

# CONVENTION INTERNAZIONALE SUGLI APPALTI PUBBLICI

## INTERNATIONAL CONVENTION ON PUBLIC PROCUREMENT

**Roma, 6-7 Novembre 2025**

Roma Eventi

Centro Conferenze Fontana di Trevi  
Piazza della Pilotta, 4 - Roma

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# HOW TO ENHANCE COMPETITION IN PUBLIC PROCUREMENT

# INTRODUCTION

Around the world, governments spend trillions of dollars each year through procurement — nearly a fifth of global GDP.

That makes it one of the most powerful tools we have to deliver public services, drive innovation, and build trust in government.

- When competition in procurement is strong, everyone benefits: governments get better value for money, businesses gain fair opportunities, and citizens see improved services. But when competition is weak, costs rise, innovation slows, and public confidence suffers.
- We're seeing great progress globally — from digital procurement reforms in Latin America to open contracting in Africa and greater cross-border participation in Europe and Asia. These examples remind us that transparency and competition go hand in hand.

# Strategies to Boost Supplier Participation

One of the biggest barriers to competition is simply **limited supplier participation**. Sometimes the same few suppliers bid repeatedly — leading to higher prices or less innovation.

To address this, procurement bodies can:

- **Simplify tender documentation** — clearer requirements and avoid unnecessary bureaucracy.
- **Improve transparency** — publish procurement plans early so potential bidders can prepare.
- **Use digital platforms** — to make it easier for new suppliers to find opportunities.
- **Provide feedback** to unsuccessful bidders

# SMEs in Public Procurement: Opportunities, Challenges, and Policy Implications

SMEs are the backbone of our economies, yet their participation in public tenders remains limited. They face barriers such as high administrative costs, strict eligibility criteria, and payment delays.

To support SMEs, public buyers can:

- **Unbundle large contracts** into smaller lots so SMEs can compete.
- **Introduce simplified bidding procedures**
- **Ensure prompt payment policies**
- **Increase Transparency-** Publish all tenders and results on open platforms.

# Fostering Fair Competition and Preventing Anti-Competitive Practices

Healthy competition depends on **fair and transparent evaluation processes**. That means:

- **Clear, objective evaluation criteria**
- **Consistent scoring and documentation,**
- **Robust conflict-of-interest rules** for evaluators.
- **Anti-competitive behaviours** — e.g. bid rigging or collusion.
- Using **data analytics** to detect suspicious bidding patterns is becoming increasingly common — and effective.

# Towards a More Strategic and Competitive Procurement System

- Finally, procurement should not be a purely administrative task — it's a **strategic function**.
- Strategic procurement means using market intelligence, data, and supplier engagement to design tenders that **encourage innovation and competition**.
- We must understand the market — know when to bundle, unbundle, and when to engage early with suppliers.
- Ultimately, the goal is a procurement system that is **fair, competitive, and value-driven** — one that promotes innovation, supports SMEs, and delivers the best outcomes for everyone involved in that chain.



END

*‘A fair, open, and competitive  
procurement system builds stronger  
organizations and better serves the  
country.’*