



INDEPENDENT CONSULTANTS SPECIALIZED IN **CROSS BORDER PUBLIC PROCUREMENT**

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OVERVIEW

- **THE LANDSCAPE**
 - POPULATION, HEALTHCARE AND TAXES
 - PUBLIC ADMINISTRATIVE STRUCTURE
 - RESPONSIBILITIES
- **PUBLIC PROCUREMENT**
 - LEGAL FRAMEWORK
 - THRESHOLDS
 - EU TREATY PRINCIPLES
 - PUBLIC PROCUREMENT IN DENMARK
 - REGIONAL PURCHASING
 - MUNICIPAL PURCHASING
- **CROSS BORDER PUBLIC PROCUREMENT**
 - PUBLICATION
 - TENDER PLATFORMS
 - LOW RISK – HIGH POTENTIAL
 - STAKEHOLDERS
 - BARRIERS AGAINST CBPP
 - OVERCOME BARRIERS AGAINST CBPP
 - **TIPS AND TRICKS**

THE LANDSCAPE

POPULATION

DENMARK 6 MILLION



% OF GDP TO HEALTHCARE

DENMARK 10,1 %

EU AVERAGE 9,9 %

TAX BURDEN

DENMARK 46,0 %

EU AVERAGE 42,2 %

THE LANDSCAPE

5 REGIONS 98 MUNICIPALITIES

Tax-Funded System

No Out-of-Pocket Payments

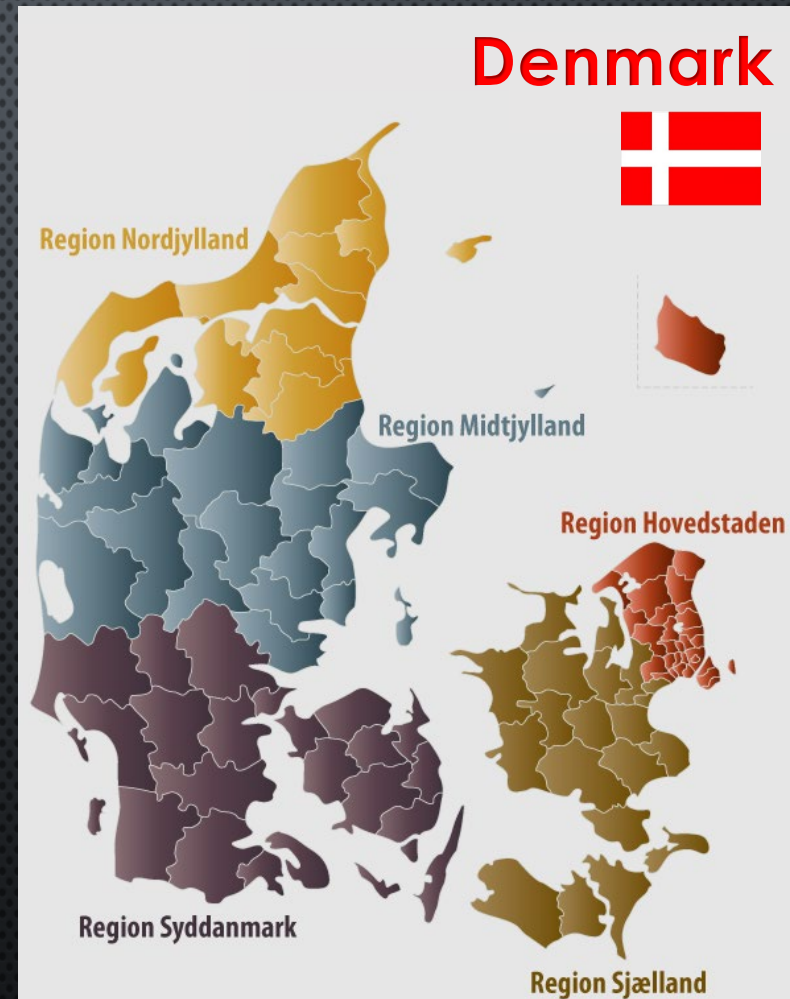
Universal Coverage

(Every resident in Denmark is entitled to healthcare services)

Public Health Initiative

(Preventive care is prioritized)

The system strives to maintain high standards of healthcare while managing costs effectively through public funding.



