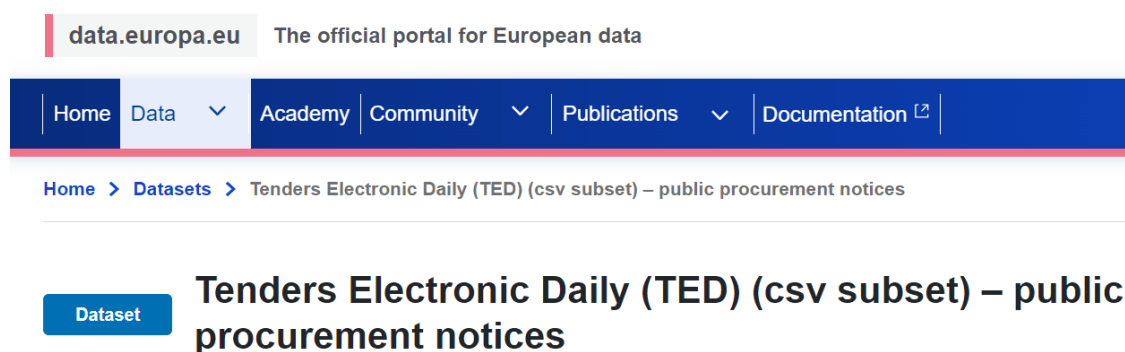
The report has the target:

- Create indicators, graphs and maps to compare cross-border European countries and regions.
- Analyse the participation of SMEs and, in general, the competition.

The report has the scope:

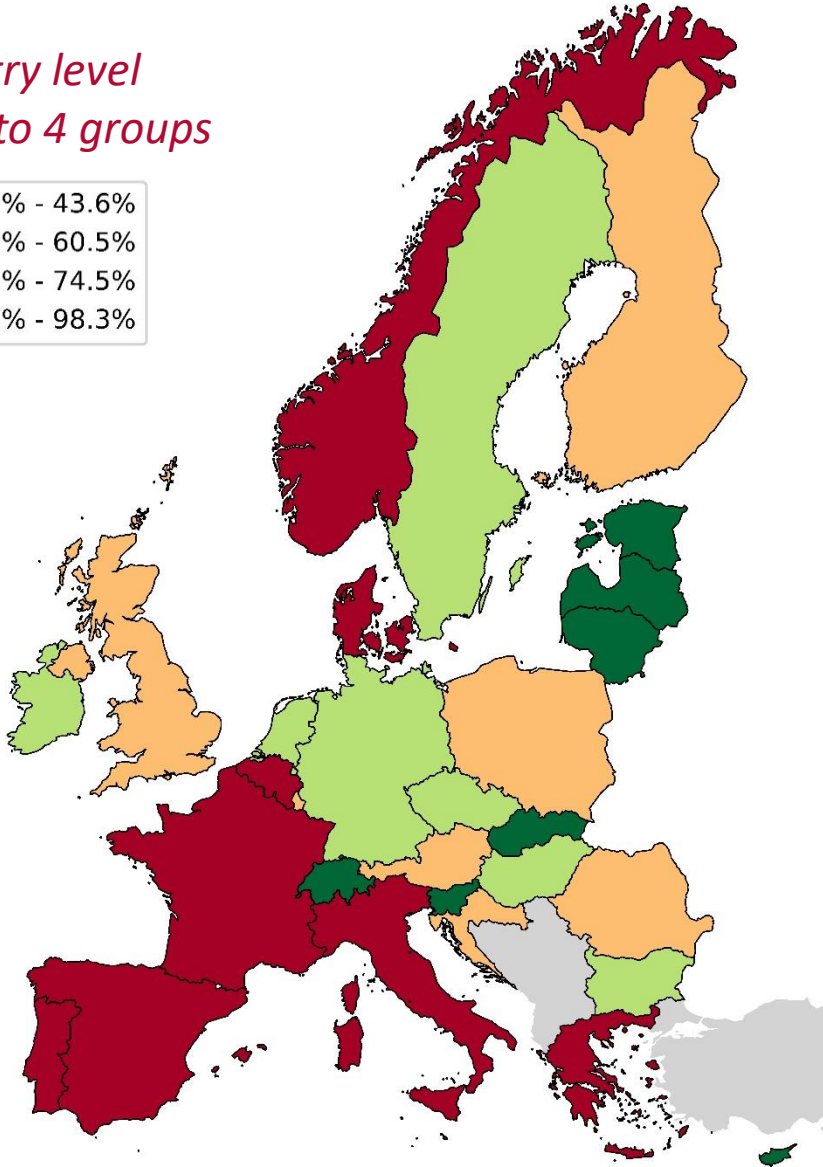
- **30 countries:** 27-EU MS + UK, Switzerland and Norway.
- **Time period (10 years):** 2012-2022.
- **Dataset size:** 3.1 million contract award notices (CAN) for a total award amount of 5,1 billion €.

