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# Public procurement for SMEs

Your first steps to bid in  
Republic of Moldova, Ukraine  
and Republic of Serbia



ÉCO  
entreprises  
Acteurs de la transition

# Disclaimer

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# Context

P2GreenEST project aims at developing Business Support Organisations (BSOs) and clusters capacities to support European Union (EU) innovative green Small and Medium-Sized Enterprises (SMEs) internationalisation and participation in public procurement in Eastern and Balkan non-EU countries. The overall project is based on the circular economy approach, in line with the New European Green Deal's objective to create new markets for climate neutral and circular products addressing the following challenges: sustainable water management, waste management, and energy production, of major importance in the Eastern and Balkan region, with a focus on Moldova, Ukraine and Serbia.

4 partners from France, Spain, Romania and Moldova work together to positively impact at least 18 clusters and BSOs, more than 1600 SMEs, and around 30 Eastern public procurers.

The objectives of the project are embodied in its activities, that will enable European BSOs to build their capacity on public procurement and knowledge on Eastern markets and opportunities, provide advisory services to EU SMEs through an internationalisation strategy and a Helpdesk, implement a win-win situation for EU and Eastern public procurers through knowledge-sharing, Business to Business (B2B) and Business to Procurers (B2P) meetings or international trade missions.

# Introduction

This handbook is dedicated to beginners. They might be very small or SMEs working in water, energy or waste sectors that haven't bid for the targeted markets before, or clusters and BSOs that aim at assisting them in the tendering process. It aims to give you general knowledge, advice, and valuable resources to succeed in bidding and transform your business goals and objectives in concrete results through Public Procurement opportunities.

This handbook is part of a whole pack of assistance made for EU SMEs: market screening, webinars, e-watch system, and helpdesk service. They might be valuable resources for your next steps to help you in the tendering process in Republic of Moldova, Republic of Serbia, and Ukraine, or at the international level in general.

## Public procurement Market Screening



Market screening  
of the target country

The market screening was conducted at the early stage of P2GreenEST project implementation in order to have a general overview of the situation on public procurement and the water & waste management and energy efficiency sectors in the targeted countries. It includes relevant information topics related to Republic of Moldova and Ukraine, which were initially targeted by the project.



Discover P2GreenEST market screening [here](#)

## P2GreenEST capacity building webinars



SMEs training, establishing  
relationships with local partners

During the first semester of 2023, a cycle of six capacity building webinars on public procurement was conducted. The webinars aim to provide to European SMEs with legal and sectoral knowledge.



The replays of the webinars can be watched [here](#)



# E-watch system on public procurement



Monitoring mechanism of tenders and  
support to submission of offers

The project partnership put in place an E-watch system providing public procurement tenders information, collaboration opportunities, technical information (e.g. legislation) considering the principles of essentiality and usefulness and pursuing, as its ultimate goal, the dissemination of useful information to companies interested in participating in public procurement in the target countries.

- Tenders: We publish tenders of interest within the framework of the project differentiating between the targeted countries (Republic of Moldova, Republic of Serbia, and Ukraine) and sectors (water management, waste management and renewable energies). In addition, we send an email to those interested in receiving this type of information every time we publish a tender of interest.
- Resources: We will collect more technical information that we consider relevant to the project, such as legislation, market analysis or guides on international public tenders among others.



Wish to join our e-watch system?  
Subscribe [here](#)

## HELPDESK



Help-desk

Tendering abroad might be tough! For this reason, a "HELPDESK" aiming to support EU SMEs to apply to tenders in the targeted countries has been created. Once you identify a tender through our e-watch tool or from other channels, contact us to help you bid in the targeted markets. The helpdesk contains experts and local partners eager to help you find partners or assist you in the tendering process.



[Contact us](#)

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## Why are these countries attractive for you?

The Bidding process is a very interesting way to access new markets opportunities, diversify sales channels, and increase turnover. It also allows companies to build alliances with partners with common interests. Thanks to the EU law, which sets out minimum harmonised public procurement rules to create a fair market for businesses across Europe, European SMEs can participate in national procurement in any European country, especially in Moldova, Serbia and Ukraine.

Additionally, the target countries present very interesting characteristics for European SMEs:

- They have huge environmental needs in the targeted sectors (lack of water infrastructures and water sanitation, renewable resources of energy and waste sorting solutions...).
- All 3 countries are candidates for EU accession and are striving to meet, among others, environmental objectives by dedicating national and international funds to achieve these objectives.
- Tendering processes are increasingly aligned with EU processes and offer legal security and transparency.
- Tenders are more and more dematerialised through the platforms that exist in each of these countries. Thanks to this dematerialisation, access to opportunities and tender documents is easy and free of charge.
- There are no restrictions for non-resident EU companies to participate, on the contrary, all companies are on a completely equal footing and the same conditions apply to all of them.

**The needs are increasing, and the political environmental awareness creates new sustainable public procurement opportunities for EU SMEs**

However, some lessons can be learned from the project and the activities implementation:

- The local public tenders represent smaller budgets for EU companies compared to international tenders.
- They are often published in local languages.
- National tenders are targeting goods and works.
- The services are less present on the tendering platforms.
- Most funds are coming from external international donors (EBRD, GIZ, EBI, World Bank).
- Considering the candidate status of these countries, but also the political context, financial support increased considerably in the last months from the EU and its members states (ex: France, Germany...). Thanks to this support, tenders are often launched, including services and project management assistance in the project targeted sectors.

**Considering these statements and other project outcomes we also advise the beginners to look at the international tenders that are numerous and accessible.**



# Republic of Moldova



**Population** 3.4 million (2023) <sup>1</sup>

**Capital** Chisinau

**Currency** Moldovan Leu (plural «lei») (MDL), divided into 100 bani

**Official language** Romanian

**Administrative division** The Republic of Moldova is divided into 32 districts («raioane»). The administrative territorial organization is made of 2 levels: villages (communes), sectors and cities (municipalities) constitute the first level, districts, Chisinau municipality, Balti municipality constitute the second level<sup>2</sup>.