THE LANDSCAPE

RESPONSIBILITIES

- **REGIONS**

- Health Care
 - PUBLIC HOSPITALS
 - PRENATAL CENTERS
 - COMMUNITY PSYCHIATRY AND PSYCHIATRIC HOSPITALS
 - SPECIAL INSTITUTIONS FOR DISABLED PEOPLE

- **MUNICIPALITIES**

- Nursing Homes and Home Care
- DENTAL CARE FOR CHILDREN AND DISABLED PEOPLE
- DISEASE PREVENTION AND HEALTH PROMOTION
- CHILD PREVENTIVE CARE
- TREATMENT OF DRUG AND ALCOHOL ABUSE,
- SOCIAL PSYCHIATRY
- REHABILITATION





LEGAL FRAMEWORK

- DIRECTIVE 2014/24/EU IN FORCE SINCE 2016
- NATIONAL PUBLIC TENDER LAW
- NATIONAL COMPLAINTS BOARD FOR PUBLIC PROCUREMENT



THRESHOLDS

REGIONS, MUNICIPALITIES AND OTHER (NON STATE)

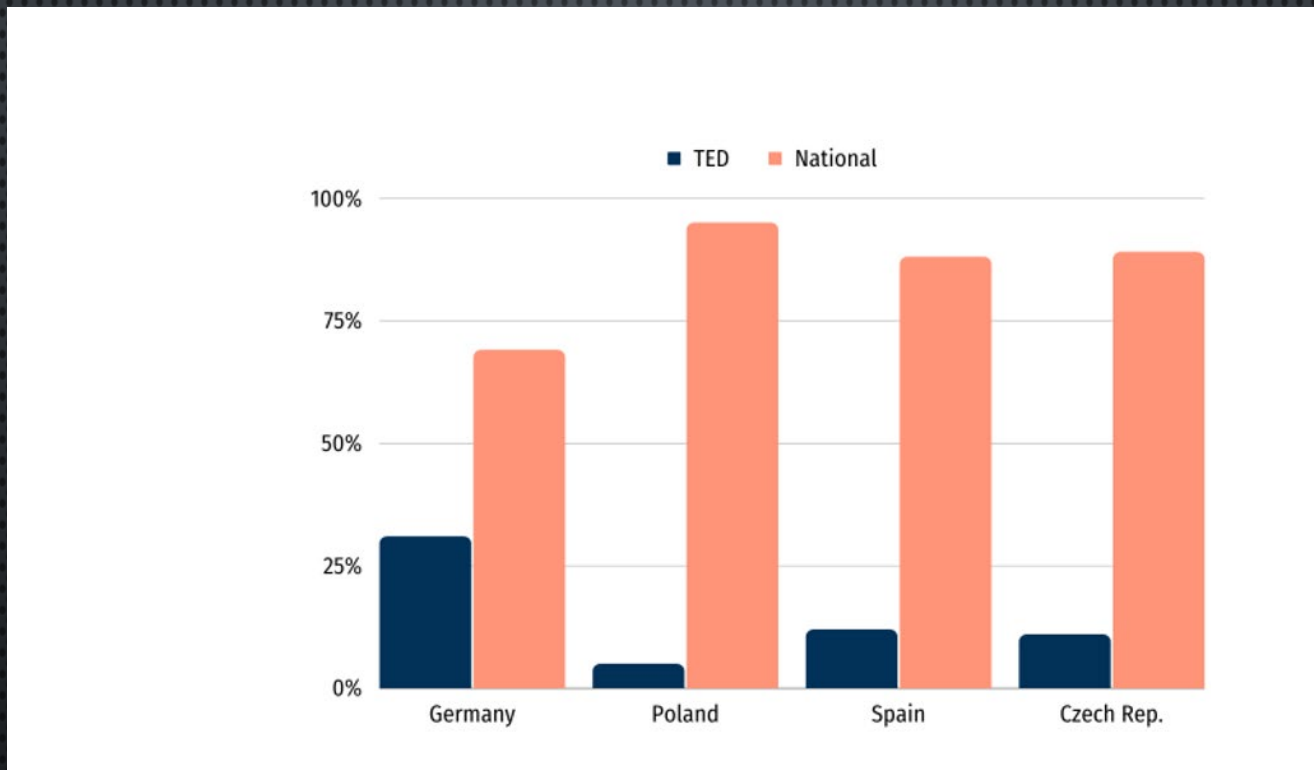
- GOODS AND SERVICES €216.000
- WORKS €5.538.000
- **STATE**
- GOODS AND SERVICES €140.000
- WORKS €5.404.000



