



## Country case: The CONSIP replication model for training (Italy)



Public Procurement Principle: **Access, Capacity, Participation**



Procurement Stage: **All stages**



Audience: **Policy makers, Procuring entity, Private sector**

### Description

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In 2003, Italy launched a national initiative for the rationalisation of public administrations aiming at streamlining public procurement. As a result, the central purchasing body, Consip, partnered with a nationwide association of enterprises-suppliers to develop a network of dedicated training desks called “Sportelli in Rete”. The overall purposes of the initiative are to:

- Instruct suppliers in more optimal use of available eProcurement tools, to foster innovation and efficiency
- Promote use of the eMarketplace tool MEPA among suppliers, especially SMEs
- Increase the participation of SMEs in Consip’s e-procurement activities, especially at the local and regional level.

The replication model of CONSIP consists of providing training to local associations of suppliers and subsequently allowing them to train local SMEs free of charge. In this context, geographical barriers no longer exist. Training helps to expand business opportunities for both contracting authorities and suppliers, thus contributing to the creation of a multiplication effect.

Italy has set up over 200 SME public procurement training bureaus within 11 supplier associations across the country. These bureaus play fundamental role as reference institutions recognised by local enterprises. The initiative has been popular and training attendance is high. More than 2 250 SMEs have been trained to date. The initiative has also transformed perceptions of Consip, which is now recognised as a body fostering business opportunities in a competitive and transparent environment.

Source: OECD (2020), [System Change in Slovenia: Making Public Procurement More Effective](#), OECD Publishing, Paris