**GDP** 14.42 USD Billion (2022)<sup>3</sup>

**Relation with the EU** EU candidate country status in June 2022. Start of accession negotiations from 15/12/2023.

**EU funding and support** In June 2023, the EU presented a support package for Moldova, identifying 5 priority areas: economic development and connectivity, administrative capacity, energy, security, and strategic communication<sup>4</sup>. Financial opportunities for SMEs that will be issued linked to this support.

1. Source: [Worldometer - United Nations data](#)

2. Source: [Administrative-territorial organization of Moldova | Republic Of Moldova](#)

3. Source: [The Global Economy Business and Economic Data for 200 countries](#)

4. Source: [The EU Funding and Support for Moldova](#)



# Why bidding in the Republic of Moldova?

## Key elements:

- Republic of Moldova's legal framework on classical public procurement is largely aligned with the EU regulations (Law on public procurement No. 131 of July 3, 2015). While the legislation on utilities (Law on procurement in the sectors of energy, water, transport and postal services no. 74/2020) is partially aligned with the Utilities Directive, laws on works concessions, service concessions and on public-private partnerships require further alignment with the EU acquis.
- Republic of Moldova's Ministry of Finance with the support of the EBRD, launched in 2017 the e-procurement system, entitled "[State Register of Public Procurement](#)" (SIA "RSAP" MTender). A new Program on developing public procurement sector for the years 2023 - 2026 was approved by the Government on August 2023. The Program will support further alignment of the public procurement legislation and practices with those in the other EU countries.
- Public procurement Market Overview:



Link: [General overview \(open-contracting.org\)](#)

- Republic of Moldova has signed 44 free trade agreements, among which the Central European Free Trade Agreement (CEFTA), the European Union (AA/DCF-TA), member states of the Commonwealth of Independent States and Turkey.

## Useful link

[Program for the Development of the public procurement System for 2023-2026](#)

# National Strategy Priorities :

## WATER MANAGEMENT:

Republic of Moldova is considered a country with limited water resources, the main sources being the Nistru and Prut rivers. Small rivers, besides having low water flows, are also polluted, and 90% of groundwater has a mineralization of over 1.5 g/l. Currently, the water available in the Republic of Moldova is about 500 m<sup>3</sup> per inhabitant per year, while the internationally recommended minimum limit is 1700 m<sup>3</sup>.

### Useful link

[State Water Agency of the Republic of Moldova](#)

### The National Programme for water sector:

Moldova set a National Water and Sanitation strategy (2014-2030), by Government Decree No. 442 of July 31, 2020, in which the priority goals are:

1. Improving the management of public water supply and sanitation services by establishing regional water supply and sanitation operators.
2. Planning and development of public water supply and sewerage systems in order to increase the access of the population to high quality services. The goal for 2020-2024 is to achieve 80% water and sanitation infrastructure coverage in urban areas and 75% in rural areas.
3. Harmonizing the national legislation on water supply and sanitation in accordance with European Commission standards and international obligations.

### Useful links

[National Development Strategy Moldova – 2030.](#)  
[National Water and Sanitation strategy \(2014-2030\)](#)  
[Moldova Water Security and Sanitation Project](#)  
[Moldova: Chisinau Water Development Programme](#)



## WASTE MANAGEMENT:

Currently, in the Republic of Moldova, approximately 1139 landfills are being exploited, covering a total area of 1224.0 ha. Landfills are organized by local public authorities and generally do not comply with environmental standards. According to statistical data, the amount of solid household waste is constantly increasing, from 2172.8 thousand m<sup>3</sup> in 2008 to 3043.1 thousand m<sup>3</sup> in 2018. About 90% of the amount of municipal waste collected by sanitation services has been disposed of through storage. The selective collection being partially organized in Chisinau municipality and some district centres. The rates of recycling and waste recovery are still very low.

### Useful links

[Informational Automated System "Waste Management" \(SIAMD\)](#)  
[Environment Agency's Analytical notes](#)  
[National Bureau of Statistics publications](#)

### The National Programme for waste management sector:

The waste management strategy in the Republic of Moldova for 2013-2027, approved by Government Decision no. 248/2013 establishes the following objectives:

1. Create integrated waste and chemical management systems reducing the amounts stored and increasing the recycling rate.
2. By 2030, reduce the negative impact of cities on the population (per capita), (air quality and management of municipal waste and other types of waste).
3. Increase the share of the urban population with access to municipal waste collection services (by territorial profile / by city).

### Useful link

[Republic of Moldova's new agenda to achieve sound chemicals and waste management goals](#)

## RENEWABLE ENERGY:

The energy system of Republic of Moldova is characterised by low levels of domestic natural resources and production and thus has a heavy reliance on energy imports; more than 70% of primary energy supply, including natural gas, petroleum and electricity is imported. In 2020, the share of renewable sources in the gross final energy consumption amounted to 25% with biomass being the dominant renewable energy resource. Despite the high potential, deployment of wind and solar energy in Moldova has been very slow. In 2022, only 97.9 MW of renewable capacity for electricity generation was installed.

### Useful links

[Republic of Moldova Renewable Energy sector Strategic Sectors Investments](#)

### The National Programme for energy sector:

The Energy Strategy 2030 of the Republic of Moldova has set the main objectives in the energy field for the medium and long term. Republic of Moldova exceeded its overall 2020 target of 17% renewable energy production from the total electricity consumption by reaching 25.06% of renewable energy in 2020. However, contributions of renewable energy to electricity and transport are still very low.

The Moldovan Energy Strategy (which is currently under revision) indicates the following national targets for 2030:

1. 30% renewable energy in the overall consumption.
2. Improved energy efficiency by 30%.
3. Reduction of CO2 emissions by 35%.