ALL AMOUNTS ARE ESTIMATED OVER A PERIOD OF 4 YEARS

THRESHOLDS

PURCHASE **BELOW** THE THRESHOLDS
NATIONAL TENDERS



PURCHASE **BELOW** THE THRESHOLDS ARE “**NOT**”
TENDERED IN DENMARK

THE EU TREATY PRINCIPLES



- EQUAL TREATMENT
- TRANSPARENCY
- PROPORTIONALITY
- NON-DISCRIMINATION
- MUTUAL RECOGNITION



CROSS BORDER PUBLIC
PROCUREMENT (CBPP)

PUBLIC PROCUREMENT IN DENMARK

- HIGH TRANSPARENCY AND LOW CORRUPTION
 - GOOD OVERVIEW OF PROCESSES
 - **BUT** ALSO, LONGER DECISION-MAKING PROCESSES AND **LACK OF FLEXIBILITY**



- CROSS BORDER PUBLIC PROCUREMENT
 - IN GENERAL, A POSITIVE ATTITUDE TOWARDS NON-DANISH BIDDERS AND SUPPLIERS
 - THERE IS A TENDENCY THAT MORE TENDERS ARE MADE IN THE ENGLISH LANGUAGE (TO ATTRACT NON-DANISH BIDDERS)
 - IN GENERAL, DANISH PEOPLE HAVE GOOD LANGUAGE SKILLS – PRIMARILY ENGLISH
 - **BUT** A LACK OF EXPERIENCE WITH CBPP



REGIONAL PURCHASING

- MOST OF REGIONAL PURCHASES ARE PART OF TENDERED CONTRACTS
- LARGELY CENTRALIZED PURCHASING
 - SMALLER SALES CAN BE DONE WITH HOSPITALS
 - CONTRACTS ARE DONE WITH THE REGION
 - INTEGRATION WITH CURRENT SYSTEMS AND REGISTRATION IN PURCHASING SYSTEM

MUNICIPAL PURCHASING

THERE IS HIGH LEVEL KNOWLEDGE SHARING AND COOPERATION BETWEEN THE MUNICIPALITIES

- MUNICIPAL PURCHASING COOPERATION
- COMMON STANDARDS
- CENTRALIZED TRAINING
- INFORMAL NETWORKING



PUBLICATION

- **TENDER PUBLICATION**
 - TED (TENDERS ELECTRONIC DAILY)
 - DANISH PUBLIC ENTITIES ARE REQUIRED TO PUBLISH ALL EU TENDERS ON TED
 - PUBLIC ENTITIES ARE ONLY REQUIRED TO PUBLISH TENDERS BELOW THE EU THRESHOLD WITH A CLEAR CROSS BORDER INTEREST



Search result

Active search | Error list

Search scope: Active notices
Place of performance: DK
Notice type: F
Common procurement vocabulary (CPO): 10000000+
Country of the buyer: F

