



## GovTech Poland – engaging small and medium businesses for public contracts



Public Procurement Principle: **Access, Balance**



Procurement Stage: **Pre-tendering, Tendering**



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

### Description

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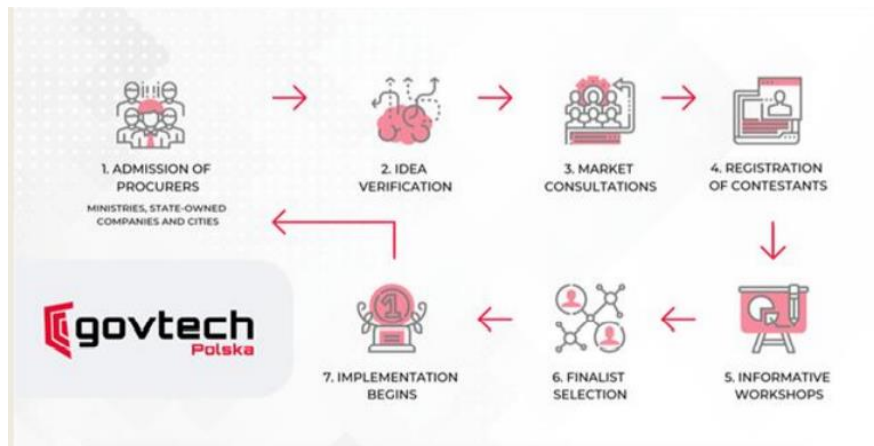
The Government of Poland has endeavoured to ensure that public policies are prepared in co-operation with stakeholders, in order to provide new invaluable inputs, innovative ideas and evidence about the problems as well as the solutions. It recognises, however, that not all stakeholders have the capacity, knowledge and resources to provide structured responses and suggestions to policy makers.

GovTech Poland is designed to respond to this issue. This challenge-based procurement model allows any business or citizen to pitch ideas to government, and encourages small businesses to bid on government projects, which may be inspired by the ideas received from citizens. Companies that pitch or can carry out the best ideas win a full implementation contract without the need for an additional tender. The model is designed to open up procurement to all creative individuals, and covers the entire process from identification to implementation.

Ideas are evaluated anonymously by a panel to mitigate potential biases. Participants then progress through competitive rounds designed to select the best projects. In the first round, they must develop minimum viable products (MVPs), then those who make it to the second level create functional prototypes. A small handful of winners is selected and awarded contracts for implementation.

The GovTech programme has already had a significant impact, by helping to address the common challenge of too few vendors bidding on a tender – an issue of particular relevance for the Slovenian context. In an interview with industry publication GovInsider, Justyna Orłowska, Director of GovTech Poland, noted that “usually there are just two or three [bids]”, but the new process has increased this number to “about 50 on average, with a peak of 96” bids, giving the government more options and increasing the potential for positive outcomes. In addition, the majority of winners to date have come from

companies with fewer than 250 employees, an outcome that is helping small and medium-size enterprises to break into the public procurement ecosystem.



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

