



**Renewable Energy Solutions
and Procurement:** an overview
of barriers and recommendations
across the EU



This booklet brings an overview of the most significant insights stemming from 20 stakeholder cafés organised since 2020 across Europe.

The objective of the stakeholder cafés was to provide the contextual picture of various countries and provoking ideas and reflections on issues and opportunities related to Renewable Energy Sources (RES) solutions and public procurement and SME involvement in RES procurement.

01

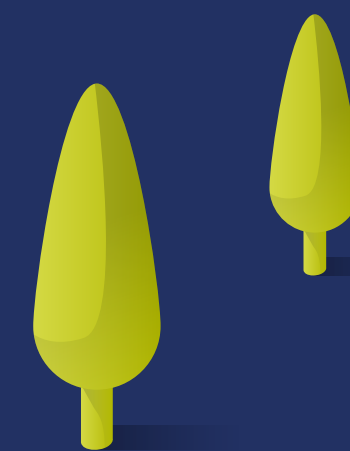
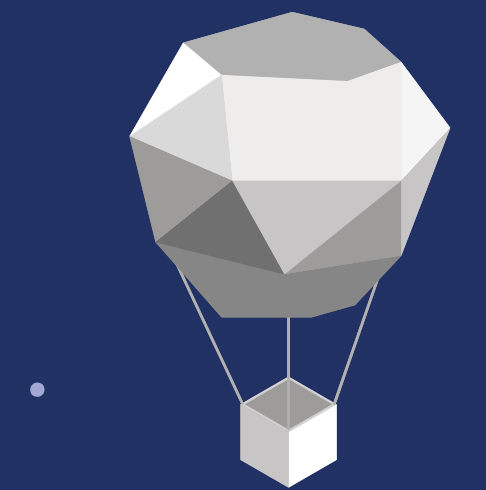
Innovative Renewable Energy Solutions in connection to procurements

02

Small Medium sized Enterprise involvement in Renewable Energy Sources procurement

03

Financing institutions providing financial guarantees to Small Medium sized Enterprise



Innovative Renewable Energy Solutions in connection to procurements



Eastern Europe

Barrier:

Experts and procurers are often not sufficiently qualified for applying environmental standards to public procurement. GPP requires specific market research and is time consuming. The market is changing rapidly thus for procurers it is difficult to keep up. There is no monitoring and compliance control regarding public procurement.

Barrier:

To the lack of experience in applying GPP criteria needs to be added the lack of legal clarity and political support.

