Analysis of Public Sector Procurement Activities

– A Report on Referencing Standards in Public Procurement

May 2019

DAN SENSE

SIS Swedish Institute for Standards

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Report on Analysis of Public Sector Procurement Activities [PDF].

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Preface

Conducting this project with stakeholders from standardisation organisations, public agencies, the European Commission and other partners has been a rewarding experience and hopefully a starting point for long-term cooperation within public procurement.

The understanding I gained from my many years within procurement and subsequently as CEO of the Swedish Institute for Standards was that the connection between standards and public procurement was not sufficiently studied and required further investigation. In fact, it had never been done before in a Europe-wide analysis that also included an EFTA member. My view was that we needed to better benefit from each area's expertise by linking them together and thereby contributing to greater efficiency in public procurement. This report clearly addresses the matter of standards use in European public procurement, something we have used in the Joint Initiative on Standardisation Action 11 to develop a guide, start a new standardisation initiative and conduct workshops to spread best practices.

Our analysis was made possible thanks to the active participation of public agencies from Germany, Hungary, Norway, Poland, Spain and Sweden as well as their respective national standardisation bodies DIN, MSZT, SN, PKN, UNE and SIS. It is evident that the Joint Initiative on Standardisation offered the impetus needed to foster broad stakeholder engagement. It is also a fact that without the financial support from the European Commission and EFTA, and the determination from DG GROW to deliver results, this report would have been difficult to develop.

We see the analysis of the industries studied in the report "Construction, Medical Devices, and Waste" as a first step and that continued surveys of other industries should be done as well. This project has revealed the vast opportunities that exist when we extend cooperation between standardisation organisations and public-sector stakeholders associated with public procurement.

To access the material produced under JIS Action 11, please visit the CEN CENELEC website.

Thomas Idermark,
CEO SIS

Introduction

The aim of this report is to shed light on the actual situation on the use of standards in public procurement in Europe, as a part of the European Joint Initiatives on Standardisation[1].

The European Commission played the main coordinating role, bringing together the expertise of all parties involved, including the European Standardisation organisations, CEN and CENELEC in the Joint Initiatives on Standardisation.

This study, Joint Initiative action 11, which was conducted in six pre-selected countries, of which five are members of the European Union, and one country which is a member of EFTA[2], is based on an earlier feasibility study[3] in eight countries, indicating potential challenges for referencing standards in public procurement.

More specifically, the objective of the study was to conduct an analysis of the use of standards in tendering procedures in three pre-selected sectors with known differences in the use of standards.

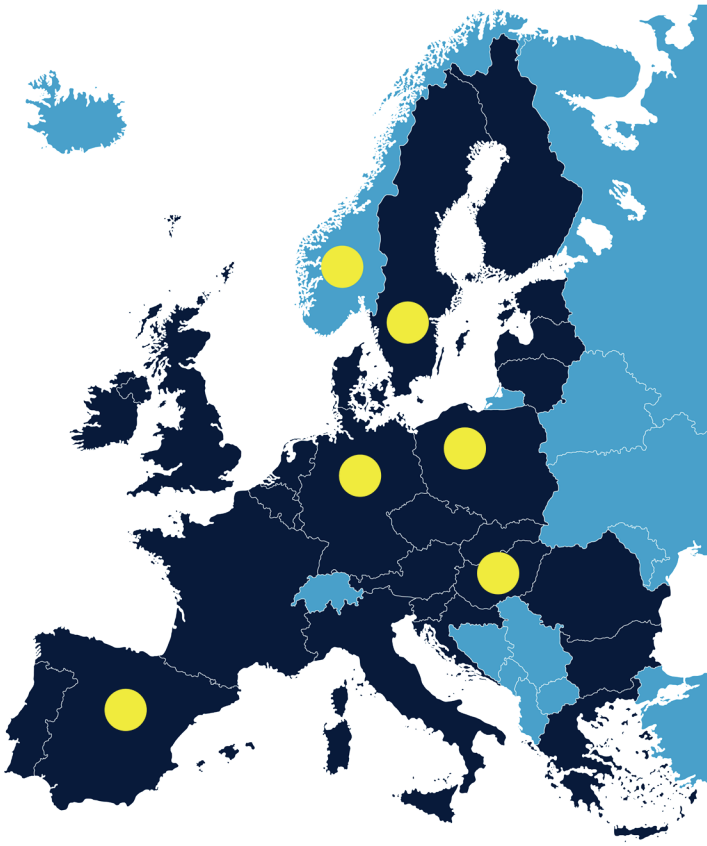
Standards in this study are not defined exclusively as European Harmonised standards. It includes all standards, including standards[4] developed by recognised standardisation organisations.

In an initial feasibility study conducted in eight countries, several findings were made that qualifies this study further.

The study is the first of its kind, and an important aim of the study is to form a baseline and produce recommendations for future studies on the use of standards in public procurement.

This work, as well as a newly developed European Guide for referencing standards in public procurement[5], will be a part of a dissemination package for training public procurement officers in referencing standards in Europe.

The Hungarian Standards Institution (MSZT), on behalf of this Joint Initiative project, invited DanSense to conduct this survey on the use of standards in public procurement.



[1] http://ec.europa.eu/growth/content/joint-initiative-standardisation-responding-changing-marketplace-0_en

[2] https://www.efta.int/about-efta/the-efta-states

[3] Report on analysis of public sector procurement activities. Feasibility study on use of standards. Dec 2018. MSZT. Not published.

[4] A standard in recognised standardisation organisations. (French: Norme, German: Norm) is a technical document designed to be used as a rule, a guideline or a definition. Standards are, in essence an agreed way of achieving a set of objectives. Standards are developed in consensus and approved by a recognized standardisation body

[5] Guide for referencing standards in public procurement in Europe. Dec 2018. https://ec.europa.eu/docsroom/documents/33421

Executive summary

As a part of the Joint Initiative on Standardisation (JIS[6]) action 11, Pilot Project on Increased use of standards in public procurement to better implement the European public procurement Directive, this project on analysing the public sector procurement activities, has achieved its goal.

An analysis based on the pre-selected sectors: Construction, Medical devices, and Waste has been conducted in 5 countries in the Europe Union and in 1 EFTA country on a total of 3,525 survey persons. The response rate was 14 % equal to 423 persons replying. It is identified, that the participating survey persons are extremely competent with many years of experience and a long track record of conducting public tenders, therefore, their responses can be used with a high degree of confidence.

Several reasons were found for why the public sector references standards, of which the most relevant are transparency and quality. It is also worth recognising that for the public sector the fact that relevant standards do exist, that they are good for describing minimum requirements, that they provide clear specifications, and that they are an integrated part of the market, were also important reasons for referencing standards.

For the private sector, the main issue for referencing standards in public procurement is simply, that standards are required by public authorities.

SMEs are well represented as respondents for the private sector, and there are no indications, that referencing standards in any way is a disadvantage for SMEs. The respondents encourage the use of standards. Besides pointing out that standards increase transparency and quality, they are more focused on the competition issue in standards than the public sector.

It was identified where and how standards are used, and despite stating otherwise initially, the public authorities identified in the survey, almost all mainly reference standards in open procedures, and not in the other procurement procedures.

Referencing standards is not a new exercise for public authorities. Standards have been referenced for many years, and it appears there is no lack of experience as regards referencing standards.

Yet, when cross-referencing the answers in the survey, a big barrier, or maybe even a major hurdle to referencing standards is identified. There are clear indications, that it is not known to the public authorities how to correctly identify and reference standards in procurement documents. This includes referencing them in the correct order of preference in accordance with Article 42 in the European public procurement directive[7].

Most survey persons learn by reading and copying old procurement documents. As European Standards (EN) are revised every 5 years and public tenders mainly have 4-year contracts, this may lead to a very costly experience learned, when procurement documents are challenged, with the risk of not referencing the correct standard.

The key observations to come out of the survey are:

- When describing technical specifications according to article 42 in the European public procurement directive, it seems as if the huge potential for simplifying public procurement documents by referencing standards is only sporadically used in the surveyed countries.
- Even when standards are mentioned in procurements documents several failings are evident
  - Standards are mainly referenced only in open procedures.
  - In most cases only management standards are mentioned in procurement documents.

[6] http://ec.europa.eu/growth/content/joint-initiative-standardisation-responding-changing-marketplace-0_en

[7] Directive 2014/24/EU of the European Parliament and of the Council of 26 February 2014 on public procurement.

  - Standards are often referenced wrongly, because of the widespread practice of reusing old procurement documents and lack of knowledge of the order of preference in the use of standards, Article 42.
- The approach adopted in the report forms a good baseline for future alike analysis of the use of standards in public procurement. It identifies core data and makes available an overall frame for a questionnaire approach. It also offers possibilities for expansion in the form of incorporating new specific questions in the use of standards, without conflicting with the core data. Yet, to ensure the highest possible success rate in this kind of survey, it should be conducted in national languages.
- In general, providing training to the relevant personnel in the public sector to reference standards correctly is required, if the potential benefits for referencing standards in public procurement are to be realised.

Several workshops are currently being held in Europe on referencing standards[8], and feedback from the first five workshops with a total of approximately 150 participants reinforce the evidence from the survey, that public authorities currently define standards in much broader terms than defined in Article 42. Public authorities, as well as legal consultants, need to be trained. When asked at the workshops, most of them replied that when referencing standards, this is mainly done in the technical specification, but still they are not sure if they reference them correctly.

The overall recommendation for this study is therefore, that training on how to reference standards correctly and to reference them in order of preference according to the European public procurement directive, should be conducted.

Experience from the recent workshops clearly indicate that it may be a good idea to offer differentiated training to specific focus groups like for example public procurement officers, daily procurers, and tenderers. It could even be considered if for training purposes there is a specific need for splitting tenderers according to the size of the company they represent.

The recently developed "Guide for referencing standards in public procurement in Europe[9]" is a good starting point for planning and conducting initial training.

[8] Joint Initiative on standardisation, Action 11 output 4. http://ec.europa.eu/growth/content/joint-initiative-standardisation-responding-changing-marketplace-0_en

[9] https://ec.europa.eu/docsroom/documents/33421

Recommendations for following up on the report

Below are mentioned some of the main recommendations resulting from the project. Some recommendations should be addressed as soon as possible, while others are potential future recommendations.

The overall and main recommendation is that:

- There is an immediate need for training public authorities in how to correctly reference standards. Whether they should be trained through national standardisation bodies, public authorities or consultants is not important, but the need for training is high. If any of the potential benefits are to be achieved by referencing standards, training is needed.
    - In order to improve and facilitate the process of procuring services, professionalisation policies at national level are essential to ensure buyers have the needed skills, knowledge and integrity. They need to address training and career management of public procurement practitioners, and to provide tools to make the procurement process more efficient (e.g. e-procurement tools, guidelines, templates). In October 2017, the European Commission adopted a 'recommendation (n°2017/1805) on the professionalisation of public procurement' to encourage EU countries to take steps to increase the professionalism of contracting authorities. The recommendation is part of the public procurement package which sets out priorities for EU procurement policy. The recommendation will be complemented with a European competence framework for public procurement.[10]

The online study approach itself, presented only a few obstacles, and they were primarily related to the external context, for example, GDPR and validity of achieved data on survey persons, rather than on the survey tool itself.

The tested way of conducting such a survey works, and the approach with this survey template can be referenced as a baseline for future studies.

As future recommendations for this kind of study, the following recommendations should be taken into consideration.

- The surveys should be conducted in the national language of the country.
    - Response rates in the survey clearly indicated significantly higher participation when the countries first language was used.
- An initial agreement on how to retrieve basic contact information on stakeholders should be made.
    - Data could be sought through the EU TED database or other collected sectoral data, with respect for GDPR, to improve the quality of the survey further.
- An initial letter of recommendation from the European Commission encouraging contact persons to participate increases replies substantially.
- Minor adjustments and greater precision on the questionnaires can still be achieved.
    - The questionnaire can also be further developed with new and more specific questions, as long as the basic structure is respected. It is important that the basic structure is respected as this enables the comparison of results across surveys.
- Retrieving Best Practices is difficult, and most surveyed persons do not wish to participate, so maybe another way of gathering best practices should be developed.
    - A way of gathering best practices could be by focusing on specific calls for tenders and following the creation of the procurement documents.

[10] https://ec.europa.eu/info/policies/public-procurement/support-tools-public-buyers/professionalisation-public-buyers_en

Recommendations for other JIS activities

- The results achieved are very informative, and they can be used directly as good, or bad examples when training public authorities, as well as tenderers.
  - This is already being tested in the ongoing workshops in JIS 11.4.
- The study highlighted the challenges that public procurement officers face when endeavouring to correctly reference standards. Therefore, examining ways and means to assist them in meeting the challenge should be considered.
- The results of this report may be relevant when discussing future legislation and relations to standardisation in JIS 4.

Objective and Methodology

To fully understand the results in this report requires a common understanding of the objectives of the report, as well as understanding the approach taken by the study leading to the report and its recommendations.

Objective

The overall purpose of this report was to analyse public sector procurement activities in a pre-selected context, with a focus on the current use of standards in procurement documents.

Standards in this context are mainly standards developed within recognised standardisation organisations[11] including European harmonised standards. Other types of standards were included where relevant.

The survey was conducted in 5 European member countries and 1 EFTA country within 3 pre-selected sectors, namely Construction, Medical devices, and Waste as examples of representative sectors where standards are supposed to be referenced in general.

The use of a survey approach should result in a common European baseline with recommendations on how to measure the future, and hopefully increased, use of standards in the EU.

The basic content of the survey consisted of:

- Identifying main barriers, obstacles, and reasons for use of standards in public procurement.
  - Including potential obstacles for SME's [12] and
  - Reasons for why the public authorities reference standards

[11] European standards produced by CEN, CENELEC or ETSI, International standards developed by ISO, IEC or ITU, or national standards developed be National Standardisation Bodies, NSB's.

[12] SME's: Small and medium sized companies. http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

- Highlighting best practices in the pre-selected sectors.
- Investigating the use of standards related to procurement procedures, and
- Analysing the use of standards over the last 4-8 years.

The outcome of the report should result in a better understanding of the national and general use of standards in public procurement, including the use of harmonised standards.

Methodology

The task of, not just studying the use of standards in public procurement, but also forming a baseline for future studies, indicated the need for studying basic challenges before conducting a major survey. Consequently, it was decided to start with a feasibility study. The results from the feasibility study helped to qualify the main survey.

Feasibility study

The Task Force for the study identified three specifically selected sectors, Construction, Medical devices, and Waste. Also, it was decided that the feasibility study should include eight countries. Denmark, Germany, France, Hungary, Norway, Poland, Spain, and Sweden.

Based on the assumption, that international and European standards are well known in the three pre-selected sectors, and also referenced in public procurement in the eight countries covering the period from January 2015 till October 2018, the feasibility study investigated the actual use of standards, described in published procurement notices in the official European Tenders Electronic Daily (TED) database.

The feasibility study included the development and trialling of an online questionnaire that could form the baseline for future studies in the use of standards. This draft questionnaire was sent out for testing in all participating countries among survey persons from the public as well as the private sector.

The results from the feasibility study facilitated the analytical and strategic approach adopted for the main survey and should help in forming a baseline for future studies/investigations. A questionnaire was delivered online, supplemented with a semi-structured interview for elaborating on the open questions.

The findings from the analysis of the TED database, along with the data from the questionnaire and responses from the semi-structured interviews, proved invaluable in developing the direction for the main survey.

Main survey

Based on the results and findings from the feasibility study, the questionnaire was finalised (see the section on relevant results from the feasibility study). Due to potential challenges with GDPR[13] revealed in the feasibility study, it was decided only to approach publicly available contact persons found in the European TED-database (Tenders Electronic Daily), for the main online survey.

The feasibility study indicated, that older contact information in the TED-database increasingly became invalid, therefore a shorter period for publishing procurement notices was chosen. The selected period for published procurement notices was from January 2017 to December 2018.

The task force for the project decided, that the survey should be conducted in the EU-member countries, Germany (DE), Spain (ES), Hungary (HU), Poland (PL) and Sweden (SE), and in the EFTA country, Norway (NO).

When selecting the countries, the widest possible geographical spread in Europe was sought, and with preference to include both old and newer member countries in the EU.