Starting from January 1, 2024, the Agency for Energy Efficiency is replaced with the National Center for Sustainable Energy (CNED)<sup>5</sup>. CNED will manage the Fund for energy efficiency in the residential sector, a financing mechanism for public sector institutions, but also a series of public registers regarding statistics in the field of energy efficiency and renewable energy, as well as professional entities active in the field.

### Useful link

<https://invest.gov.md/en/sectors/renewable-energy-Energy-Efficiency-Agency-gov.md>



**For a detailed analysis of the 3 sectors with their respective opportunities, see: [Report on public procurement market screening, P2GreenEst](#)**

5. Source: <https://gov.md/ro/content/agentia-pentru-eficienta-energetica-se-transforma-centrul-national-pentru-energie-durabila>

## EU strategies, projects and initiatives:

Helping (financially and technically) the local public authorities to implement new sustainable policies, projects and meet social needs.

- [The Economic and Investment Plan for the Western Balkans](#) : in railway, road and waterway interconnections, renewable energy, energy efficiency and power interconnectors, waste and water management, new health and education facilities, digital infrastructures and private sector development.
- [The EU4Environment -Water and Data programme](#)
- [The regional EU4Energy programme for Moldova](#)
- [The EU Cohesion Policy](#)

## Where to find the opportunities?

In our 3 target countries, the dematerialization of procedures is also very advanced. This is the reason why there are online platforms that will allow interested SMEs to very quickly find tenders of interest.

The 3 countries classify their tenders by CPV (Common Procurement Vocabulary), so language will not be an obstacle to the identification of these opportunities.



List of tenders:

<https://mtender.gov.md/en>



Contracting authorities in energy sector: [List of buyers](#)

Ministry of Energy (Ministerul Energiei)  
Republic of Moldova Energy Projects Implementation Unit (MEPIU)  
National Agency for Energy Efficiency (Agentia Natională Pentru Reglementare în Energetică)  
Republic of Moldova Institute of Power Engineering (Institutul de Energetică)



Contracting authorities in water sector: [List of buyers](#)

Republic of Moldova Ministry of Infrastructure and Regional Development  
Cahul Water and sewerage services (Apă-Canal Cahul S.A.)  
Chisnau Water and sewerage services ( Apă-Canal Chişinău)  
Balti water services (I.M. Regia Apă-Canal Balti)



Contracting authorities in waste management sector : [List of buyers](#)

Republic of Moldova Environment Ministry (Ministerul Mediului)  
Republic of Moldova Environment Agency (Agentia de Mediu)  
Environmental Protection Inspection (Inspectoratul pentru Protectia Mediului)  
Režina Town Hall (primaria-rezina)



**Not forgetting:**

<https://ted.europa.eu/TED/browse/browseByMap.do>

# Republic of Serbia



**Population** 7.1 million (2023)<sup>1</sup>

**Capital** Belgrade

**Currency** Serbian dinar (RSD)

**Official language** Serbian

## **Administrative division**

The country is organised into 29 districts and the capital. There are also two provinces with special status: Kosovo and Metohija (capital: Pristina) in the south, which unilaterally declared independence on 17 February 2008; and the autonomous province of Vojvodina (capital: Novi Sad) in the North<sup>2</sup>.

**GDP** 65.50 USD Billion (2022)<sup>3</sup>

**Relation with the EU** EU candidate country status since March 2012

## **EU funding and support**

Launched in 2020, the Economic and Investment Plan (EIP) for the Western Balkans aims to mobilise up to €30 billion in cooperation with international financial institutions until 2027. The EIP flagship projects in public sector for Republic of Serbia, endorsed between 2020 and 2023, support sustainable transport, clean energy, environment and climate, digital infrastructure and human capital<sup>4</sup>.

1. Source: [World Economics- United Nations Data](#)

2. Source: [Serbia Administrative division](#)

3. Source: [The Global Economy Business and Economic Data for 200 countries](#)

4. Source: [The EU Economic and Investment Plan for the Western Balkans \(EIP\)](#)

# Why bidding in the Republic of Serbia?

## Key elements:

- Republic of Serbia's legal and institutional frameworks on public procurement are broadly aligned with the EU acquis. The adoption of amendments to the Law on public-private partnerships and concessions to align with the 2014 EU Directives on public procurement, in on concessions is still pending.
- Republic of Serbia, with the support of the European Union, launched in 2021 an [electronic public procurement system](#) to enable greater transparency, competitiveness, cost savings, and easier communication of all interested parties.
- Public procurement Market Overview:



Link: [Portal javnih nabavki \(ujn.gov.rs\)](https://portal.javnih.nabavki(ujn.gov.rs))

- Republic of Serbia is Part of the Central European Free Trade Agreement (CEFTA), the European Free Trade Association (Norway, Switzerland, Iceland, and Liechtenstein) and signed bilateral free-trade agreements with the Russian Federation, Belarus, Kazakhstan, Turkey, UK and China. Republic of Serbia is also a beneficiary of Japan's GSP.

# National Strategy Priorities :

## **WATER MANAGEMENT:**

Groundwater represents the main source of drinking water supply in Republic of Serbia. Currently, 67% of the surrounding potable water comes from subterranean waters, while 33% comes from surface waters (rivers and reservoirs). Water sector infrastructure in Serbia, both of the water supply and of wastewater disposal/treatment, is in poor condition. Only 75 % of the entire Serbian population are connected to water services, and a mere 46 % are connected to sewerage services. Serbia will need to comply with the Water Framework, Urban Waste Water, Drinking Water, Groundwater, Water Quality Standards directives requiring Serbia to invest in the relevant water management and wastewater treatment facilities in the coming years.

