Hitchhiker’s Guide on Procurement opportunities for startups in the Czech Republic
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About CzechInvest

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Through its services and development programs, CzechInvest contributes to the development of domestic firms, Czech and foreign investors and the business environment as a whole.

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About Startups.be

Startups.be is the one-stop-shop for Belgian tech entrepreneurs with a global ambition. We help them by providing easy and qualitative access to investors, customers and experts.

As a non-profit organisation, we connect the dots in the tech ecosystem and we are the voice of the startups in Belgium, looking to foster the startup culture with a neutral and inclusive approach and a national and international reach.

Since its foundation in 2013, Startups.be has quickly grown to represent more than 1500 startups, and over 120 Belgian organisations working for entrepreneurs.

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About MY-GATEWAY
Startup Europe initiative which aims to strengthen the capacities of high-tech startups and innovative SMEs in the Central and Eastern European region to become better connected, gain higher market exposure and have improved, streamlined access to funding opportunities and talent.

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1. Executive summary

1.2. What is the aim of the guide?

The goal of this document is to provide the reader with information on public and private procurement, and on the available possibilities for startups. The information was collected on both European and national level with the aim to offer Czech startups a practical guide with all the relevant information clearly explained. This guide was developed to help startups orienting in the field of public procurement and offer them the appropriate support. It also contains recommendations on where to find information, how to access support if needed, how to look for the actual public tenders, who to contact and how to proceed in case startups are interested in public procurement. This guide also offers an overview of the difficulties and some barriers which startups might face on their way to the public tender.

The “Hitchhiker’s Guide on Procurement Opportunities for Startups” explores the existing opportunities that public and private procurements provide in Czech Republic. These financial means are often missed, and the reasons range from the overwhelming administration and bureaucracy to the often-mentioned disadvantageous conditions for startups which are amplified by certain “myths” connected to public procurement.

Indeed, procurement opportunities, due to their administrative and regulatory barriers, are not being fully utilised by startups. The startups that see potential in their local market and have a solid expansion strategy (city by city or country by country), may benefit from public procurement and procurement contracts that, in turn, may stimulate their growth phase. One of the reasons why procurement is not being fully utilised is that procuring from public entities (local and international) is often long and very complicated. Furthermore, startups do not have the necessary knowledge and resources to pursue these opportunities; authorities may also find procuring from startups more challenging than from established companies. As concern corporate procurement opportunities, startups often have difficulties in accessing them.
2. What is Procurement?

Procurement is a process of gaining services and goods from an external source. The procurement process includes the preparation and processing of demand as well as the end receipt and approval of payment. It involves purchase planning, standards determination, development of specifications, supplier research and selection, value analysis, financing, price negotiation, making the purchase, supply contract administration, inventory control and stores, disposals and other related functions.

2.1. What is Public Procurement?

Every year, over 250,000 public authorities in the EU spend around 14% of GDP on the purchase of services, works and supplies. Public procurement refers to the process by which public authorities, such as government departments or local authorities, purchase work, goods or services from companies. Examples include the building of a state school, purchasing furniture for a public prosecutor’s office and contracting cleaning services for a public university.

2.2. What is Private Procurement?

The private sector comprises privately run organisations. Private procurement is completed within the context of for-profit organisations (FPs). Private procurement happens within privately owned companies.

2.3. The main distinction between Public and Private Procurement

The public and private sector are fundamentally different areas with unlike goals. Whereas the public institutions’ purpose is the effective organisation of public good, the aim of private companies and corporates is gaining profit for their owners. Regarding the topic of procurement, however, both the sectors share the same requirements, responsibilities and barriers such as proving the value for money, responsible decision making regarding the expenses and meeting the rules of public procurement and financial policies.

The main differences are:

- **Financing and the ability to react**
  The private companies are more flexible in the sense of transferring money between the departments or divisions in case the business conditions change. On the contrary, the public institutions cannot be this flexible as the budgets are strictly assigned to the departments for a specific (usually longer) period of time. In case the price increases or if another supplier pushes the prices down, the public institutions can react only very slowly.