Due to the financial constraints, it was decided, that the survey should be conducted in English, despite the fact that the feasibility study showed, that the wrespondent's proficiency in English could be a

[13] https://ec.europa.eu/info/law/law-topic/data-protection_en

problem for the survey. In Sweden and Norway, the decision to use English did not cause any problems. UNE (Spain) and MSZT (Hungary) volunteered to translate the survey into their national language which resulted in a good response rate. Compared with Poland and Germany, where no translations were made, there is a clear indication, shown in the number of participants, that translation into the national language matters.

Most important, for potential future studies in referencing standards in public procurement, was to ensure that the questionnaire was developed in a way that ensured reuse or reproduction of data with a possible extension for later studies without compromising basic historical data. The agreed survey questionnaires[14] were therefore developed at 4 levels:

Level 1

- Level 1 contained basic ID information on the survey person, like the person's name, telephone number and email and other contact information, e.g. interviews and possible alternative contact persons for further investigation in companies. All names, phone numbers, and e-mail addresses were handled as confidential information and would not be revealed in surveys. They were only visible to the person(s) in charge of the survey itself. After the survey was finalised, personal information was deleted to ensure compliance with GDPR. No information from level 1 is shown in this report.

Level 2

- Level 2 contained basic information on the survey e.g. the country where the survey person was established, their sector of expertise, personal experience, work experience including training background and size of the company, for checking the validity of the survey.

Level 3

- Level 3 contained the actual survey on standards, such as knowledge of standards, possibilities of use, obstacles or main barriers. In essence, all the information necessary to ensure the basic objective of the survey could be met.

Level 4

- Level 4 was developed for making it possible to add new and separate questions related to the survey, but still stand-alone questions. In this case "Best Practice".

The survey results were based on the approach to the above-mentioned levels, first by discussing the validity of the results based on level 2, and subsequently discussing the actual responses in level 3, and specific requirements in level 4.

The overall objective for the project was to make an analysis of the public sector procurement activities focusing on the current use of standards in procurement documents. For better qualifying the survey and to obtain a better understanding of the common perception on the use of standards, a number of companies from the private sector, also found in the TED-database, was randomly selected to participate in the survey. In that way, the questionnaire could also be tested for potential future studies.

The survey was developed with cross-questions, in order to give the best possible answers to the following questions, generated from the objective in the project plan for this project:

- What are the main reasons for using standards in public procurement?
  - As a part of that, the use of standards over the last 4-8 years was studied.
- What are the main barriers or obstacles for using standards in public procurement?
  - As a part of that, to study SME's experience, special barriers or obstacles?
- Do procurement procedures or procurement methods affect the way standards are used?

[14] See annex 3.1 for public sector and annex 3.2 for private sector.

These questions were all handled in level 3 based on the agreed questionnaire. In addition to that, one more topic was handled in level 4:

- Highlight best practices in the pre-selected sectors.

The request on best practices relied on the active participation from the survey questions, and their interest in getting more involved in the survey. All surveyed persons were asked if they had best practices, they were willing to share, and the ones who responded positively were interviewed so that more information could be gathered.

The above-mentioned questions for the study were developed on basis of the given project plan, and the objectives described in that, meaning that there was an initial assumption, that there was common knowledge as to what is a standard, as described in the recently published guide for referencing standards in public procurement in Europe[15].

[15] Guide for referencing standards in public procurement in Europe: https://ec.europa.eu/docsroom/documents/33421

Survey results

The survey was sent out to 3,525 potential survey persons, figure 1, identified through published procurement notices in the official tenders electronic daily (TED) database[16].

Despite reducing the survey period to 2 years, several non-valid contact persons were still found, and the total number of contact persons were reduced to 3,129. This latter number of 3,129 survey persons is, therefore, the sum indicated in the rest of the survey.

14 %, equivalent to 423 survey persons, completed the survey. This level of response is a valid and normal level in surveys. However, there is a clear indication that the potential response rate could have been higher, see figure 2.

	Number of emails sent out		
Country	**Construction**	**Medical**	**Waste**
Germany	187	145	265
Hungary	132	147	87
Norway	313	201	198
Poland	230	213	206
Spain	162	131	245
Sweden	215	227	221
SUM	**1239**	**1064**	**1222**

Figure 1. Number of recipients for the survey.

Level 2 – Basic data

Analysing the level 2 data has the purpose of validating the overall basis for the survey, and to reveal confidence in the results. Furthermore, to evaluate, if the results can be used to develop recommendations when analysing data in level 3.

Responding countries

Looking at the number of answers from participating countries, it becomes clear, that the response rate is significantly lower in Germany and Poland than in the other countries. Paying attention to the fact that the survey was translated into the national language in Hungary and Spain, a much higher response rate is detected there, indicating, that translations into national languages may be a good idea in this kind of survey. Norway and Sweden are used to communicating in English, so they stand out for themselves.

Responding countries. In percent pr. country

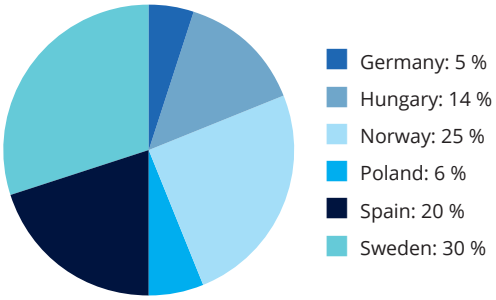


Figure 2. Percentage of responses from each country. Responses: 423.

Perception and comparison with the private sector

The number of respondents in the public sector was 379, and the number of respondents in the private sector was 44, figure 3.

Although it would be preferable, if the number of respondents was higher in the private sector, the number of responses in general still enables the possibility of comparing the perception of the use of standards between the public and the private sector in the overall analysis.

[16] https://ted.europa.eu/TED/main/HomePage.do

Number of respondents

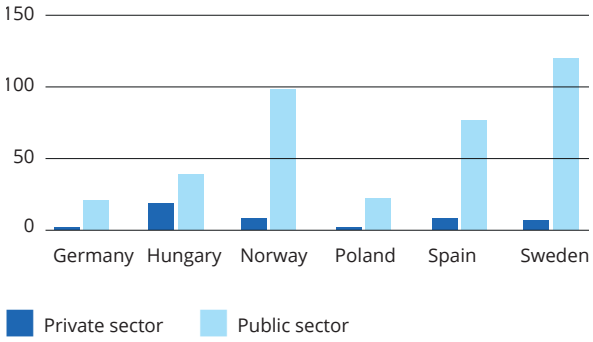


Figure 3. Comparing number of replies between the public and the private sector.

Surveyed sectors

When comparing the use of standards based on the three sectors, it was essential that all three sectors were adequately represented. As shown in figure 4, there is a good representation of participants from all sectors in the survey, allowing for cross-referencing of the survey results.

Area of expertise

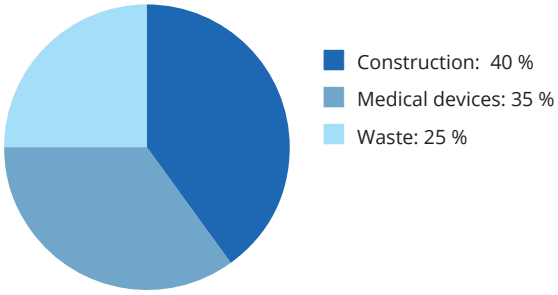


Figure 4. Percentage of answers in each sector. Respondents: 423

Also, when focusing on each country in figure 5, there were replies from all sectors.

Organisations completing the online questionnaire

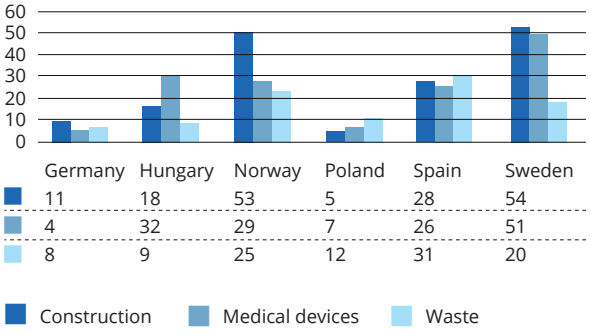


Figure 5. Number of respondents divided into sector and country. Respondents: 423.

Competences

When assessing the results, general competences can indicate the level of competences within public procurement. With many years' experience, there is an increased chance that standards are encountered in the workplace.

As shown in figure 6, the general competences, as well as the local competences in public procurement is very high. More than 52 % of the 423 respondents have more than 8-years' experience. Only 10 % have 2 years' or less experience in working with public procurement.

General level of competence

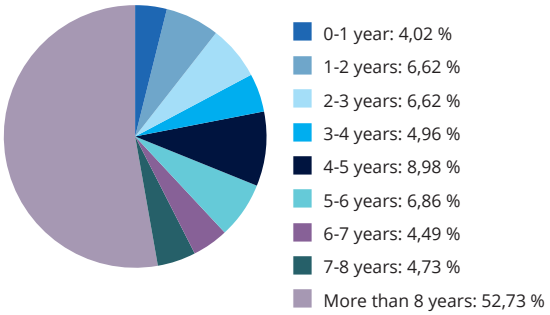


Figure 6. Level of competences combined for the public and the private sector.

When analysing the involvement in the number of tenders conducted by national experts, shown in figure 7, it is clear, that the respondents are very experienced. Approximately 20 % have been involved in 10 public tenders or fewer, while more than 50 % have been involved in 50 or more public tenders.

Involvement in number of public tenders

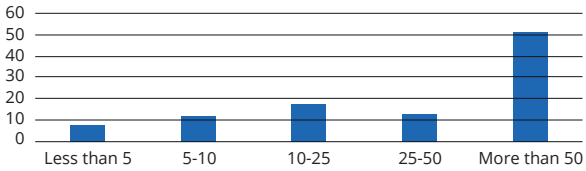


Figure 7. Percentage of involvement in public tenders. Respondents: 423.

Figure 8 shows, that the public authorities, as well as the tenderers, are conducting the tenders mainly themselves.

90 % from the public sector and 90 % from the private sector do not involve consultants in the tendering work, indicating that they have the competences themselves.

Approximately 10 % in total are working as consultants for the public sector, however, there are significant national differences.

Experts conducting tenders

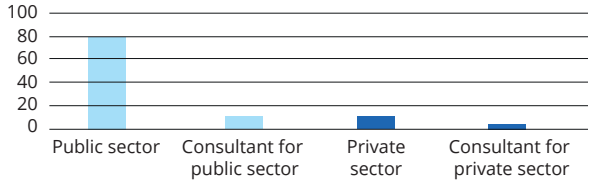


Figure 8. Percentage of experts conducting tenders. Respondents: 423.

Germany, Hungary, and Norway use 14 to 15 % external consultants, whilst Poland and Spain do not use external experts at all, or very little.

With reservation for the low number of respondents in the private sector, 44 persons, they replied, that they primarily work as consultants within specific products/services (45 %), project management (32 %) or legal expertise (23 %).

As expected, most of the surveyed persons from the public sector replied, that they had experience with tendering procedures, which is obvious, figure 9. All surveyed persons were selected via the European TED-database, so some level of experience would be expected.

In addition, nearly a third of the survey persons also have specific knowledge of products, services or other areas related to the procurement process, giving a potentially broader approach to the survey, and understanding of referencing standards.

Primary area of expertise

Figure 9. Public sector and respondent's area of expertise. Respondents: 379.

SMEs

Due to the relatively low number of respondents from the private sector, the results should be interpreted with some caveats, see figure 10.

Private sector. Size of the company

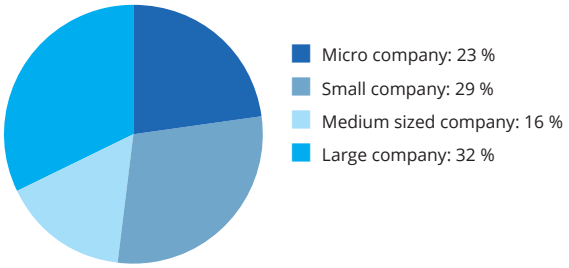


Figure 10. Percentage of size of the companies. Respondents: 44.

However, of the 44 respondents, only approximately one third replied that they are based in large companies, meaning a staff headcount over 250, annual turnover over 50 million Euros or balance sheet over 43 million Euros.

68 % of the respondents are employed in either Medium sized, Small or Micro companies[17]. This means, that the general response from the private sector in this survey is heavily influenced by SMEs. It can therefore with a high degree of confidence be asserted, that for SMEs obstacles, barriers, and opportunities form a major part of the replies in this survey.

Hungary: Size of private companies

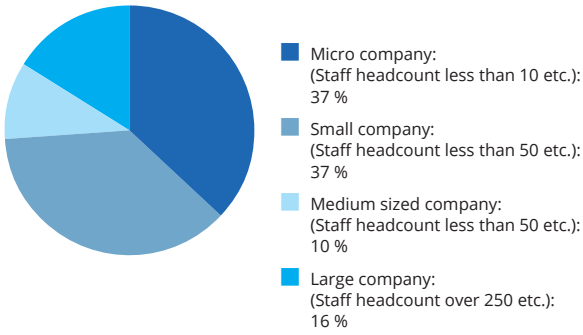


Figure 11. Example from Hungary in the size of companies replying to the survey. Respondents: 19.

As an example, from Hungary (figure 11) where several private companies replied, there is a clear overweight of SMEs participating in procurement activities.

Summary of level 2

When assessing level two answers it becomes evident, that the foundation for studying the more specific questions related to the survey is solid enough.

The overall focus group for the survey is included in the 423 respondents (14 % response rate).
All three sectors are almost equally represented.

Both the public and the private sector have a high level of competences and experience within public procurement, ensuring high confidence in level 3 specific questions.

Though the primary focus is public procurement and use of standards, the private sector is represented as a relevant counterpart, supporting or opposing statements from the public sector.

SMEs are well represented in the responses from the private sector.

On the downside:

- There is a clear indication, that using the national language matters in this kind of survey for improving response rates.
- Despite, having spent extra time finding official contact data in the TED database, it cannot be said if GDPR concerns still have an influence on the response rate.

[17] http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

Level 3 – Use of standards

Question 1: What are the main reasons for using standards in public procurement?

For assessing this question, the following sub-questions with multiple answers allowed, are included in the survey involving both the public and the private sector:

- In your opinion are standards considered to increase?
- What is your reason for referencing standards in procurement documents?
- Do you remember when standards were referenced for the first time?
- Where did you learn about referencing standards?

In your opinion are standards considered to increase?

According to figure 12, the main reasons for referencing a standard in public procurement is, that it increases quality and transparency.

The private, as well as the public sector agree on that.

Knowing, that 68 % of the respondents from the private sector are SMEs this may indicate, that they are used to working with standards for the benefit of better tenders.

48 % of the private sector respondents state, that the use of standards does not improve productivity.

On the other hand, 57 % of respondents in the private sector, state that referencing standards is good for competition, so they may wish to compete on best compliance with standards.

Finally, and maybe most surprising, the public sector is not really concerned about cross-border trade (Yes: 37 %. No: 25 %. Don't know 38 %), while the private sector is more focused on cross-border trade (48 %), which is interesting bearing in mind, that the respondents are primarily SMEs.

Tendencies are the same in the public sector in the surveyed countries. Only on the issue of competition are there major differences in the perception of relevance from 30 to 60 %, see annex 4.1-6.

What is your reason for referencing standards?

There is a difference as to why standards are referenced when developing procurement documents, and when bidding on a public tender. In the following the public and the private sector is handled separately.

Are standards considered to increase?

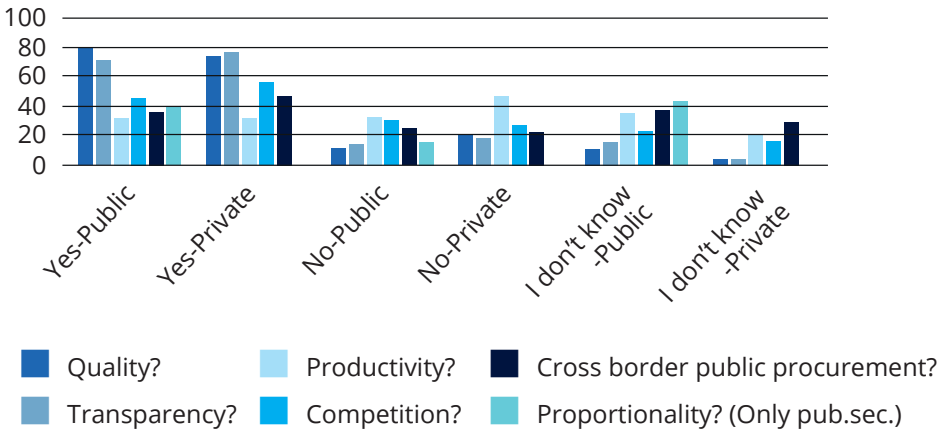


Figure 12. Percentage of response on increased use of standards. Public respondents: 361. Private respondents: 44.