Showing 1 - 25 of 209 results

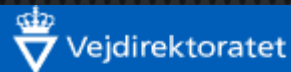
Document number	Description	Country	Publication date	Deadline
558406-2022	Denmark-Aalborg: Medical equipments, pharmaceuticals and personal care products Type of buyer: Bodies governed by public law Notice type: Voluntary ex ante transparency notice Type of procedure: Negotiated procedure without a call for competition Type of contract: Supplies	DK	12-10-2022	
558405-2022	Denmark-Copenhagen: Pharmaceutical products Type of buyer: Bodies governed by public law Notice type: Voluntary ex ante transparency notice Type of procedure: Negotiated procedure without a call for competition Type of contract: Supplies	DK	12-10-2022	
558396-2022	Denmark-Copenhagen: Pharmaceutical products Type of buyer: Bodies governed by public law Notice type: Additional information Type of procedure: Open procedure Type of contract: Supplies	DK	12-10-2022	04-11-2022
558380-2022	Denmark-Sønder: Diagnostic devices Type of buyer: Regional and local authorities Notice type: Contract notice Type of procedure: Open procedure Type of contract: Supplies	DK	12-10-2022	07-11-2022
558464-2022	Denmark-Copenhagen: Medical equipments, pharmaceuticals and personal care products Type of buyer: Ministry and any other national or federal authorities Notice type: Contract notice Type of procedure: Open procedure Type of contract: Supplies	DK	12-10-2022	10-11-2022
558456-2022	Denmark-Copenhagen: Pharmaceutical products Type of buyer: Bodies governed by public law Notice type: Contract notice Type of procedure: Open procedure Type of contract: Supplies	DK	12-10-2022	24-11-2022
558161-2022	Denmark-Hillared: Otolaryngology implant Type of buyer: Regional and local authorities Notice type: Additional information Type of procedure: Open procedure Type of contract: Supplies	DK	11-10-2022	



Viser 1 - 25 af 1625

Udbudstype	Titel	Ordregiver	Leveringssted	SNV værdi	Annonceret	Tilbudsfrist
EU-udbud	Chirurgisk udstyr 2022/S 197-558483	Region Sjælland	DANMARK		12-10-2022	07-11-2022 Se blokkestet under udbudet (26 dage tilbage)
EU-udbud	Løseskider 2022/S 197- 558296	Amgros I/S	DANMARK		12-10-2022	04-11-2022 Se blokkestet under udbudet (22 dage tilbage)
EU-udbud	Løseskider 2022/S 197- 558158	Amgros I/S	DANMARK		12-10-2022	24-11-2022 Se blokkestet under udbudet (42 dage tilbage)
EU-udbud	Medicinsk udstyr, brændstoffer og produkter til personlig pleje 2022/S 197-558483	Statens Serum Institut	Hovedstaden, Djølsholm		12-10-2022	10-11-2022 Se blokkestet under udbudet (28 dage tilbage)
EU-udbud	Løseskider 2022/S 197- 558293	Amgros I/S	DANMARK		12-10-2022	
EU-udbud	Medicinsk udstyr, brændstoffer og produkter til personlig pleje 2022/S 197-558483	Aalborg Universitet	DANMARK		12-10-2022	
EU-udbud	Medicinsk udstyr, brændstoffer og produkter til personlig pleje 2022/S 197-558483	Danish Ministry of Defence Acquisition and Logistics Organisation	DANMARK		10-10-2022	24-10-2022 Se blokkestet under udbudet (12 dage tilbage)
EU-udbud	Medicinske indstrømper 2022/S 197- 558293	Region Syddanmark	DANMARK		10-10-2022	11-11-2022 Se blokkestet under udbudet (29 dage tilbage)
EU-udbud	Medicinske indstrømper 2022/S 197- 558293	Statens og Kommunernes Indkøbscenter A/S	DANMARK		07-10-2022	
EU-udbud	Medicinsk udstyr 2022/S 197-558483	Region Nordjylland	Nordjylland		07-10-2022	09-11-2022 Se blokkestet under udbudet