- **Number of stakeholders**
  The public sector is, with regards to public procurement, under the pressure of a big number of stakeholders (superior institutions, governments, Parliaments or their clients) who require information and regular reports.

- **Bureaucracy**
  The work in the public sector involves a greater accent on the rules and procedures that need to be met. The process is lengthy and under higher control than it is in the private sector.

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1. [www.thebalancesmb.com/procurement-2948316](http://www.thebalancesmb.com/procurement-2948316)
2.4. Public procurement procedures in the EU

EU public procurement accounts for approximately €2 trillion every year (14% of EU GDP). There are several types of public procurement procedures on the European level3:

Open procedure:
- Open to any business
- Time limit for submission: 35 days from the publication date of the contract notice or 15 days if prior information notice was published previously

Restricted procedure:
- Restricted procedure may be submitted by any business. Of those, only pre-selected businesses are invited to submit a tender
- Contracting authorities must select at least 5 candidates
- Time limit for submission: 37 days from the publication date of the contract notice, 36 days if prior notice was previously published, 40 days if 5 candidates are selected, 15 days only for urgent cases and 10 days for urgent cases where the notice is sent electronically

Negotiated procedure:
- Contracting authority shall invite at least 3 businesses with whom start the contract negotiation
- This procedure is used only for a restricted number of cases (e.g. supplies intended exclusively for research or testing purposes) and specific sectors (e.g. water, energy, transport or postal services)
- Time limit for submission: 37 days from the publication of the contract notice, 15 days in the event of urgent cases, or 10 days if the notice is sent electronically. No publication may occur when a) no tenders were submitted in an open or restricted procedure, b) extremely urgent cases arise, c) the contract can be carried out only by a single business due to technical reasons

Competitive dialogue:
- Employed for complex contracts
- Contracting authority must invite at least 3 candidates to the dialogue stage which is sought to define technical, legal and economic aspects. After the dialogue, candidates must submit the final tender
- Time limit for submission: 37 days from the publication of the contract notice
- This procedure cannot be used in the water, energy, transport and postal services sectors

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3. Procurement opportunities for startups

3.1. Public Procurement opportunities

3.1.1. European level

The EU declares that public procurement allows to increase employment, growth and investment, and it contributes to creating innovative, resource and energy efficient, socially-inclusive economies. However, it is estimated that further efforts to increase collaboration with public authorities and other stakeholders might lead to 1% of efficiency gain (€20 billion per year).

Two pillars of the EU procurement’s landscape are the Pre-Commercial Procurement (PCP) and the Public Procurement of Innovative solutions (PPI). These two instruments are both implemented by the Innovation Procurement and, when coupled, can sustain public procurers to drive innovation from the demand side and enable the public sector to modernize public services faster while creating opportunities for companies in Europe to gain leadership in new markets. PCP can go up to the development, and possibly also the purchase of the limited volume of first products developed in the PCP. However, PCP does not cover large scale commercialisation, which is the remit of PPI. On the other hand, PPI enable larger scale deployment of solutions that were developed in small quantity in a preceding PCP. PPI can also be used independently, to bring to the market innovative solutions that do not result from R&D but for example from organisational or process.

Therefore, these two instruments are complementary and create synergies among each other. Currently, compared to other parts of the world, PCP and PPI are underutilized in Europe.

Criticisms of the actual EU public procurement system include:

- About 55% of procurement procedures still use the lowest price as the only award criterion.
- 5% of public awarded contracts do not have a published call of tenders
- SMEs ability to win public tenders’ calls are well below their weight in the economy (46%)
- Digital transformation of the public procurement process is limited to only 4 EU member states
- Contracting authorities are rarely buying together, as only 11% of procedures are carried out by cooperative procurement

Pre-Commercial Procurement (PCP)

The PCP challenges industry from the demand side to develop innovative solutions for public sector needs and it provides a first customer reference that enables companies to create competitive advantage on the market. PCP enables public procurers to compare potential alternative solution approaches and filter out the best possible solutions that the market can deliver to address the public need.