Public Sector:

93 % of the surveyed persons in the public sector state, that they reference standards in public procurement.

BEST PRACTICE:

The public sector in Sweden in Construction:

"Best practice in my opinion is to use standards that tenderers from different countries can refer to and be able to provide evidence that they can achieve, thereby increasing competition and providing a more level playing field."

The main reasons for referencing standards are (figure 13):

- That relevant standards exist. (75 %)
- Standards often give good specifications on minimum requirements. (73 %)
- It provides a good and clear specification. (62 %)
- Standards are an integrated part of the market (51 %)

Approximately 1/3 of the public sector reference standards to avoid irrelevant companies from participating, which is a good way of selecting companies based on objective and common requirements through standards.

The finding that approximately 20 % references standards, because they were referenced in the last procurement documents may on the other hand raise concerns.

Simply referencing standards by repeating from former procurement documents can create problems. Standards are frequently revised, and there is an actual risk when standards, included from old procurement documents are included in new procurement documents, that they are no longer valid.

As it was also stated in the initial study of work, the public sector does not tend to use external advisors, and knowledge of and expertise in using standards is in-house. This might be good, considering there actually is competence in how to reference standards correctly.

An interesting finding here is, that only 7 % reference standards to reduce costs. One of the major arguments for referencing standards in public procurement is, that they can reduce costs. This does

What is your reason for referencing standards?

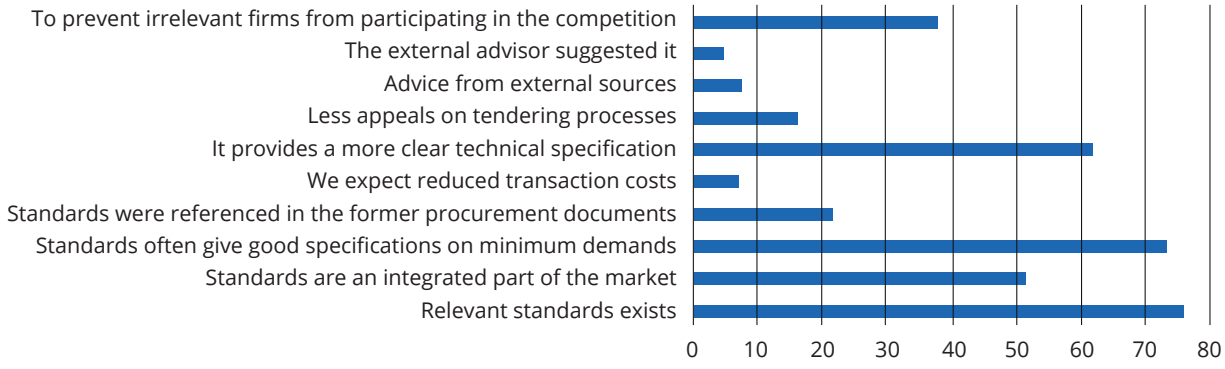


Figure 13: Public sector. Reasons in percentage. Respondents: 353.

not seem to be the understanding, or an observation point in the public sector.

Private Sector

85 % of respondents from the private sector state, that they reference standards when bidding. Only 15 % of respondents did not reference standards.

The overall reason for referencing standards when bidding is that it is a requirement from the public entity (71 % – figure 14). Less than 50 % in the private sector, think that standards actually increase quality in deliverables, clarify the bids, or make it is easier because standards are an integrated part of the market.

Like in the public sector, respondents from the private sector do not have the opinion, that standards reduce transaction costs.

Do you remember when standards were referenced for the first time?

A general understanding of standards is important for using them correctly in public procurement.

Most survey persons have used or referenced standards for the last 0-8 years (figure 15), which indicates, that they to a high degree is used to referencing standards. That 43 percent in the public sector do not know when standards were referenced the first time can indicate both, that they never referenced standards, or that they have referenced them for so long, that they do not remember it.

BEST PRACTICE:

The private sector in Norway in Construction:

"It's the best way to define deliverables and detail the levels of the work to be delivered, meaning that standards define the product to be delivered."

The private sector in Hungary in Medical devices:

"Public authorities require documentation for compliance with these standards."

What is your reason for referencing standards?

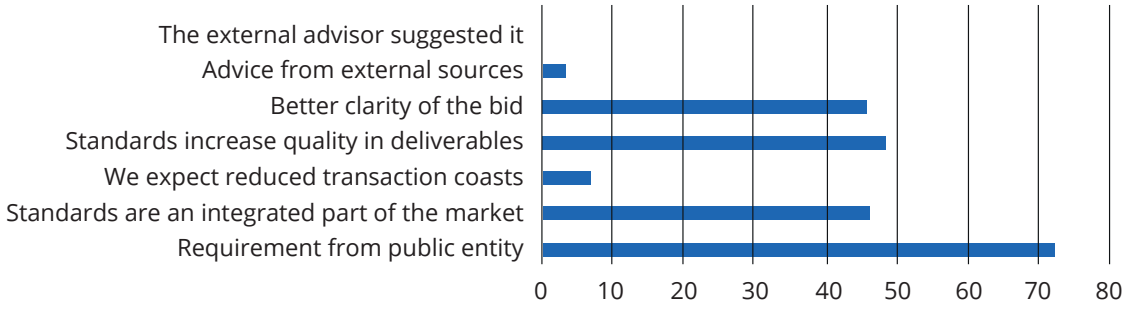


Figure 14: Private sector. Reasons in percentage. Respondents: 35.

Do you remember when standards were mentioned for the first time?

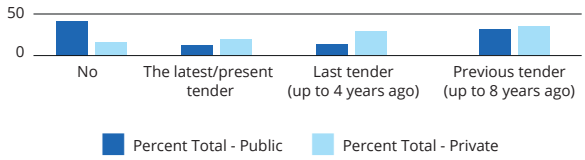


Figure 15: Percentage response on referencing standards. Public sector: 361 respondents. Private sector: 31 respondents.

Where did you learn about referencing standards?

Training in how to reference standards is important, especially when considering how difficult it is to reference standards correctly in public procurement.

EN Standards are updated every 5 years and public contracts normally have a contract period on 4 years, which is why knowledge on referencing standards should be updated regularly.

Where did you learn about referencing standards?

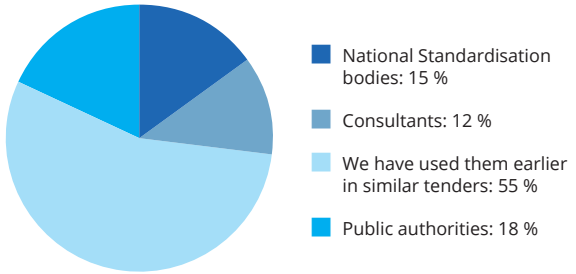


Figure 16: Percentage of referencing. Respondents: 423.

Figure 16 shows, that all survey persons answered this question and that 55 % of them learned about standards through similar tenders.

Compared with the result, mentioned in figure 13 stating that standards were referenced in former procurement documents, this is a concerning observation.

Major differences were found nationally in this question. For example, 33 % of respondents in Germany learned about standards in the public sector, whilst 0 % in Hungary learned about standards in the public sector. 62 % of respondents in Sweden learned by using earlier procurement documents, while in Germany this was only 29 %. Also, in Germany, 29 % in the public sector learn about standards at national standardisation bodies, while in Hungary and Spain that is less than 10 %.

Consultants coach in the use of standards in Hungary (40 %), while in Sweden this consultants are almost not used (3 %).

The same big differences can be found in the private sector, but still, most seem to learn by referencing old procurement documents. National responses can be found in Annex 4.1-6.

This study does not attempt to provide answers as to the kind of training that should be provided, or where that training should be delivered in order to disseminate best knowledge on referencing standards. It only note, that learning from old procurement documents may cause problems. There is a risk, that standards are referenced incorrectly when reusing old procurement documents. It could also turn out to be costly when standards are referenced incorrectly in procurement documents, especially if it results in cancellations of contracts, new contract notices, complaints, etc.

Also, looking at article 42 in the European public procurement directive, and "order of preference" for referencing standards, correct referencing is essential.

As mentioned, public tenders are usually conducted every 4 years and European Standards (EN) are revised every 5 years, so there is a high risk, that a standard from old procurement documents may no longer be valid.

Question 2: What are the main barriers or obstacles for using standards in public procurement, and does SMEs experience special barriers or obstacles?

To assess this question, the following sub-questions with multiple answers allowed were included in the survey to the public and the private sector:

- Do you experience obstacles for referencing standards in procurement documents?
- What is your reason for not referencing standards in procurement documents?

On the question, if they experienced obstacles for referencing standards in procurement documents, the public, as well as the private sector, largely agree that they do not experience obstacles, figure 17.

There are minor issues regarding procurement procedures making it hard to reference standards, lack of knowledge from consultants advising the public sector, and how to find relevant standards in the public and the private sector.

Based on the survey question, it seems like there are in general no obstacles: see table below. The same tendencies are shown for the private sector, but in general, on most questions with a bit higher response on experienced obstacles;

- Yes, procurement procedures make it difficult to reference standards
- Yes, don't know how to reference standards.
- Yes, don't know how to find relevant standards.
- Yes, there is no reference to standards in the commonly used sector templates.
- Yes, lack of knowledge from advisors.
- Yes, language problems in general.
- Yes, also language problems when reading and understanding standards because they are not published in the national language.
- Yes, we cannot access the standards.

BEST PRACTICE:

The public sector in Sweden in Waste:

"If I should use them, they should not be too complicated for the bidders to understand. We want to attract local, smaller business firms."

Do you experience obstacles?

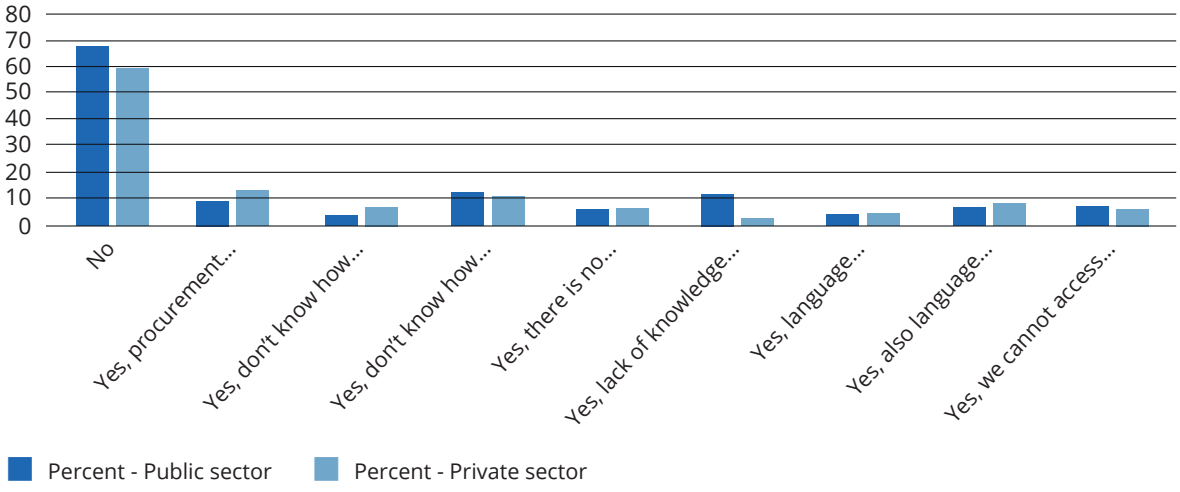


Figure 17. Comparison on obstacles in percent. Number of respondents. Public sector: 379. Private sector: 44.

Major differences exist nationally. While in the public sector, 81 % of the respondents in Sweden and 68 % of the respondents in Norway experience no obstacles, only 13 % in Poland and 18 % experience no obstacles, which leaves room for considerations.

Knowing, that 68 % of the respondents in the private sector are SMEs it appears, that they do not experience any specific obstacles either, of course with small differences cross country – see also annex 4.1-6.

On the question on "What is your reason for not referencing standards in procurement documents", 26 respondents out of a total of 379 respondents answered as major barriers in the **public sector**;

- That they could not find relevant standards (50 %).
- That they found that the use of standards was too complex (31 %).
- That they did not check if there were relevant standards (19 %).

At the same time, the **private sector** with 9 respondents (out of 44) replied to the same question as major reasons;

- That no requirements were set from public authorities (44 %)
- That no relevant standards were found (33 %)
- The price of standards (22 %).

Compared to the total number of respondents, these obstacles do not appear significant.

So, in general when studying the experienced obstacles, there ought not be any problems in referencing standards in public procurement. Though the number of respondents in some countries is low, they still experience some kind of obstacles.

Yet, one question still stands from question 1, that there may be an obstacle in the shear lack of knowledge of which types of standards exists, and how to reference them correctly.

Question 3: Do procurement procedures or procurement methods affect the way standards are used?

To assess this question, the following sub-questions with multiple answers allowed, were included in the survey for the public and for the private sector:

- Is it your experience, that standards and/or certificates are referenced in public procurement documents or in public tenders?
- Do you know if any of the following types of standards have been referenced as part of documentation for tenderer, or as a part of procurement documents for public entities?

And solely for the public sector.

- Where are the standards primarily mentioned?

Use of standards or certificates.

The public and the private sector agree (figure 18), that standards or certificates always, or almost always are referenced in public procurement, either in procurement documents (public sector) or in tenders (private sector), which is in alignment with the response in question two.

When confirming, that standards are referenced, the next step is to find out which standards are referenced.

BEST PRACTICE:

The public sector in Norway in Construction:

"In my last Tender I asked for ISO 9001 and ISO 27001. Sometimes it is difficult to understand the ISO descriptions.

The public sector in Norway in Medical devices:

"Ask for ISO9001/ISO14001 or EMAS in call for tenders to ensure documentation."

Do you experience that standards or certificates are referenced in public procurement?

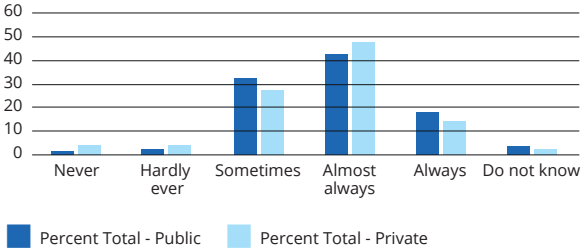


Figure 18: percentage of referenced standards. Public sector respondents: 379. Private sector respondents: 44.

Do you know if any of the following types of standards have been referenced as part of documentation for tenderer, or as a part of procurement documents for public entities?

Despite the difference in number of respondents in the public and the private sector, it seems like they agree on which kind of standards are referenced when bidding, and when writing procurement documents in figure 19.

As expected, management standards (ISO/IEC) are mentioned most frequently. Also, national standards and labels are as expected referenced frequently, as well as other kinds of standards. Maybe less expected is, that the knowledge of harmonised standards is low, and lower in the public sector, than in the private sector, which is concerning, considering the intention of harmonised standards is to increase trade.

However, it does not add up. Management standards (ISO/IEC) are all implemented as European standards, and as such should be referenced by the survey persons. Several of the management standards, like EN ISO 9001:2015 and EN ISO 14001:2015, which globally still are the most referenced management standards, are harmonised European standards, so they could also be mentioned there.

It is important to remember the "order of preference" for referencing standards according to Article 42 in The European public procurement directive.

The results from the feasibility study clearly identified management standards (ENs) as the ones mentioned the most in procurement notices (see the section, "Relevant results from the feasibility study"). This raises the question as to how the surveyed persons consider management standards. It seems they reference them as ISO standards, when they should be referenced as European standards (EN).

Which of the following standards are referenced?

