TED TOGETHER 2026 / LUXEMBOURG

BECOMING AN eSENDER IN A CANDIDATE COUNTRY



Albania’s journey from manual TED publication to an in-house electronic eSender solution

Jonaid Myzyri

CEO- Centralised Purchasing Operator (CPO) · Albania
Ph D.C “AI in public procurement”

25 NOVEMBER 2026

INSTITUTIONAL CONTEXT

Albania’s Centralised Purchasing Operator

An institutional commitment to transparent and competitive public procurement

OUR ROLE

Centralising public procurement to support efficiency, standardisation and better access to market opportunities.

CPO’s voluntary TED initiative extends the visibility of Albanian high-value procurement to a broader European audience.

LEGAL STATUS & ESTABLISHMENT

The **Central Purchasing Operator (CPO)** is a 100% state-owned joint-stock company.

Established by Council of Ministers Decision No. 531 (7 Sept 2023, as amended).

Serves as the designated **Central Purchasing Body** for public institutions in Albania.

GOVERNING LEGISLATION

OBP operates in full compliance with **Law No. 162/2020**, “On Public Procurement”, as amended.

Governed by all relevant implementing legislation and regulatory frameworks across Albania.

STRATEGIC MISSION

Enhance efficiency, transparency, and competition in public procurement through:

- **Centralized purchasing** & requirement standardization
- **Optimization** of public expenditure
- **Digital transformation** aligned with EU best practices

KPI BENCHMARKS

ALBANIA VS. EU MARKET

Comparative analysis of key procurement metrics between EU benchmarks and Albania.

1. Published Procedures / Notices

ALBANIA: 5,766

EU BENCHMARK: ≈871,000

2. Total Procurement Value

ALBANIA: ALL 182.3B

EU BENCHMARK: ≈€2.5T

3. Procurement as % of GDP

ALBANIA: 7.6%

EU BENCHMARK: ≈15%



Single Bidder

Single-quote tenders

EU / BE BENCHMARK

32.3%

ALBANIA

23.5%

Direct Awards

Non-competitive procedure

EU / BE BENCHMARK

5.8%

ALBANIA

2.4%

Decision Speed

Average turnaround time

EU / BE BENCHMARK

145 days

ALBANIA

135 days

Above-Threshold Public Procurement Procedures

Exchange rate applied to all ALL-based figures: €1 = ALL 95.40 (reference rate derived from OBP's case data).

STRATEGIC AMBITION

Why publish voluntarily on TED?

A practical contribution to Albania’s European integration path

01

TRANSPARENCY

Make high-value procurement opportunities more visible internationally.

02

COMPETITION

Enable a broader range of economic operators to discover tenders.

03

EU ALIGNMENT

Adopt European notice data structures and publication workflows.

04

DIGITAL CAPABILITY

Build local expertise and reduce reliance on manual submission.

IMPLEMENTATION JOURNEY

From institutional initiative to TED publication

A voluntary path supported by collaboration with the Publications Office of the EU

1

DECISION

Voluntary publication of high-value procurement notices
JUNE 2026

2

BUILD

In-house development of the electronic notice solution
August 2026

3

TEST

Notice preparation, validation and TED integration tests
October 2026

4

GO-LIVE

Voluntary TED publication begins
20 October 2026

Central message: local technical ownership + structured cooperation + European standards

TECHNICAL SOLUTION

Inside OBP’s in-house eSender module

01
NOTICE DATA
Procurement data and notice fields

→

02
Notice XML
Structured notice creation

→

03
VALIDATION
Schema and business-rule checks

→

04
TED API
Electronic submission and responses

→

05
MONITORING
IDs, status and lifecycle tracking

Notice SDK 1.15.0 • XML / XSD / Schematron • TED Preview testing • Submission status handling

Types of Notices Published on TED

CN

Contract Notice

Publication of new procurement procedures.

CHN

Change Notice

Publication of amendments or updates to previously published procurement notices.

CAN

Contract Award Notice

Publication of procurement results and contract award information.

PROCESS EVOLUTION

From manual entry to electronic submission

A change in operating model — not just a change in publication channel

BEFORE

Manual TED publication

Individual notice preparation and entry using a manual publishing workflow.

PROCESSING TIME

15 minutes

→

NOW

OBP electronic eSender

Structured notices, validation, electronic transmission and lifecycle tracking.