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5 ec.europa.eu/growth/single-market/public-procurement_en
6 ec.europa.eu/digital-single-market/en/pre-commercial-procurement
In PCP, public procurers buy R&D from several competing suppliers in parallel to compare alternative solution approaches and identify the best value for money solutions that the market can deliver to address their needs. R&D is split into phases (solution design, prototyping, original development and validation/testing of a limited set of first products) with the number of competing R&D providers being reduced after each R&D phase. Here, procurers share the benefits and risks related to the IPRs resulting from the research and development (R&D) with suppliers at market price. Suppliers retain IPR ownership rights, while procurers keep some usage and licensing rights.

Moreover, PCP can be used when there are no near-to-the-market solutions yet and new R&D is needed. This instrument can then compare the pros and cons of alternative competing solutions approaches. This will, in turn, enable to de-risk the most promising innovations step-by-step via solution design, prototyping, development and first product testing.

Projects implementing PCP and PPI
PCP and PPI are also implemented via FP7, CIP and Horizon 2020 fund projects. Here several examples of EU co-financed projects that are implementing PCP and PPI:

Public Procurement of Innovative solutions (PPI)

PPI is used when challenges can be addressed by innovative solutions that are nearly or already in small quantity in the market and do not need new R&D. This instrument facilitates wide diffusion of innovative solutions on the market and it provides enough demand to incentivise industry to invest in wide commercialisation and bring innovative solutions to the market with the quality and price needed for mass market deployment. This enables the public sector to modernize public services with better value for money solutions and provides growth opportunities for companies.

PPI happens when the public sector uses its purchasing power to act as early adopter of innovative solutions which are not yet available on large scale commercial basis. The first step is to form a critical mass of purchasing power on the demand side (one large enough buyers or several smaller buyers in a buyers group). One that can incentivise industry to scale up the production to bring solutions to the market with the price and quality requirements for large scale deployment.

For the second step, the procurer(s) make an early announcement of the innovation needs (with the required functionality/performance and possibly also price requirements). They express the intention to buy a critical mass of innovative products if industry can bring them to the market with the predefined price/quality requirements by a specific date. The procurers may wish to perform a conformance testing of solutions of suppliers that have come forward with potential solutions by the target date. This is done to verify that there are indeed solutions that can meet their needs, before actually procuring the innovative solutions.

The third step is the actual public procurement of the innovative solutions through one of the existing public procurement procedures (e.g. open/negotiated procedure, competitive dialogue etc).

PCP:

- **FABULOS**: Consortium that focuses on how cities can use automated buses in a systematic way, aiming ultimately for the operations of an autonomous bus line as part of the public transportation ecosystem.
- **SELECTforcities**: Consortium of cities that is working towards a standardized, open, data-driven, service-oriented & user-centric platform enabling large scale co-creation, testing & validation of IoE services for Cities.
- **MAGIC**: Consortium of health care providers that aims to improve care delivery systems that empower patients in optimising their recovery from a stroke together with healthcare professionals.
• EMPATTICS: Consortium of health care provid-
ers that focuses on new ICT solutions that can
empower chronic patients as decision makers in
the treatment of their disease.
• STARS: Consortium of healthcare procurers that
aim for smart solutions that provide patients
with individualized avoidance and reduction of
unnecessary healthcare related stress factors,
across the preclinical, hospitalisation and after-
care periods. Technical challenges to overcome
for suppliers relate to vital signs measuring,
wireless real-time transfer of large data amounts
and big data analysis and decision making.
• SILVER: (completed) - Consortium of local and
regional authorities that identified robotics
solutions which enable care-givers to reach
10% more of elderly persons who can live inde-
dependently by 2020. First solutions are currently
being commercialised.