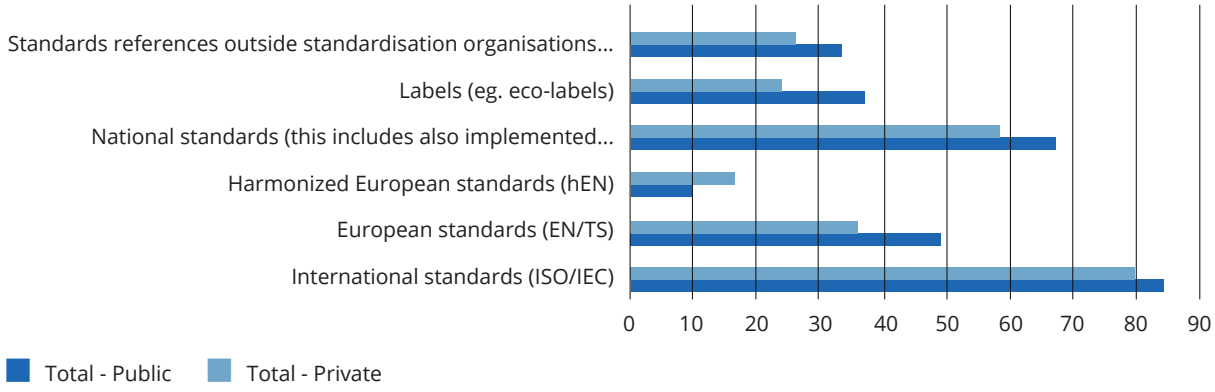


Figure 19: Percentage of standards referenced. Multiple answering possibilities. Public sector respondents: 361. Private sector respondents: 41.

If the basic knowledge of what a standard is, is not understood, then asking if standards are referenced in public procurement becomes an invalid question, because the order of preference for referencing standards is not known.

Where are the standards primarily mentioned?

For the public sector, the question of where standards are mention in procurement procedures is extremely relevant. Is the use of standards related to specific procurement procedures?

Where are standards mentioned?

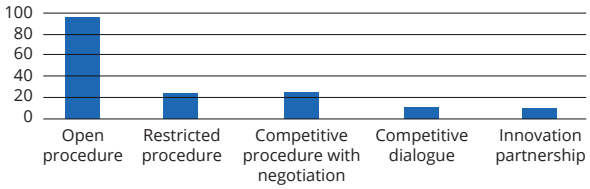


Figure 20. Percentage of standards referenced. Multiple answering possibilities. Public sector respondents: 157.

56 % out of 361 respondents replied, that referencing standards does not depend on the choice of procurement procedure. Nevertheless, when focusing where they reference standards in the procurement procedures in figure 20 it is obvious, that there is a favourite procedure.

Standards can be mentioned in different parts of all procurement procedures. For "Competitive procedure with negotiation", "Competitive dialogue" and "Innovation partnership" standards are normally referenced as minimum requirements in the technical specification. The same goes for "Open procedure" and "Restricted procedure", but these two procedures also open the possibility for referencing standards in different parts of the procurement process.

It is therefore surprising, that 96 % of respondents say, that they reference standards in "Open procedure" but only 26 % of respondents say that they reference standards in "Restricted procedure". The other three procedures are not used as much, but this does not reduce the possibility of referencing standards, when they are used.

This result may primarily be caused by lack of knowledge as to how to reference standards.

Summary of level 3

Answer to question 1:

What are the main reasons for using standards in public procurement?

- The main reasons for referencing standards in public procurement is the need for transparency and for quality.
- Competition is also an important factor, but primarily in the private sector.
- For the public sector, the main reason for referencing standards is, that relevant standards exist, that they are good for describing minimum requirements, that they provide clear specifications, and that they are an integrated part of the market.
- For the private sector, the main issue is simply, that standards are required by public authorities. They also focus on the fact that standards are an integrated part of the market, and that they increase quality in deliverables and clarify the bids.
- Referencing standards is not a new exercise. This has been done for many years.
- The SMEs are very well represented in this survey with two-thirds of the total replies
- Comparing the EU countries with the EFTA Country (Norway) does not add anything new to the survey. Norway had a very high response rate activity level in contributing for this survey.

On the downside:

It seems like, there is no firm structure for learning about the use of standards. Despite national differences in total 55 % learn about standards by having used them in former procurement documents. This does not ensure correct knowledge in how to correctly reference standards in public procurement, and that may constitute a risk meaning increased costs when contracting.

Answer to question 2:

What are the main barriers or obstacles for using standards in public procurement, and does SME's experience special barriers or obstacles?

- At first sight, it appears there are no real obstacles for referencing standards. The public sector and the private sector agree, that there are no obstacles.
- Only about 10 % experience different minor obstacles in general, despite major national differences in these questions.
- About two-thirds of all respondents in this survey are SMEs resulting in their responses weighing significantly in this survey, and they do not describe any specific obstacles either.
- The survey persons experiencing obstacles mentioned, that they could not find relevant standards, that standards were too complex, that the public authorities did not set requirements, or that the price on standards was an issue. Nevertheless, these replies came from a small part of the total number of surveyed persons.

On the downside:

The remaining concern from question 1 still stands and that may turn out to be a major obstacle. Do they know how to reference standards correctly?

Answer to question 3

Does procurement procedures or procurement methods affect the way standards are used?

- It was agreed by both the public and the private sector, that standards and certificates frequently are referenced in public procurement.
- International and national standards are referenced frequently, while harmonised standards do not seem to be known by many.
- when answering which type of standards are referenced in public procurement there is a major indication, that the respondents are not sure which type of standards they are referencing. This supposition is primarily based on the fact, that the most popular management standards referenced, like EN ISO 9001:2015 and EN ISO 14001:2015, are not just ISO standards, but also EN standards and even harmonised.

- Related to Article 42 in the European Public procurement directive, the way standards are referenced affects the procurement process.
- Also, the way standards are referenced primarily related to only one procurement procedure called "Open procedure", despite that standards can be referenced in all procurement procedures

On the downside:

- Question 3 illuminated a potentially huge obstacle, that was indicated already in question one. The major obstacle for not referencing standards is due to not knowing the right type of standards, and where they can be used in the procurement procedures.
- Correct referencing of standards is essential for conforming with Article 42 in the European public procurement directive, and for ensuring the best results in public procurement.
- The feasibility study from December 2018 to this project also indicated that standards were not referenced correctly in the TED-database, highlighting a need for training in this area.
- Outside this scope, five workshops have been held in Denmark, Spain, Poland, Sweden and the Czech Republic with a total of more than 150 participants, and the need for learning how to correctly reference standards was also very clear in these workshops.

Level 4 – Best Practices

A number of confirmed "best practices" are mentioned in this section for free use where relevant. The individuals, who made the statements regarding best practices, wish to stay anonymous, but their accounts are confirmed by them. The examples of best practices are divided according to whether they came from the public or private sector.

The best practices listed below are referenced in the following order: Sector, country, area of expertise, and in the case of the best practice being from the private sector the size of the company.

List of best practises:

- **Public sector. Norway. Medical devices.**
  - "Ask for ISO9001/ISO14001 or EMAS in the call for tenders to ensure documentation. Also, the use of Environment product declaration (EPD) or Ecolabels to evaluate the criteria of the products. When purchasing products, it is more effective to evaluate on the number of environmentally labelled products than on minimum requirements, as minimum requirements may negatively influence competition."

- **Public sector. Norway. Construction.**
  - "It is appropriate to use agreed standards both in qualification, contract follow-up and in the requirements specification. We use the market consultation and announce it ahead of the dialogue through official channels like for example the TED database and national databases. We include mainly National contract standards and NSB (national standardisation bodies) standards in the dialogue."

- **Public sector. Norway. Medical devices.**
  - "To avoid GDPR issues, reference Information security in relation to personal data etc. (EN ISO IEC 27001:2017). Also, reference IEC/EN standards in relation to medical equipment or National standards for medical technical equipment.

- As an example, *EN 62494-1:2008 Medical electrical equipment – exposure index of digital X-ray imaging systems* specifies definitions and requirements for the exposure index of images acquired with digital X-ray imaging systems. EN 62494-1:2008 is applicable to digital X-ray imaging systems used in general radiography for producing projection X-ray images for general applications."

- **Public sector. Norway. Construction**
  - "In my last Tender, I asked for ISO 9001 and ISO 27001. Sometimes it is difficult to understand ISO descriptions.
  - One of the benefits of asking for ISO standards is it enables third party revision (third-party assessment) from an auditing firm. Suppliers can thus get neutral feedback in relation to the extent they comply with the ISO.
  - There should be a standard for GDPR and how the Company follows the Security for Critical privacy. This standard should be classified in several steps for safety."

- **Public sector. Norway. Construction.**
  - "Reference EN, ISO 9001, EN ISO 14001, Ecolabel, technical specified standards regarding use of materials and their performance.
  - National standards and specification requirements can sometimes be an obstacle to maintaining cross border competition, especially when they are developed in the national language. They could even be considered protectionist."

- **Public sector. Norway. Medical devices. Arbeids- og Velfærdsdirektoratet.**
  - "For electrically powered wheelchairs, we ask for the fulfilment of the EN standard NS/EN 12184 electrically powered wheelchairs, scooters, and their chargers. Our department is responsible for the procurement of assistive devices and we demand EN standards if there are EN standards applicable for the assistive device procured. We only put up accessibility requirements in the technical specification, which we find is the best means to ensure compliance."

- **Public sector. Spain. Waste**
  - "In the last contract reference was made to the standards in the contracting Service of management of electronic files and also in the contracting of the external lighting."

- **Public sector. Spain. Medical sector**
  - "In all cases, we are dealing with award criteria submitted to a mathematical formula in which a score is assigned according to the documentation required. Below are some examples:
    - In the acquisition of sanitary equipment, two points will be awarded to all products that contain Type III Environmental Declaration (ISO 14025, ISO 14040 or similar). The submission of the Environmental Product Declaration, and the Life Cycle Analysis or similar is required. (Certified by an accredited third party).
    - In the procurement of sanitary material products with any of the following requirements will be awarded 2 points: – For packaging or paper packaging, proof that they are recycled (at least 90 %) or that are manufactured (at least 70 %) from wood from sustainable forestry and/or recycled, according to the FSC, PEFC or equivalent standard.
    - For packaging of plastic containers, that the container or packaging is marked with the nature of the material, or of the materials that it is composed of, in such a way that it facilitates its identification for its correct separation and recycling.
    - Voluntary specification of Commission materials 97/129 / EC and 94/62 / EC consisting of a triangle formed by three arrows known as the Möbius symbol in the centre of which numbering, and an abbreviation is placed to indicate the nature of the material or materials used in the packaging used.
    - In the acquisition of footwear, the environmentally best products will be awarded 4 points according to either of the following requirements: – That it is an Eco product designed (under ISO 14006, previously UNE 150301, or equivalent) or that it

meets the criteria of an Eco Label according to ISO 14024 specifications or equivalent, also called eco labels type I."

- **Public sector. Sweden. Construction**
  - "Best practice, in my opinion, is to use standards that tenderers from different countries can refer to and be able to provide evidence that they can achieve, thereby increasing competition and providing a more level playing field. Most common I guess are the ISO 9001/14001 standards for Quality / Environment but also other EN norms and other more national technical standards like for example ASTM, AASHTO, etc. for construction may be referenced. Remember always to add, that tenderers may refer to alternative proof of documentation for ensuring conformity with the standard. The ASTM and AASHTO standards used in this area are, despite the fact that, they are considered national standards, widely used and recognised as global standards for this area."

- **Public sector. Sweden. Construction**
  - "I have used ISO and EMAS in a lot of procurement documents to assess the Quality and environment demands."

- **Public sector. Sweden. Waste.**
  - "If I should use them, they should not be too complicated for the bidders to understand. We want to attract local, smaller business firms. They don't always have the ability to respond if the standards are set too high. So, a simple standard could be helpful for all, but not a bible that we see just like another burden on our shoulders".

- **Public sector. Sweden. Medical devices.**
  - "In many cases, when it comes to Medical devices, I find that standards are an easy and reliable way of describing the technical specifications that meet the organization's minimum criteria while simultaneously being in line with how the market produce and evaluate their products. We like to keep the notice to the minimum that is needed for the tenders to understand whether or not the procurement is relevant to them and then keep all the specifics in the tender documents."

- **Private sector. Hungary. Micro company. Medical devices.**
  - "Applying product standards as a tender requirement is EN 285[18], ISO 15883, etc. Public authorities simply request documentation for compliance with these standards."

- **Private sector. Norway. Large company. Construction.**
  - "It's the best way to define deliverables and detail levels of the work, meaning that standards define the product to be delivered."

[18] Standards mentioned are: EN 285:2015. Sterilisation- Steam sterilizers – Large sterilizers and EN ISO 15883-1:2009. Washer-disinfectors

Selection of Best practices.

When asked in the survey, if they were willing to share their best practices in public procurement, 109 survey persons replied. Of the respondents, 98 came from the public sector, and 11 from the private sector. 79 persons did not want to be interviewed. Several "best practices" were too short, or misunderstood, as for example CE-marking, so nothing could be gained from them, and some interview persons were not reachable.

In total, about 30 best practices were taken into consideration.

When selecting the best practices, the following was taken into consideration;

- Not too many repetitions regarding the same kind of best practice, like for example, referencing of management standards
- If possible, confirmation from the interviewed person on the actual statement
- If not possible, a consideration if included anyway with comments.

Referencing standards in Best Practices

The way the standards are referenced, see figure 21, indicates some challenges in the actual understanding of which type of standard is referenced.

Whether it is national, European or International standards does not seem to matter much when referencing them, which, added to the arguments mentioned in level 2 and 3, adds to the indicated lack of knowledge of how to reference standards, which is a clear problem, when relating to Article 42 in the European public procurement directive[19].

Nevertheless, several "Best practices" in daily procurement activities are mentioned below. They underline the need for showing transparency, quality and equal competition with reference to standards.

[19] Directive 2014/24/EU of the European Parliament and of the council of 26 February 2014 on public procurement

Country	Total answers	Management std in general	ISO std	Specific national std	Specific EN std	CE	Other standards
Germany	5	2	0	1	0	0	1
Hungary	23	1	1	1	1	3	1
Norway	29	8	0	5	2	0	4
Poland	4	0	0	0	1	0	0
Spain	24	2	5	1	1	0	0
Sweden	24	7	2	0	1	3	3
SUM	**109**	**20**	**8**	**8**	**6**	**6**	**9**

Figure 21. Mentioning of types of standards in best practices in written responses from interview persons.

Summary of level 4

Most interesting is, that many statements underline the need for training addressed above in the survey results, but also documents, that several survey persons very actively try to work with referencing standards in public procurement documents.

Despite, receiving 109 comments on best practices, most comments could not be considered as describing best practices. Also, facing the challenge, that the interview persons did not wish to be contacted, only the examples mentioned above are mentioned.

While the survey template, in general, seems to work as it should, this way of collecting "best practices" should be reconsidered.

The same consideration of basic knowledge in how to identify recognised standards and correctly reference them are challenges in level 4. Defining what a standard is, seems to be a general problem.

Relevant results from the feasibility study

In short, the feasibility study, combined with the main online survey, achieved the objectives set for this part of the project, and the feasibility study has laid down the foundation for future studies.

The study in the TED database resulted in a study of approximately 82.700 tenders published in the TED in the three sectors from January 2015 to October 2018.

Study of the European Tenders Electronic Daily (TED) and the development and testing of a draft questionnaire, led to a number of interesting findings.

Some of the findings should be addressed before the main survey starts, while others belong outside the scope of this study.

The TED database has shown itself to be the best choice for finding and studying the use of standards in public procurement documents. Yet, a complete study is only possible when a call for tender is open, and all procurement documents are accessible.

When the call for tender is closed, several electronic procurement systems handling the documents, deny access to these documents. Studying the last 4 years of published tenders, while having access to comparable information, is therefore only possible in the procurement notice itself, with the limitations that gives. In general, there is not always access to other relevant procurement documents like the technical specification, the draft content of the contract, and the full award criteria when the call for tender is closed.

The EU General Data Protection Regulation (GDPR) may have an impact in limiting the number of relevant people who could be identified and thus respond in this study.

Contact information in the procurement notice in the TED database is publicly available and may be used as long as the company gets the data itself. When trying to contact the relevant people there is a perception, that the contact information is covered by GDPR rules. It is not.

Public authorities are obliged to publish winners in the TED database, so contact information on contractors should be available.

The study in the TED database indicates a broad knowledge of the use of standards, but also a somewhat random use of standards, depending on nationality and specific areas of interest. This, to some degree, indicates the use of commonly developed or shared templates for specific tenders.

Another observation to be addressed is the potential linguistic issues. Sending out questionnaires to public authorities' cross country and often outside large cities increases the risk, that the public authority, as well as the contractor, does not read or speak English, or do read and speak English, but not to the required level, so they misinterpret the questions and/or give misleading answers to questions, because they are unable to express themselves clearly in English.