PROCESSING TIME

4–5 minutes

FRAMEWORK OVERVIEW

What we publish, how we publish and how we monitor

End-to-end operational workflow for procurement notices and lifecycle tracking

What We Publish

- **Contract Notice**

  Publication of new procurement procedures.
- **Change Notice**

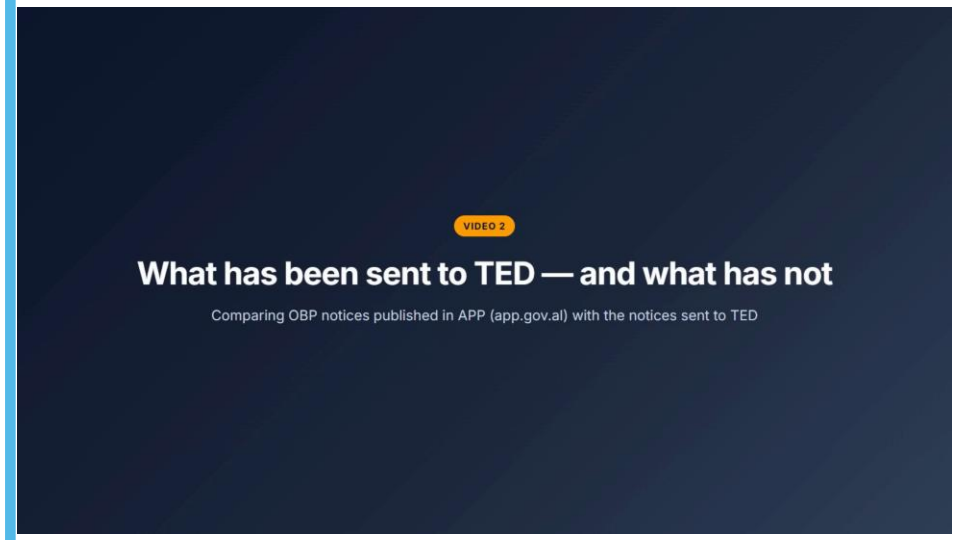
  Publication of amendments or updates to previously published procurement notices.
- **Contract Award Notice**

  Publication of procurement

  results and contract award information.

How We Publish

How We Monitor



KEY IMPACT

The Power of TED

Expanding Competition, Optimizing Costs, and Connecting Albania to European Markets

More Competitive Procurement

International market research conducted through TED enabled the identification of more competitive market prices, resulting in a lower estimated contract value compared to the initial budget calculated by the Contracting Authority.

Greater International Participation

TED increases the visibility of Albanian public procurement opportunities across European and international markets, attracting foreign economic operators and encouraging broader competition.

Better Value for Public Money

Access to international market intelligence supports more accurate cost estimation, competitive pricing, and the efficient allocation of public funds.

Transparency and Equal Market Access

Publishing procurement opportunities on TED strengthens transparency, ensures wider access to information, and promotes equal opportunities for domestic and international bidders.

EARLY OUTCOMES

30 days- eSender- first results

Published electronic procurement notices reported by OBP

21
Procedures published

€42.78M
Total estimated value

PROCUREMENT COMPOSITION

Supplies

€38.03M

14 procedures • **88.9%** of total value

Services

€4.75M

7 procedures • **11.1%** of total value

Exact cumulative value: €42,776,430.83

REQUESTS OVERVIEW

Procurement Categories & Clarification Requests

Distribution of clarification requests by procurement category

TOTAL REQUESTS

6

Total clarification requests received across 3 active categories.

Key Insight

Medical Supplies & Services accounts for 50% of all clarification activity.

Medical Supplies and Services

50% of total clarification volume

3

REQUESTS

Educational and Scientific Teaching Materials

33.3% of total clarification volume

2

REQUESTS

Aviation Fuel (Jet Fuel)

16.7% of total clarification volume

1

REQUEST

FIRST PRACTICAL CASE

Market Research

Milestone Overview

Our first manual publication on Tenders Electronic Daily (TED) marked an important milestone in expanding the international visibility of Albania's public procurement procedures.

The publication concerned consultancy services supporting the development of the bank's strategic and operational framework, attracting significant market interest.

2

CLARIFICATIONS

Economic operators requesting clarifications during procedure

2

EU EO part of Market Research

Submitted the offer to CPO

PROCUREMENT SUBJECT

Selection of External Consultants for the Preparation of the Feasibility Study for the Project "Design, Construction, Operation, Maintenance, and Transfer of Gjirokastra International Airport".