### **Useful link**

[UN water-Serbia](#)

### The National Programme for water sector:

The objectives of the water strategy of Republic of Serbia for 2030 have been defined for each water sector segment and need to be achieved during the planning period in order to fulfill the main strategic goal of water management in different aspects:

1. Water use (Public water supply and irrigation),
2. Water pollution control (water protection),
3. Drainage,
4. Protection against the adverse effects of Water (River floods, erosion and flashfloods).

### **Useful link**

[Executive Summary of the Serbian Water Strategy](#)





## WASTE MANAGEMENT:

The waste management system in Republic of Serbia is based on waste collecting, transporting and Landfilling. Republic of Serbia's waste management is inadequate, particularly in rural areas. Collection is poorly organized and the landfills are not subject to controls. Republic of Serbia is currently recycling between 5 and 8 percent of municipal solid waste. The cities most active in recycling are Novi Sad and Čačak (around 10%), but numerous towns and municipalities do not recycle waste at all. Republic of Serbia is seeking EU membership and is currently working to align its legislation with that of the EU.

### Useful link

[Waste management in Republic of Serbia](#)

### The National Programme for waste management sector:

Republic of Serbia is working in this perspective to align its legislation to the EU and integrate the modernization of infrastructure as well as the transition to a circular economy as a central element of its National Waste Management Programme ("NWMP") 2021-2024. The NWMP, include ambitious objectives:

1. Modernization of waste management by joining the transition towards a circular economy to achieve the recycling target of 50 percent of total municipal solid waste.
2. Recycling and elimination of biodegradable waste in landfills - respectively 35 % by 2030 and 50 % by 2032.

### Useful links

[Waste management market in Republic of Serbia](#)  
[Republic of Serbia Solid Waste Programme](#)



## RENEWABLE ENERGY:

Electricity production in Republic of Serbia relies around 70 % on low-quality lignite coal, causing serious pollution, while most of the remainder is generated in hydropower plants. Serbia narrowly missed its 2020 renewable energy target of 27 % of gross final energy consumption, in 2020 its share was 26.3%. By the end of 2021, Serbia had 398 MW of wind power installed but only 12 MW of solar.

### Useful link

[Energy sector in Republic of Serbia](#)

### The National Programme for energy sector:

Republic of Serbia has planned to significantly expand its installed hydropower and renewable capacity in the coming years. The Ministry of Mining and Energy is in the process of the Energy Strategy preparation up to 2040 with projections up to 2050 that will define new targets for RES, energy efficiency, and GHG emission reduction. Republic of Serbia needs to install 5,000 GWh of new generating capacity per year, 15 % of current production in the next six years to replace outdated production facilities. This equates to additional investments of at least 3 billion euros for the construction of new facilities and rehabilitation of existing power plants; the modernization of coal production; and the reduction of power distribution losses.

### Useful links

[Renewables energies opportunities in Republic of Serbia](#)  
[Factsheet: Renewable Energy in Republic of Serbia](#)

## EU strategies, projects and initiatives:

Helping (financially and technically) the local public authorities to implement new sustainable policies, projects and meet social needs.

- [Serbia - financial assistance under IPA III](#)
- [The Economic and Investment Plan for the Western Balkans](#)

## Where to find the opportunities?

In our 3 target countries, the dematerialization of procedures is also very advanced. This is the reason why there are online platforms that will allow interested SMEs to very quickly find tenders of interest. The 3 countries classify their tenders by CPV (Common Procurement Vocabulary), so language will not be an obstacle to the identification of these opportunities.

- List of tenders:  
<https://jnportal.ujn.gov.rs/konzola>

- Contracting authorities in energy sector: [List of buyers](#)

Ministry of Mines and Energy, Belgrade (Ministarstvo Rudarstva i Energetike, Beograd)

Energy Secretaria City of Belgrade (BelgradeGrad Beograd-gu Sekretarijat Za Energetiku, Beograd)

Energy Agency of the City of Novi Sad (Agencija Za Energetiku Grada Novog Sada)

Energetika doo, Kragujevac

- Contracting authorities in water sector:

Government of the Republic of Serbia Ministry of finance, Department for Contracting and Financing of EU Funded Programme

JP ZA for Collection, Purification and Distribution of Water (JP ZA PREČIŠĆAVANJE I DIS. VODE, PREČ. I ODVOĐENJE OTP. VODA I ODV. ATM.VODA VODOVOD VRANJE, P.O)

Javno Preduzeće Za Vodosnabdevanje Rzav Arilje, Arilje

Javno preduzeće «Urbanizam i izgradnja Leskovac», Leskova

- Contracting authorities in waste management sector :

Government of the Republic of Serbia Ministry of finance, Department for Contracting and Financing of EU Funded Programme.

The Belgrade Land Development Public Agency

Javno komunalno preduzeće «Bukulja», Aranđelovac



**Not forgetting:**

<https://ted.europa.eu/TED/browse/browseByMap.do>

# Ukraine



**Population** 36.7 million (2023)

**Capital** Kyev

**Currency** Hryvna (UAH)

**Official language** Ukrainian

**Administrative division** Ukraine's territorial structure comprises 24 oblasts (oblasts) and the Autonomous Republic of Crimea. The capital is Kyiv, which, like Sevastopol in Crimea, is considered a separate administrative unit. In 2014, the Crimean Peninsula was invaded and subsequently illegally annexed by Russia.

**GDP** 160.50 USD Billion (2022)

**Relation with the EU** EU candidate country status in June 2022. Start of accession negotiations from 15/12/2023.

**EU funding and support** The EU is one of Ukraine's strongest supporters. Since the start of the conflict, the EU made available close to €83 billion in financial, humanitarian, and military assistance to Ukraine and to cater for Ukrainians' needs in the EU. On 20 June 2023, the Commission proposed to set up a new €50 billion Ukraine Facility to support Ukraine's recovery, reconstruction and modernization, and reforms needed for EU accession. The Ukraine Facility will provide coherent, predictable, and flexible support to Ukraine for the period 2024-2027, adapted to the challenges faced by a country at war<sup>3</sup>.