Data source: TED open data published on

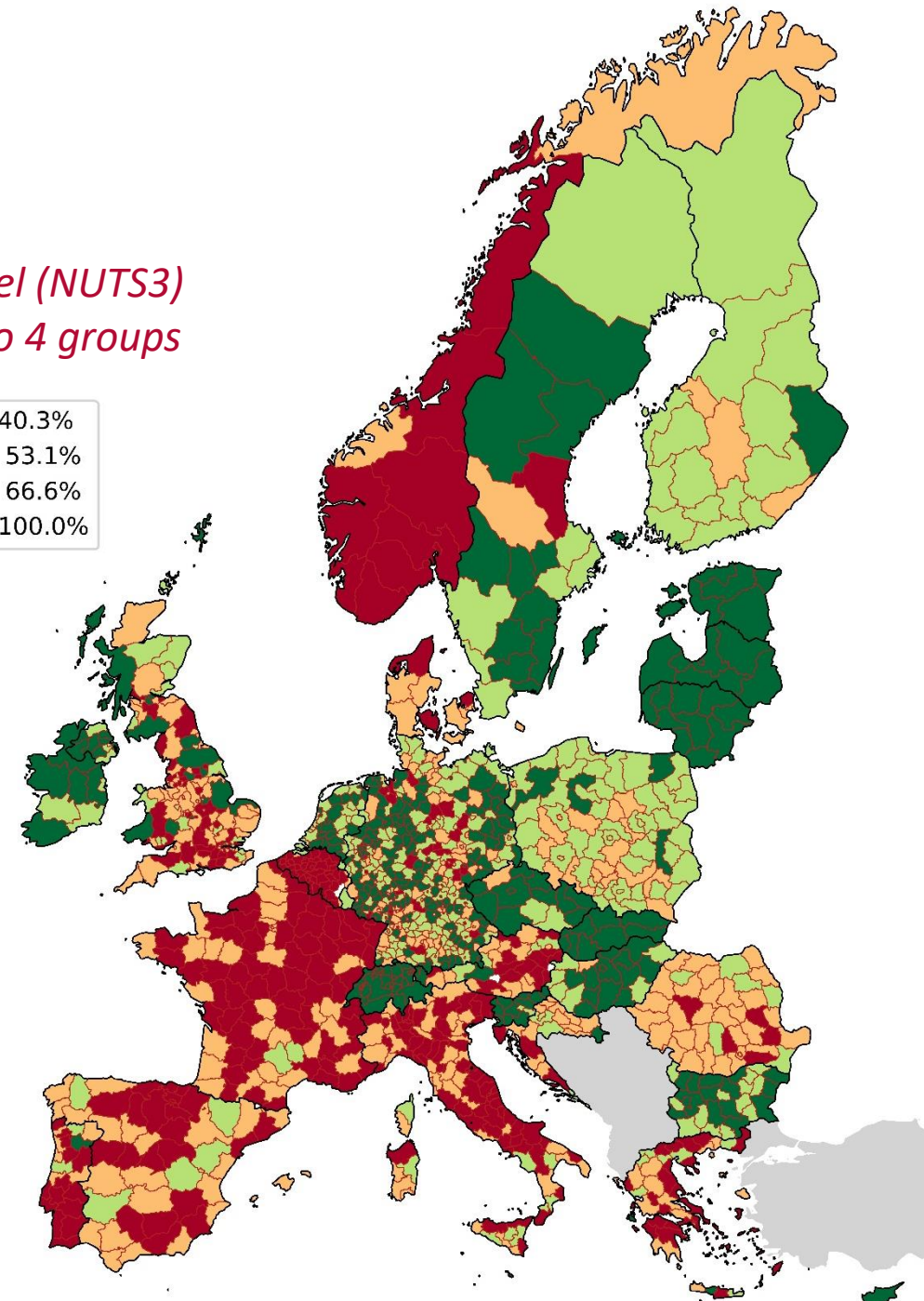
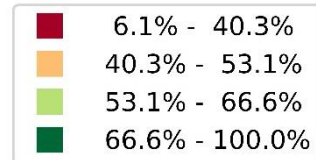