Some of the general findings in the feasibility study were:

- There is an indication on randomly or direct incorrect referencing of standards, depending on the country, sector or specific product or service.
  - The same tendency is observed in this main survey and the perception of what a standard is. This should be addressed by providing training.
- GDPR is an issue when conducting this kind of survey.
  - The GDPR issue was solved in this main survey by hard working and finding official contact-information for survey persons. Yet, the issue cannot be said to be solved completely.

- The respondent's proficiency in English can be a problem in the survey.
    - In this main survey, two countries volunteered to translate the survey, which may have been the reason that these two countries had a much higher response rate than to alike countries, where no translation into the national language was made.

Annexes

Annex 1
Abbreviations and definitions

In the following Abbreviations, terms and definitions mentioned in the document are explained.

CEN: European Committee for Standardisation. www.cen.eu

CENELEC: European Committee for Electrotechnical Standardisation. www.cenelec.eu

Guide for referencing standards in public procurement in Europe:

https://www.cencenelec.eu/News/Brief_News/Pages/TN-2019-001.aspx or https://ec.europa.eu/docsroom/documents/33421

Standard[20]: A standard means a technical specification, adopted by a *recognised standardisation body*, for repeated or continuous application, with which compliance is not compulsory, and which is one of the following:

- 'International standard' means a standard adopted by an international standardisation body;
- 'European standard' means a standard adopted by a European standardisation organisation;
- 'Harmonised standard' means a European standard adopted on the basis of a request made by the Commission for the application of Union harmonisation legislation;
- 'National standard' means a standard adopted by a national standardisation body

Terms and Definitions

EFTA: The European Free Trade association. www.efta.int/about-efta

GDPR: General Data Protection Regulation[21] regulates the processing by an individual, a company or an organisation of personal data relating to individuals in the EU.

SMEs Small and medium-sized enterprises (SMEs) represent 99 % of all businesses in the EU[22].

TED: (Tenders Electronic Daily) is the online version of the 'Supplement to the Official Journal' of the EU, dedicated to European public procurement[23].

[20] REGULATION (EU) No 1025/2012 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 25 October 2012 on European standardisation, Art. 2.

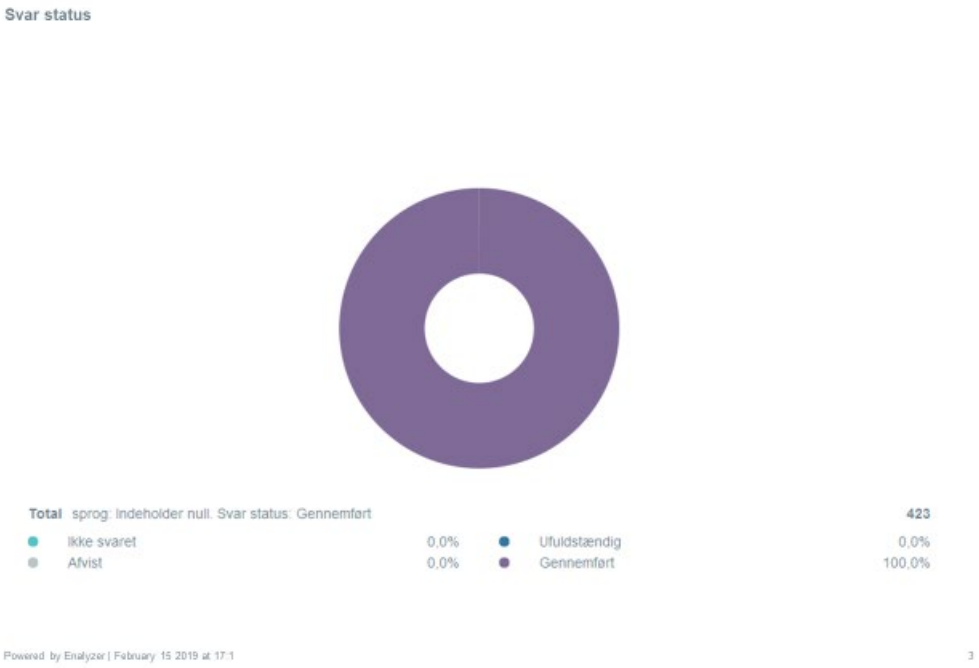
[21] https://ec.europa.eu/commission/priorities/justice-and-fundamental-rights/data-protection/2018-reform-eu-data-protection-rules_en

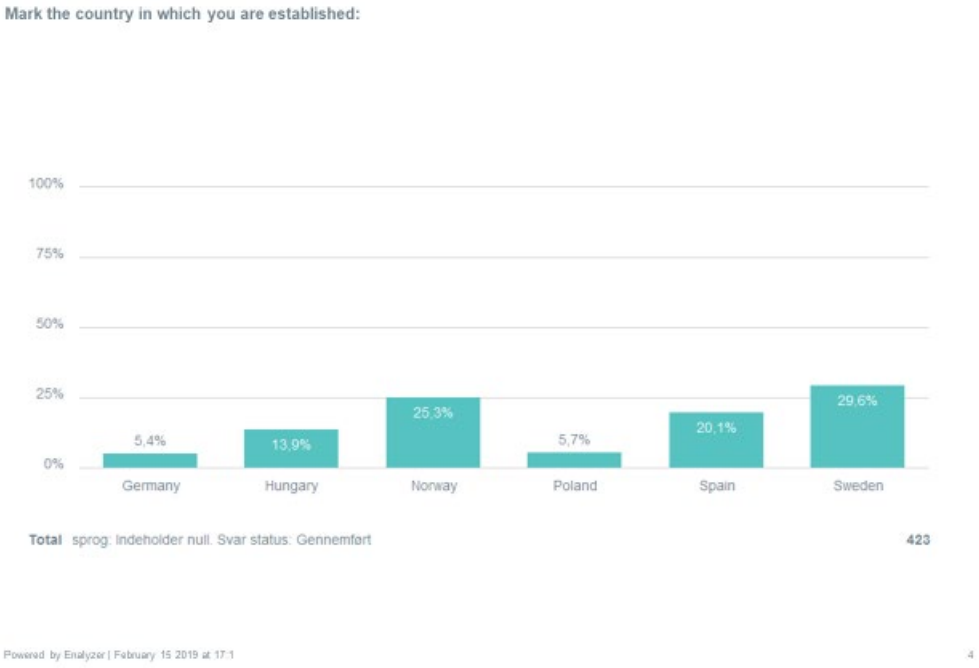
[22] http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

[23] https://ted.europa.eu/TED/main/HomePage.do

Annex 2 - Overall results from the online survey

All generic data from the survey is attached in this annex

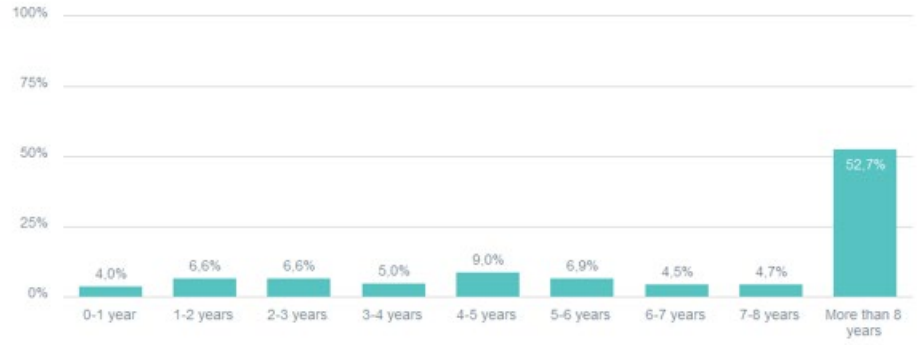




What is your personal sector of expertise:

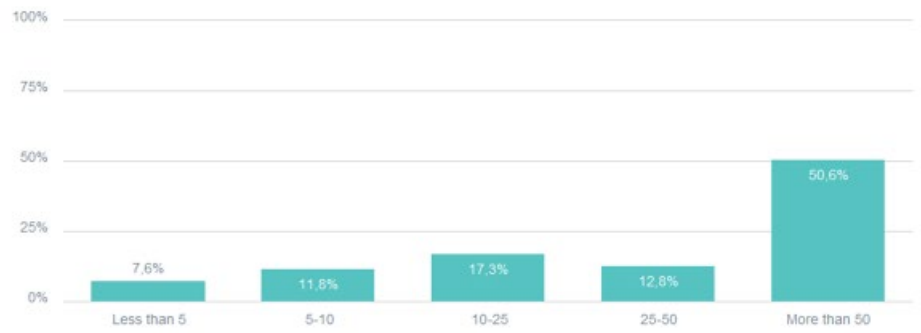
Total	sprog: Indeholder null. Svar status: Gennemført	**423**
●	Construction	40,0%
●	Medical devices	35,2%
●	Waste	24,8%

What is your personal experience in the area of public procurement in general:



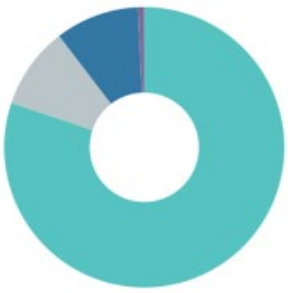
Total	sprog: Indeholder null. Svar status: Gennemført	**423**

How many public tenders have you personally been involved in?



Total sprog: Indeholder null. Svar status: Gennemført 423

Workplace sector - Where do you work?



Total sprog: Indeholder null. Svar status: Gennemført 423

Public sector	80,1%	Private sector	9,7%
Consultant for public sector	9,5%	Consultant for private sector	0,7%

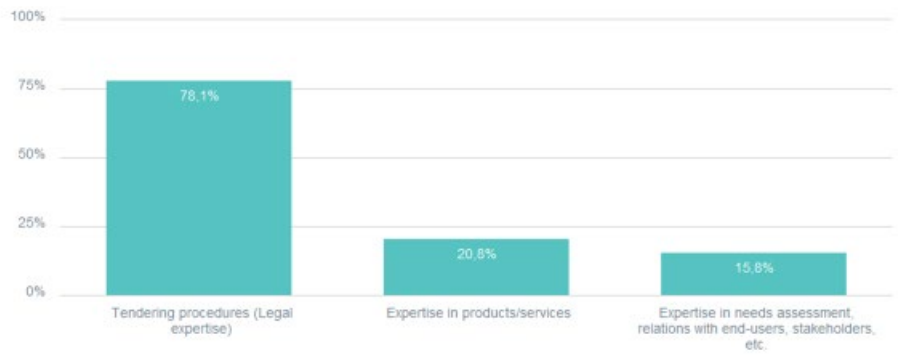
Private sector: What is your personal area of expertise?

Total sprog: Indeholder null. Svar status: Gennemført				**44**
Tendering procedures (Legal expertise)	22,7%	Expertise in innovation, green, social	0,0%	
Expertise in products/services	45,5%	Expertise in project management	31,8%	

Private sector - Is your company to your best knowledge a:

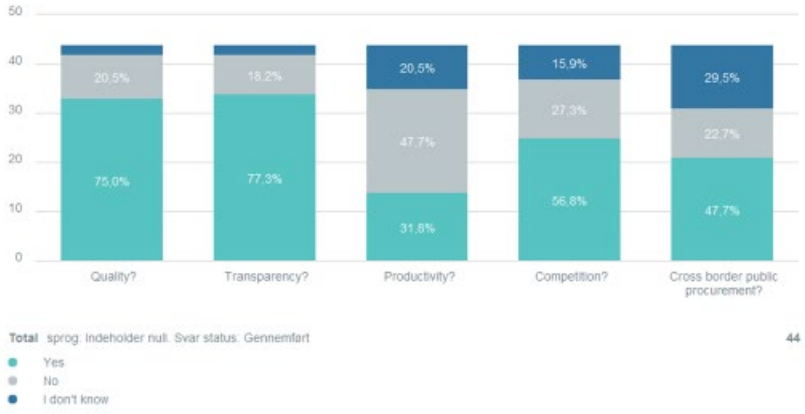
Total sprog: Indeholder null. Svar status: Gennemført				**44**
Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	22,7%	Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	15,9%	
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	29,5%	Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	31,8%	

Public sector: What is your personal area of expertise?



Total sprog: Indeholder null. Svar status: Gennemført **379**

Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført **44**

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

Total sprog: Indeholder null. Svar status: Gennemført	**44**
Yes	70,5%
No	29,5%

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Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført			**31**
No	16,1%	Last tender (up to 4 years ago)	29,0%
The latest/present tender	19,4%	Previous tender (up to 8 years ago)	35,5%

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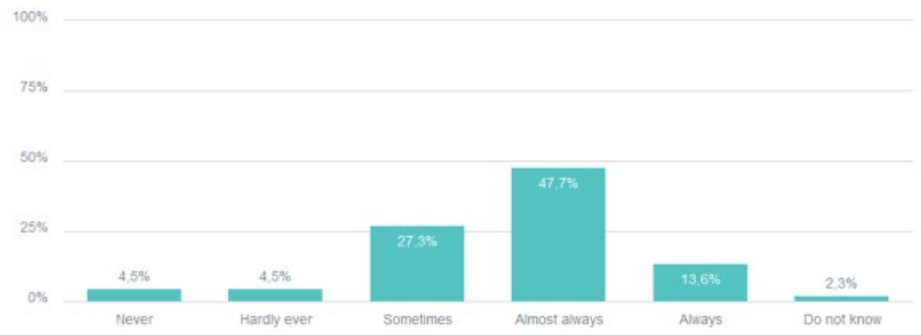
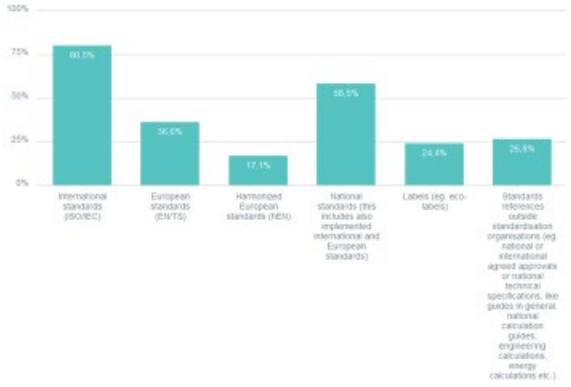
Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført **44**

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført **41**

Private sector - Do you reference standards when bidding?

Total	sprog: Indeholder null. Svar status: Gennemført	**41**
●	Yes	85.4%
●	No	14.6%

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Private sector - What is your reason for referencing standards when bidding?

Total	sprog: Indeholder null. Svar status: Gennemført	**35**

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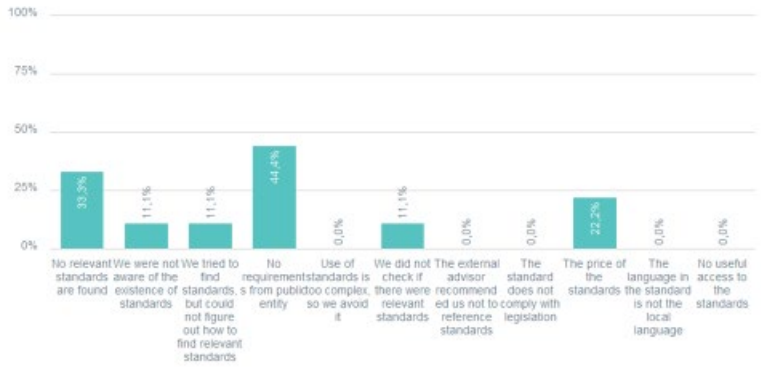
Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?