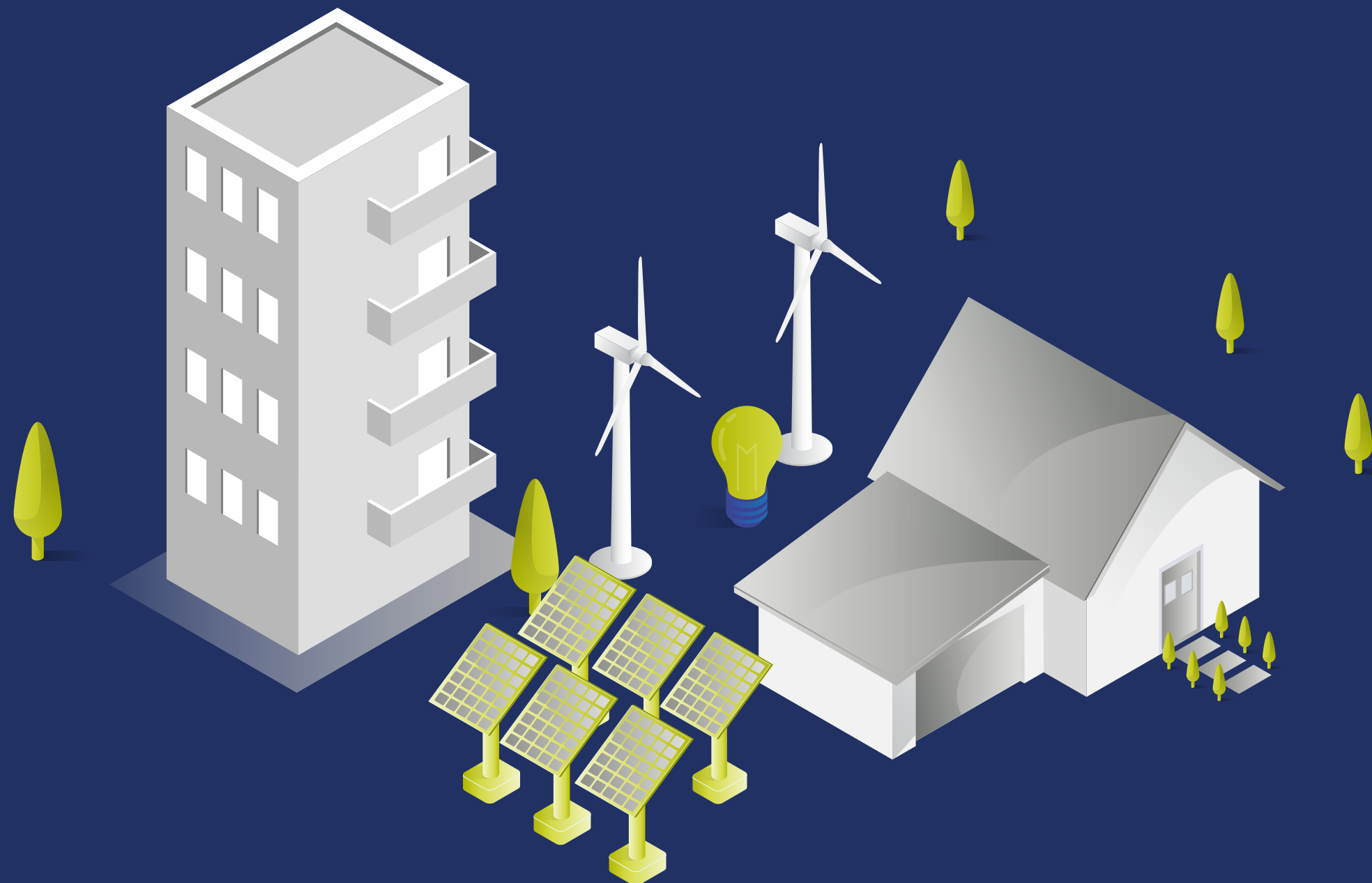
Recommendation:

Strive for mandatory and additional award criteria, that refer to environmental standards in the contracts and formulate technical specifications to guide the experts' work.

Denmark

Recommendation:

A bottom-up community/citizens' approach is needed to have a durable and sustainable energy development beneficial for local communities, SMEs and innovation as a supplement to top-down large-scale RES production.



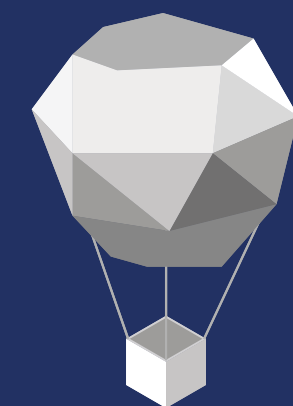
Italy

Recommendation:

Introduction of life-cycle costs as a cost parameter, i.e., considering the costs related to the management and maintenance of the good during its lifetime.

Recommendation:

Promptly implement the market directive and promote the creation of citizens' energy communities, encouraging the spread of self-consumption, and of virtuous technologies.



Slovakia

Barrier:

Expert knowledge of the procedures related to RES is not sufficient.
The price is still crucial for small cities and villages.

Recommendation:

PA need administrative support for establishing common methodology of the procurement of RES or green technologies.

