

Implementing eForms - view from an eSender

TED-together 3-4 December 2024, Luxembourg



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Agenda

1

Merzell Group

2

**eForms
implementation**

3

**Experiences
from a multi
market eSender**

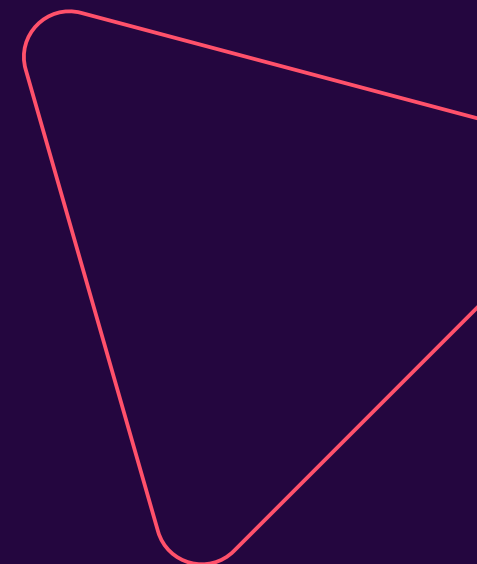
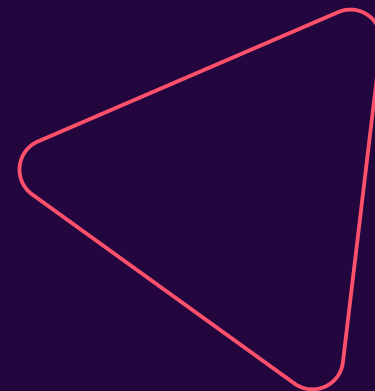
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**Expectations for
the future**