1. Source: [Worldometer -United Nations data](#)

2. Source: [Ukraine Administrative Division](#)

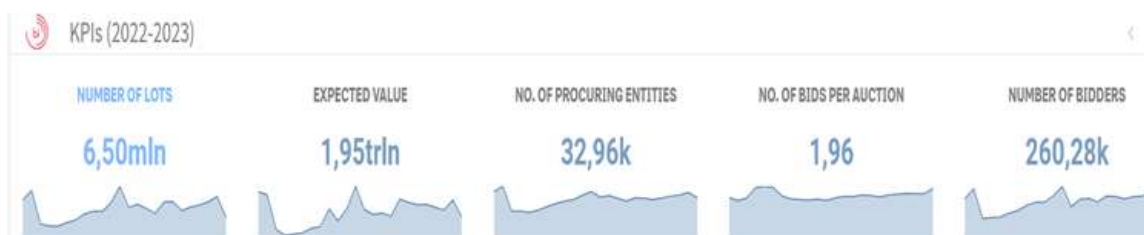
3. Source: [The Global Economy Business and Economic Data for 200 countries](#)

4. Source: [The EU Funding and Support for Ukraine](#)

# Why bidding in Ukraine?

## Key elements:

- Since 2015, public procurement reform has been carried out in Ukraine, as well as the gradual bringing of the Ukrainian legislation to the norms of the European Union acquis for the implementation of the Association Agreement between the European Union and its member States, for one part, and Ukraine, for the other part, taking into account that, in December 2023, European Council opened accession negotiations.
- Ukraine pursued major reforms to prevent corruption and to boost transparency in previously opaque procurement process. The [Pro-Zorro electronic portal](#) (from the spin-off Pro-Zorro Sale) was awarded internationally as an example of an electronic system for public procurement.
- Since the implementation of the electronic procurement system, there has been an annual increase in the number of procurements from 900,000 in 2017 to more than 5 million acquisitions in 2021. However, with the beginning of the conflict in Ukraine and the introduction of the legal regime of martial law, the situation in the field of public procurement in Ukraine has changed in a positive way, bidding processes are more transparent and accessible.
- Public procurement Market Overview:



Link: [Prozorro sale open data](#)

- The EU and Ukraine have provisionally applied their Deep and Comprehensive Free Trade Agreement (DCFTA) since 1 January 2016, as part of the broader Association Agreement. Ukraine concluded free trade agreement with the CIS, The EFTA, etc.

# National Strategy Priorities :

## **WATER MANAGEMENT:**

Ukraine is on the 32nd place among 40 in terms of drinking water provision in Europe and is on the list of countries threatened by water scarcity. At the same time, 75% of the water supplied to consumers is taken from surface sources. The existing problems with the outdated water supply stations and sewage treatment plants, which are unable to cope with the current loads and do not meet modern requirements for water and wastewater treatment, were worsened by the destruction and damage to water infrastructure, caused by the war in Ukraine. Infrastructures on the territory of combat operations have been destroyed and cannot be restored. Furthermore, excess mercury, copper, zinc, and manganese concentrations have been recorded in the rivers in occupied territories.

### **Useful link**

[Water resources in Ukraine](#)

## The National Programme for water sector:

Due to the current context, national priorities have changed and strategic lines are being directed to the post-war reconstruction stage. Both the Ukrainian government, the United Nations and the European Union have conducted preliminary assessments to gauge the extent of the damage and the consequent needs for recovery. Ukraine immediate priority now is to develop and implement appropriate policies and mechanisms that will ensure access to safe drinking water for the population of the affected regions.

### **Useful links**

[The significant aspect of the post-war recovery of Ukraine](#)  
[The architecture of infrastructure recovery in Ukraine](#)



## WASTE MANAGEMENT:

In 2019, the volume of solid waste generation in Ukraine amounted to almost 11.86 million tons, i.e. 280.5 kg per capita. Only about 78% of Ukraine's population is provided with waste disposal services. The prevailing method of household waste treatment is removal and disposal in landfills and dumping ground. According to the State Statistics Service of Ukraine, in 2019, only 0.14% of waste was recycled and 1.7% was burned for energy, and the rest was disposed of in landfills and dumps. Currently, there are 5,470 landfills and dumps in Ukraine, of which 305 (5.6%) are overloaded and 1,646 (30%) do not meet environmental safety standards. According to expert estimates, over 99% of the operating landfills do not comply with the European standards.

### Useful link

[Waste management sector in Ukraine](#)

## The National Programme for waste management sector:

The Ministry of Environmental Protection and Natural Resources of Ukraine launched strategic environmental assessment of the National Waste Management Plan until 2033 that contains the National Programme for Reducing BioWaste Landfilling and the National Programme for Waste Prevention.

The targets set out in the National Plan include the following:

1. 98% of the urban and 95% of the rural population will be covered by household waste management services by 2033;
2. Coverage of 100% of large cities, 95% of urban and 70% of rural population with waste sorting by 2033;
3. Reducing the volume of household waste disposal to 30% by 2030.

### Useful link

[National Waste Management Plan](#)

## RENEWABLE ENERGY:

Prior to the conflict, nuclear provided almost 60 per cent of Ukraine's electricity. Generation from fossil fuels was around a quarter, while solar, wind and hydro combined accounted for 15 per cent. There is a lot of scope for renewable generation to expand—particularly solar, which generated only 5 per cent of Ukraine's electricity, and wind, accounting for about 1 per cent. Ukraine has the potential to produce 30 per cent of Europe's biomethane and possesses favourable conditions for the development of solar power plants. It also boasts one of the highest wind-generation potentials, including offshore resources. According to the World Bank, Ukraine's offshore wind potential alone amounts to 251GW.

