



## Improving SMEs' Access to Cross-Border Public Procurement

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# Bidding on a public contract published by an international funder.

## International funders

Public procurement funded by international funders, such as the UN (United Nations), the AFD (Agence française de développement) or the World Bank, are a major development opportunity for enterprises : this market represents more than \$142 billion per year.

This factsheet only focuses on tenders launched by the AFD and the African Development Bank Group. However, factsheets on UN and World Bank procurement are available on the [SESAM website](#).

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The content of this fact sheet represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.

## African Development Bank Group

The African Development Bank focuses on five priority areas:

- ◆ Feed Africa
- ◆ Industrialize Africa
- ◆ Integrate Africa (transport infrastructures)
- ◆ Improve the quality of life for the people of Africa
- ◆ Light up & power Africa

An interactive platform of investments by country or sector is available on the website [here](#)

## Where to find call for tenders?—Databases

### Agence Française de Développement

AFD have put in place a searchable database (<https://afd.dgmarket.com/>) where tender notices are published. A search by region or line of business is possible. Online tutorials on how to use the website are available.

*NB: Registration is mandatory in order to access the service. It is free of charge.*

### African Development Bank Group

The African Development Bank Group publishes a list of:

- ◆ Prospective solicitations: <https://www.afdb.org/fr/about-us/corporate-procurement/procurement-notice/prospective-solicitations/>
- ◆ Current solicitations: <https://www.afdb.org/fr/about-us/corporate-procurement/procurement-notice/current-solicitations/>

### Others

Private providers can monitor closely calls for tenders published by international funders.

## To participate to international tenders

### The Agence Française de Développement (AFD)

AFD intervenes in various areas (Latin America, Asia) but mostly in African developing countries. This Agency finances projects on a broad spectrum of activities: its action scope goes from water sanitation to promoting education and fighting poverty. To sum up, AFD finances projects related to the 17 Sustainable Development Goals set by the UN (precisions [here](#)).

All of the projects, by type and geographical sector, are reported on an interactive map available on the AFD's website ([here](#)).

## To understand buyers' demands

In order to make a good bid, some information need to be checked:

- ◆ Have you understood all of information of the tenders?
- ◆ Are financial guarantees mandatory in order to submit a bid? (for more information on financial guarantees click [here](#))

More information on:

- ◆ The Agence Française de développement : <https://www.afdb.org/fr/contact-us/,corporate-procurement@afdb.org>
- ◆ The African Development Bank: <https://www.afd.fr/fr/contacter-afd>

## Information on response models

In the general case, direct awards of contracts are not accepted by AFD. AFD usually goes by two types of award procedure:

- ◆ A restricted procedure for intellectual service contracts
- ◆ An open procedure for works and supplies contracts

The selection process also differs depending on the object of the tender. The proposals are usually analysed according to two factors: quality and cost. However, it is not always the case:

- ◆ Cost might be the only criteria (for instance in the case of a simple consulting services).
- ◆ For complex projects or projects with major impacts, it is possible to make a selection only based on the quality of the technical proposal.

Documentation is available online (see sidebar).

### Documents types

[African Development Bank Group](#) :

Templates of call for tenders are available online : <https://www.afdb.org/fr/about-us/corporate-procurement/forms-documents/>

## To win international tenders

### Advice for SMEs

In order to make a bid, SMEs should take into account the following points:

- ◆ It is important to **be visible** to the international funders and public administrations related to the project.
- ◆ SMEs are more likely to win a bid if they **have references in the country/** geographical area where the project is taking place.
- ◆ SMEs should take the time to work on the CVs of people working on the projects: **resumes are one of the cornerstones of a good bid.**
- ◆ Having a **local partner** may be an important asset. A local partner is usually aware of the local context and problematic.
- ◆ Payment times are usually between 3 and 6 months: SMEs need to check whether or not they **have sufficient capital** and can wait to get paid.

### Documents types

[AFD](#) :

The details of procedures, depending on the type of contract (work, intellectual services, furniture), are described on the AFD's website: <https://www.afd.fr/en/responding-bid-invitation>.

Companies can check templates of call of tenders and response models under the section "Download the model documents".

## Social Networks

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Twitter:

[https://twitter.com/sesam\\_eu](https://twitter.com/sesam_eu)

YouTube:

<https://www.youtube.com/user/pargovpl>

Site:

[www.sesamproject.eu](http://www.sesamproject.eu)

## SESAM

Initiated in 2017, the project SESAM intends to improve SME's access to Cross-Border Public procurement. This project provides knowledge and support for a successful participation in public procurement within European Union, in particular in Germany, Italy, France and Poland.

The following tools are available for SMEs:

- ◆ Seminars
- ◆ Webinars
- ◆ Training sessions
- ◆ Factsheets and guidelines
- ◆ B2B (business to business) and B2P (business to procurer) events
- ◆ Lists of potential partners/public buyers
- ◆ Advisory service

## Contact

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