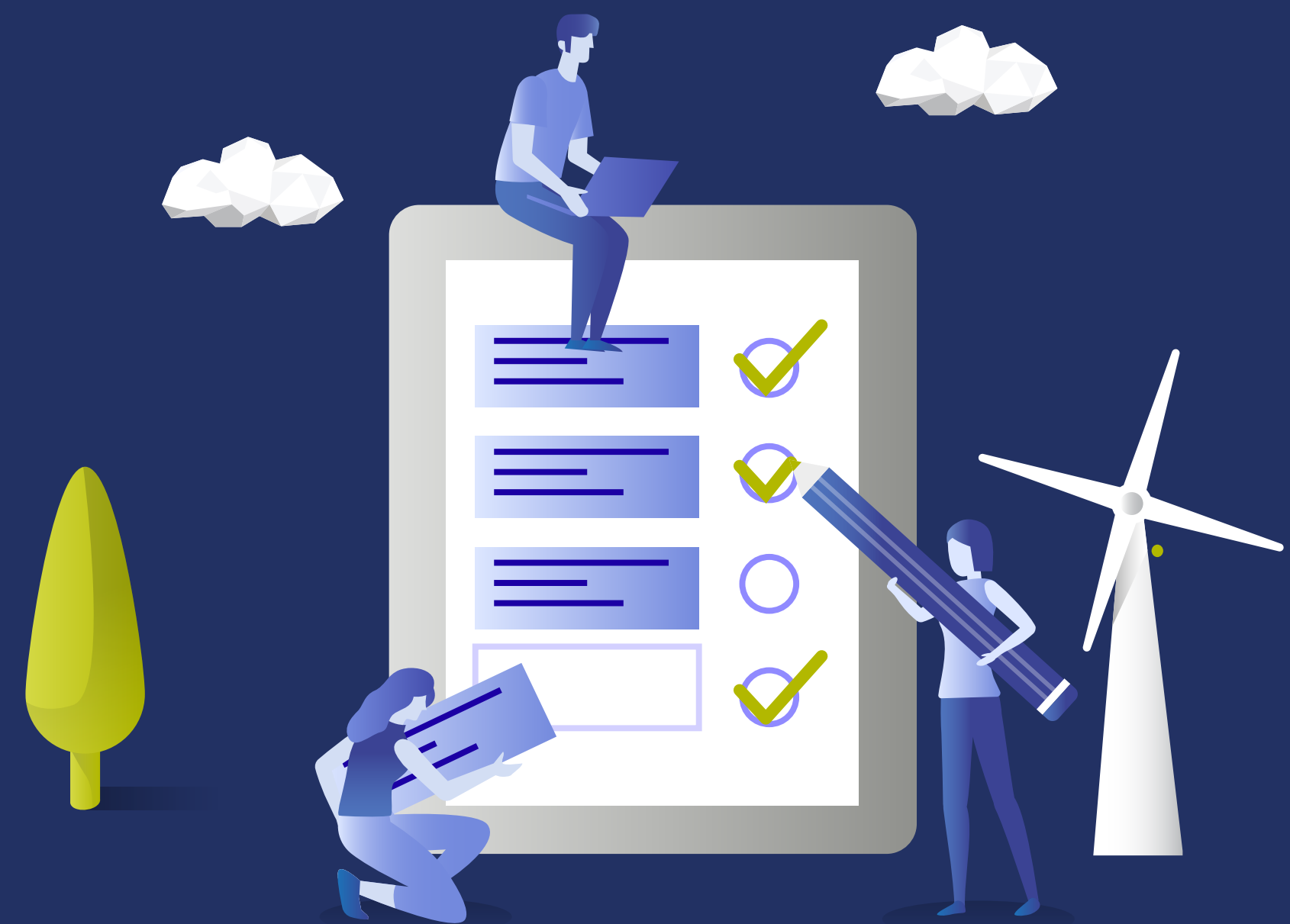
Positive experience:

Energy savings after implementing the RES technologies are evident.

Spain

Barrier:

Many companies do not have a digital certificate to participate in online tenders or are not even aware of the online tender platform. The submission of electronic documentation in public tenders often leads to many IT problems; the most demanding part of a tender is often the submission of documentation.



Sweden

Barrier:

Fragmentation of demand/lack of critical mass due to the dispersed nature of procurement action across borders and administrative boundaries.

Barrier:

Lack of capability in public organisations to identify innovative solutions.

Uk

Barrier:

SMEs often struggle in participating in the GPP process.

