

SMVdanmark



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Tender policy is also
business policy



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SMV-friendly tenders

- SMEs ensure growth and jobs
- What is an SME?
- Advantages of SME-friendly tenders:
 - Wider competition
 - Local jobs
 - Local tax crowns
 - Apprenticeships
 - Special solutions



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SMV-friendly tenders

1. Offer the tasks in sizes that SMEs can handle - "Divide or explain"



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2. Offer the tasks under conditions that SMEs can handle
- Think about what green requirements are
Copenhagen municipality
Life Cycle costs
Missing model from EU Commission
SME-friendly calculation models, § 168, section 1,
No. 3
Are they manageable for an SME?



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SMV-friendly tenders

- What information is included in the calculation? § 168, section 1, No. 4
- Is it realistic for an SME to get them?
- The contracting entity may not make claims that cannot be verified, § 164, section 2
- Certification schemes
- Are they achievable for an SME?
- Price
- Scope and complexity
- General applicability / demand in the market



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