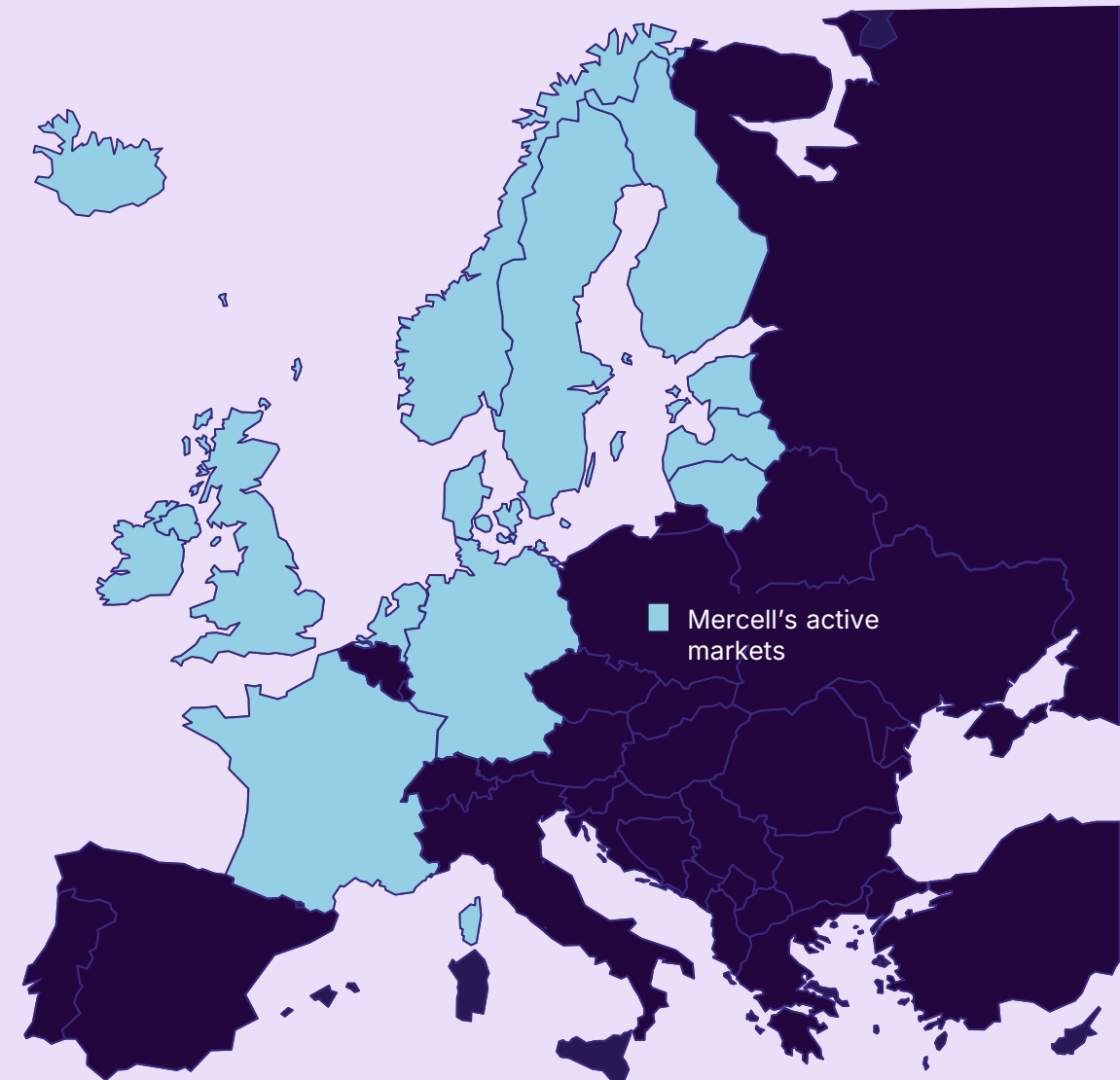
Merzell Group - at a glance

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A leading European platform for public eTendering

- ✓ Market leader in the Nordics and the Netherlands
- ✓ Offices in 9 European countries
- ✓ +5.000 Public entities using Mercell to manage and source tenders.
- ✓ +400.000 Active Suppliers
- ✓ Mercell's Mission: To make tenders compliant and easy, while enabling equal opportunity for all suppliers to the public sector.



Public procurement driven by megatrends

Regulations

- E-tendering mandatory above EU and national threshold
- E-tendering also used below threshold
- Revision initiated for a new epoque

Public procurement is the cornerstone of strategic governance

ESG - Environmental, Social and Governance

- Focus on transparency and traceability favouring e-tendering
- Documentation for process compliance
- Removes manual and paper-intensive tender documentation

Public procurement is the cornerstone of strategic governance

Digitalization

- Digital procurement drives efficiency in the tender process
- Less 'red-tape' and administrative burdens
- Significant savings from simpler and shorter processes and documentation

Digitalisation of procurement drives significant efficiencies and savings

Yes, we know this but what's indicating the **urgency**?

80-85%

of all available contracts in the public sector are sourced below threshold and not published in the European database (TED).

PPDS Launch event (2024)

+65%

increase in tender lead time over the past 10 years, from the overall decision making period up to the time of contract award.

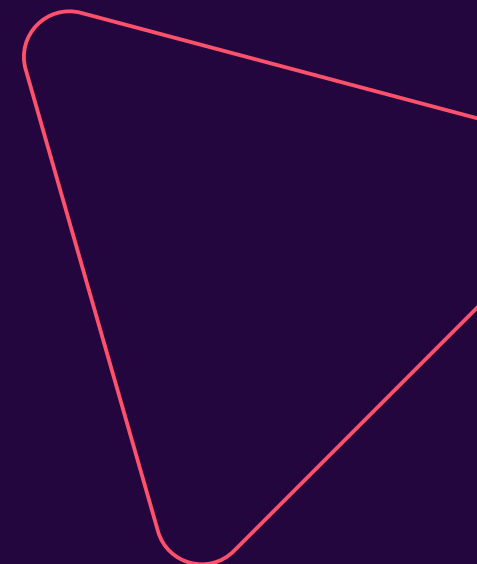
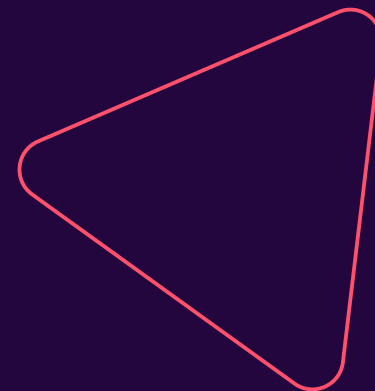
**European Court of Auditors
Report 2023**

+60 %

of tenders received only one bid suggesting a lack of competitive dynamics in the procurement process.

