

Consip S.p.A.

Activities, Results and Perspectives

07/11/2025



Consip S.p.A.

Who we are and what we do

WHO WE ARE AND WHAT WE DO



The **national central purchasing body** – wholly owned by the Ministry of Economy and Finance (MEF) – which, through the largest national e-procurement platform, offers Digital markets and purchasing solutions for public administration purchases.

In the last 25 years, we have implemented the most significant programs for the requalification, efficiency, and innovation of the country's public spending: **(1) the Rationalization Program of public spending, (2) the Strategic Acquisition Plan for Digitalization, (3) the tenders for the NRRP** (measure “Recovery Procurement Platform”)

consip

**Over 470
people**
(dec 2025)

89% graduates

Average age: 47

55% women

At the service of Public Administration



GOV: 15 Ministries, 20 Regions, 107 Provinces, 8.101 Municipalities, 94 Universities, 10,000 Schools, 300 Hospitals, ...

public spending «in scope»
€183 billion

From inception (2000 →) to repositioning (2025→)

After 25 years, a changing plan to reaffirm Consip's role as the National Central Purchasing Body

1997
establishment



Set 2024
New Strategic Plan

2000 - 2010



- 2000 Signed the first **Framework Contract**
- 2003 Started the **Electronic Marketplace for PA**
- 2008 Launched the first **Framework Agreement**
- 2010 Established the **Dynamic Purchasing System**

2011 - 2017



- 2011 Started **taylor-made procurement** for major clients
- 2012 Tenders for the implementation of the **Digital Agenda**
- 2017 Tenders for the national **Three-Year ICT Plan**

2018 - 2024



- 2020 Procurer for **Covid emergency**
- 2021 Procurer for the **NRRP**
- 2024 End-to-end **digitalization of the PA purchasing cycle** on the e-procurement platform