SME winners: % of tenders won by SMEs

*At country level
classified into 4 groups*

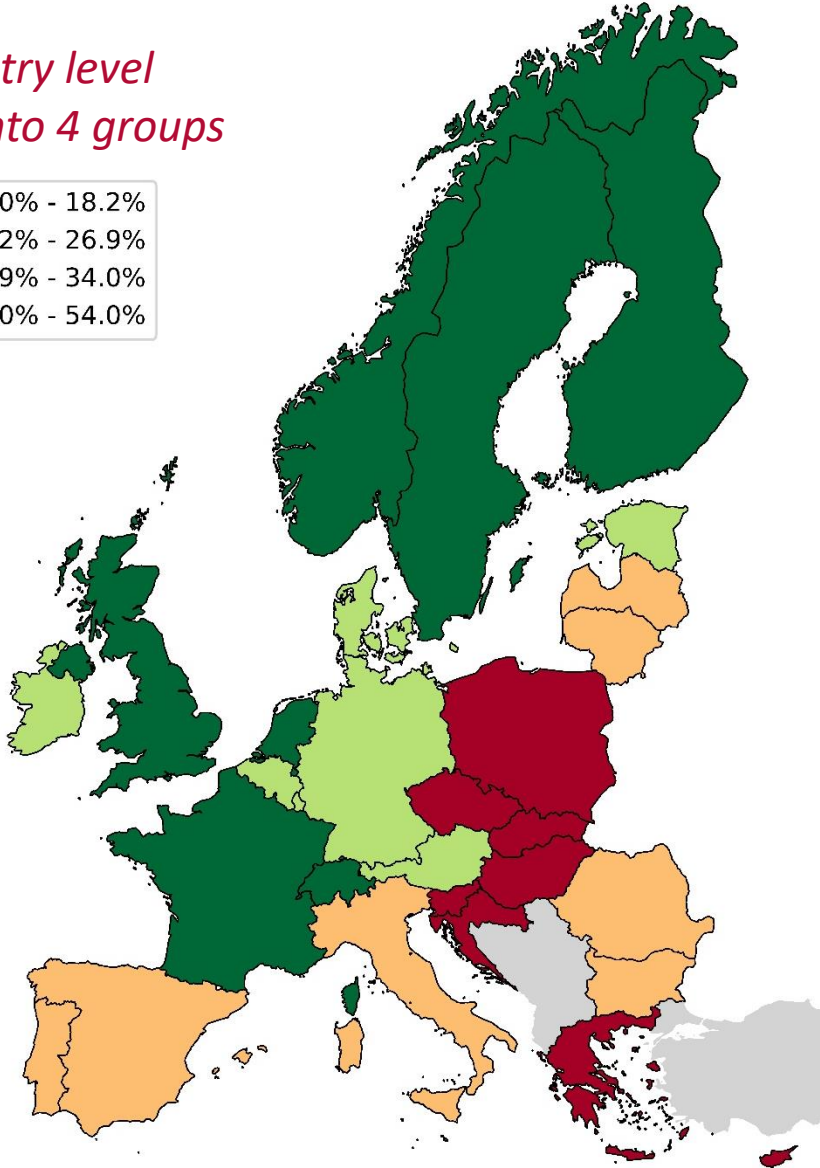
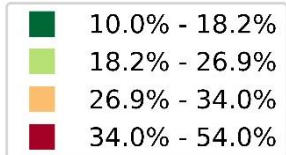