TENDER PLATFORMS

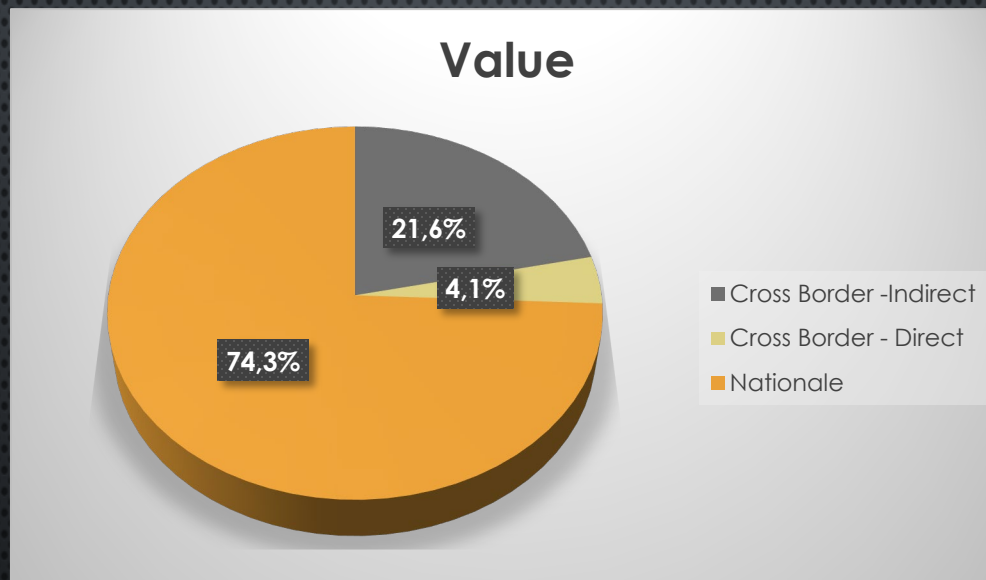


Udbudsportal



FACTS AND FIGURES

- CROSS BORDER - DIRECT (BID FROM HOME)
- CROSS BORDER -INDIRECT (LOCAL REPRESENTATION)
- NATIONALE (DANISH / SWEDISH OWNED COMPANIES)*



*IMPORTED PRODUCTS - TRADING

MARKET ACCESS

1. CROSS BORDER - DIRECT (BID FROM HOME)
2. LOCAL PARTNERS (DEALERS OG AGENTS)
3. CROSS BORDER —INDIRECT (LOCAL REPRESENTATION)

CROSS BORDER - DIRECT (BID FROM HOME) “ONLY TENDERS”

LANGUAGE AND SYSTEMS ISSUES

YOU NEED LOCAL SUPPORT TO HANDLE THE TENDER
PROCESS AND THE INITIAL INTERACTION WITH THE
CONTRACTING AUTHORITY

YOU MIGHT NEED LOCAL SUBCONTRACTORS

TO HANDLE LOGISTICS AND SERVICE AND SUPPORT

BID FROM HOME

CROSS BORDER PUBLIC PROCUREMENT – DIRECTLY

LOW RISK, LOW COST AND “EASY” ACCESS

LOW RISK THAT THE PUBLIC CUSTOMER WILL NOT PAY

LOW COST OF OUTREACH SALES

THE CUSTOMER HAS A DEMAND – WHERE THE SCOPE IS OFTEN KNOWN

THE DEMAND IS WELL DEFINED

GREAT POTENTIAL FOR ADDITIONAL SALES

WELL-REGULATED AREA (CHANGES, FORCE MAJEURE, ETC.)