Solution:

Preliminary Market Consultations (PMC)

- Continuous engagement program with SME suppliers: Meet the Buyer events, Preliminary Market Consultations (Reg 40, PCR 2015) <https://www.legislation.gov.uk/ukxi/2015/102/regulation/40/made>
- PMC areas of consideration: new technologies/ innovations, commercial, delivery models.
- PMC format: use of Prior Information Notice (PIN) - presentation/Q&A, questionnaire



Small Medium sized Enterprise involvement in Renewable Energy Sources procurement



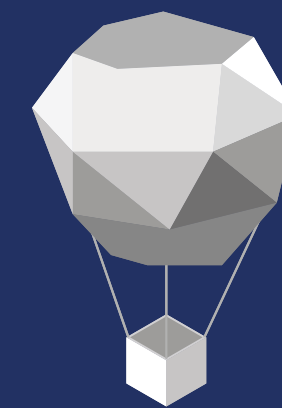
Belgium

Barrier:

Even if they are admitted only big companies tend not to apply because the procedures are too complicated and demanding for SMEs.

Recommendation:

Cooperation among cities and towns favours the exchange of know-how and best practices in public procurement. In Flanders there are 20 cooperatives that invest in renewable energy. More cooperation among them would favour development and diffusion of renewable energies in the region.



Denmark

Experience:

SMEs can be actively promoted in connection to procurements at the same time following procurement regulation. But it's not possible to give local SMEs special favourable position.

Recommendation:

It is difficult - on an island (local communities) - to find local companies that are large enough to bid. When Samsø Energy Academy was built, two carpentry companies merged their bids and learned a lot from the collaboration with architect company.





Eastern Europe

Barrier:

SMEs often do not fulfil the conditions to participate in larger GPP tenders.

Positive experience:

Database created by the Slovenian Chamber of Commerce to register and monitor the public tenders operating in the market.



Slovakia

Barrier:

Insufficient delivery capacity of the SME companies is a problem as the demand after RES solution is increasing. Construction companies need to be more specialised on the various green solutions.

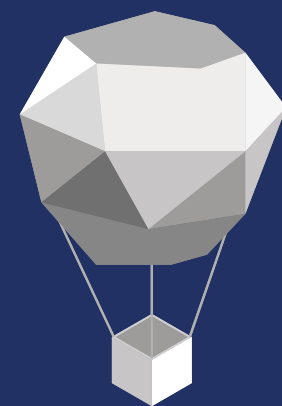
Experience:

The conditions for using the produced green energy for the needs of producer is currently limited, for example the energy from solar panels can be used for heat pumps, but not for general own energy consumptions (electricity for administration or lightening) and get lost.

Spain

Barrier:

Many companies do not have a digital certificate to participate in online tenders or are not even aware of the online tender platform. The submission of electronic documentation in public tenders often leads to IT problems with the submission of documentation being the most complex part.



Financing institutions providing financial guarantees to small Medium sized Enterprise



Italy

Barrier:

Municipalities with fewer than 5,000 inhabitants are the majority in Italy - and they often have little capacity to cope with innovative projects. A further problem lies in the lack of continuity of the political class, which inhibits long-term planning.

Recommendation:

For larger municipalities, in view of the large investments envisaged by the Green Deal, bonds or funds should be instituted to support sustainable projects.

Recommendation:

The Ethical Bank is following a project with an ESCO in Abruzzo to improve the efficiency of public lighting, in which the municipality bears the initial cost and then pays a fee equal to or less than the consumption before the intervention. This is a model that goes well together with the energy community model.

Denmark & Slovakia

Recommendation:

Financing of SME's procurement offers are not seen by financing institutions as a major barrier, not different to other financing activities – having opportunities of security in money flow from procurement contracts.

Slovakia

Recommendation:

Specific support programmes for financing the RES technologies implementation projects would be welcome by SME.



Sweden

Barrier:

Requirement of a high level of technical, financial and professional solvency or a high turnover volume.

Recommendation:

Lengthy payment intervals after contract award require interim cash flows.



who we are



This project has received funding from the European Union's Horizon 2020 Research and Innovation programme under Grant Agreement No 857831

[f](#) [t](#) [in](#)
@xpressh2020