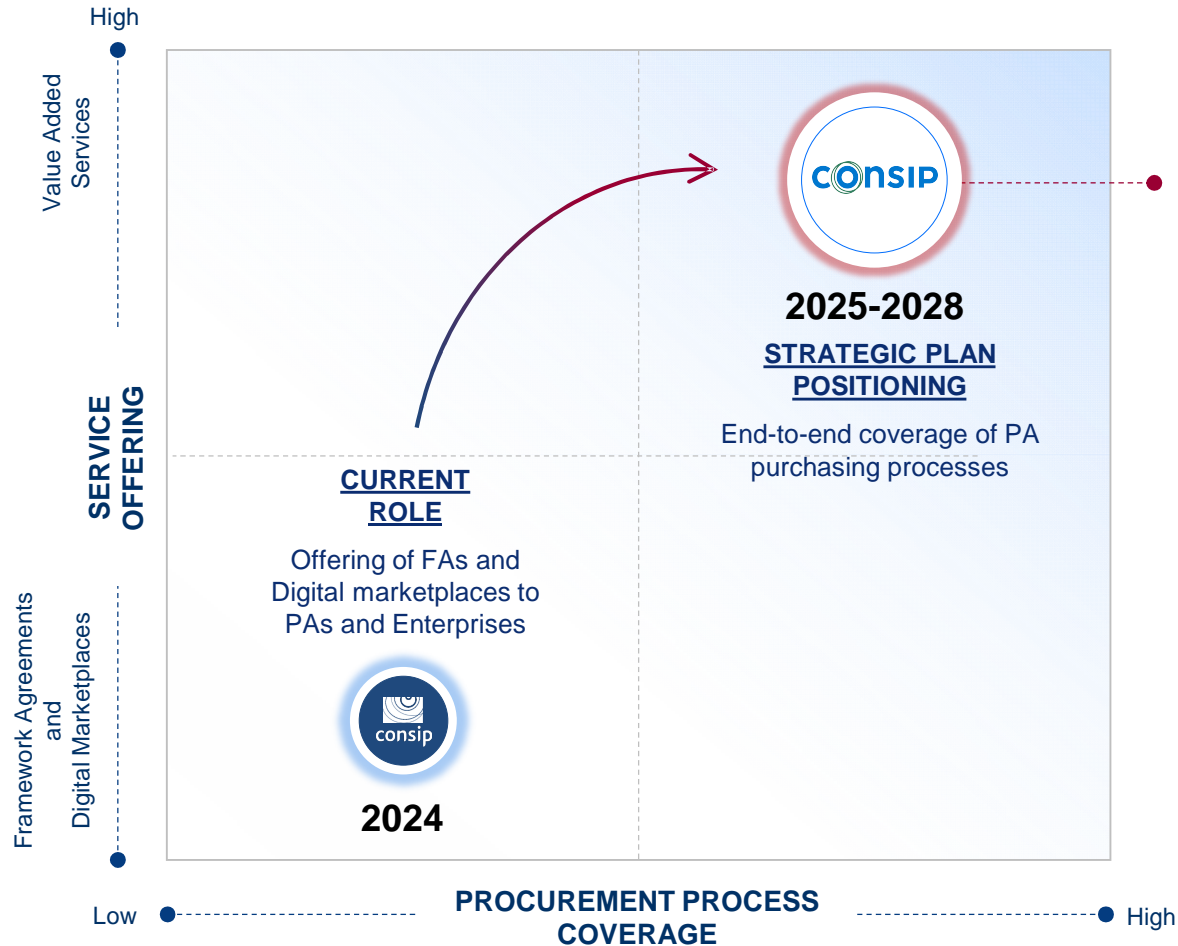
2025 – 2028

INNOVATION AND REPOSITIONING



Strategic Plan 2025-2028

The repositioning path: extension of service offering along the "value chain"



- The company's **repositioning path** – in line with scenario trends – consolidates its role as a center of expertise on Framework Agreements (FA) and Digital Marketplaces and develops its potential by strengthening needs analysis, demand aggregation, promotion, and support for Administrations
- The Strategic Plan 2025-2028 positions Consip as:
 - **Public finance lever** for a more effective management of spending on goods, services, and gradually entering the public works sector
 - **Industrial policy and sustainable development tool** for administrations, enterprises, and territories
 - **“Connector” between public demand and the business system**, with particular attention to SMEs
- Implementation – through a new value system – is based on 4 main strategic levers: **business innovation, people, processes and systems, reputation**

Strategic Plan 2025-2028

The main guidelines for the Consip's repositioning



Innovative tender models for the public spending requalification

- **Tenders for strategic projects** and tenders for homogeneous ecosystems of P.A.
- **New tender plan** to increase covered expenditure, growth in quality and use, innovation of contracts
- **New procurement models** (lots, frequency, size) for an offer aligned with the needs of the P.A.



New approach to relations with Public Administrations and Enterprises

- **New demand and account management models** for end-to-end oversight of PA's purchases
- **Continuous dialogue with the stakeholders:** market days, observatories, discussion tables
- **Annual publication** of the Consip Tender Plan
- **Data company** - valorization of public spending data assets



Evolution of the Platform in customer care logic

- **Design of a "new Platform"** customer-centric (services, data, processes,...)
- **Development of digital markets** to support purchases by P.A. and as a growth driver for SMEs
- **Customer care** and new assistance services to increase levels of use and user satisfaction