*At region level (NUTS3)
classified into 4 groups*

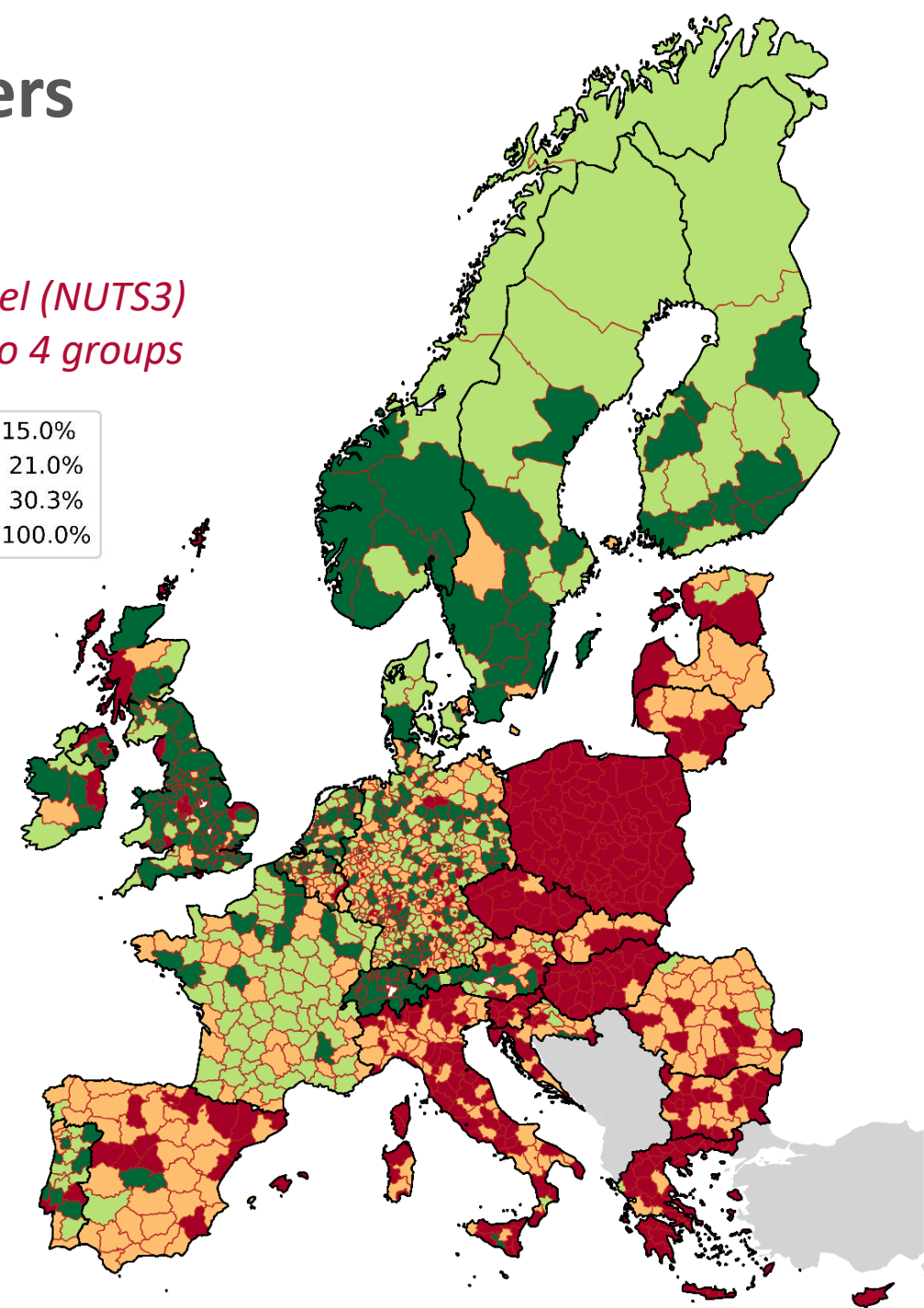


Tenders without competition: % of tenders with 1 offer (bidder)