PPI:
• PPI4HPC: Consortium of leading supercomput-
ing centers that is implementing for the first time
in Europe a joint Public Procurement of Innova-
tive solutions for High Performance Computing.
This 73 EUR million procurement enables a sig-
nificant enhancement of the planned pre-exas-
cale HPC infrastructure and paves the path for
future joint investments in Europe in the context
of the EUROHPC.
• THALEA II: Consortium of hospitals that is pre-
paring to start a PPI after the THALEA PCP to
deploy highly interoperable telemedicine-plat-
forms that detect increased risk ICU-patients.
• RITMOCORE: Consortium of hospitals that is
preparing a PPI to procure innovative solutions
for the treatment of elderly patients with ar-
rhythmias. This includes a support center for
remote monitoring of pacemakers, delivering
pre-defined information sets to all stakeholders
in the care path, integration and quality label-
ing of vital signs home monitoring devices and
wearables and support for patient activation.

• STOP AND GO: Consortium that procured in-
novative ICT based telecare services for elderly
that suffer from multiple conditions such as
heart failure, diabetes, etc. In Barcelona for ex-
ample newly procured implantable cardioverter
defibrillators led to a 9.8% reduction in hospital
visits, reduced the risk of death by 29% and the
implants were successful in 98.12% cases, com-
pared to 90% under the old approach.

Why does the EU believe
in public procurement?
To create a level playing field for all businesses
across Europe, the EU law sets out minimum har-
monised public procurement rules. These rules or-
ganise the way public authorities and certain public
utility operators purchase goods, work and services.
They are transposed into national legislations and
apply to tenders in which monetary value exceeds a
certain amount. For tenders of lower value, national
rules apply. Nevertheless, these national rules must
also respect the general principles of EU law10.

The European Commission’s public procurement
strategy adopted in October 2017, focuses on six
strategic policy priorities:
• Ensuring wider uptake of innovative, green, and
social procurement
• Professionalising public buyers
• Increasing access to procurement markets
• Improving transparency, integrity and data
• Boosting the digital transformation of procure-
ment
• Cooperating to procure together

For who do the rules apply?
Every business registered in the EU has the right to
compete for public contracts in other EU countries.
The EU law sets minimum harmonised rules that ap-
ply to tenders above a certain value (see thresholds
below)11.

10 ec.europa.eu/growth/single-market/public-procurement_en
As mentioned above, for lower value tenders national rules apply, yet they need to respect the general principles of the EU law. Below threshold, procedures may be simplified compared to EU-wide tenders.

For all the tenders, public authorities:

• May not discriminate against businesses registered in another EU country
• May not refer to specific brands, trademarks or patents when describing the characteristics of products and services they wish to purchase
• May not refuse to accept supporting documents (certificates, diplomas, etc.) issued by another EU country, as long as they provide the same level of guarantee
• Must make all information regarding tenders available to all interested companies, regardless of the EU country they are registered in

For more rules, please consult the following website: link.

What does the EU do to make it easier?

• Increasing the impact of public investment through efficient and professional procurement
• Making procurement better through PEPPOL. Open PEPPOL is a non-profit association of both public sector and private members. Its purpose is to enable European businesses to easily communicate electronically with any European public sector buyer during their procurement processes, thereby increasing opportunities for greater competition for government contracts and providing better value for taxpayers’ money.

Public procurement in EU countries

Below, a list of websites providing information on the existing tenders in the EU countries:

- Tenders: ec.europa.eu/info/funding-tenders_en
- Tender opportunities – by department: ec.europa.eu/info/funding-tenders/tenders/tender-opportunities-department_en
- (Tenders Electronic Daily) is the online version of the ‘Supplement to the Official Journal’ of the EU, dedicated to European public procurement ted.europa.eu/TED/main/HomePage.do
- Open tender: platform allows you to search and analyse tender data from 33 jurisdictions: www.opentender.eu/start
- Business Europe: www.businesseurope.eu/policies/eu-single-market/public-contracts

3.1.2. The national level – Czech Republic

Public procurement plays an above average role in the Czech economy. Responsibilities are decentralised, with contracting authorities processing their own procurement at all levels of government without central coordination. Also, while there is no central purchasing body at the national level, there is a move to increase the aggregation of procurement demand through joint purchasing, e.g. at the Ministry level.