“

€120 billion of purchases in 2025-2028

+35% Tenders in publication 2025

~50% of FA in 2025 designed with innovative criteria

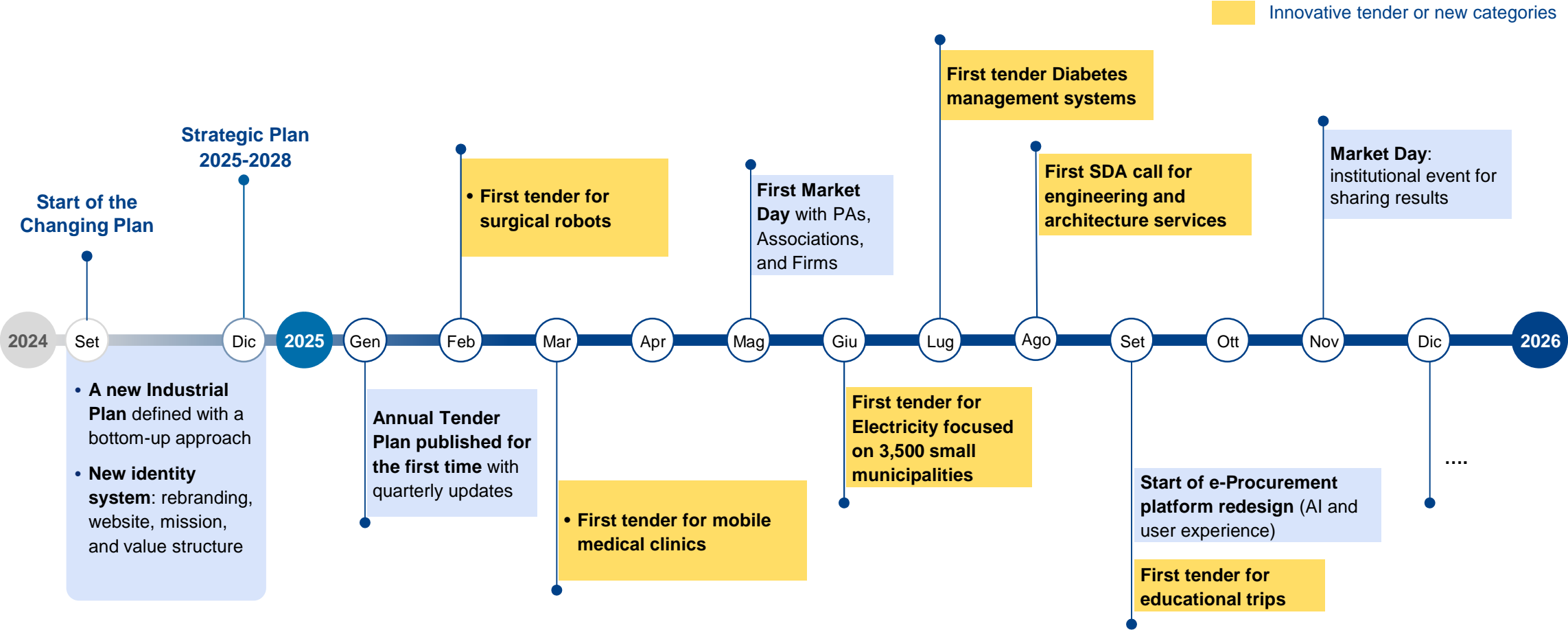
New relationship with Public Administration and Enterprises: Annual publication of

Tender plan and continuous dialogue channels

”

Strategic Plan 2025-2028

Some examples of achievements

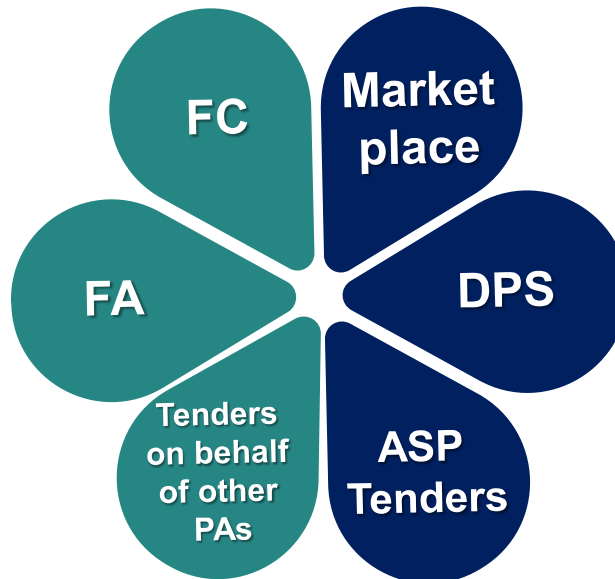


Digital markets and purchasing solutions

The largest Public e-Procurement platform in Italy (and one of the largest in the EU)

PURCHASING SOLUTIONS

- **Ready-to-use** frame contracts or adaptable framework agreements (**FAs**)
- **Standardised product categories**
- Awardees selected through **competitive processes designed and managed by Consip**
- **Digital procedures**