Total sprog: Indeholder null. Svar status: Gennemført 9

Private sector - Do you experience obstacles when referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført 44

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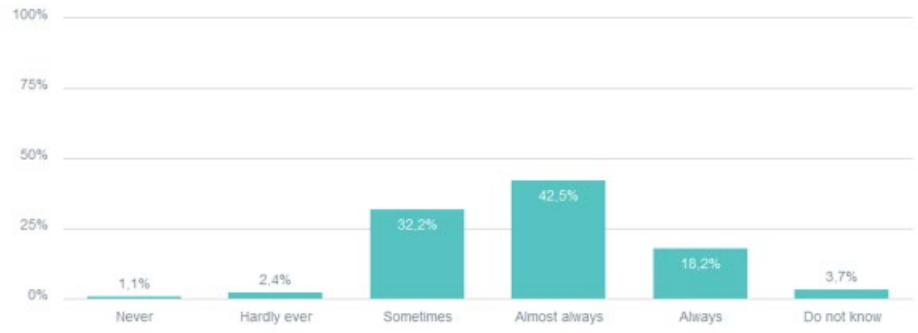
Public sector - Is it your experience, that standards and/or certificates are referenced in public procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført 379

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Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført			361
No	43,2%	Last tender (up to 4 years ago)	13,3%
The latest/present tender	11,9%	Previous tender (up to 8 years ago)	31,6%

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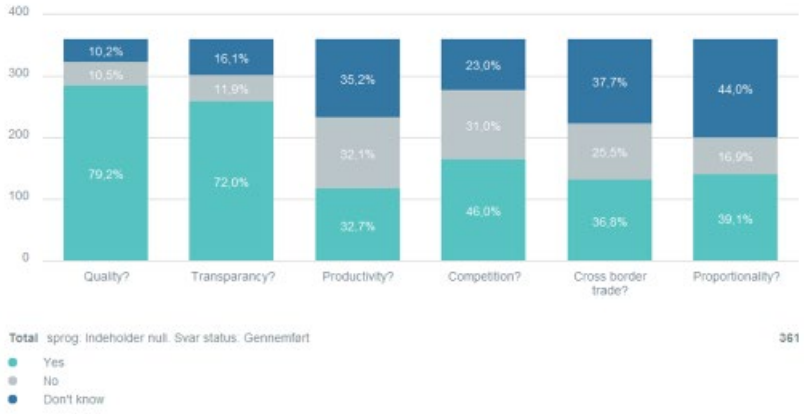
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført	361
Yes	
No	
Don't know	

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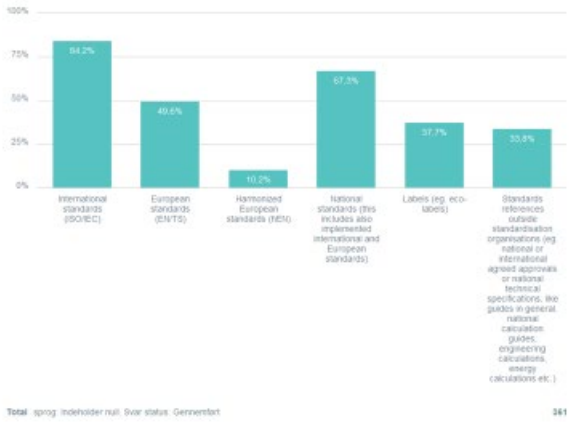
Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?

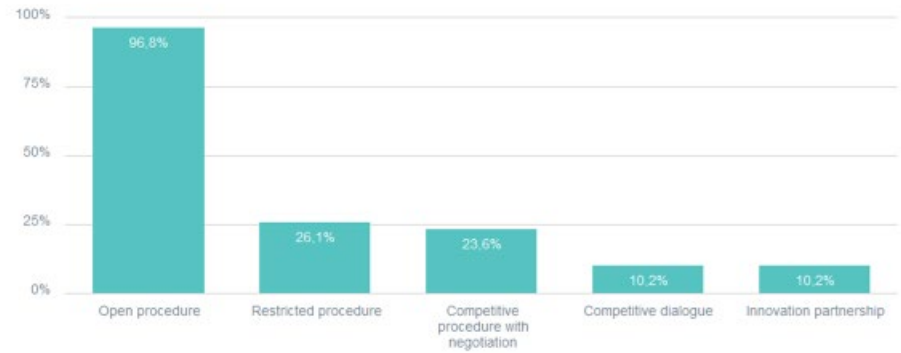


Total sprog: Indeholder null. Svar status: Gennemført 361

Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført	**361**
Yes	43,5%
No	56,5%

Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført **157**

Public sector - Do you reference standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført **379**

Yes	93.1%
No	6.9%

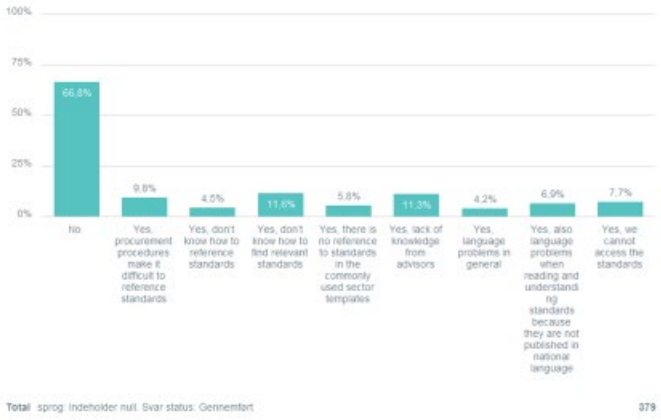
Public sector - What is your reason for referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført **353**

Public sector - What is your reason for NOT referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført **26**

Public sector - Do you experience obstacles for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført 379

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Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført 423

National Standardisation bodies	14,9%	We have used them earlier in similar tenders	54,8%
Consultants	12,3%	Public authorities	18,0%

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Based on your answers about Best Practice in your organisation, we may like to contact you for an elaboration. Would that be okay with you? If so, please provide an e-mail address an phone number below.

Total sprog: Indeholder null. Svar status: Gennemført	**423**
No, thank you.	87,9%
Yes, I would like to participate (please provide us a direct telephone number including country-code and an e-mail address)	12,1%

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Annex 3.1 – Questionnaire for the Public sector

1. Study on the use of standards in public procurement

The purpose of this study is to gather experience on the current use of standards in Europe. It is also to look at what motivates or prevents the use of standards. Therefore it´s important that this survey addresses public authorities as well as possible bidders or contractors.

Your contact information is with approval from the European Commission gathered from the open TED database and the publicly available information there. These data are therefore not restricted by the GDPR and forms the basis for this survey. See also the letter of recommendation from the European Commission on this web-site: http://dansense.dk/wp-content/uploads/2018/10/EC-introductory-letter-survey-JIS-11-1.pdf

We invite persons related to procurement notices in the period from 01 January 2017 to December 2018 to participate in this survey. Since your contact information were registered in the TED, you are the one being asked to participate.
If you believe that another person in your organisation would be in a better position to answer the questions, then please forward this questionnaire to that person.

This questionnaire is short, and you will be able to answer the questions within 5 minutes.

We ensure that all answers will be handled with 100 % discretion and anonymity. The only intent of this survey is to find any generic information, that can help in a better common understanding of the use of standards in public procurement.

Please fill out this questionnaire as soon as possible and no later than 15 February 2019

For information: When talking about “standards” in this project, this means standards developed by a recognised standardisation organisation and adopted nationally. This could for example be European standards (EN/TS), international standards (ISO/IEC), national standards or EU-standards (labels).

Thank you in advance.

Søren Jensen
DanSense.dk

2. Mark the country in which you are established:

(State one answer only)

- ❑ Germany
- ❑ Hungary
- ❑ Norway
- ❑ Poland
- ❑ Spain
- ❑ Sweden

3. What is your personal sector of expertise:

(State one answer only)

- ❑ Construction
- ❑ Medical devices
- ❑ Waste

4. What is your personal experience in the area of public procurement in general:

(State one answer only)

- ❑ 0-1 year
- ❑ 1-2 years
- ❑ 2-3 years
- ❑ 3-4 years
- ❑ 4-5 years
- ❑ 5-6 years
- ❑ 6-7 years
- ❑ 7-8 years
- ❑ More than 8 years

5. How many public tenders have you personally been involved in?

(State one answer only)

- ❑ Less than 5
- ❑ 5-10
- ❑ 10-25
- ❑ 25-50
- ❑ More than 50

6. Workplace sector - Where do you work?

(State one answer only)

- ❑ Public sector
- ❑ Consultant for public sector

❑ Private sector

❑ Consultant for private sector

7. Public sector: What is your personal area of expertise?

(Multiple answers allowed)

❑ Tendering procedures (Legal expertise)

❑ Expertise in products/services

❑ Expertise in needs assessment, relations with end-users, stakeholders, etc.

8. Public sector - Is it your experience, that standards and/or certificates are referenced in public procurement documents?

(State one answer only)

❑ Never - Go to 14

❑ Hardly ever

❑ Sometimes

❑ Almost always

❑ Always

❑ Do not know - Go to 14

9. Public sector - Do you remember when standards were referenced for the first time?

(State one answer only)

❑ No

❑ The latest/present tender

❑ Last tender (up to 4 years ago)

❑ Previous tender (up to 8 years ago)

10. Public sector - In your opinion are standards considered to increase:

(State only one answer per question)

	Yes	No	Don't know
Quality?	❑	❑	❑
Transparency?	❑	❑	❑

Productivity?	❑	❑	❑
Competition?	❑	❑	❑
Cross border trade?	❑	❑	❑
Proportionality?	❑	❑	❑

11. Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?

(Multiple answers allowed)

- ❑ International standards (ISO/IEC)
- ❑ European standards (EN/TS)
- ❑ Harmonized European standards (hEN)
- ❑ National standards (this includes also implemented international and European standards)
- ❑ Labels (e.g. eco-labels)
- ❑ Standards references outside standardisation organisations (e.g. national or international agreed approvals or national technical specifications, like guides in general, national calculation guides, engineering calculations, energy calculations etc.)

12. Public sector - Does referencing standards depend on the choice of procurement procedure?

(State one answer only)

- ❑ Yes
- ❑ No - Go to 14

13. Public sector - Where are the standards primarily mentioned?

(Multiple answers allowed)

- ❑ Open procedure
- ❑ Restricted procedure
- ❑ Competitive procedure with negotiation
- ❑ Competitive dialogue
- ❑ Innovation partnership

14. Public sector - Do you reference standards in procurement documents?

(State one answer only)

- ❑ Yes
- ❑ No - Go to 16

15. Public sector - What is your reason for referencing standards in procurement documents? - Go to 17

(Multiple answers allowed)

- ❑ Relevant standards exist
- ❑ Standards are an integrated part of the market
- ❑ Standards often give good specifications on minimum demands
- ❑ Standards were referenced in the former procurement documents
- ❑ We expect reduced transaction costs
- ❑ It provides a more clear technical specification
- ❑ Less appeals on tendering processes
- ❑ Advice from external sources
- ❑ The external advisor suggested it
- ❑ To prevent irrelevant firms from participating in the competition

16. Public sector - What is your reason for NOT referencing standards in procurement documents?

(Multiple answers allowed)

- ❑ No relevant standards are found
- ❑ Use of standards is too complex
- ❑ We did not check if there were relevant standards
- ❑ We tried to find, but couldn't make sense of the standards
- ❑ The external advisor recommended us not to reference standards

17. Public sector - Do you experience obstacles for referencing standards in procurement documents?

(Multiple answers allowed)

- ❑ No
- ❑ Yes, procurement procedures make it difficult to reference standards

- ❑ Yes, don't know how to reference standards
- ❑ Yes, don't know how to find relevant standards
- ❑ Yes, there is no reference to standards in the commonly used sector templates
- ❑ Yes, lack of knowledge from advisors
- ❑ Yes, language problems in general
- ❑ Yes, also language problems when reading and understanding standards because they are not published in national language
- ❑ Yes, we cannot access the standards

18. Public sector - Based on your current workplace, can you give any examples of best practice with referencing standards in the procurement process in general or in procurement document specifically?

____

____

____

19. Where did you learn about referencing standards?

(State one answer only)

- ❑ National Standardisation bodies
- ❑ Consultants
- ❑ We have used them earlier in similar tenders
- ❑ Public authorities

20. Based on your answers about Best Practice in your organisation, we may like to contact you for an elaboration. Would that be okay with you? If so, please provide an e-mail address and a phone number below.

(State one answer only)

No, thank you.

❑

Yes, I would like to participate (please provide us a direct telephone number including country-code and an e-mail address)

Annex 3.2 - Questionnaire for the private sector

1. Study on the use of standards in public procurement

The purpose of this study is to gather experience on the current use of standards in Europe. It is also to look at what motivates or prevents the use of standards. Therefore it´s important that this survey addresses public authorities as well as possible bidders or contractors.

Your contact information is with approval from the European Commission gathered from the open TED database and the publicly available information there. These data are therefore not restricted by the GDPR and forms the basis for this survey. See also the letter of recommendation from the European Commission on this web-site: http://dansense.dk/wp-content/uploads/2018/10/EC-introductory-letter-survey-JIS-11-1.pdf

We invite persons related to procurement notices in the period from 01 January 2017 to December 2018 to participate in this survey. Since your contact information were registered in the TED, you are the one being asked to participate.
If you believe that another person in your organisation would be in a better position to answer the questions, then please forward this questionnaire to that person.

This questionnaire is short, and you will be able to answer the questions within 5 minutes.

We ensure that all answers will be handled with 100 % discretion and anonymity. The only intent of this survey is to find any generic information, that can help in a better common understanding of the use of standards in public procurement.

Please fill out this questionnaire as soon as possible and no later than 15 February 2019

For information: When talking about “standards” in this project, this means standards developed by a recognised standardisation organisation and adopted nationally. This could for example be European standards (EN/TS), international standards (ISO/IEC), national standards or EU-standards (labels).

Thank you in advance.

Søren Jensen
DanSense.dk

2. Mark the country in which you are established:

(State one answer only)

- ❑ Germany
- ❑ Hungary
- ❑ Norway
- ❑ Poland

- ❑ Spain
- ❑ Sweden

3. What is your personal sector of expertise:

(State one answer only)

- ❑ Construction
- ❑ Medical devices
- ❑ Waste

4. What is your personal experience in the area of public procurement in general:

(State one answer only)

- ❑ 0-1 year
- ❑ 1-2 years
- ❑ 2-3 years
- ❑ 3-4 years
- ❑ 4-5 years
- ❑ 5-6 years
- ❑ 6-7 years
- ❑ 7-8 years
- ❑ More than 8 years

5. How many public tenders have you personally been involved in?

(State one answer only)

- ❑ Less than 5
- ❑ 5-10
- ❑ 10-25
- ❑ 25-50
- ❑ More than 50

6. Workplace sector - Where do you work?

(State one answer only)

- ❑ Public sector
- ❑ Consultant for public sector
- ❑ Private sector
- ❑ Consultant for private sector

7. Private sector: What is your personal area of expertise?

(State one answer only)

- ❑ Tendering procedures (Legal expertise)
- ❑ Expertise in products/services
- ❑ Expertise in innovation, green, social
- ❑ Expertise in project management

8. Private sector - Is your company to your best knowledge a:

(State one answer only)

- ❑ Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)
- ❑ Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)
- ❑ Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)
- ❑ Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)

9. Private sector - In your opinion are standards considered to increase:

(State only one answer per question)

	Yes	No	I don't know
Quality?	❑	❑	❑
Transparency?	❑	❑	❑
Productivity?	❑	❑	❑
Competition?	❑	❑	❑
Cross border public procurement?	❑	❑	❑

10. Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

(State one answer only)

- ❑ Yes
- ❑ No - Go to 12

11. Private sector - Do you remember when standards were referenced for the first time?

(State one answer only)

- ❑ No
- ❑ The latest/present tender
- ❑ Last tender (up to 4 years ago)
- ❑ Previous tender (up to 8 years ago)

12. Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?

(State one answer only)

- ❑ Never - Go to 16
- ❑ Hardly ever
- ❑ Sometimes
- ❑ Almost always
- ❑ Always
- ❑ Do not know - Go to 14

13. Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?

(Multiple answers allowed)

- ❑ International standards (ISO/IEC)
- ❑ European standards (EN/TS)
- ❑ Harmonized European standards (hEN)
- ❑ National standards (this includes also implemented international and European standards)
- ❑ Labels (e.g. eco-labels)

❑ Standards references outside standardisation organisations (e.g. national or international agreed approvals or national technical specifications, like guides in general, national calculation guides, engineering calculations, energy calculations etc.)

14. Private sector - Do you reference standards when bidding?

(State one answer only)

❑ Yes

❑ No - Go to 16

15. Private sector - What is your reason for referencing standards when bidding? - Go to 17

(Multiple answers allowed)

❑ Requirement from public entity

❑ Standards are an integrated part of the market

❑ We expect reduced transaction costs

❑ Standards increase quality in deliverables

❑ Better clarity of the bid

❑ Advice from external sources

❑ The external advisor suggested it

16. Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?