The Czech Parliament passed a comprehensive procurement reform law in 2012 in an effort to boost transparency and efficiency and improve public confidence in the process. The reforms were substantial and wide-ranging, but there were implementation issues with a number of the core provisions and substantial portions of the law were therefore subsequently repealed.
Strengths:

• Information on public tenders is centralised in the national Journal of Public Procurement and hosted online by the Ministry of Regional Development

• Intensive cooperation among anti-corruption bodies

Weaknesses:

• Still existing significant issues with corruption. Perception of corruption by the public is substantially higher than the EU average

• Lack of practical and up-to-date methodology and guidance materials for contracting authorities, particularly for inexperienced procurers

• Frequent use of negotiated procedures without publication of a tender notice reduces competition and provides substantial discretion for contracting authorities

National opportunities in the startups’ areas of interest

Public contracts are often a topic of discussions, mainly because significant financial resources are being spent through them. The basic rule which regulates the issue of public contracts is Law No. 134/2016 Coll. about public contracts.

Under public contracts, suppliers can make large-scale deliveries under relatively stable business relationships and with secured financing. For the entrepreneur who obtains the contract, the risk of not receiving the agreed remuneration is minimised. New EU directives and their follow-up national efforts are sought to contribute to the procurement process in a transparent and non-discriminatory way.

It should also be pointed out that many government contracts feature contractors and subcontractors which are often smaller companies hired by the primary contractors to do certain parts of the job. In short, there are ways for the startup can “get in”.

While startups and SMEs are warmly welcome in the world of public procurement, there are several obstacles that complicate the whole process.

Startups usually offer a product or service that could win a public contract and their area of expertise could be a precious contribution to the government. Cybersecurity is a good example. Considering that government contracts are often about services and products that have been in place for decades, including the startups and SMEs into the ecosystem could be beneficial for all the parties.

In the Czech Republic there is not one but several Czech Public Procurement electronic tools, e.g.:

• NEN Portal: since 01/07/2018, a complex electronic tool for administration public procurements and concessions in all categories of public procurement and in all categories of contracting authorities, including the sectoral ones, nen.nipez.cz

• EZAK: www.ezak.cz/verejne-zakazky

• Veřejná soutěž: www.verejna-soutez.cz/

• Veřejné zakázky Brno: zakazky.brno.cz/

• FEN: fen.cz/

• TED: ted.europa.eu/TED/main/HomePage.do

• ISVZ: www.isvz.cz/ISVZ/_podpora/ISVZ.aspx

• Tender Market: www.tendersystems.cz/tendermarket.html

• Gemin: www.gemin.cz/index.php

Key players and documents

The Ministry for Regional Development

The Ministry provides practical guidance for the process of awarding public contracts and ensures the development of related legal norms. In addition, the Ministry participates in devising a national concept for the field of cooperation between the public and private sector (PPP – Public Private Partnership). The Ministry administers “Information System on Public Contracts” and Public Procurement and Concessions Portal.


17 mmr.cz/en/Homepage
The Office for the Protection of Competition\textsuperscript{18}

The Office is mainly responsible for creating conditions that favour and protect competition, supervision over public procurement and consultation and monitoring in relation to the provision of state aid\textsuperscript{19}.

