



Impact of the use of e-catalogues in Italy



Public Procurement Principle: **Access, E-procurement, Participation**



Procurement Stage: **All stages**



Audience: **Policy makers, Procuring entity, Private sector, CPBs, Civil society**

Description

Consip, the national Italian CPB, implemented an electronic catalogue called the Mercato Elettronico della Pubblica amministrazione MEPA for the use of contracting authorities. Unlike other centralised tools, Consip does not act as the contracting authority in procurement procedures conducted via the MEPA. Consip: 1) provides infrastructure and related services; 2) defines authorised product categories; and 3) manages access rights that allow administrations and companies to negotiate their supply contracts with total autonomy.

In 2017, about 600 000 transactions were carried out on the MEPA with a value of EUR 3.1 billion. This compares with EUR 360 million in 2012. The average growth recorded in this period was more than 50% per year.

The MEPA allows contracting authorities to purchase goods, services and works for values below the EU thresholds below which contracting authorities can use simplified procurement procedures. The total volume of procurement procedures carried out under the MEPA accounts for 99% of procurement procedures and for approximately 20% of procurement value.

The MEPA is a tool designed especially for small and medium-sized enterprises, which, in Italy, account for 99% of qualified suppliers. Almost seven in ten companies are micro-enterprises with fewer than ten employees. This means that even companies that do not have a sufficient size to participate in large tenders are able to access public markets.

MEPA provide suppliers with a number of benefits: reduction of commercial costs and optimisation of sales times; opportunities to propose offers throughout the national territory, which enhances the most dynamic and innovative companies; competitiveness and direct comparison with the reference market; and incentives for the renewal of sales processes.

Public administrations also see benefits in making their below-the-threshold purchases on the MEPA. These benefits include: time savings on purchasing procedures; transparency and traceability of the whole process; widening the possibilities of choice for public administrations, as they can compare products offered by suppliers present throughout the national territory; and satisfaction of specific needs, thanks to a wide and deep range of available products and the possibility of issuing requests for offers.

Source: OECD (2019), [Public Procurement in Germany: Strategic Dimensions for Well-being and Growth](#), OECD Publishing, Paris