ESTIMATED CONTRACT VALUE

EUR 626,666.67 (excluding VAT)

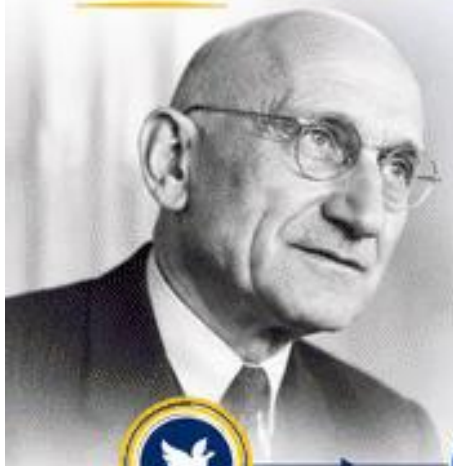
KEY FINANCIAL IMPACT

JUST BY MARKET RESEARCH WE SAVE STATE BUDGET 1.5 M Euro

From Schuman's Vision to a More Connected Europe

A common market. Shared opportunities.

Today, public procurement turns that vision into reality – by **opening markets, connecting economies** *and building a more integrated Europe.*



> *"Europe will not be built in a day, but it will be built through concrete achievements which first create a factual solidarity."*
>
> **Robert Schuman**
> *9 May 1950*



1950
Schuman Declaration
The idea of a united Europe

1957
Treaty of Rome
The European Common Market

2014
EU Procurement Directives
A single procurement market in Europe

Digital Europe
Open data, e-procurement and greater transparency

2026
Albania becomes an eSender
Publishing our procurement on TED – for a more open and connected Europe

From European integration to eSender:

Albania's commitment to a transparent, competitive and borderless procurement market.

1950 Deklarata Schuman
Ideja e një Europe të bashkuar

What AI Solves

DAYS → MINUTES · SUBJECTIVE → OBJECTIVE · REACTIVE → PREVENTIVE

ENGINE 01

Terms of Reference

Preparation of ToRs and tender dossiers in accordance with nation and international standart.

ENGINE 02

Eligibility Criteria

Objective, contract-calibrated qualification criteria — no more tailor-made tenders.

ENGINE 03

Calculation of the Estimated Value

Calculates estimated value using INSTAT prices, Customs, reference prices, electronic market research & past contracts.

ENGINE 04

Document Evaluation

Automated compliance checks and consistent scoring of every submission.

ENGINE 05

Contract Monitoring

Continuous watch on execution, payments, and red flags with preventive alerts.

One Connected State, Radically Transparent

40+ interoperable government systems feed one AI backbone — every decision objective, every action visible

…and 30+ more — one click builds a complete, source-verified virtual company file. Zero paper.

Objective by default

Standardized, data-backed criteria, scoring, and budgets strip subjectivity from every decision.

Live dashboards at every level

Central and per-authority dashboards track each procedure, winner, and payment in real time.

Integrity guard

Conflict-of-interest and collusion signals flagged automatically — before contract award.

Total auditability

Every action logged; any procedure reconstructed end-to-end in seconds.

Prevention over punishment

Real-time procedural audit stops violations early — fewer errors, fewer investigations.

PRODUCT AVAILABILITY & ROADMAP

GJONI - AI: Release Schedule

Target audiences & upcoming launch roadmap

TARGET AUDIENCE 01

FOR BUSINESS & PUBLIC

Gjoni AI provides AI-powered guidance on public procurement legislation, procedures, and legal requirements, improving access to information, transparency, and regulatory understanding.

TARGET AUDIENCE 02

FOR CPO OFFICERS

Gjoni AI acts as an intelligent legal assistant, analyzing procurement documentation, cross-referencing legislation and previous decisions, identifying compliance risks, and supporting accurate, consistent, and legally sound decision-making.

PRODUCT ROADMAP

Official First Release

UPCOMING LAUNCH

15 DECEMBER

FIRST VERSION

LESSONS AND NEXT STEPS

What we learned — and where we go next

A replicable candidate-country experience

01	**OWN THE SOLUTION**	In-house expertise enabled direct control of design and integration.
02	**ALIGN EARLY**	Technical coordination with the Publications Office reduced uncertainty.
03	**VALIDATE BY DESIGN**	Notice form and validation rules are integral to quality.
04	**MEASURE IMPACT**	Next: consistent indicators for reach, participation and publication performance.

TED Together & Candidate Countries

2 words about TED-together and why this matter for Candidate country

European Standardisation & Integration

Aligning national procurement rules with EU e-Forms and digital publishing standards.



Radical Transparency & Market Access

Opening public contracts to international competition and reinforcing institutional trust.

Procuring together for European Albania



THANK YOU

Jonaid MYZYRI
LinkedIn / X /
jonaid.myzyri@obp.al / J.myzyri@gmail.com