### Useful link

[Renewable Energy in Ukraine](#)

### The National Programme for energy sector:

Ukraine has outlined plans that would significantly ramp up renewable generation capacity in the reconstruction effort. The Ukraine National Recovery Plan, presented in July 2023 at the Lugano conference, includes around \$130 billion in spending to achieve energy independence and develop green energy over two reconstruction phases (2023–2025 and 2026–2032). Renewable energy is emphasized in the second phase, with a target of an adding 5 to 10 GW of solar and wind capacity (\$15 billion), localizing RES equipment production (\$2 billion), building 30+ GW of RES for hydrogen production (\$38 billion), and constructing smart grids (\$5 to 10 billion).

### Useful link

[National Recovery Plan](#)



**For a detailed analysis of the 3 sectors with their respective opportunities, see: [Report on public procurement market screening, P2GreenEst](#)**



## EU strategies, projects and initiatives:

Helping (financially and technically) the local public authorities to implement new sustainable policies, projects and meet social needs.

- [The EU humanitarian funding](#)
- [The Economic and Investment Plan for the Western Balkans \(EIP\)](#)
- [The regional EU4Energy programme in Ukraine](#)
- [The Ukraine Facility](#) to support Ukraine's recovery, reconstruction and modernization and reforms needed for EU accession

## Where to find the opportunities?

In our 3 target countries, the dematerialization of procedures is also very advanced. This is the reason why there are online platforms that will allow interested SMEs to very quickly find tenders of interest. The 3 countries classify their tenders by CPV (Common Procurement Vocabulary), so language will not be an obstacle to the identification of these opportunities.

■ List of tenders:  
<https://prozorro.gov.ua/page/plus#register>

■ Contracting authorities in energy sector:

European Union, represented by the European Commission  
Delegation in Ukraine  
The Deutsche Gesellschaft für Internationale Zusammenarbeit  
(GIZ) GmbH In Ukraine

■ Contracting authorities in water sector:

Public Utility Company Teploenerho  
Lutsk Utility of Water and Sewage (PUC Lutskvodokanal)  
Ukraine Municipal Development Institute

■ Contracting authorities in waste management sector :

Ministry of Environmental Protection and Natural Resources of  
Ukraine  
European Bank for Reconstruction and Development (EBRD) In  
Ukraine



**Not forgetting:**

<https://ted.europa.eu/TED/browse/browseByMap.do>



# Can you apply?

The European SMEs key document to bid in the Serbian, Moldovan and Ukrainian markets is called “European Single Procurement Document” (ESPD). ESPD is a self-declaration used as preliminary evidence of fulfilment of the conditions required in public procurement procedures across the EU. Tenderers no longer must provide full documentary evidence and different forms previously used in the EU procurement. It consists of 7 chapters related to the basic and specific information, including exclusion and eligibility criteria.

## Eligibility criteria

- **Legal and regulatory:** Expressed in the ESPD, it addresses aspects such as capacity to exercise a professional activity, compliance with qualification criteria and guidelines, pre-selection and selection of operators.
- **Financial capacity:** Expressed in section B of the ESPD denominated «Economic and financial capacity». Thus, it refers to bank statements, annual turnover and average of it.
- **Technical and professional capacity:** section C of the ESPD:
  - Technical installations and quality assurance measures
  - Machinery, plant, and technical equipment
  - Training and qualification of personnel
  - Samples and descriptions of work, products and/or services performed.
  - Among others: quality assurance standards, environmental protection standards, etc.

## Exclusion criteria

If just one of the requirements is not accomplished the economic operator is disqualified.

1. Grounds related to conviction by final judgment of a court such as: corruption, fraud, participation in a criminal organization, child labour exploitation and other forms of trafficking, among others.
2. Reasons for paying taxes and/or social security contributions such as payment of taxes.
3. Inclusion of economic operators on the prohibition list.
4. Reasons related to insolvency, conflicts of interest or professional misconduct.

## Award criteria

Specified in the tender documents by the contracting authority, it must comply with European guidelines to determine the most economically advantageous tender. Hence, the contracting authority is entitled to apply one of the following award criteria:

- Lowest price
- Lowest cost
- Best value for money

Other factors are also assessed such as: quality, including technical advantages, functional features, accessibility, design, environmental and innovation features, organisation, qualification, and experience of staff.



## Partnering to win

A consortium is a group of two or more companies and/or organisations working together to achieve a common goal; the successful joint development of a major project within a given period.

## Why tendering with a local partner?

Founding a consortium to tender with a local partner provides a wide range of advantages such as:

- Complementarity in specialities (reference letters).
- Complementarity in the technical/professional and/or economic/financial capacity
- Risk is shared and reduced by acting together.
- Optimisation of resources thanks to the local partners.

# The profile of the ideal partner

The search for the ideal partner must take into account all these factors:

- Complementarity,
- Experience,
- Extent of commitment and dedication,
- Technical and economical capacity,
- The role it plays in the project,
- Position in the market.

## Where to find the local partner?

**In the national procurement platforms:**

[Republic of Moldova National public procurement Platform](#): List of bidders

Number of unique bidders 3,937; Mean / median number of disqualifications per supplier 7.0 / 0.0