**European Court of Auditors
Report 2023**

Digitalisation is becoming a necessity to ensure user friendliness and speed in the tender process whether for large and small tenders



Implementing eForms

- the project and the outcome

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A “Do or die” project

The MeForms (Merzell eForms) project

CEF Call - EU funded consortium

Started out with a consortium of 8 partners covering 16 countries with DFØ in Norway as project manager.

Three years project with on time delivery fall of 2023.

High impact on Merzell internal development

Core module built in Merzell by a pan European development team with employees from Sweden, Denmark, Finland, Estonia and Lithuania.

7 additional development teams integrated the new “MeForms” solution into respective Merzell e-tendering system.



How eForms is used in Mercell

- Mercell uses eForms to publish notices both above and below threshold values
- Publication is supported to 12 countries and the list is continuously growing
- One year after launch more than 83.000 notices has been published

>83.000 notices

What does it look like?

My Checklist

» Notice settings

Organisations

Object

Procedure

Participation

Further information

Lot conditions

Lots

Notice settings

ⓘ This section includes general information about the notice, the chosen language(s), and the preferred publication date.

Notice

NOTICE INFORMATION

Form type

BT-03-notice

Competition

Notice type

BT-02-notice

Contract or concession notice – standard regime

Notice subtype

OPP-070-notice

16 - Contract or concession notice – standard regime (Directive 2014/24/EU)

Legal basis

BT-01-notice

Directive 2014/24/EU

LANGUAGES IN WHICH THIS NOTICE IS OFFICIALLY AVAILABLE

Main language

BT-702(a)-notice

Swedish

My Checklist

My Checklist

Notice settings

Organisations

► Object

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Lots

MAIN CLASSIFICATION

Main CPV code* ⓘ

+ Add CPV

Required

Additional CPV codes ⓘ

+ Add CPV

VALUE

Estimated value excluding VAT* ⓘ


BT-27-Procedure

Select... ▼

Required

PLACES OF PERFORMANCE

Place of performance 1

 Remove

Specific location?*

☒ Yes☐ No

X Clear

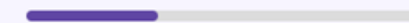
Postal address

BT-5101(a)-Procedure

My Checklist

☐ Show actions for the current section

1/3 Actions Completed ↻

☒ Main CPV code☐ Estimated value excluding VAT☐ Type of the procedure

My Checklist

- Notice settings
- Organisations
- » Object
- Procedure
- Participation
- Further information
- Lot conditions
- Lots

Object

① This section includes a general description of the procurement project. Use CPV codes to specify the nature of the project, and NUTS codes to define the place of performance.

Description of the procurement

IDENTIFICATION

Internal identifier ⓘ

BT-22-Procedure

Title* ⓘ

BT-21-Procedure

Description* ⓘ

BT-24-Procedure

12/6000

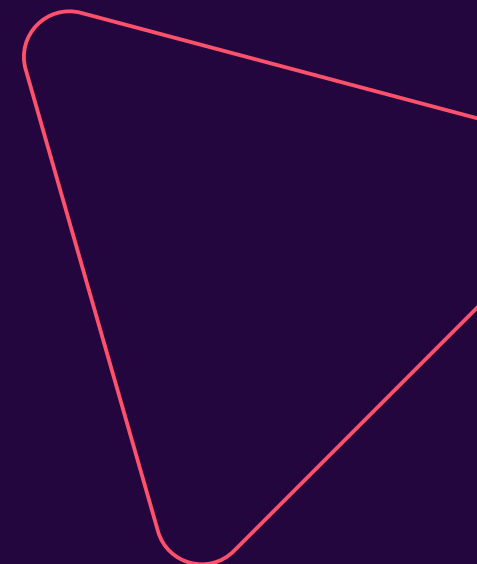
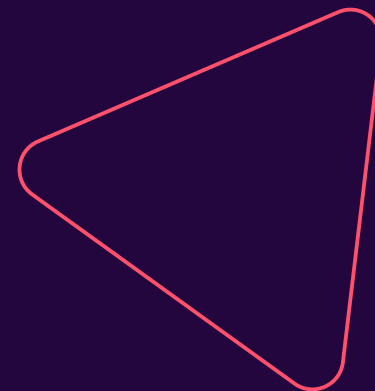
My Checklist



Your notice is ready for publication!