Main contracting authorities in the Czech Republic are:

\begin{itemize}
  \item Organisational units of the state, considered independent contracting authorities
  \item The Czech National bank
  \item Partially state budget-funded organisations
  \item Territorial self-governed units or their partially budget-funded organisations
  \item Another legal person provided that:
    \begin{itemize}
      \item They are founded to satisfy public needs that are not of industrial or commercial in nature
      \item They are mainly founded by different authorities that may exercise their decisive influence over them, or such public authority elects more than half of the members of its governing or controlling body
    \end{itemize}
\end{itemize}

Key document: Act 134/2016 Coll. on Public Procurement

\begin{itemize}
  \item Implements and regulates the relevant legislation of the European Union
  \item The public procurement rules including specific procedures preceding the award of public contracts
  \item The obligations of economic operators with regard to public procurement and specific procedures preceding the award of public contracts
  \item The publication of public procurement information
  \item The special requirements for invoicing the performance of public contracts
  \item The special grounds for termination of contractual obligations arising from public contracts
  \item The information system on Public Contracts
  \item The qualified economic operator’s system
  \item The certified economic operator’s system
  \item The supervision over compliance with this act\textsuperscript{20}
\end{itemize}

3.2. Private procurement opportunities

Start-up – corporate collaboration opportunities: Czech Republic

Faster innovation, cheaper acquisition of new customers and the ability to attract the best talents make start-ups the new economic units providing services to more and more corporates in the Czech Republic. What big companies can learn from start-ups is the problem-solving ability: if there is an issue, the average start-up needs about two weeks to fix it compared to half a year in case of a corporate. However, there is an innovation tendency within big corporates. For instance, T-Mobile employs a person responsible for innovations, and AXA has a whole innovation department. These employees are supposed to create a strategy for further development, and, for this reason, they often connect with start-ups. SAP is a progressive company in this respect as it cooperates with more than 2 thousand start-ups worldwide.

The cooperation with start-ups also contributes to the innovative environment inside of the companies by raising competitiveness and motivation of the employees. This can be supported by several tools such as the organization of innovation competitions or hackathons. In this way, IBM organized Smart Camps through which it could access developers who during a single weekend can familiarize with its platform and create prototypes of new products.

\textsuperscript{18} \url{www.uohs.cz/en/homepage.html}
\textsuperscript{19} \url{www.uohs.cz/en/homepage.html}
4. Barriers to startups benefiting from procurement opportunities

4.1. European Level

- The public procurement law favours well-established companies, for example through the so-called qualitative selection procedure.
- The scale of the contract in question.
- The way in which technical specifications are described, in other words, the purpose of the contract, is also decisive in enabling SMEs, especially innovative SMEs, to take part.
- Very few contracting authorities make an effort to envisage innovative procurement. This is particularly the case when there are experimental solutions for which a specific need has not yet been identified by the authorities.

4.2. Czech Republic

4.2.1. For domestic firms

Significant barriers and obstacles in the public procurement hold back the innovation, and the main reason is the way the government delivers services. The main goal should be to provide services that are as accessible as ordering a taxi or using online banking. However, to achieve this goal, it is necessary to make it easier for innovative businesses to partner with government.

Procurement barriers can be expensive for all businesses, for small ones and big ones as well. However, it applies even more for startups and SMEs who may find it difficult to orient into the bureaucratic schemes and the world associated with difficult procurement processes.

Current barriers can inhibit or completely suppress innovations and complicate the development of a new product or service instead of creating innovation and producing new ways of doing things.

Even government agencies face serious issues: they must lead startups and SMEs through the legislative and policy requirements and also internal processes. All these situations put pressure on resources and make it difficult to be flexible.

The ideal state is when suppliers have only one place to go to offer their services and, governments, in turn, have just one place to find all the help they need to build world-class digital services. In such case, contracts would be more comfortable, simpler and faster to execute.

The government would benefit from the brand-new ideas and innovations that the competition brings. It means more opportunities for the government, as it could be useful in the startup sector and helping startups into an even playing field.

4.2.2. For International suppliers

According to the experience of the foreign small consulting firms, incubators etc. in the Czech Republic, which has limited human resources, it is a big problem for them to provide a basic competence in the country of origin as well as in the Czech Republic.