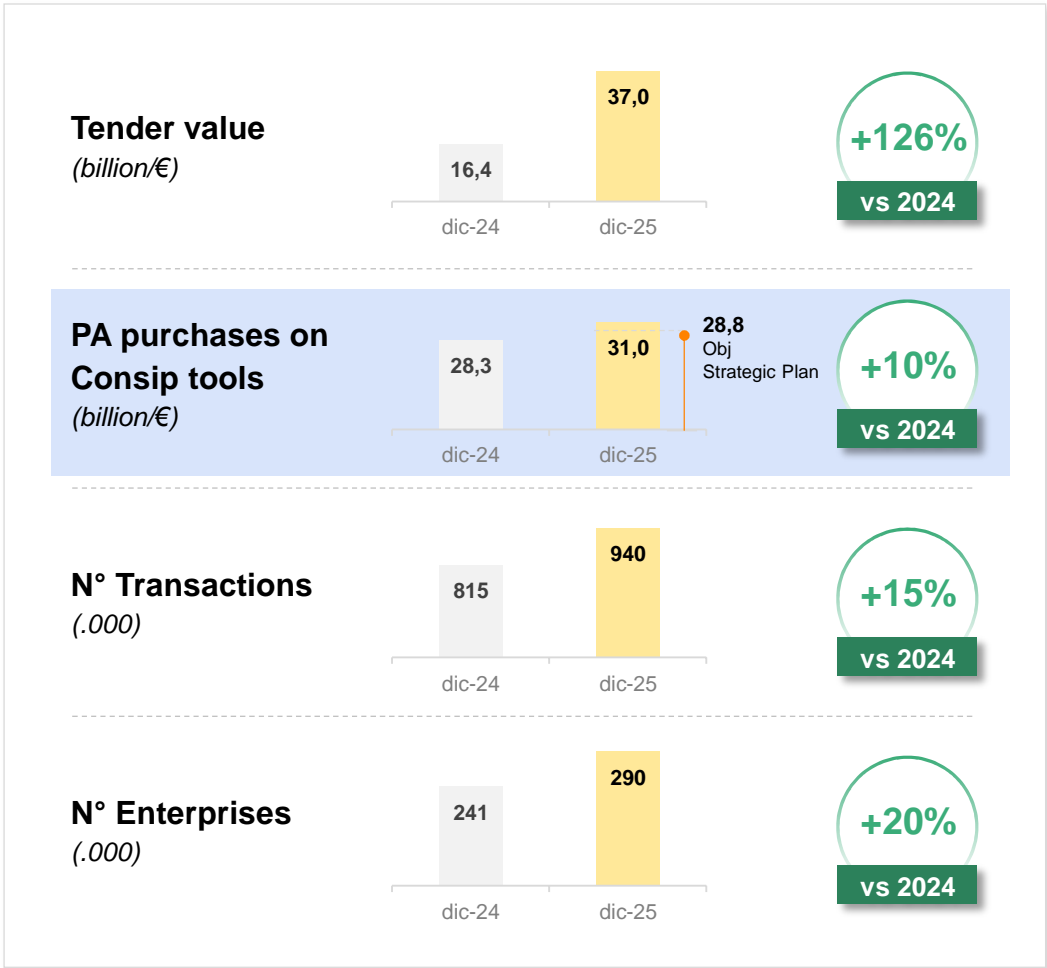
NEGOTIATION SOLUTIONS

- **e-Procurement platform for bespoke solutions** (eMarketplace, DPS, ASP Tenders)
- Products/services/works grouped in **meta-categories for both low- and high-value contracts**
- **Qualified suppliers by Consip**
- **Digital procedures**

DIGITAL MARKETS ARE ACCESSIBLE AND FREE OF CHARGE TO ALL PUBLIC AUTHORITIES

Main figures

Key performance indicators (FCT 2025)