| Bidder                          | Link to OpenMoney | Bidder's region | Bidder's address                | Email |
|---------------------------------|-------------------|-----------------|---------------------------------|-------|
| <b>Total</b>                    |                   |                 |                                 |       |
| Tonu Galina   2001044212129     | 2001044212129     | Ialoveni        | s. Bardar                       | -     |
| AGUR S.R.L.   1002601001508     | 1002601001508     | Anenii Noi      | str.Chisinaului 24/a            | -     |
| AO CLUBUL SPORTIV SPORTE...     | 1013620009909     | Chişinău        | str. Calea Orheiului nr.28 bl.1 | -     |
| AVTON-SERVICE SRL   10036...    | 1003600075754     | Chişinău        | str. Calea Ieşilor nr.10        | -     |
| Burbulea Stefan   2004002043... | 2004002043492     | Chişinău        | Albişoara 76/1                  | -     |
| CENTRUL DE INSTRUIRE SI P...    | 1003600049025     | Chişinău        | str. P. Halippa nr.2            | -     |
| FPC BIOPROTECT SRL   1003...    | 1003600002284     | Chişinău        | drum M2km10                     | -     |
| I.M. FLUXUL NISTRULUI, S.MO...  | 1003600093224     | Dubăsari        | s. Molovata Nouă                | -     |
| I.M.S.P ASOCIATIA MEDICALA...   | 1003600152743     | Chişinău        | str. Vadul lui Voda nr.80       | -     |
| I.P. SERVICIUL NATIONAL DE ...  | 1003600042163     | Chişinău        | str. Nicolae Dimo nr.22 bl.20   | -     |
| INTREPRINDEREA MUNICIPIA...     | 1008603001054     | Taraclia        | Ленина 61                       | -     |

[Republic of Serbia National public procurement platform](#) : Decisions and contracts

| Naziv                                | PIB       | Matični broj | Grad                   | Pošt. broj | Adresa                      | Država |
|--------------------------------------|-----------|--------------|------------------------|------------|-----------------------------|--------|
| ▶ GEOGLOBAL DOO                      | 110002953 | 21283223     | Novi Sad               | 21000      | ŽELEZNIČKA, 12              | Srbija |
| ▶ B. Braun Adria RSRB d.o.o. Beograd | 107006237 | 20722967     | Beograd (Novi Beograd) | 11070      | MILUTINA MILANKOVIĆA, 11g   | Srbija |
| ▶ AGENA DOO NOVI SAD                 | 100806117 | 08631450     | Novi Sad               | 21000      | Vršačka 20, sprat 1, stan 2 | Srbija |
| ▶ ILA PROMET DOO ČAČAK               | 101123829 | 17101625     | Čačak                  | 32000      | Milosava Erovića, bb        | Srbija |
| ▶ EKOGRADNJA PROJEKT DOO BEOGRAD     | 100210618 | 06974252     | Beograd (Voždovac)     | 11000      | Braće Jerkovića br. 119A    | Srbija |
| ▶ SATURN ELECTRIC DOO BEOGRAD        | 104056138 | 20084898     | Beograd (Zemun)        | 11080      | INŽENJERA KAPUSA, 6         | Srbija |
| ▶ ANDZOR ENGINEERING DOO NOVI SAD    | 104974964 | 20283467     | Novi Sad               | 21000      | Ive Andrića, 13             | Srbija |

## Ukraine National public procurement platforms:

### [Prozorro](#) : Tenders description

The screenshot shows the Prozorro website header with the logo and navigation links: News, Prozorro Market, Infobox, Testing of authorized persons, Localization, and Sign up. Below the header is a search bar with the placeholder text "Name or code of the product, purchase number, name or EDRPOU of the company". Underneath the search bar are several filter buttons: Customer, Member, The buyer, DK021:2015, Status, Type of purchase, Region, and All filters.

### [Playtender](#): All contracts

| PROCEDURE TYPE       | ID PROCUREMENT      | CUSTOMER            | REGISTRATION COD... | SUPPLIER              |
|----------------------|---------------------|---------------------|---------------------|-----------------------|
| Procurement witho... | UA-2024-01-26-01... | Комунальний закл... | 05509464            | ТОВАРИСТВО З ОБ...    |
| Procurement witho... | UA-2024-01-26-01... | Комунальне підпр... | 41931754            | ЖИТОМИРСЬКИЙ ...      |
| Procurement witho... | UA-2024-01-26-01... | КУРІНСЬКА ГІМНА...  | 33392668            | БИКАДОРОВА МА...      |
| Procurement witho... | UA-2024-01-26-01... | ВІДДІЛ ОСВІТИ, М... | 41326277            | ТОВ "Теплоальт - У... |
| Procurement witho... | UA-2024-01-26-01... | Управління освіт... | 02143442            | ТОВАРИСТВО З ОБ...    |
| Procurement witho... | UA-2024-01-26-01... | Комунальний закл... | 05509464            | ТОВАРИСТВО З ОБ...    |
| Procurement witho... | UA-2024-01-26-01... | БРАЇЛІВСЬКИЙ ЗА...  | 26286130            | УПРАВЛІННЯ ПОЛІ...    |
| Procurement witho... | UA-2024-01-26-01... | Сосницький облік... | 00729215            | ТОВАРИСТВО З ОБ...    |

### In the European Platform:

[Tenders Electronic Daily \(TED\)](#): You can use the option [Search](#), and browse the results by country, contract notice, etc.

The screenshot shows the TED search interface with filters: Search scope: Active notices; Notice type: Contract or concession notice - standard regime; Common procurement vocabulary (CPV): [dropdown]; Country of the buyer: SRB, MDA, UKR. Below the filters, it says "Showing 1 - 25 of 38 results". The table below lists the search results:

| Reference                   | Description  | Country | Start Date | End Date   |
|-----------------------------|--|---------|------------|------------|
| <a href="#">6366-2024</a>   | Moldova-Chişinău: Fuels<br>Type of buyer: Central government authority<br>Notice type: Contract or concession notice - standard regime<br>Type of procedure: Open<br>Type of contract: Supplies  | MDA     | 05/01/2024 | 09/01/2024 |
| <a href="#">839-2024</a>    | Ukraine-Kamianske: Tramway passenger coaches<br>Type of buyer: Body governed by public law<br>Notice type: Contract or concession notice - standard regime<br>Type of procedure: Open<br>Type of contract: Supplies  | UKR     | 02/01/2024 | 20/02/2024 |
| <a href="#">792921-2023</a> | Serbia - Construction work - Reconstruction and adaptation works of selected public buildings across Serbia<br>Type of buyer: EU institution, body or agency<br>Notice type: Contract or concession notice - standard regime - Change notice<br>Type of procedure: Open<br>Type of contract: Works                       | SRB     | 28/12/2023 | 31/01/2024 |
| <a href="#">792499-2023</a> | Serbia - Waste-treatment plant construction work - Construction of municipal waste water collection and treatment system in Čačak<br>Type of buyer: EU institution, body or agency<br>Notice type: Contract or concession notice - standard regime - Change notice<br>Type of procedure: Open<br>Type of contract: Works | SRB     | 28/12/2023 | 12/03/2024 |

