

# Summary of the Questionnaire „Crossborder Public Procurement“



Information Hannes Pöcklhofer

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Public Procurement boosts Energy Efficiency

Intelligent Energy  Europe

# Basics

## Total Feedback

- The questionnaire should have been answered from 6 countries. There was no feedback from Portugal and Greece.
- Austria had 66 % (output of 6 questionnaires), Spain 100 % (output of only 2 questionnaires), Italy 22,7 % (output of 66 questionnaires) and Germany only 12 % (output of 50 questionnaires) feedback.
- Hence the figures are based on a **33,45 %** feedback.

# Basics

## Statistic details

- 6 countries: Germany, Italy, Greece, Portugal, Spain and Austria
- Yearly budget – from a few 100.000 up to 270 Mio Euro and from 1 person up to 45 persons in procurement

# Results of the questions

1. Did you have any projects concerning crossborder public procurement or are you actually involved in any?

Austria	50 %
Germany	0 %
Spain	0 %
Italy	0 %
Total	12,5 %



# Results of the questions

## 2. Is there any potential for better prices in crossborder public procurement?

- Austria 75 % yes
- Germany 16,67 % yes
- Spain 50 % yes
- Italy 50 % yes
- Resulting from this it can be said that most of the participants of the questionnaire feel that better prices can be reached by realising crossborder PP (through scale-effects, higher volume and higher market shares, depending on the productgroup). Only Germany is not convinced of this.

# Results of the questions

3. If you answered question 2 with yes, which average pricereduction will be possible (e.g. for street lights)?

■ Up to 10 %

Austria 66 %, Germany 100 %, Spain 0 %, Italy 37,50 %

■ Up to 30 %

Austria 0 %, Germany 0 %, Spain 100 %, Italy 50 %

# Results of the questions

## 4. If you answered question 2 with no, what are the reasons?

- **Austria:** no reasons mentioned
- **Germany:** municipality too small, additional transportation costs, service
- **Spain:** no opinion because such a case has not occurred yet
- **Italy:** higher transportation costs, difficulties in realising in practise, action area too small

# Results of the questions

## 5. What are the main hurdles of crossborder PP?

- „legal aspects – different tender laws  
Austria 100 %, Germany 50 %, Spain 100 %, Italy 62,5 %
- „deficit in organisation, lack of information about possible contract partners  
Austria 75 %, Germany 0 %, Spain 50 %, Italy 25 %
- „negative effects to the regional economy“  
Austria 50 %, Germany 83,33 %, Spain 50 %, Italy 56,25 %
- „negative effects to the national economy“ and „problems in quality control“  
Austria 25 %, Germany 0 %, Spain 0 %, Italy 25 %

# Results of the questions

## 5. What are the main hurdles of crossborder PP?

- „no advantages expected“  
Austria 0 %, Germany 50 %, Spain 0 %, Italy 0 %
- „language problems“  
Austria 0 %, Germany 50 %, Spain 50 %, Italy 68,75 %
- „problems in maintenance, service, guarantee“  
Austria 0 %, Germany 50 %, Spain 50 %, Italy 43,75 %
- further mentioned reasons  
tax rates; problems concerning quality control;  
anti-trust law; problems with payment and  
deadlines; higher overheadcosts

# Results of the questions

## 6. Would you join a crossborder offer if the hurdles were solved?

- Austria    yes 25 %, probably 50 %, no 25 %
- Germany    yes 16,67 % probably 66,67 %, no 0 %
- Spain    yes 50 %, probably 50 %, no 0 %
- Italy    yes 31,25 %, probably 62,50 % no 0 %

So nearly all members would surely or probably try a crossborder offer if the hurdles were solved.

# Results of the questions

7. Would you use conditions of another European partnercountry, if you can do so in an easy way with limited efforts?

- Austria    yes 50 %, probably 25 %, no 25 %
- Germany    yes 16,67 %, probably 66,67 %, no 0 %
- Spain    yes 100 %, probably 0 %, no 0 %
- Italy    yes 37,5 %, probably 56,25 %, no 6,25 %

Nearly all members would surely or probably try common conditions.