*At country level
classified into 4 groups*

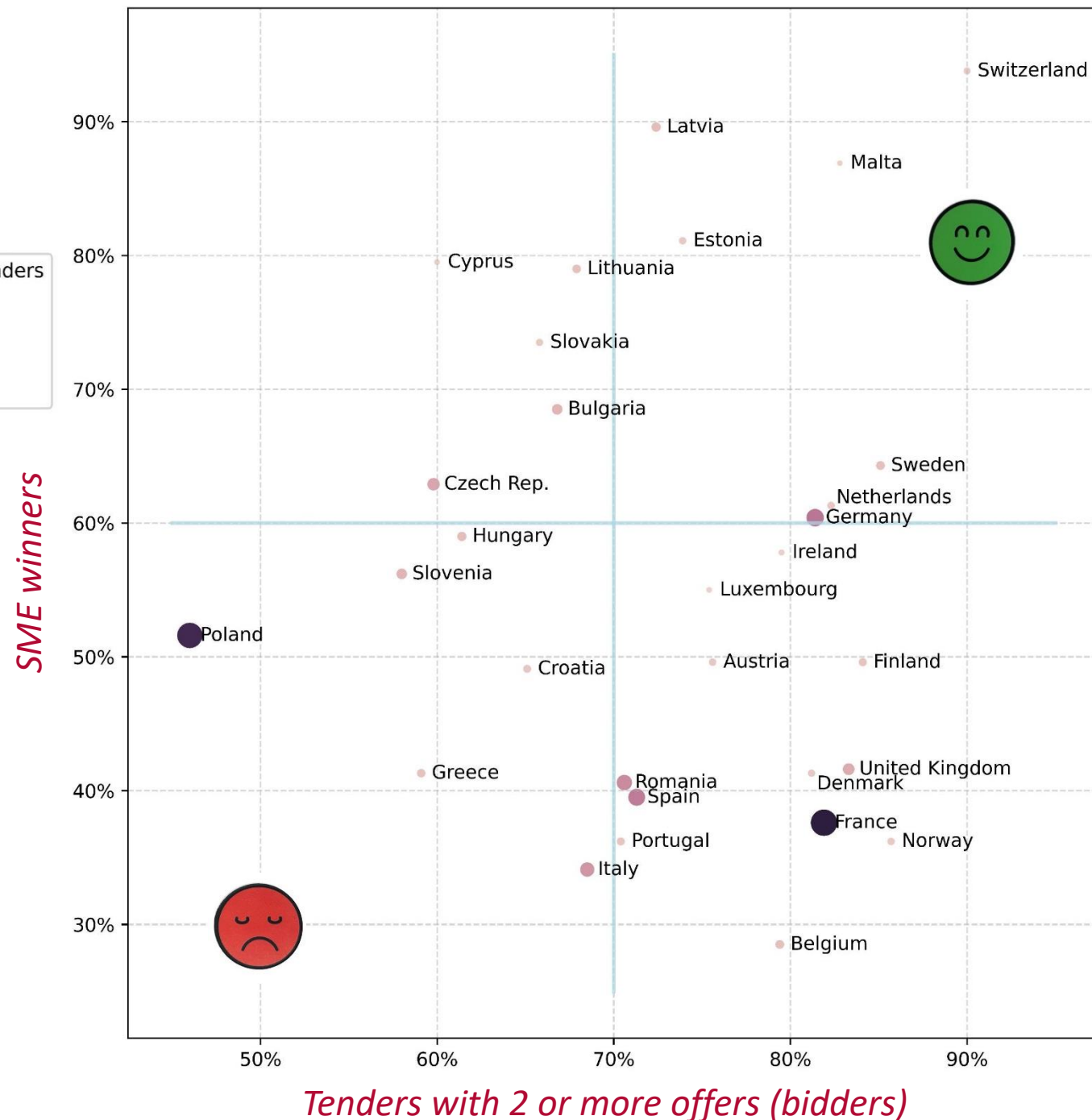
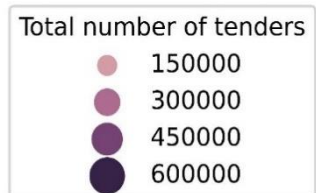


