



Ministero  
dell'Economia  
e delle Finanze

# ***“e-Procurement for Economy Recovery”***

Consip SpA - The Italian Public Procurement Agency  
Global Forum 2009

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Bucharest,  
October 19th, 2009



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## The hard task of crafting measures against the current recession

- ❑ Faltering public's confidence in our free-market system
- ❑ Need for Governments to step in with sizeable rescue packages:
  - ✓ World's developed economies have committed to use trillions of US dollars
  - ✓ Obama administration accounts for a third, most of it would be *public contracts*

## Thinking thoroughly about possible solutions

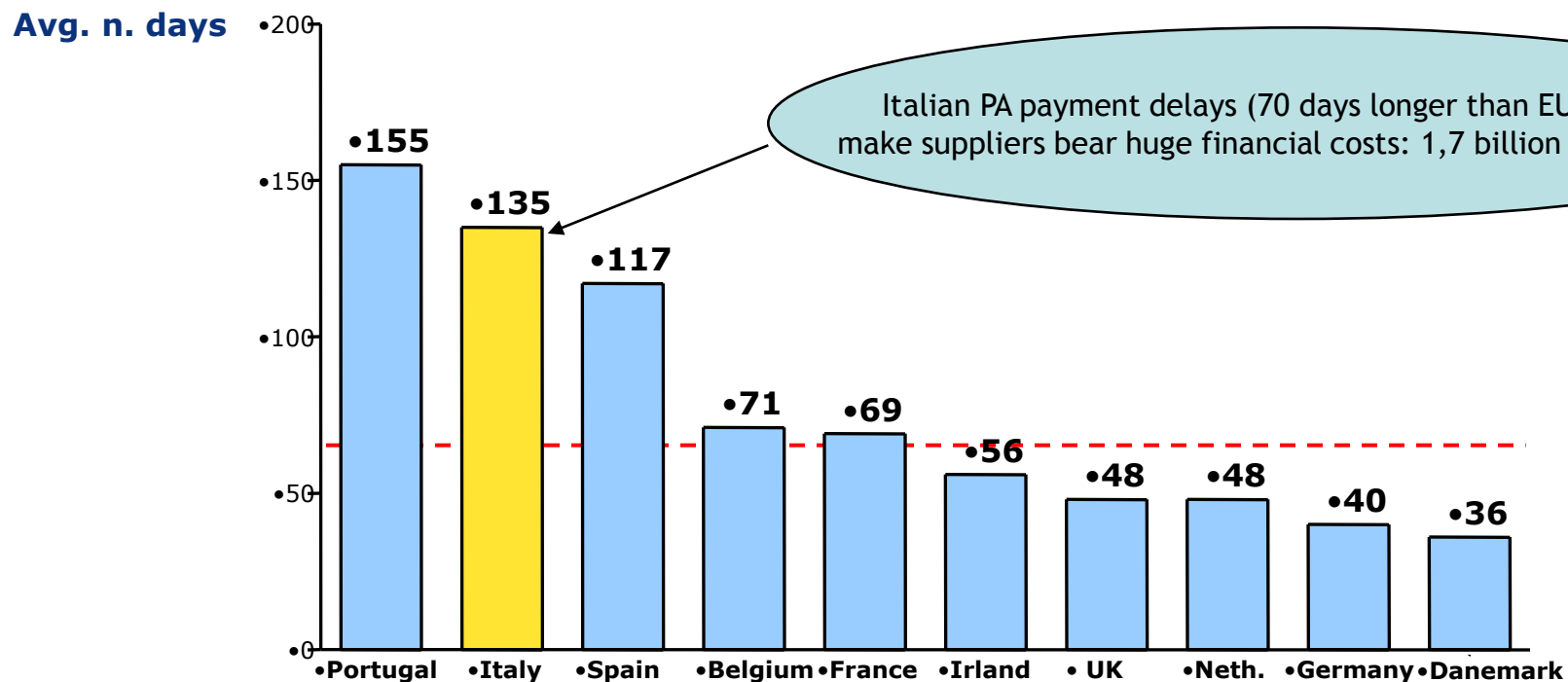
- ❑ Credit crunch is hitting SMEs
- ❑ Many are pledging for more concrete policies of “positive discrimination” in favor of SMEs...

...but

- ❑ Let us not forget about our overarching system of public procurement rules and principles, and
- ❑ Need to act quickly!

## On the financial burden borne by SMEs

Payment delays by public agencies contribute to SMEs' financial distress...



# An idea tailored on the National Frame Contracts awarded by Consip

*Select a Factor on a competitive basis that replaces the contractor as the public agencies' creditor when the payment delay expires*

## Pros for SMEs:

- reduction of the factoring cost
- higher attractiveness of the NFC system

## Pros for Public Agencies:

- benefit from the factor's invoice-handling system
- higher competition from potentially higher participation