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Growth through Procurement

CONNECTING
COMPANIES TO
IRISH PUBLIC SECTOR
OPPORTUNITIES



Growth through Procurement

Enterprise Ireland's public procurement team is working across public sector organisations to raise awareness of the innovative capabilities and solutions of Irish small to medium-sized enterprises (SMEs) and how they can deliver value to public sector contracts.

The Government is the largest purchaser of goods and services in the economy. Public Procurement accounts for 16% of GDP. In turn €8.5 billion is spent on supplies and services.

TARGETING AND WINNING PUBLIC PROCUREMENT CONTRACTS

Our public procurement team works with contracting authorities to help identify innovative solutions, products and services developed and provided by Irish companies. During 2014 -2015 initiatives to increase the engagement between public sector bodies and SMEs will focus on the following sectors:

- Construction
- Health
- Justice
- Education
- Transport
- Utilities
- Software and services

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HOW DOES ENTERPRISE IRELAND WORK WITH IRISH SMES TO TARGET AND WIN PUBLIC PROCUREMENT CONTRACTS?

Enterprise Ireland is committed to working with Irish SMEs to facilitate and maximise the contract opportunities available through the public sector. The key focus of the public procurement team is to raise awareness of the innovative solutions provided by indigenous SMEs to the public sector in Ireland. Should read: The team also connects with local subcontractors and sub suppliers in the supply chain to shortlisted bidders in flagship public sector projects through "Meet the Buyer" events.

The Department is made up of a team of Market Advisers whose role is to:

- ✓ Identify and qualify procurement opportunities.
- ✓ Build client capability
- ✓ Facilitate buyer / client meetings in order to accelerate the procurement process
- ✓ Develop and implement new approaches to public sector procurement in collaboration with key stakeholders
- ✓ Identify "blocks" to SME access to the public sector market and implement the appropriate solutions.