(Multiple answers allowed)

❑ No relevant standards are found

❑ We tried to find some, but could not make sense of the standards system

❑ No requirements from public entity

❑ Use of standards is too complex, so we avoid it

❑ We did not check if there were relevant standards

❑ The external advisor recommended us not to reference standards

❑ The standard does not comply with legislation

❑ The price of the standards

❑ The language in the standard is not the local language

- ❑ No useful access to the standards

17. Private sector - Can you give any examples of best practice of referencing standards based on your current workplace (company) when either bidding on public tenders or as documentation for contracting?

____

____

____

18. Private sector - Do you experience obstacles when referencing standards?

(Multiple answers allowed)

- ❑ No
- ❑ Yes, procurement procedures make it difficult to reference standards
- ❑ Yes, don’t know how to reference standards
- ❑ Yes, don’t know how to find relevant standards
- ❑ Yes, there is no reference to standards in the commonly used sector templates
- ❑ Yes, lack of knowledge from advisors
- ❑ Yes, language problems in general (Difficulties reading and understanding English)
- ❑ Yes, also language problems when reading and understanding standards because they are not published in national language
- ❑ Yes, we cannot access the standards

19. Where did you learn about referencing standards?

(State one answer only)

- ❑ National Standardisation bodies
- ❑ Consultants
- ❑ We have used them earlier in similar tenders
- ❑ Public authorities

20. Based on your answers about Best Practice in your organisation, we may like to contact you for an elaboration. Would that be okay with you? If so, please provide an e-mail address and a phone number below.

(State one answer only)

No, thank you.

❑

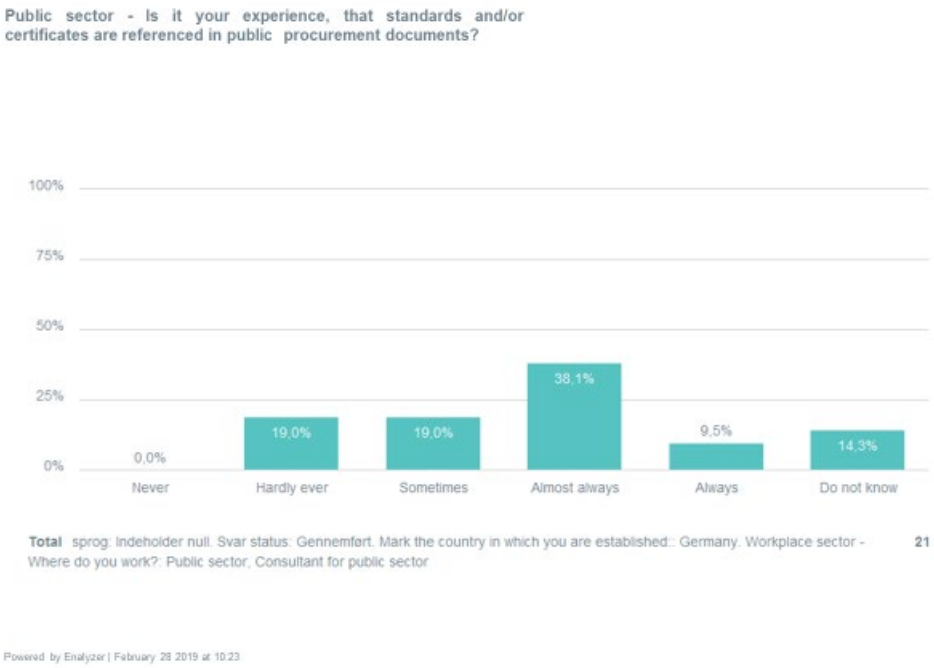
Yes, I would like to participate (please provide us a direct telephone number including country-code and an e-mail address)

Annex 4 - Country specific results from the survey

4.1 – Germany.

Survey results

Public sector



Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **18**

No	50,0%	Last tender (up to 4 years ago)	11,1%
The latest/present tender	5,6%	Previous tender (up to 8 years ago)	33,3%

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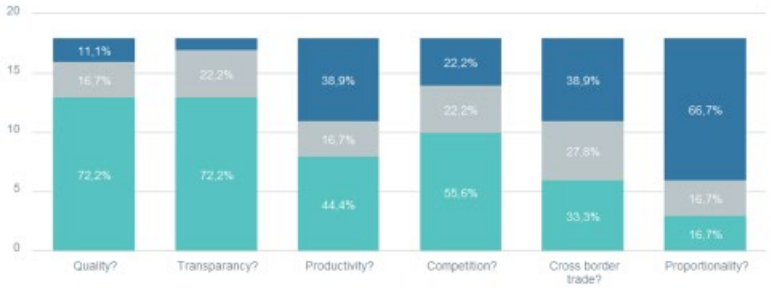
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **18**

- Yes
- No
- Don't know

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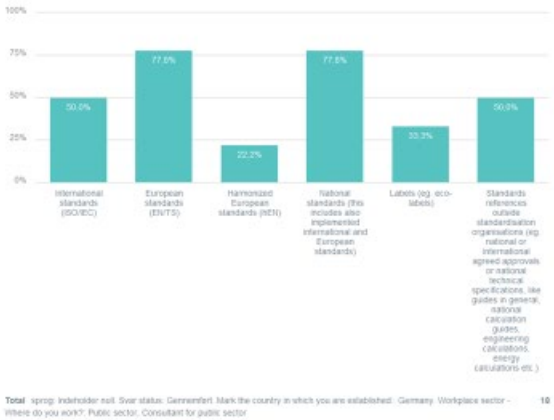
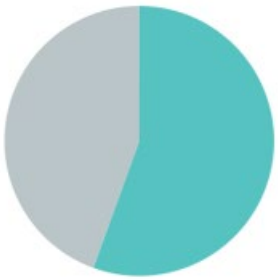
Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **10**

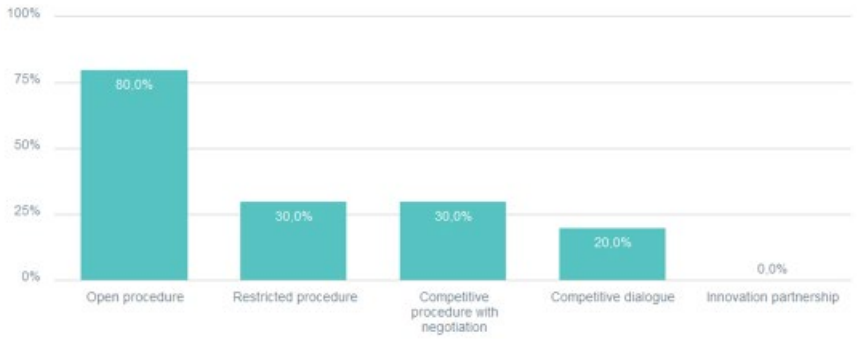
Public sector - Does referencing standards depend on the choice of procurement procedure?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **18**

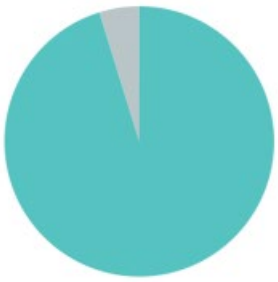
Yes	55,6%
No	44,4%

Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **10**

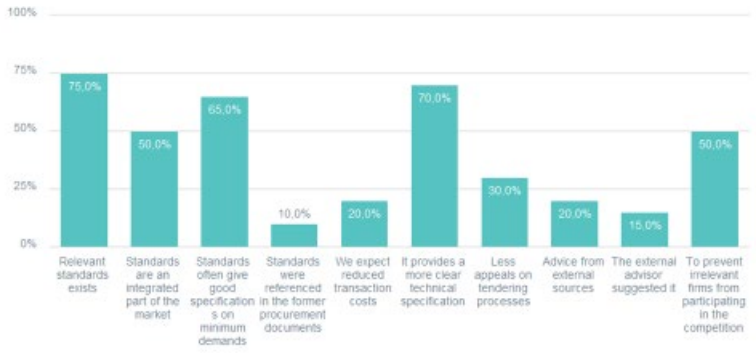
Public sector - Do you reference standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **21**

Yes	95,2%
No	4,8%

Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **20**

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Public sector - What is your reason for NOT referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector **1**

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Public sector - Do you experience obstacles for referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector 21

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Public sector, Consultant for public sector 21

- National Standardisation bodies 28,6%
- Consultants 9,5%
- We have used them earlier in similar tenders 28,6%
- Public authorities 33,3%

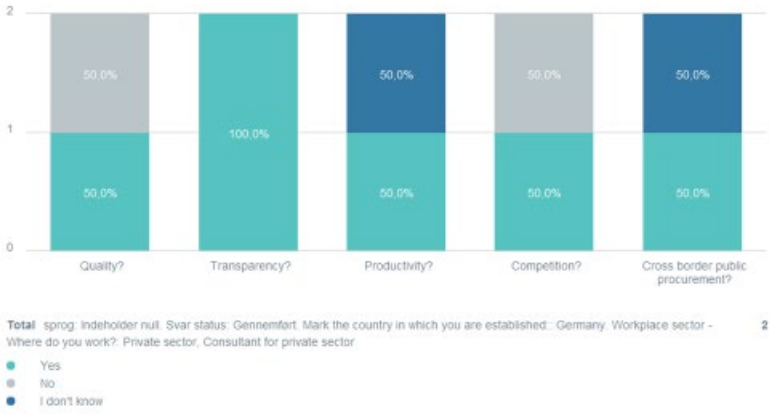
Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	50.0%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	0.0%
Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	0.0%
Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	50.0%

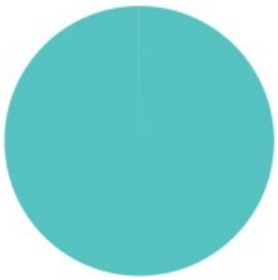
Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

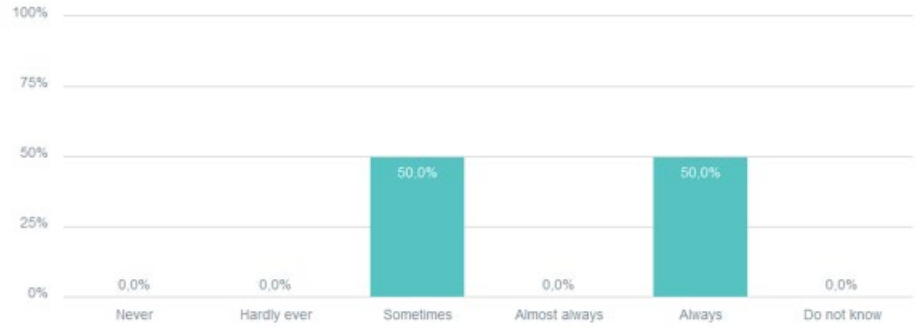
Yes	100,0%
No	0,0%

Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

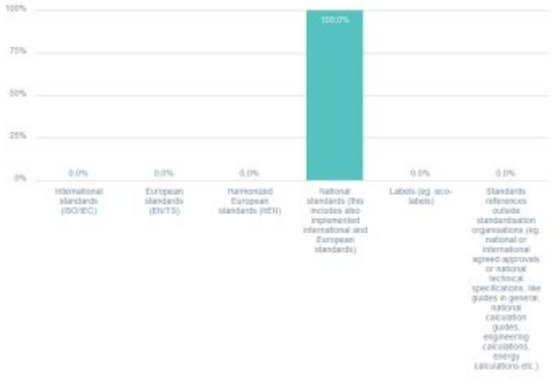
No	0,0%	Last tender (up to 4 years ago)	0,0%
The latest/present tender	0,0%	Previous tender (up to 8 years ago)	100,0%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



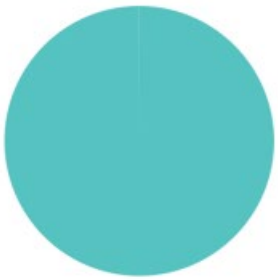
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

Private sector - Do you reference standards when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

Yes	100.0%
No	0.0%

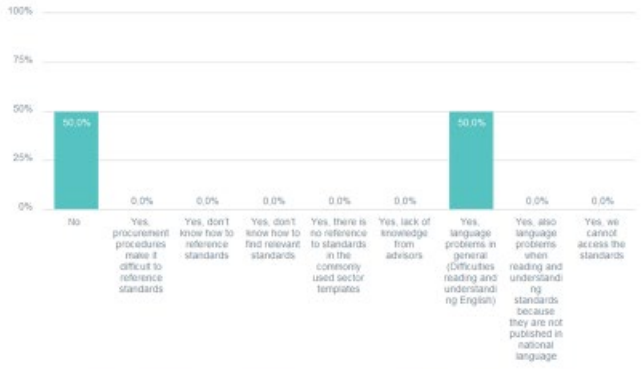
Private sector - What is your reason for referencing standards when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **2**

Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector **0**

Private sector - Do you experience obstacles when referencing standards?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector 2

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Germany. Workplace sector - Where do you work?: Private sector, Consultant for private sector 2

- National Standardisation bodies 50,0%
- Consultants 0,0%
- We have used them earlier in similar tenders 0,0%
- Public authorities 50,0%

4.2 – Hungary.
Survey results

Public sector.

Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector — 39

No	30,8%	Last tender (up to 4 years ago)	23,1%
The latest/present tender	10,3%	Previous tender (up to 8 years ago)	35,9%

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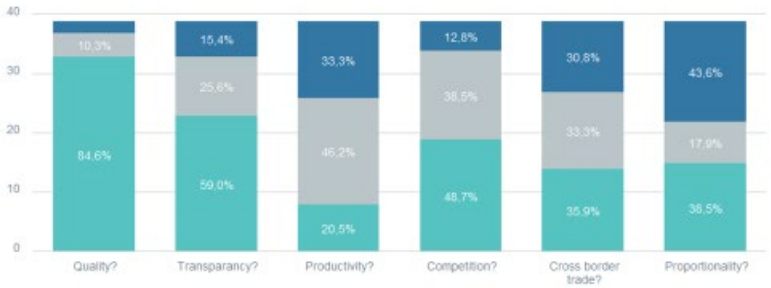
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector — 39

- Yes
- No
- Don't know

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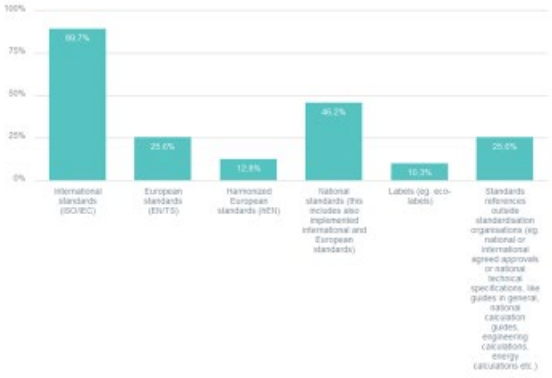
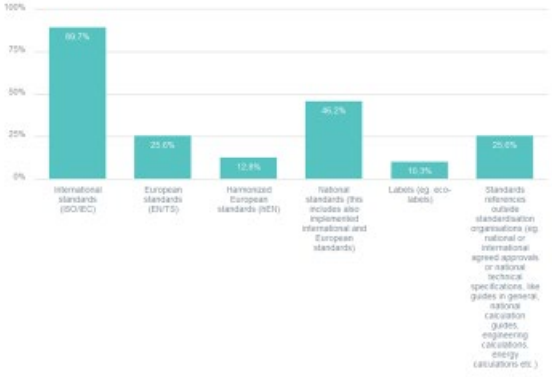
Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indehlder ikke. Svar status: Gennemført. Mark the country in which you are established: Hungary. Workplace sector - Where do you work?: Public sector. Consultant for public sector 39

Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indehlder ikke. Svar status: Gennemført. Mark the country in which you are established: Hungary. Workplace sector - Where do you work?: Public sector. Consultant for public sector 39

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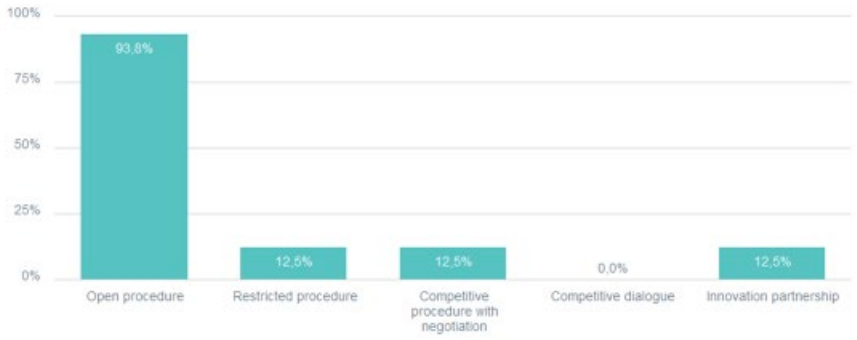
Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector **39**