You can still make changes to the notice. **If you do, note that you must validate the notice again.**

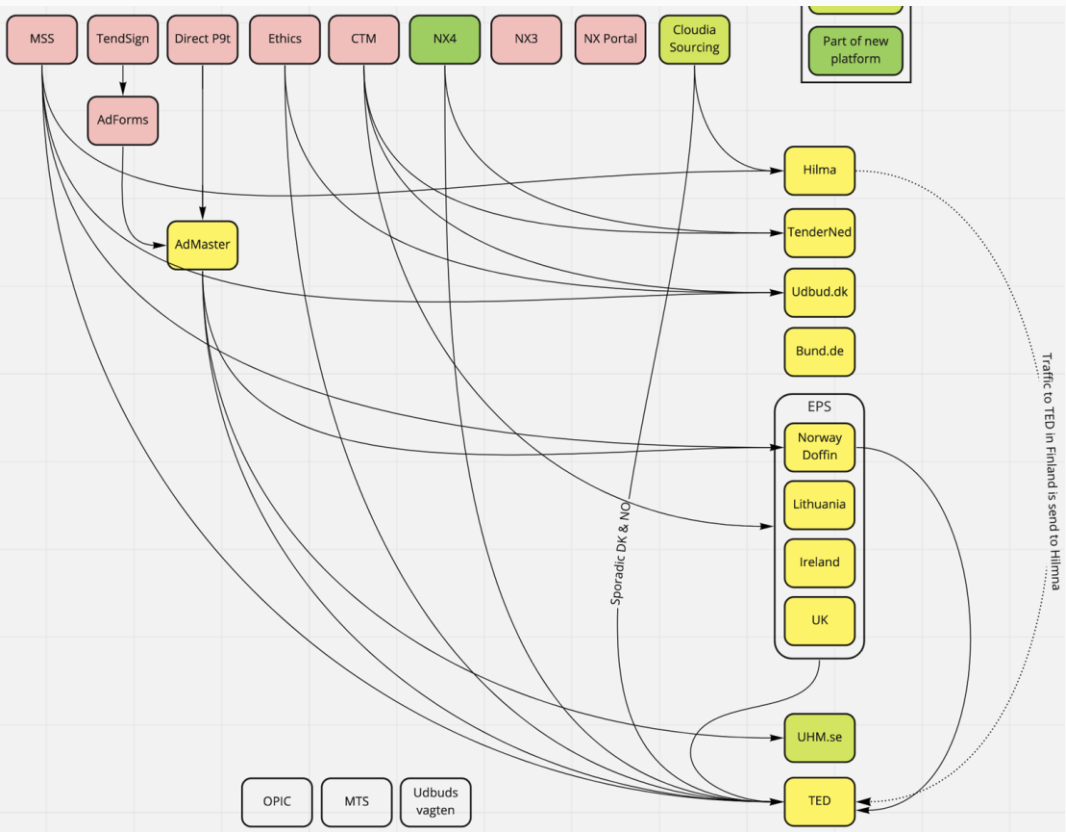
Otherwise, close this tab and continue in the e-tendering system.



