Public e-Procurement in Italy:
Consip’s role and e-Proc System

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A complex scenario

- Inhabitants: 59 mln people
- Public Admin. employees: 3.350.000
- Ministries: 23
- Central PA Authorities: >100
- Regions: 20
- Provinces: 110
- Municipalities: 8.100
- School system: Universities: 94
  Public schools: >10.000
- Health Sector: Hospitals, Local Health Agencies, Public Clinics: >300
- Consip Ordering points: 61.593
Consip is a public stock company, created in 1997 by the Ministry of Economy and Finance (MEF), its sole stockholder.

Consip has no profit goals and it deals with two main fields of action.

- Consultancy on Technical and Organizational Projects
- Set up, diffusion and support of Eprocurement system & tools
Implementation of the Program for the Rationalization of Public Spending on Goods and Services through the use of information technology and innovative tools for the purchases of the Administrations (frame contracts, web-based tenders, the Electronic Marketplace, as well as special projects and on demand consultancies).

In such activity Consip acts as an “awarding administration and contracting authority” that defines, implements and awards tenders on behalf of other Administrations. The implementation phases of the projects are executed by means of an accurate identification of the best solutions offered by the market that meet the needs of the Administrations.
The development of the Program in the short/medium term is based, therefore, on three main action lines...strongly supported by a comprehensive e-procurement system.
Consip - some results

Framework contracts

43 framework contracts managed by Consip in 2010; 192 from the beginning of Consip’s activity
905 millions of turn over in 2010. Over 13 billions from the beginning
Over 52,000 orders in 2010. Almost 768,000 from the beginning

eMarketplace

16 Product categories active
146 millions of turn over in 2010. Over 700 millions from the beginning
Over 46,000 orders in 2010. Almost 235,000 from the beginning
More than 1,400,000 catalogue items

5,500 suppliers registered to the platform (97% of which SMEs)
25,800 Contracting Authorities registered to the platform
Consip for Peppol - The new e-proc platform

In 2011, following the new eProcurement platform launch (Q1), Peppol compliance will be addressed:

- **pre award stage:** adoption of XML eCatalogues for product requirements description

- **post award stage:** XML eCatalogues and XML eOrders sent through the Peppol infrastructure. The use of Peppol standards and a greater integration with ERP system by CAs and EOs will be encouraged.

To get ready, MEF/Consip are actively participating to the **pilot** phase, involving other CAs and EOs.
MEF/Consip play an important role in eInvoicing adoption by the Italian Public Procurement system:

- Involvement in the working group in charge for **eInvoicing legal framework implementation**
- Participation in the Italian **eInvoicing intermediation system** definition, in order to allow CAs to receive foreign eInvoices
- Active participation to the **pilot**
- Support Central Government **CAs** to manage eInvoices coming from abroad
- Dedicated svcs for **SMEs** registered to the eMarketplace, for eInvoices creation management
97% of enterprises registered to eMarketplace are SMEs. 66% of the SME’s are micro enterprises (< 10 employees)

In 2009 the Consip eMarketplace obtained the European eGovernments Award in category 2b for having improved and facilitated the access to public procurement to enterprises, especially SMEs which can offer goods and services relevant for public administrations.

Since 2004 Consip has strengthened its cooperation with the suppliers’ institutional representatives, by setting up Supplier Training Desks, at the enterprises Associations’ territorial offices.

A 183 Supplier Training Desks network is available, all over the country, to support SME using eMarketplace and other e-procurement tools (training and operational assistance).

This network is a powerful vehicle to:

- Create Peppol awareness in Italy
- Support the adoption of eInvoicing by SMEs
- Facilitate access to credit by SMEs