BUT THERE IS A RISK

REPLACEMENT PURCHASE IN CASE OF NON-DELIVERY AND DELAYS

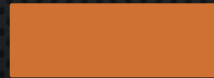
PENALTIES FOR DELAYS

AND YOU MISS OUT ON THE 2/3 THAT IS NOT TENDERED

LOCAL PARTNERS

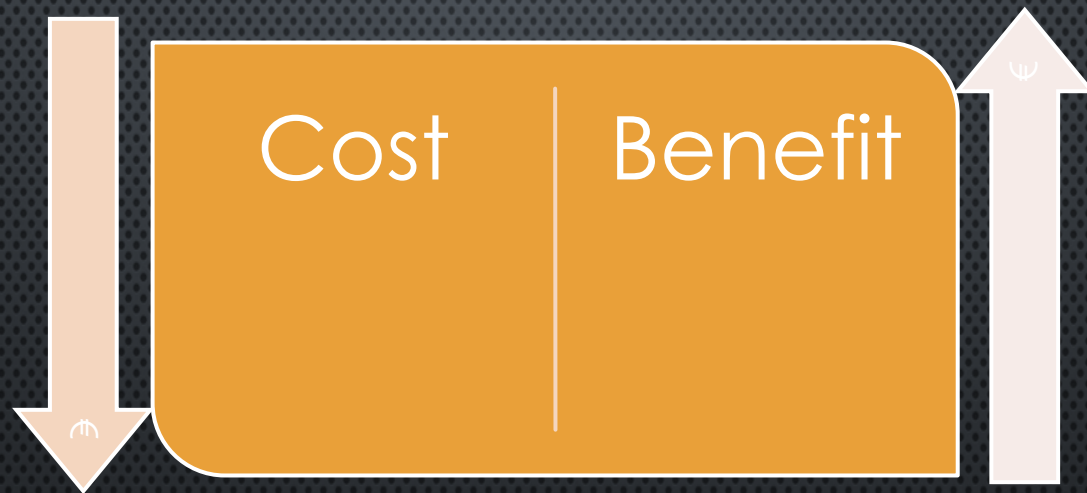


Dealers Agents



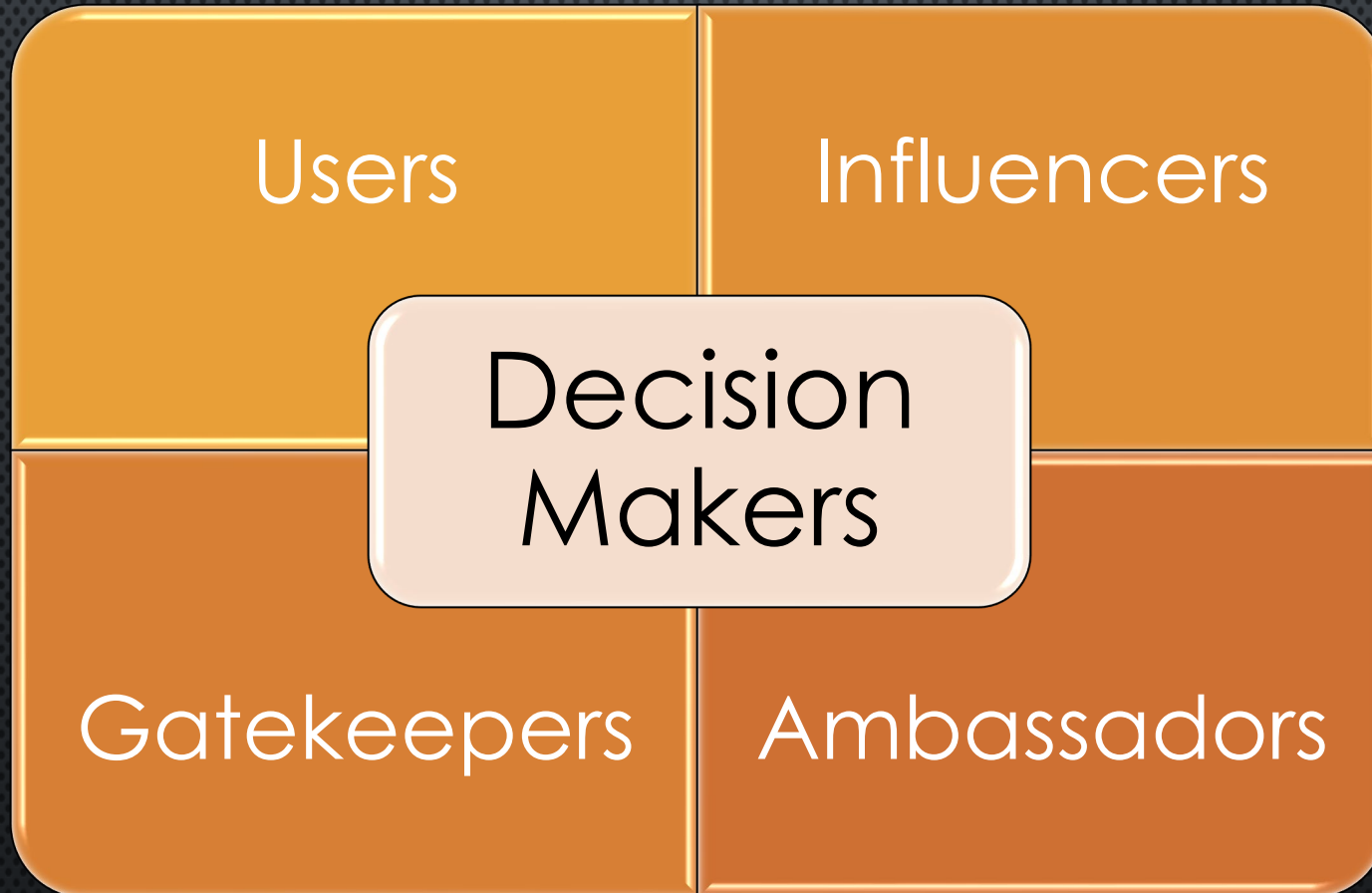
DO YOUR HOMEWORK

LOCAL REPRESENTATION



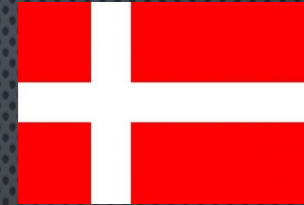
DO YOUR HOMEWORK

STAKEHOLDERS



THE TENDER PROCESS

DENMARK



YOUNG WELL-EDUCATED PEOPLE (BY THE BOOK, RIGID AND LACK OF EXPERIENCE)

ESPD (EUROPEAN SINGLE PROCUREMENT DOCUMENT)

LANGUAGE – ENGLISH IS ALLOWED IF CBPP IS PREFERRED

BARRIERS AGAINST CBPP

INTERNAL BARRIERS

POSSIBLE TO PROVIDE THE PRODUCTS OR SERVICES THAT MEET ALL REQUIREMENTS

HAVE THE NECESSARY ECONOMIC AND FINANCIAL CAPACITY

HAVE THE NECESSARY TECHNICAL AND PROFESSIONAL CAPACITY

EXTERNAL BARRIERS — LACK OF KNOWLEDGE