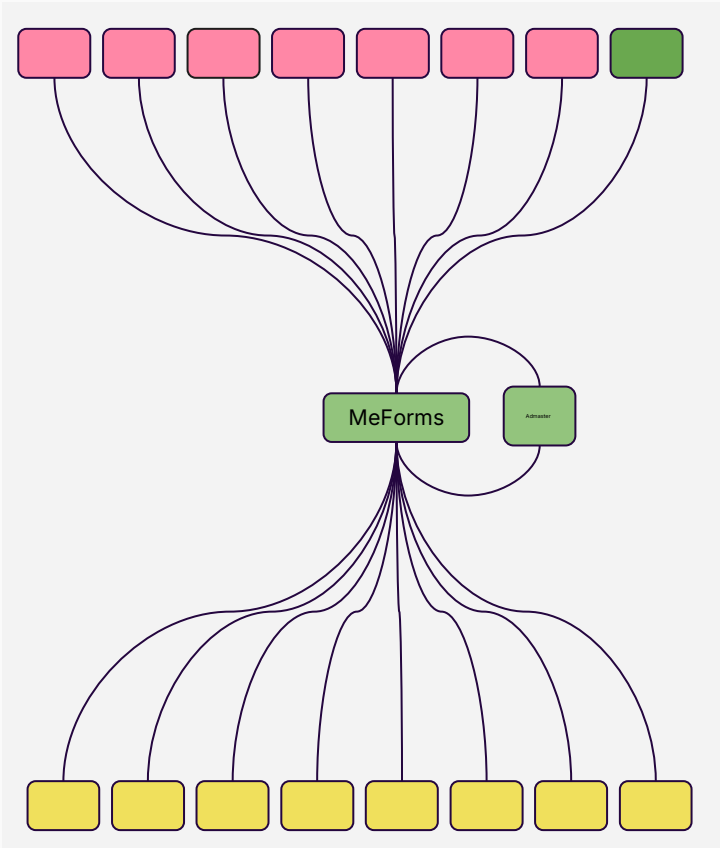
Experiences from an multi market eSender

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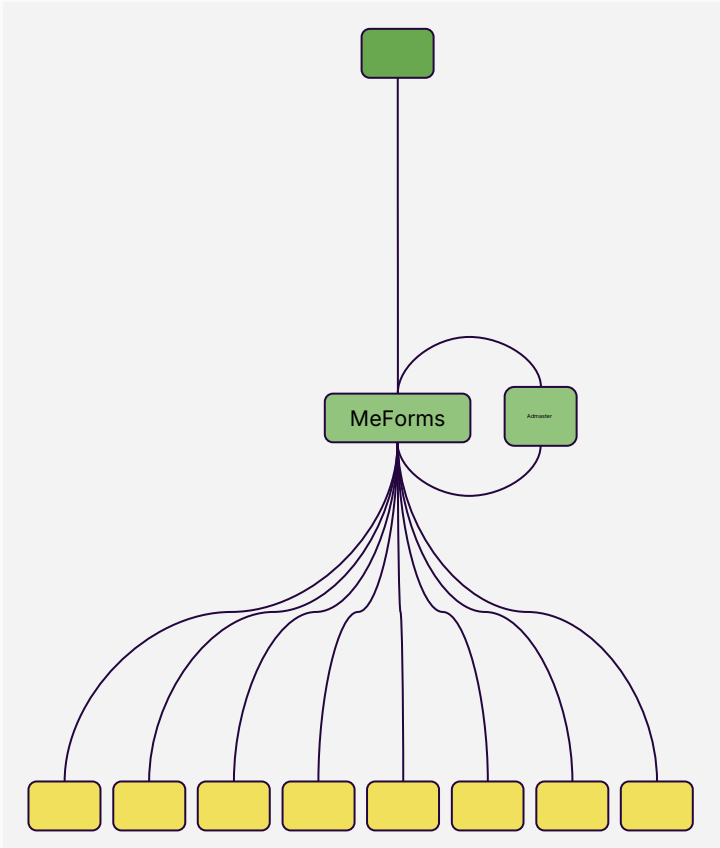
The multi market challenge



Before eForms



Current state



Future state

Learnings from the implementation

Positive

eForms = Harmonized format

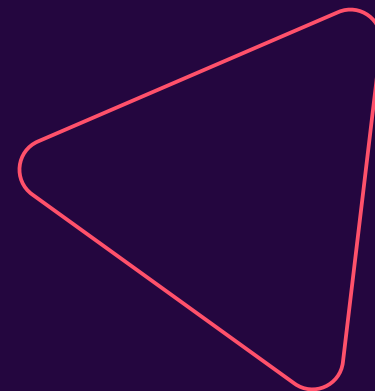
- The decision to allow a transition period for the old TEDXML format until end of year.
- Having a Github repository for revisions and bug reporting

Negative

- Lack of proper specifications in the beginning of the project
- Massive amount of changes during the development process = moving targets
- National adaptations that sometimes also divert from the eForms standard
- 25 October go live held
- Overly complex, specifications with too many forms