*At region level (NUTS3)
classified into 4 groups*



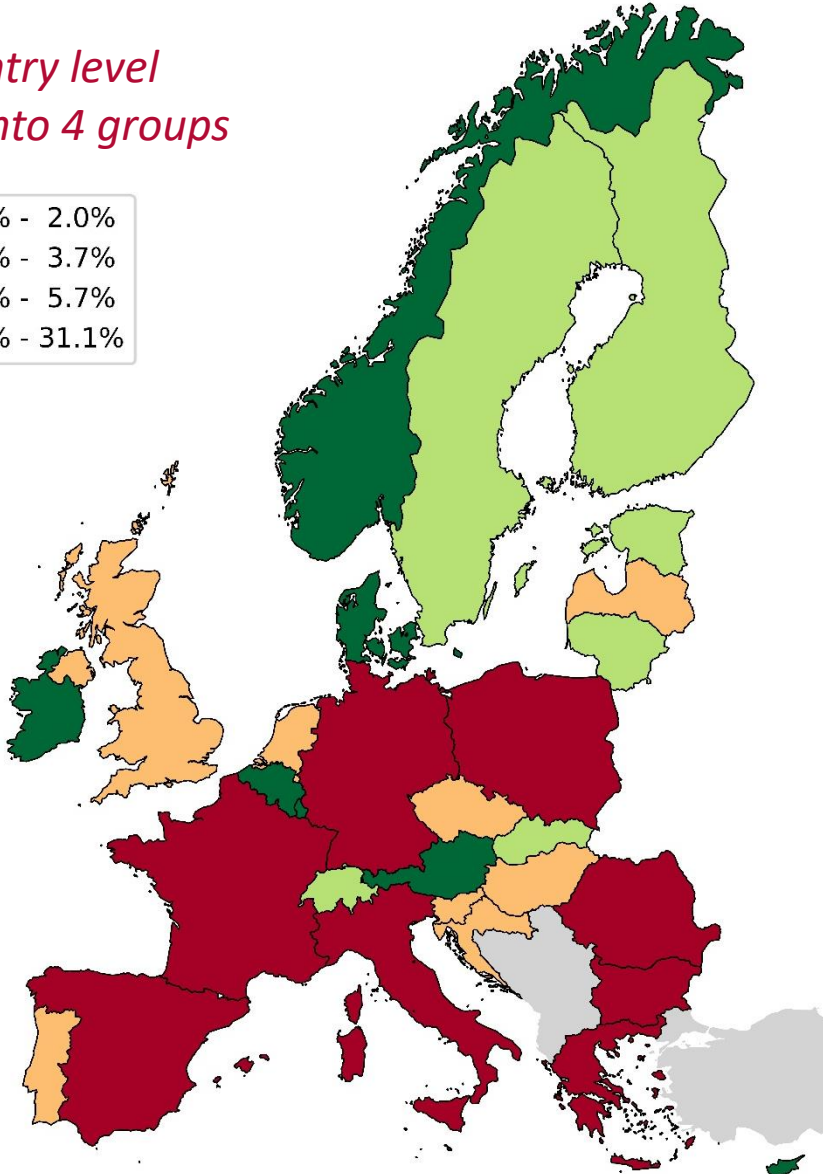
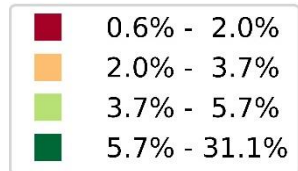
Ranking by countries

- **SME winners** (vertical axis): it is the % of tenders whose winners are SMEs
- **Competition** (horizontal axis): it is the % of tenders with 2 or more offers (bidders).