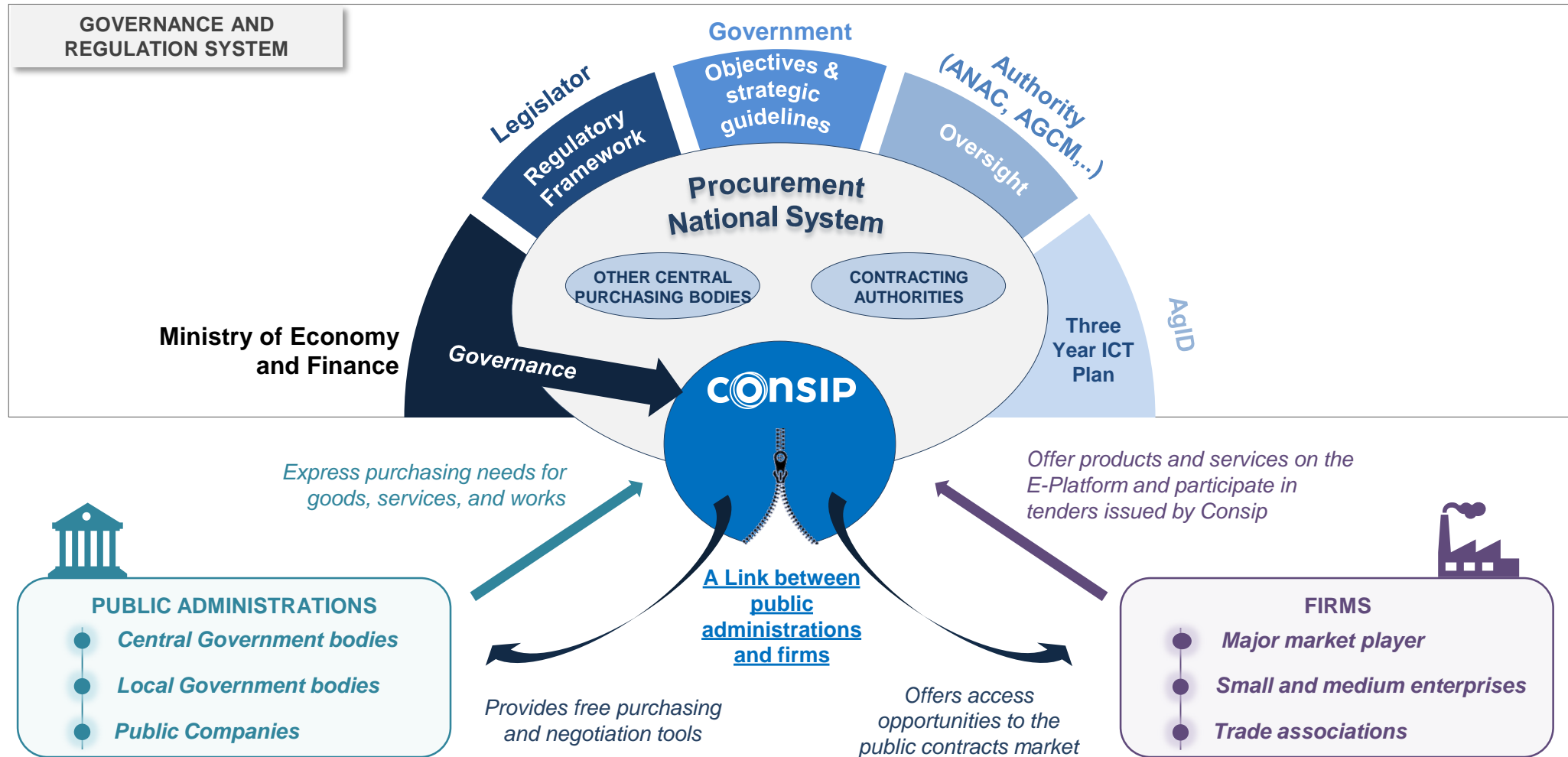


MAIN HIGHLIGHTS

- 37 Bln/€** of tendered value (+126% vs 2024), with **more than half** of the initiatives featuring **innovative tender designs**
- 31 Bln/€** of **intermediated spending**, exceeding the industrial plan target for 2025-2028 by more than 2.2 billion/€
- 290k** qualified economic operators, with over **95% being SMEs**, accessing public demand
- >900k** **contracts signed** between 14,000 public administrations and 290,000 enterprises using Consip tools

Consip at the center of National Procurement System

Governance and regulation system, Pas, Firms



The advantages for the country-system

Savings and Positive externalities

Savings



"PURCHASE PRICES"

due to the effects of the **aggregation of demand** and economies of scale → **prices lower** than those obtained by the P.A. independently



"PROCESS AND TIME"

linked to the **digitization of procedures**, the availability of "**turn-key solutions**", autonomous **tenders "avoided"** by adhering to Consip tools, lower **litigation costs** on tenders



"TECHNOLOGICAL INFRASTRUCTURE"

For the **free use** of the **E-Procurement tools**, eliminating the need to equip oneself with one's own (or third-party) tools for digital trading

Positive externalities



TRANSPARENCY AND TRACEABILITY OF PURCHASES

with benefits on **the quality and accountability of the administrative processes** of purchase and expenditure control



TRANSFER OF "RESPONSIBILITY"

By shifting the potential "risks" associated with **autonomous tenders** by the Administrations to Consip



DIVIDENDS FOR SOCIETY

Economic (GDP, tax revenue) and **employment** impacts generated by procurement-enabled economic activity