Expectations for the future

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Expectations on eForms for the future

Improvements

- Preferably less releases per year with longer heads up
- More organized version management for national adaptations
- Simplify, simplify, simplify!
- Dedicated support channel and helpdesk
 - not email with "eForms" in subject line

Table 1. Active versions of the eForms SDK

SDK Version	End of standard lifespan	End of extended lifespan
1.6	6 March 2024	30 September 2024
1.7	11 May 2024	28 February 2025
1.8	26 July 2024	28 February 2025
1.9	9 October 2024	28 February 2025
1.10	1 December 2024	28 February 2025
1.11	22 April 2025	22 April 2025
1.12	18 July 2025	18 July 2025

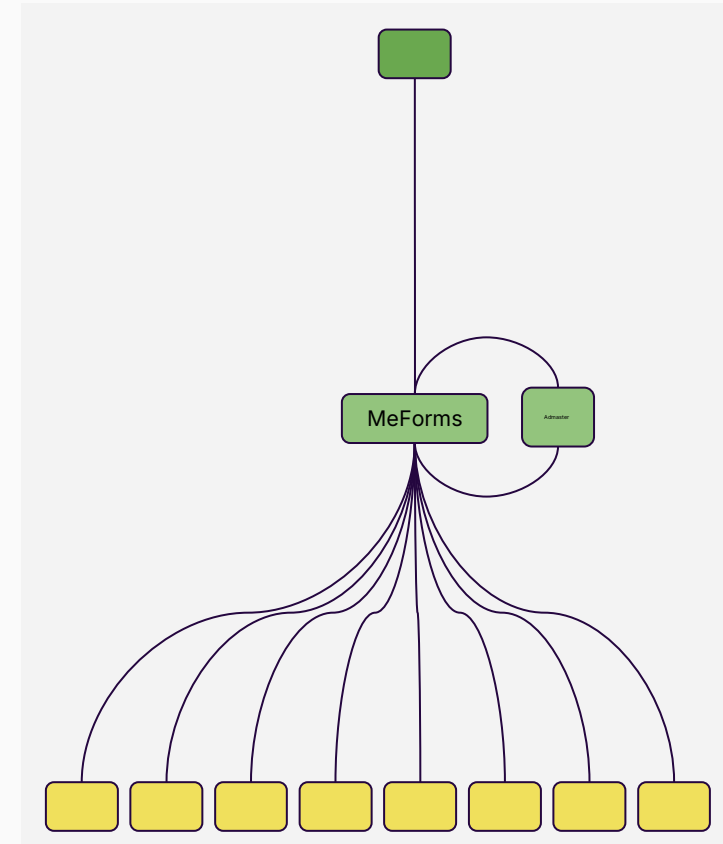
NOTE

New SDK versions may become available earlier in the Preview environment. Please consult the TED API.

Lowering thresholds for when to publish notices
- now that we have so good solutions...

How Mercell can bring additional values with eForms

- Aiming for full form prefilling
- Content extraction from procurement documentation
- Increasing and simplifying cross border trade
- Enabling the “One platform” vision!



Future state

The new common platform

Faster Time to Value

Fast onboarding with a team who's got your back every step to success. Easy and intuitive to configure.



400.000 Active Suppliers

Europe's largest supplier network (local, national and EU-based suppliers)



+5000 Public Buyers

The preferred tendering and bidding platform for public buyers and suppliers



Modular & Flexible platform

Built to scale as your organisation grows, add new functionality at your own pace. Frequent updates and releases of new features.



Benefits of **one connected scalable platform**

eForms

Cost efficiency for buyers & suppliers

Automated & standardised processes making tendering and bidding more cost efficient for both buyers and suppliers.



eForms

Holistic view of operations

Gain transparency into procurement processes to make better and more informed decision.



eForms

One user interface & improved collaboration

Perform all above and below threshold procurement processes in one easy to use platform and improve cross collaboration.