LANGUAGE SKILLS

LACK OF KNOWLEDGE TENDERING PROCEDURE

COMPLEX ORGANIZATION WITHIN THE PUBLIC SECTOR

NETWORK - LOCAL PARTNERS

NETWORK - PUBLIC AUTHORITIES

OVERCOME BARRIERS AGAINST CBPP

INTERNAL BARRIERS

GAP ANALYSIS

MAKE USE OF LETTERS OF SUPPORT AND CONSORTIUM FORMATION
(VERPFLICHTUNGSERKLÄRUNG UNTERAUFTRAGNEHMER/EIGNUNGSLEIHER UND BIETERGEMEINSCHAFT)

EXTERNAL BARRIERS – GAINING KNOWLEDGE

MARKET RESEARCH

SEARCH FOR INFORMATION IN PUBLICLY AVAILABLE DATA

ASK FOR ACCESS TO DOCUMENTS

TALK TO PUBLIC AUTHORITIES (INTERVIEWS WITH THE **STAKEHOLDERS**)

USE ADVISORS / LOCAL SUPPORT

TO HANDLE INTERNATIONAL BIDDING

CREATING RELATIONSHIPS AND BUILDING NETWORKS WITH THE **STAKEHOLDERS**

TIPS AND TRICKS

Be patient

The Customer is always right

When in Rome
do as the romans

Use a company
that is specialized in
monitoring

**Public
Tenders**

Ask for help.....