[Open Tender platform](#): allows you to search and analyse tender data from 35 jurisdictions (27 EU member states, Norway, the EU Institutions, Iceland, Switzerland, Georgia, Republic of Serbia, North-Macedonia). This is not applicable for the Republic of Moldova and Ukraine.



The image shows the top section of the Opentender Serbia website. At the top left is the logo for 'opentender Serbia'. To its right is a navigation menu with links for 'Home', 'Market Analysis', 'Integrity', 'Transparency', 'Search', 'Download', and 'About'. Below the navigation is a large graphic of a network of green nodes connected by lines, representing a complex system or data network. To the right of this graphic is the text: 'Opentender Serbia', followed by the main heading 'Making Public Tenders More Transparent'. Below the heading is a welcome message: 'Welcome to the portal for Serbia!' and a link to subscribe to their 'mailing list'.

opentender  
Serbia

Home Market Analysis Integrity Transparency Search Download About

Opentender Serbia

## Making Public Tenders More Transparent

Welcome to the portal for Serbia!  
Subscribe to our [mailing list](#)

# Useful tools

**National tools:** In addition to the platforms outlined above, we recommend the following for:

**Republic of Moldova:** [BI Tool](#), an Open Contracting Platform for publishing and using open, accessible and timely information on public contracting.

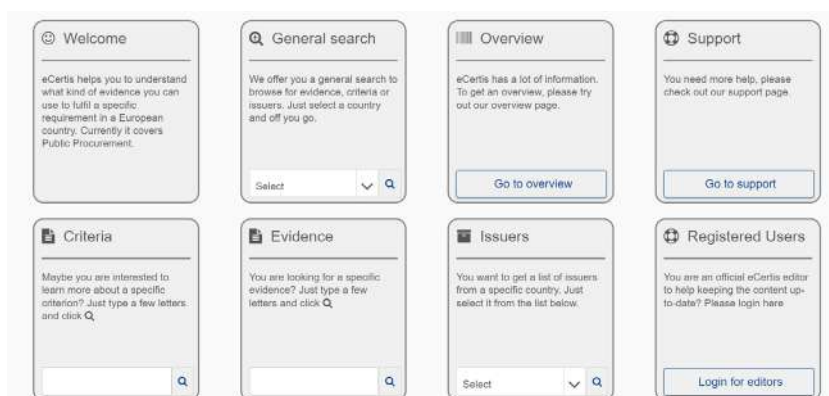


**Ukraine:** [DOZORRO](#), a project of the civil society organization Transparency International Ukraine designed to ensure fair play in the public procurement sector.



**European tools:**

[eCertis](#): helps contracting authorities and businesses operating in the EU identify the certificates and other types of evidence requested in public procurement procedures.



 **You can also consult these sources of information:**

[European Single Procurement Document](#)

[Republic of Moldova public procurement legislation](#)

[Specificity of the energy, water, transport and postal sectors in Republic of Moldova \(legislation\)](#)

[Latest amendments to the Resolutions of the Cabinet of Ministers of Ukraine](#)

[Public procurement law in Republic of Serbia](#)

[Directive on closer regulation of the public procurement procedure 2023 \(Republic of Serbia\)](#)

[Public procurement context in Ukraine](#)



# Optimization of your offer

1. Prepare all the administrative documentation required in the country beforehand. Compile legal documents in advance such as: company statutes, quality certificates, tax documents.
2. Check that you comply with all the basic eligibility criteria indicated in the European Single Procurement Document (ESPD).
3. Analyse the real size of your company (and consortium partners in case you are part of one) to check what kind of contracts you can apply for according to the budget to meet the requirements.
4. Gather all the information about our experience: letters of good execution (or letter of good performance), CVs of the specialists who will be involved, etc.





# Q&A

## **1** What is a public tender?

Any administrative procedure for the procurement of supplies, contracting of services or execution of works (construction) organised by entities or agencies that are part of the public sector is considered a public tender.

## **2** What is the objective of public tendering?

The objective is to offer and secure conditions for the purchase or acquisition of goods and services by a public body from a supplier.

## **3** Do you have to pay to use tendering platforms in these countries?

No, they are completely free of charge.

## **4** Are only national companies allowed to participate in public tenders in these countries?

No, any EU company can participate in public tenders in Republic of Serbia, Republic of Moldova and Ukraine.

## **5** What law applies to public procurement procedures in Republic of Serbia, Republic of Moldova and Ukraine?

National public procurement laws apply, which are aligned with EU directives, so European bidding companies can theoretically participate in these tenders without any problem. However, partnering with a company located in one of the target countries will make it easier to win these bids. Moreover, in line with what was stated in the first pages of this document, SMEs might encounter some difficulties (languages for instance).

**6**

**Can you submit an offer in your own language?**

No, the tender must be submitted in the official language of the country or in the language indicated in the tender specifications which is usually English.

**7**

**Is it mandatory to participate in public tenders in these countries with a partner?**

No, but it is a strategic advantage that will help you win the tender you are interested in. The partner knows the country, the legislation, the procedures, and the language very well, and thus, it will be easier to optimise costs.

**Start**

**bidding!**

# Contacts



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