



consip

# MePA: the Italian public procurement marketplace on the e-procurement platform Acquisti in Rete

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## Consip: Establishment, Mission and Role

- **Establishment:** Consip SpA is a **public stock company** set-up in 1997 and **entirely owned by** the Italian Ministry of Economy and Finance (MEF), its sole shareholder
- **Mission:** to provide public bodies with negotiation tools and purchasing solutions by relying on **transparent and competitive** procedures
- **Role:** Consip acts according to an **“in-house” model**; it is a public company in-house to all central state administrations and, consequently, it can act as central purchasing body for these administrations, as an essential part of its activities



**429**

*N. of employees*



**46**

*Average age*



**88%**

*Graduated*



**54%**

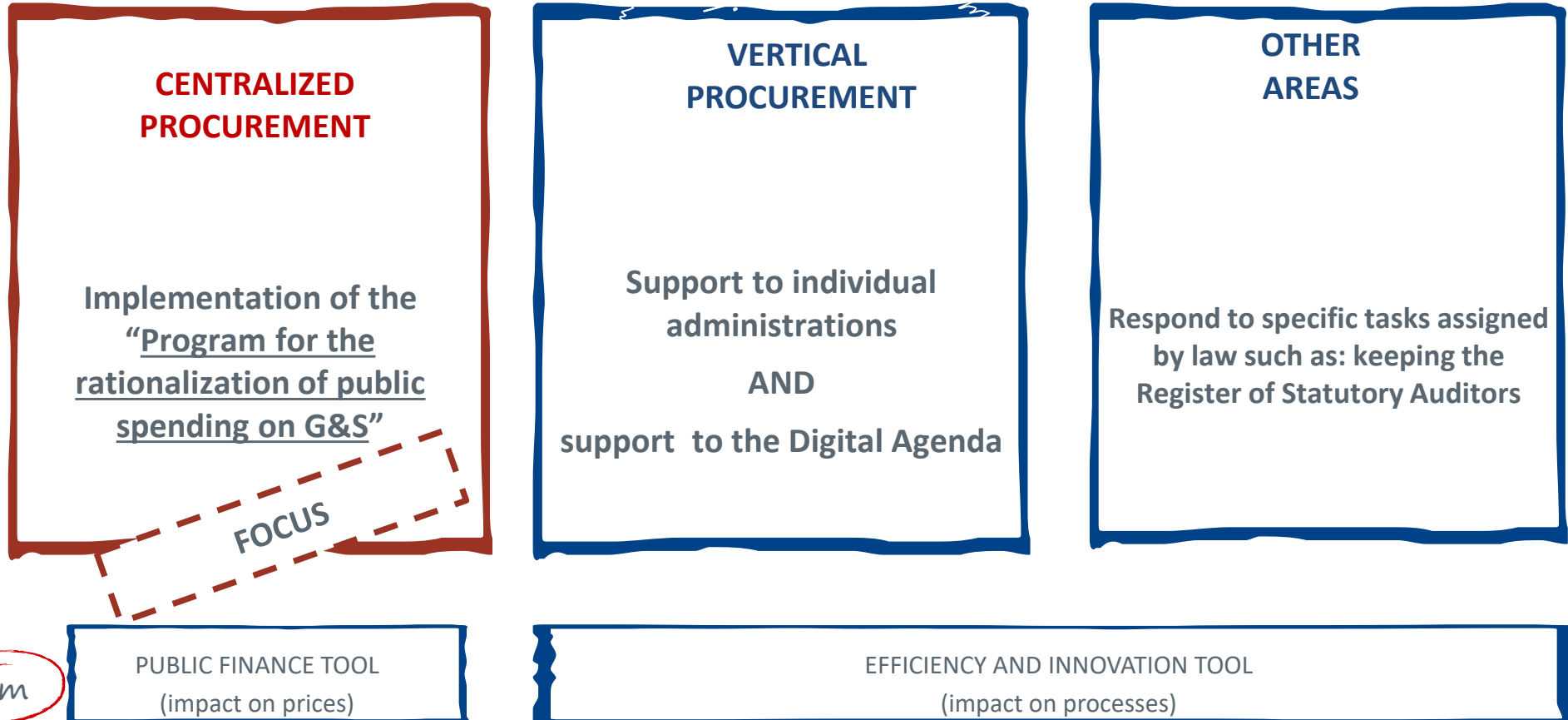
*Women*



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# Consip

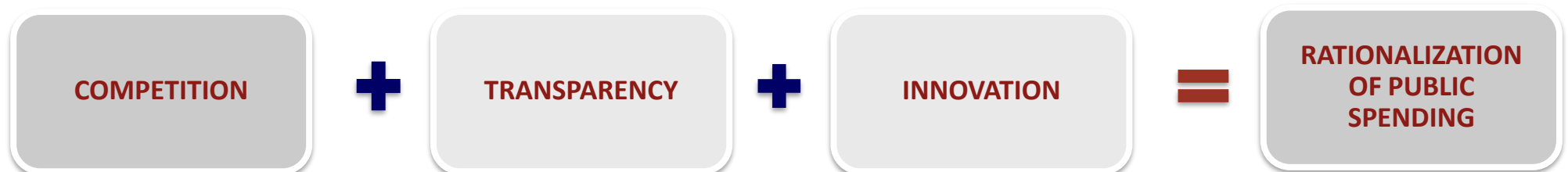
## Core activities



# Program for the rationalization of public spending

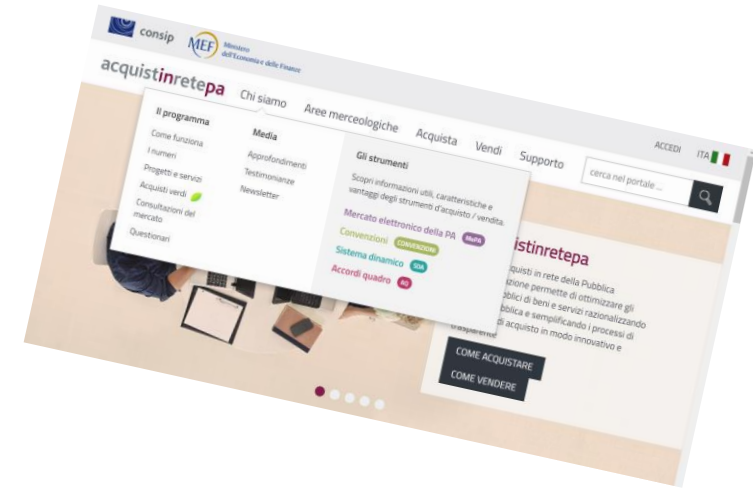
## *Legal background and introduction*

- Launched with the **2000 Budget Law** with the aim of **optimizing public purchases** for goods and services and **developing procurement models** based on new processes and technologies
