

РАЗДЕЛ II. ИНФОРМАЦИОННЫЕ ТЕХНОЛОГИИ В ЭКОНОМИКЕ

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PUBLIC PROCUREMENT AND SMALL AND MEDIUM ENTERPRISES

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Abstract

The public sector's purchasing can have political and/or social goals besides the obvious goal to achieve the best possible outcome. In addition, public agencies must follow the specific public procurement legislation.

Small and Medium Enterprises (SMEs) are companies with a limited turnover or a limited number of employees (up to 250 people). Most countries have a great number of SMEs and they account for a considerable part of the total economy. Many, especially newer, SMEs are at the forefront regarding innovations. There is a special focus on SMEs in the political agenda of many countries as well as in academia. One example is the Centre for Applied Management (CAM) for small and medium-sized enterprises at Linköping University. CAM describes itself on its web site as «This creates a mutual benefit, based on knowledge and experience, for both parts. CAM brings the University closer to the companies, contributes to their growth and development, and raises the problems of the companies into the light of science – common profit for a prosperous region».

The European Commission and the member states recognize the importance of SMEs as an engine behind many innovations as well as being a considerable potential to increase the employment rate.

The public sector as the biggest buyer on national markets is an important client for all enterprises and for the SMEs in particular.

For the SMEs to be a tenderer for governmental contracts as well as for the public agencies to choose a SME as a supplier can give rise to considerable consequences – both positive and negative. To become a supplier to the public sector means recognition and increase the opportunities for new contracts. The public agency can get an innovative and cost reducing solution. However, risks are also involved both for the SME and the public agency. By choosing an enterprise without previous documented records can put an agency in the situation of not fulfilling its obligations towards the general public and for the SME to go bankrupt.

This paper explores, investigates and analyses positive and negative consequences of public procurement involving SMEs as well as reasons behind this situation.