The process of obtaining the necessary documents (e.g. documents from The Czech Social Security Administration, Tax Office and their international format) is so demotivating that a lot of potential and even high-quality suppliers are discouraged from placing the offer in the Czech Republic.

The law regarding public tenders usually does not mention international suppliers. After a supplier wins competitive tendering in the scope of public tender, which for the supplier is administratively difficult, a new and complicated process involving other documents and confirmations begins before the closure of the contact.
5. How to benefit from public opportunities in the Czech Republic?

Public tenders are not only the big and well-known tenders that are being publicly discussed. Instead, very often they focus on much simpler requests such as the purchase of computer screens or the reparation of a machine. Therefore, this guide focuses on the ways how small and medium enterprises can benefit from public tenders.

Small public tenders

Small public tenders such as the ones with a threshold of 6 000 000 CZK excl. VAT in case of construction works and 2 000 000 CZK excl. VAT in case of service or goods delivery is more accessible for small and medium enterprises.

The ordering parties publish these tenders on the public tenders’ portals, often they are also to be found on their websites. In the Czech Republic, there are over 21 000 sources that inform about the new tenders of small size every day.

Attendance in tenders separated into parts

The new law about public tenders from the year 2016 requires dividing the tenders into more parts whenever it is technically and economically possible. The change in the law was a big part of the European Union initiative attempting to involve small and medium enterprises into public tenders.

Become a sub-supplier

The model of sub-suppliers enables startups to identify winners of the big tenders and to contact them with their offer as an expert on a certain part of the order. Alternatively, they may contact a company that participates in the tenders focused on their sector and persuade them to take part in the tender – and take the startup as a sub-supplier.

Be addressed with direct ordering

Public tenders may be won even without long formal process if their value is lower than 500 000 CZK excl. VAT. In these cases, the public institution contacts different companies with its order request and then it decides for one of them. The public institution needs to consider the startup a reliable supplier in order to start a cooperation with it.

The startup needs to identify its potential customers, contact them and demonstrate why they should choose them in the next tender. In the first part, the identification of customers and the necessary contact information, can be obtained by using many different services. The startup can investigate the archive and search for tenders from its region and industry field and find necessary contacts.

Available trainings and workshops

There are no training opportunities dedicated to raising awareness of startups about the public or private procurement opportunities. The available trainings only offer advisory regarding the public procurement regulatory compliance.

Contact point in the Czech Republic

The Ministry for Regional Development

The Ministry provides practical guidance for the process of awarding the public contracts and coenures the development of related legal norms. In addition, the Ministry participates in devising a national concept for the field of cooperation between public and private sectors (PPP – Public Private Partnership). The Ministry administers the “Information System on Public Contracts” and the Public Procurement and Concessions Portal.

21 mmr.cz/en/Uvod
6. Main trends

- Emphasising value for money through procurement
- Public procurement for innovative solutions (PPI)
- Smaller and younger companies are more successful in the local government procurement
- Increase of the procurement collaboration across the public sector
- Enhancement of the central procurement capabilities while simplifying processes and empowering departmental decision makers
- Innovate sourcing approaches, including full use of available tools and approaches (e.g. negotiation, piggyback contracts, e-Procurement, e-Sourcing)
- Strategic public procurement and Circular economy
- The strategic perspective of public procurement
- Public procurement will remain a crucial instrument of policy delivery
- Strategic public procurement: buying green, socially responsible and innovative services and products. Prioritised sectors for which targeted efforts on strategic procurement uptake are needed are construction, healthcare and IT, security and defence
7. Recommendations based on startups’ experiences

• To familiarise themselves with the electronic tools and to learn using them so the startups can enter the field of public procurement
• To create new contacts and partnerships with other (bigger and/or more experienced) suppliers in order to apply for the public tenders collectively
• To gain the necessary qualification and experience
• To employ a person whose agenda will be specifically the public procurement
• Show the contracting authority that the startup offers the best solution to their problem. Effective representation and art to sell are the abilities that will help in the competition
8. References