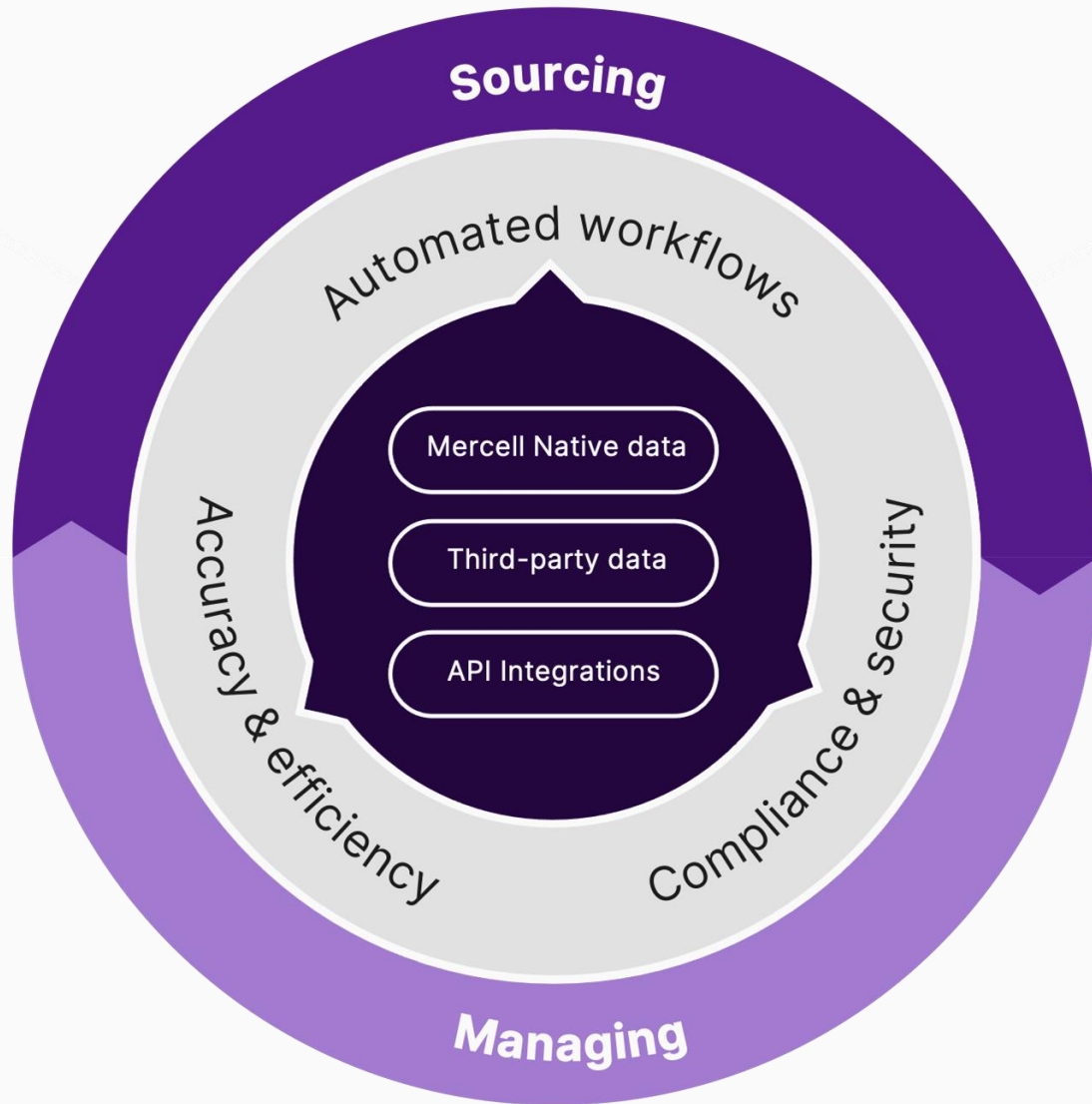


eForms

One common data model

Single source of truth for strong analytics and better insights.





Mercell **Tendering**

A unified platform that ensures compliant and efficient tendering for all procurement needs.

Supplier Discovery	
Procurement Planning	eForms
Sourcing Below Threshold	eForms
Sourcing & Tendering	eForms
Contract Lifecycle Management	eForms
Supplier Relationship Management	
Spend Analysis	eForms
Spend Management	

Merzell eForms implementation

Questions ?

Thank you!

