



*Business Support at Your Doorstep*

# A PRACTICAL GUIDE FOR SMEs selling to the Public Sector



# SUPPORTING SMALL BUSINESS IS A CORNERSTONE OF THE EU'S DRIVE FOR GROWTH AND JOBS

**The Enterprise Europe Network** aims at making the life of SMEs in Europe a bit easier by supporting them in their understanding of what is going on in the EU in terms of legislation, EU funding, assistance in entering other countries' markets by finding partners for them, or through helping with cross border procurement.

**Public procurement** is not for everybody but you should understand whether it is for you. The procurement process can be daunting but once you understand the rules of this game you can keep on playing much more easily and hopefully winning. International tenders might seem scary – but we're here to help you. Let us take you through what this is all about.

**We can help you!**

## WHAT WE OFFER:

► **Helping** companies with their understanding of how the public sector in the EU as well the United Nations buy

► **Developing** an online knowledge base to support companies in their bids

► **Supporting** SMEs by hosting events and workshops focusing on international tenders, and helping companies get to speak with procurers

**Public procurement**

**EU PROCUREMENT ACCOUNTS  
FOR €2.000 BILLION EVERY YEAR**

**HOW MUCH OF IT CAN YOU CLAIM ON YOUR TURNOVER?**



**99%** of all EU companies are small and medium-sized enterprises (SMEs), accounting for **67%** of jobs. Therefore what's good for SMEs is good for Europe's economy.

### 3 months free tender monitoring service

Is there any contract you could apply for? Let us show you! Totally free for 3 months with no subsequent obligation, we will look for contracts for you and email you the results on a daily or weekly basis. We will also be here to assist you understanding how to get on with your bid.

### Tender workshops

Once you understand the basics you can get on with procurement more easily. Attend one of our free half-day tender workshops where we will tell you all you need to know to get started. We stay at your disposal afterwards if you need further help.

### Quote of one company

“Very informative and helpful with excellent presentations that I would encourage any company to attend!”

## WHAT DO I DO NOW?

Keep an eye on our web and look for upcoming events, view our guide to public procurement, see innovative approaches within sustainable building, find local partners and much more!

Visit [www.internationaltenders.eu](http://www.internationaltenders.eu) for further information



Pravda.dk

[www.internationaltenders.eu](http://www.internationaltenders.eu)



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