- Introducing the use of **demand aggregation** and bulk purchasing by means of **new and more efficient purchasing solutions** (Single Supplier Framework Agreements, public eMarketplaces...) and new actors: the national CPB
- Setting up of the **first CPB, at a national level**, structured according to private sector models but owned and governed by the **MEF**, with the view of creating, step by step, a network among national and regional CPBs



# Negotiating Tools

## Digital Markets



### Electronic Marketplace

*Mercato Elettronico della PA - MePA*

Electronic Marketplace is a digital market where Public Administrations can procure goods, services and maintenance works for amounts **below EU thresholds**.

Economic operators can at any time submit a request for qualification.

Public Administrations can make their purchases by choosing directly from **eCatalogues (Direct Order)**, launching a **Request for quotation** or by negotiating directly with the supplier (**Direct negotiation**) with the economic operators who are qualified to a specific product category.

### Dynamic Purchasing System

*Sistema Dinamico di Acquisizione della PA - SDAPA*

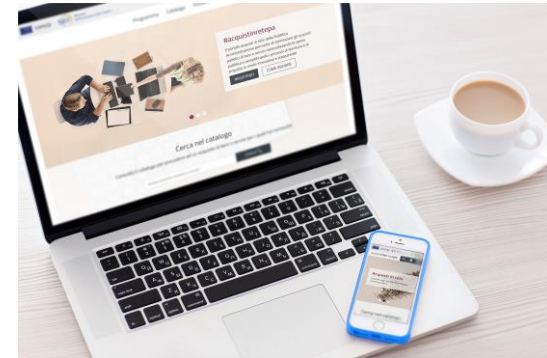
Dynamic Purchasing System is a digital market where Public Administrations can procure goods and services for amounts **above EU thresholds**.

Economic operators can submit at any time a request for qualification.

Public Administrations can launch their **specific tenders** inviting **all** economic operators that have **already qualified** to a specific product category.