# Results of the questions

## 8. Which energy-related products would you be interested in?

- **IT in general.** (Austria 75 % probably, 25 % yes; Germany 16,67 % yes, 33,33 % probably, 33,33 % no; Spain 100 % yes; Italy 56,25 % yes, 25 % probably, 6,25 % no)
- **Powerdirected office equipment.** (Austria 25 % yes, 75 % probably; Germany 33,33 % yes, 33,33 % probably; Spain no opinion, Italy 50 % yes, 25 % probably, 6,25 % no)
- **Flat screens** (Austria 25 % yes, 50 % probably; Germany 16,67 % yes, 33,33 % probably, 33,33 % no; Spain 50 % yes, 50 % probably; Italy 43,75 % yes, 25 % probably, 12,50 % no)
- **Streetlights** (Austria 25 % probably, 75 % no; Germany 50 % no, 50 % no responsibility; Spain 50 % yes, 50 % probably; Italy 50 % yes, 18,75 % probably, 12,5 % no)
- **Systems of streetlights** (Austria 25 % probably, 75 % no; Germany 16,67 % probably, 50 % no; Spain 50 % yes, 50 % probably; Italy 50 % yes, 12,5 % probably, 12,5 % no)

# Results of the questions

## 8. Which energyrelated products would you be interested in?

- **Solarlightsystems for streets and buildings** (Austria 75 % no, 25 % probably; Germany 33,33 % probably, 50 % no; Spain 50 % probably, 50 % no; Italy 37,5 % yes, 31,25 % probably, 6,25 % no)
- **Moduls for photovoltaic for streets and buildings** (Austria 25 % probably, 75 % no; Germany 16,67 % yes, 33,33 % probably, 33,33 % no; Spain 100 % no; Italy 43,75 yes, 25 probably, 6,25 no)
- **E-cars (personalcars)** (Austria 25 % yes, 25 % probably, 50 % no; Germany 33,33 % probably, 50 %no; Spain 100 % yes; Italy 25 % yes, 18,75 % probably, 25 % no)
- **E-cars (small communal trucks)** (Austria 25 % probably, 50 % no; Germany 33,33 % probably, 50 % no; Spain 50 % yes, 50 % no; Italy 12,5 % yes, 12,5 % probably, 50 % no)
- **Systems of windenergy** (Austria 25 % probably, 75 % no; Germany 66,67 % no; Spain 50 % no, 50 % no opinion; Italy 6,25 % yes, 25 % probably, 43,75 % no)

## Results of the questions

### 9. Are you interested in knowing cost-conditions of purchasers in the European Community

- (Austria 100 % yes; Germany 50 % yes; Spain 100 % yes; Italy 87,50 % yes, 6,25 % probably, 6,25 % no)

# Explanation Report

Data Source:

Questionnaires from Austria,  
Germany, Spain and Italy

Date:

1st March 2010

# Conclusions

1. The yearly turnover of the organisations which joined the questionnaire was between 300.000 Euro and up to 270 Mio Euro. The number of employees in these organisation counted from 1 to 45 persons.
2. Only Austria has experience in crossborder procurement.
3. Austria, Spain and Italy are almost convinced that there will be a potential of better prices by using crossborder public procurement, Germany is not. Most of the convinced ones await advantages up to 10 %, in Spain and Italy most of them even up to 30 %.
4. The ones who see no advantages or have no opinion on this topic say „their municipallity is too small; it will cause additional forwarding costs and the service on location can cause problems; the action area is too small; it is difficult to put into practise and they have never faced that situation.
5. The 3 main hurdles are „legal aspects – different tender laws“; „negative effects to the regional economy“ and „language problems“

# Conclusions

6. Nearly all members would surely or probably try a crossborder offer if the hurdles were solved. Only one answer from all answers in all countries was „no“.
7. Nearly all members would surely or probably use conditions of another European partnercountry, if they can do this in an easy way. Only 2 from 27 say no. (Also the Germans would use conditions although most of them do not await a better price).
8. The most interesting product groups are
  - IT in general
  - Flat screens
  - Powerdirected office equipment
  - Streetlights and streetlight-systems
9. Even though not all are convinced to get better prices or other advantages by cooperating with the partnercountries all of them want to know the cost-conditions of other purchasers in the European Community.

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