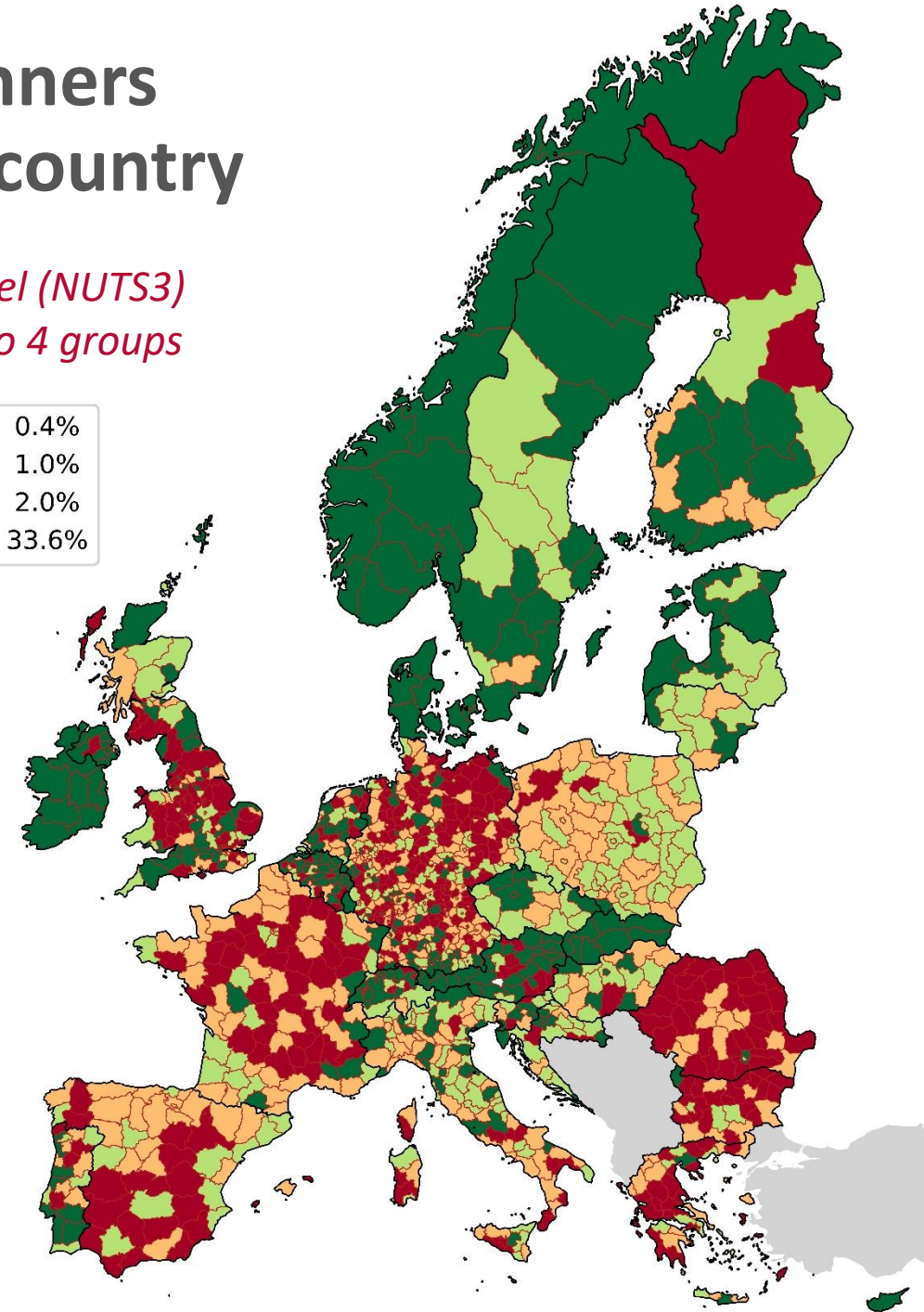
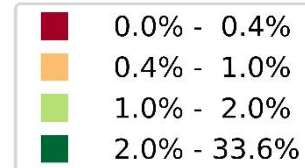


Foreign winners: % of tenders whose winners are not from the contracting authority's country