# MePA - Electronic Marketplace

## Figures



- ✓ 18 product categories on goods
- ✓ 47 product categories on services
- ✓ 7 different calls for qualification to different types of maintenance works

### In the year 2020:

- **8,7 million offers** to Public Administrations published on catalogues
- **156.204 economic operators qualified** to at least one product category

most of them **SMEs**

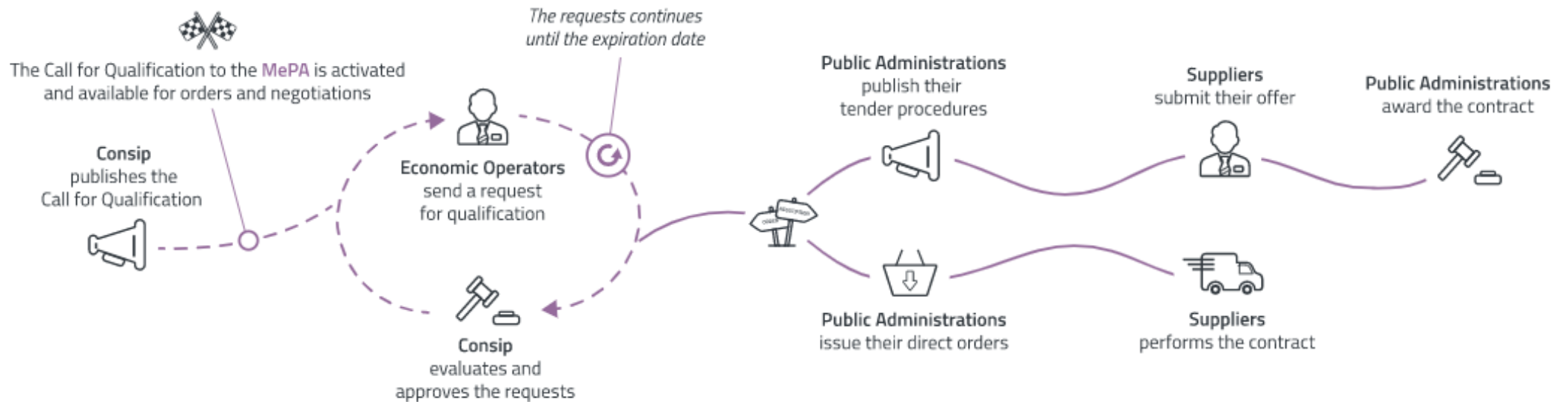
{  
 Micro 81%  
 Small 13%  
 Medium 2%

**9 Calls for Qualification  
on G&S and maintenance works**



# MePA - Electronic Marketplace

## The functioning of the MePA



GUIDES (Italian): [https://www.acquistinretepa.it/opencms/opencms/supporto\\_guide.html](https://www.acquistinretepa.it/opencms/opencms/supporto_guide.html)

GUIDE (English): [Qualification of a supplier to the Electronic Marketplace of the Public Administration \(MePA\)](#)

Source:

[https://www.acquistinretepa.it/opencms/opencms/english/aboutus\\_tools\\_EM.html](https://www.acquistinretepa.it/opencms/opencms/english/aboutus_tools_EM.html)

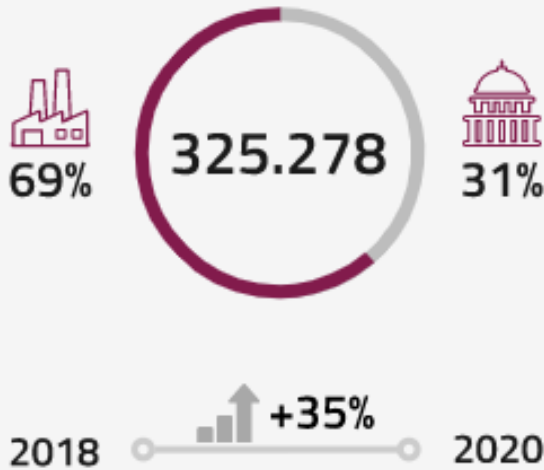
# Purchasing & Negotiating Tools

## Figures

Average number of users that log onto the Platform per day: **30.046**

### Qualified users

In comparison with the year 2018, in 2020 there has been an increase of qualified users.



### Contracts

Number of contracts signed during **2020** by using all procurement instruments.



**710.379**

Electronic Marketplace	621.507
Framework Contracts	76.747
Frameworks Agreements	4.742
Dynamic Purchasing System	7.383

### Contracts Value

The overall value of the contracts signed in 2020 increased compared to the year 2018.

**+13 billion**



Source: [https://www.acquistinretepa.it/opencms/opencms/english/English\\_figures.html](https://www.acquistinretepa.it/opencms/opencms/english/English_figures.html)



## Nice to know...



**[www.acquistinretepa.it](http://www.acquistinretepa.it)**, to access the eProcurement platform as well as all information on the Program for the Rationalization of Public Spending



**[www.consip.it](http://www.consip.it)**, to access all info related Consip and its activities



**[dati.consip.it](http://dati.consip.it)**, to access the open data sets published by Consip