*At country level
classified into 4 groups*

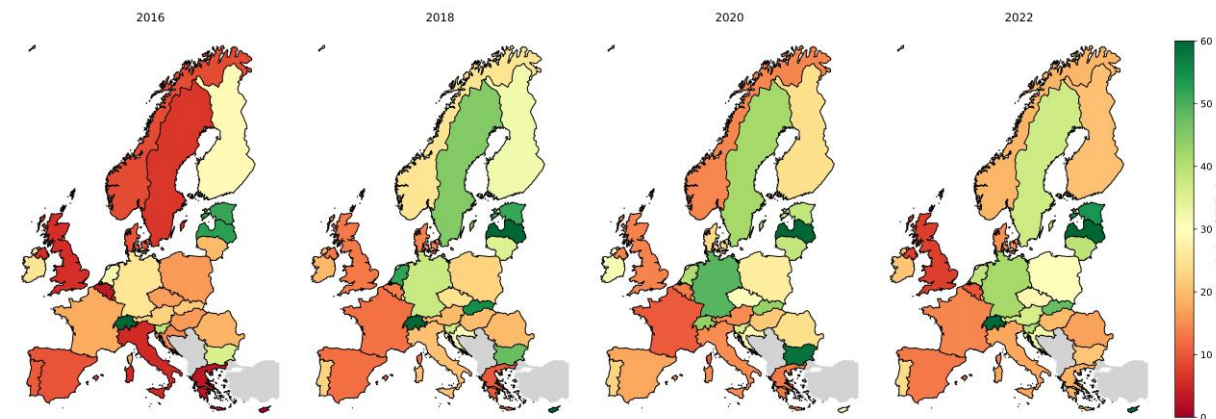
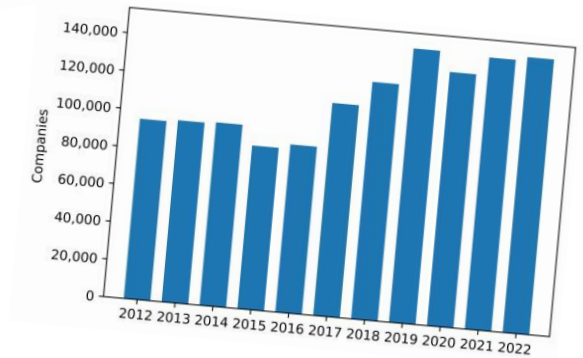
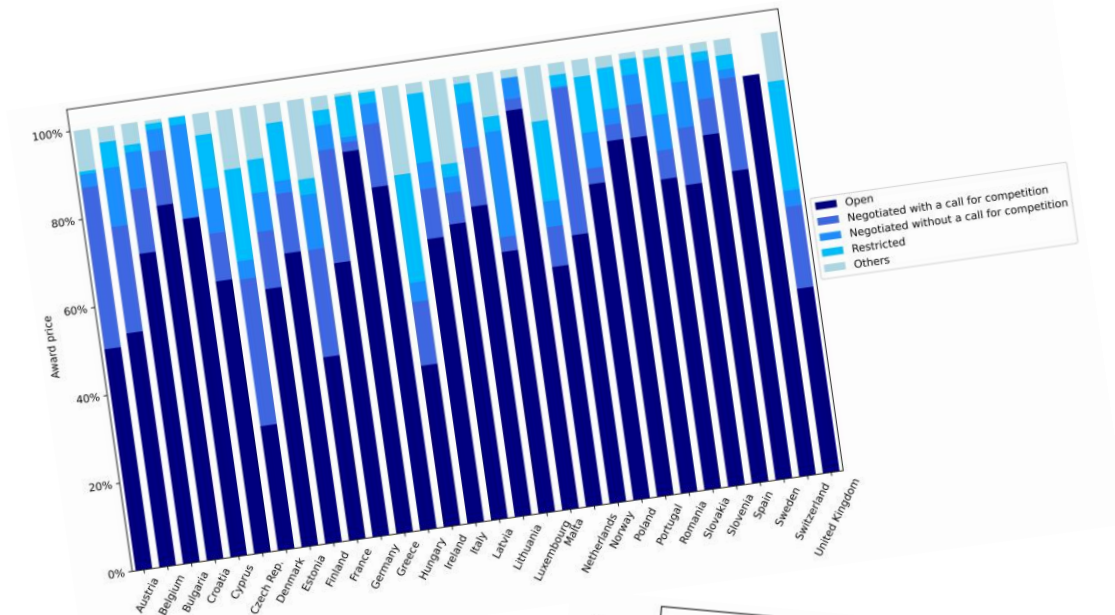


*At region level (NUTS3)
classified into 4 groups*



And more graphs and maps!

- Type of contract over total award price by country.
- Type of procedure as a percentage of total award price by country.
- Type of contracting authority as a percentage of total award price by country.
- The most important CPVs in terms of total award price by country.
- Evolution of the number of winners (different companies) for all countries.
- Percentage of total award price for SMEs winners by country and year.



Main conclusions from the report

- Approximately 140,000 companies win tenders every year in 30 European countries.
- The most used type of procedure is open in economic terms: around 50% of the award price on average.
- Construction works (CPV 45) are clearly the most substantial tenders in economic terms: around 35% of the total award price on average.
- In recent years, the percentage of tenders won by SMEs was more or less 60%, but only 30% of the total award price went to SMEs.
- In half of the countries, the percentage of tenders won by SMEs is between 43% and 74%. Respectively, in half of the regions, it is between 40% and 66%.
- In half of the countries, the percentage of tenders with one offer (bidder) is between 18% and 34%. Respectively, in half of the regions, it is between 15% and 30%.
- In half of the countries, the percentage of tenders won by foreigners is between 2% and 5.7%. Respectively, in half of the regions, it is between 0.4% and 2%.

Thank you for your attention



Manuel Garcia | PhD Data Engineer



manuelgarcia@gmail.com



www.linkedin.com/in/manuelgarcia