Yes	41,0%
No	59,0%

Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector **16**

Public sector - Do you reference standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector **40**

Yes	87,5%
No	12,5%

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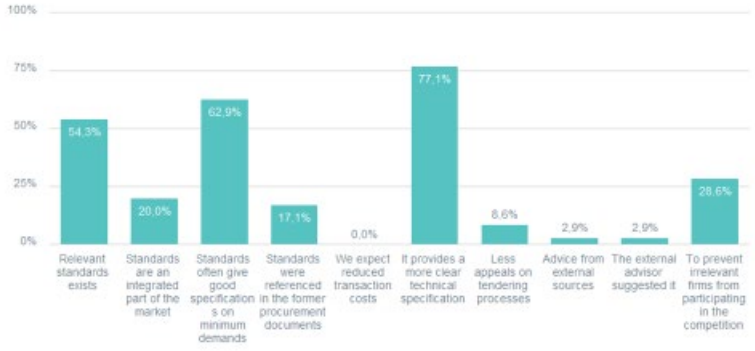
Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector **35**

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Public sector - What is your reason for NOT referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector 5

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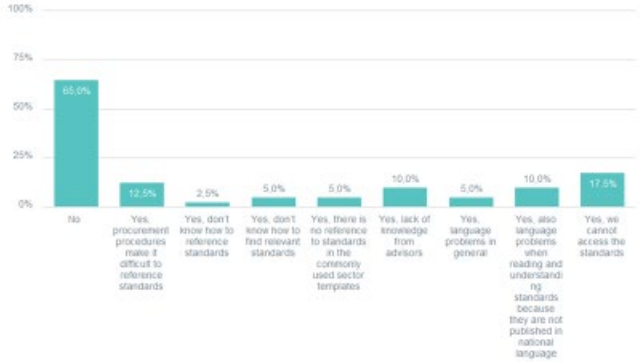
Public sector - Do you experience obstacles for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector 40

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Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Public sector, Consultant for public sector **40**

National Standardisation bodies	7,5%	We have used them earlier in similar tenders	52,5%
Consultants	40,0%	Public authorities	0,0%

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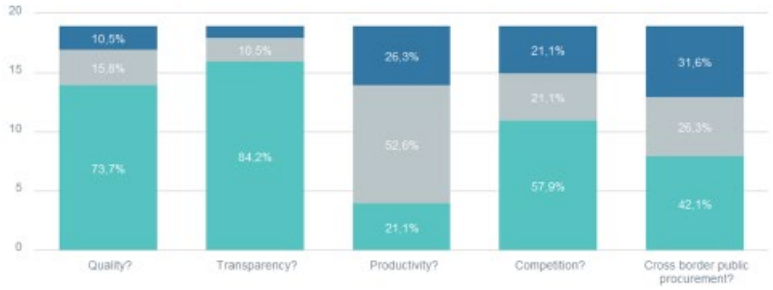
Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **19**

Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	36.8%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	36.8%
Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	10.5%
Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	15.8%

Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **19**

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **19**

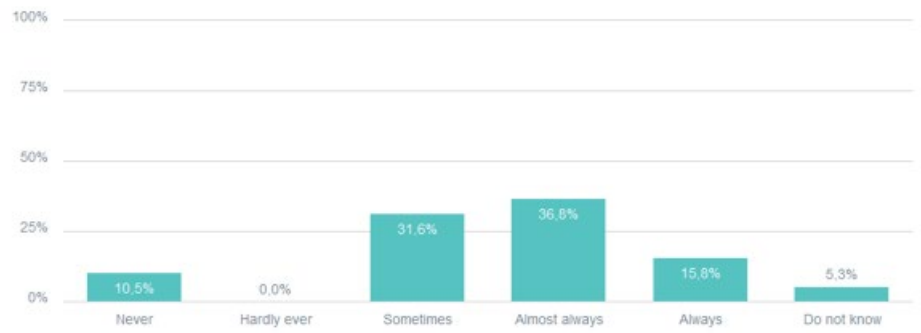
Yes	52,6%
No	47,4%

Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **10**

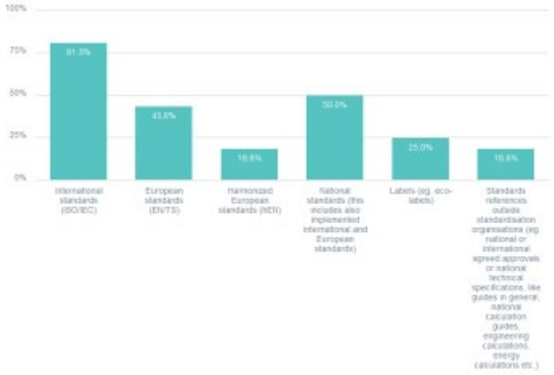
No	20,0%	Last tender (up to 4 years ago)	50,0%
The latest/present tender	0,0%	Previous tender (up to 8 years ago)	30,0%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **19**

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **16**

Private sector - Do you reference standards when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **16**

Yes	87,5%
No	12,5%

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Private sector - What is your reason for referencing standards when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **14**

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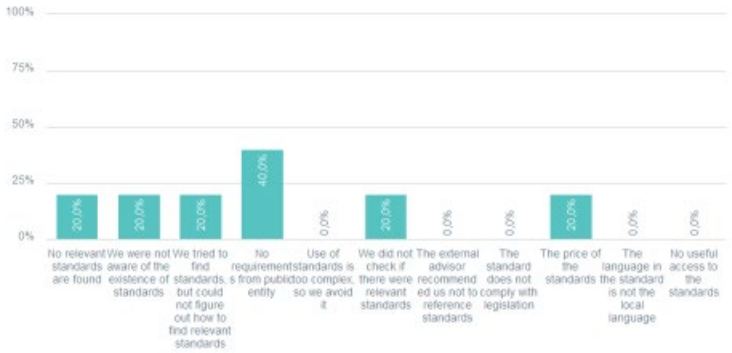
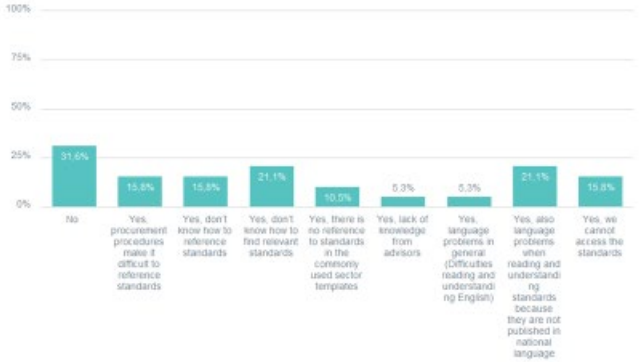
Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector 5

Private sector - Do you experience obstacles when referencing standards?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector 19

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Hungary. Workplace sector - Where do you work?: Private sector, Consultant for private sector **19**

National Standardisation bodies	10,5%	We have used them earlier in similar tenders	31,6%
Consultants	36,8%	Public authorities	21,1%

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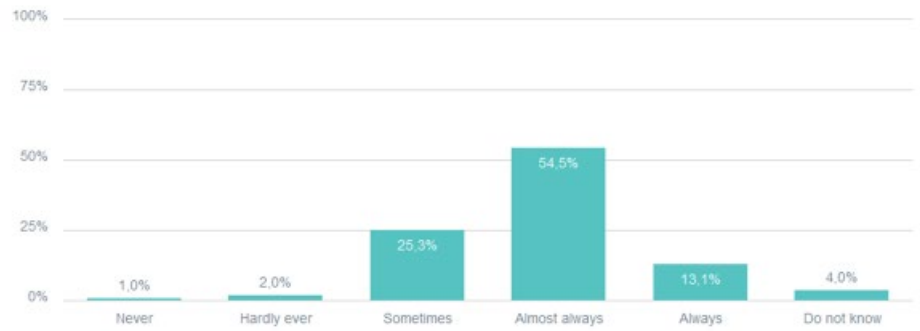
4.3 – Norway.
Survey results

Public sector.

Public sector - Is it your experience, that standards and/or certificates are referenced in public procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **99**

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Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **94**

No	44,7%	Last tender (up to 4 years ago)	17,0%
The latest/present tender	10,6%	Previous tender (up to 8 years ago)	27,7%

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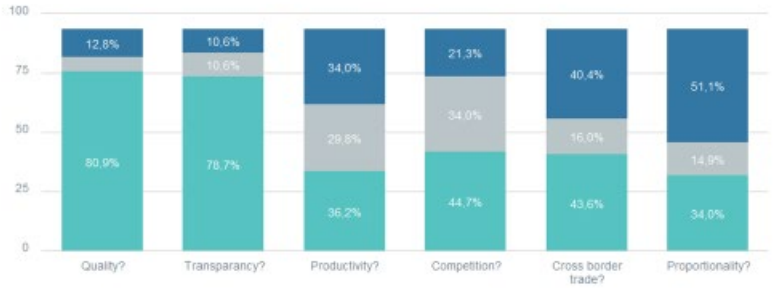
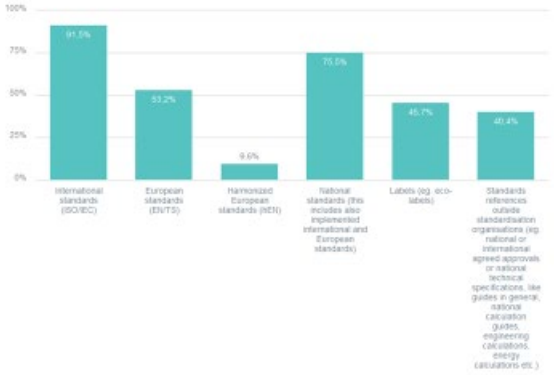
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **94**

- Yes
- No
- Don't know

Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **94**

Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **94**

Yes	33,0%
No	67,0%

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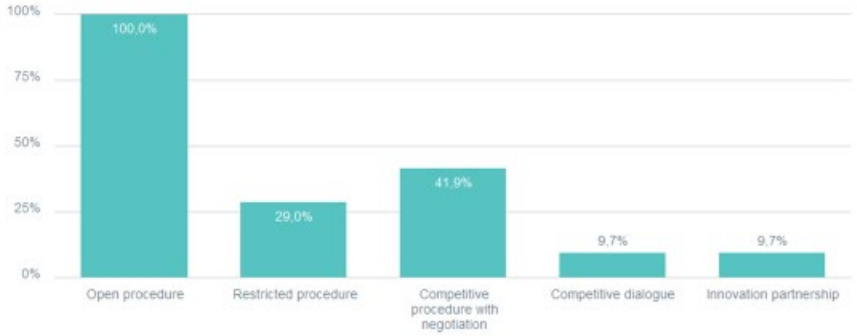
Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **31**

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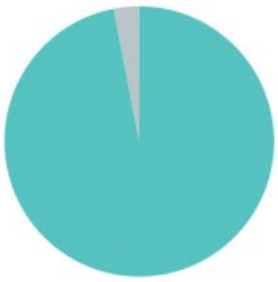
Public sector - Do you reference standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **99**

Yes	97,0%
No	3,0%

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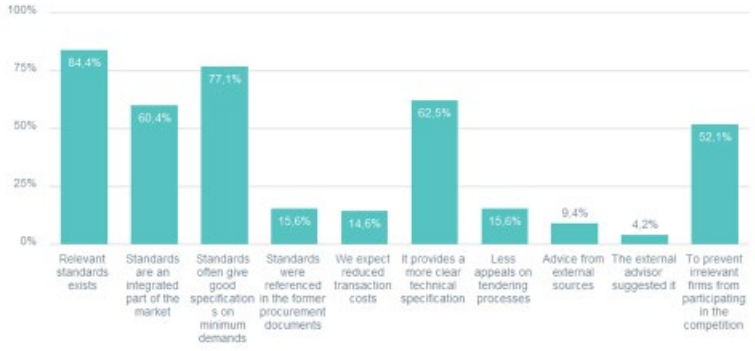
Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector **96**

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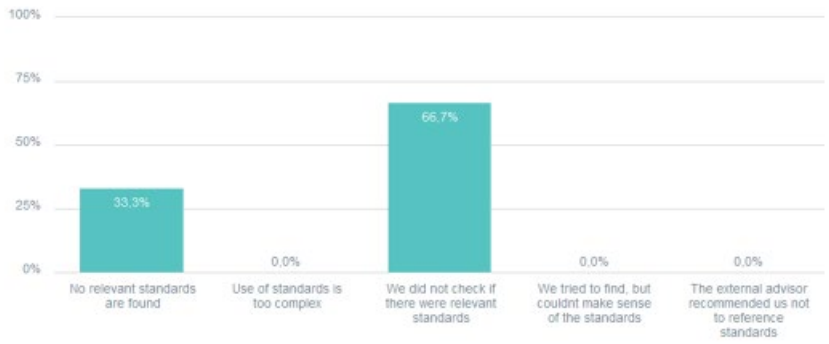
Public sector - What is your reason for NOT referencing standards in procurement documents?

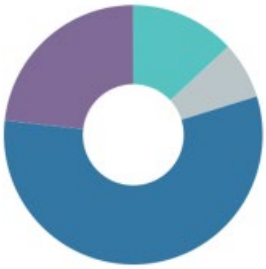


Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector 3

Public sector - Do you experience obstacles for referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector 99

Where did you learn about referencing standards?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Public sector, Consultant for public sector	99
National Standardisation bodies	13,1%
Consultants	7,1%
We have used them earlier in similar tenders	56,6%
Public authorities	23,2%

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Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector	8
Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	0.0%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	62.5%
Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	0.0%
Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	37.5%

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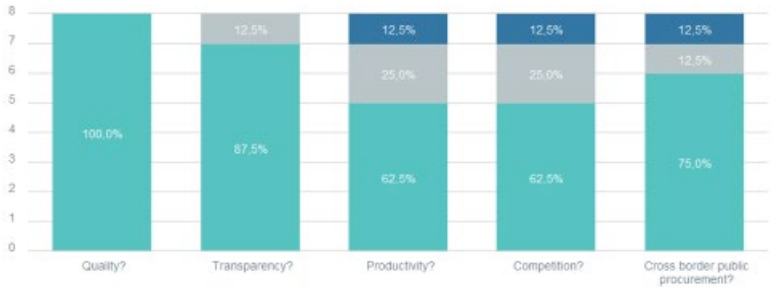
Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

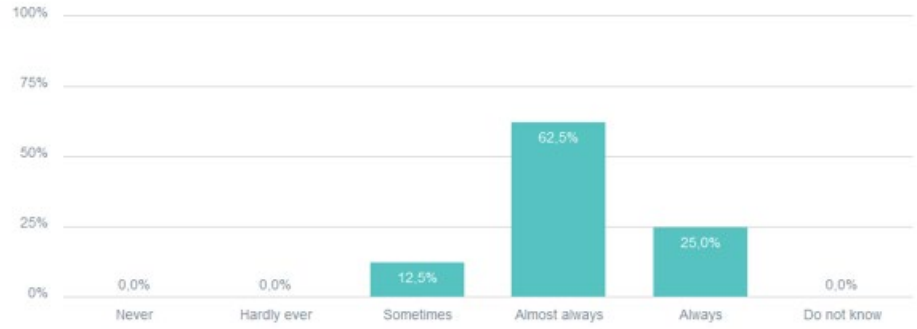
Yes	87,5%
No	12,5%

Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector — 7

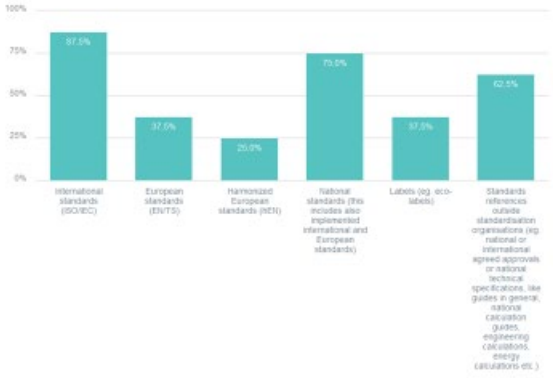
No	14,3%	Last tender (up to 4 years ago)	28,6%
The latest/present tender	28,6%	Previous tender (up to 8 years ago)	28,6%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



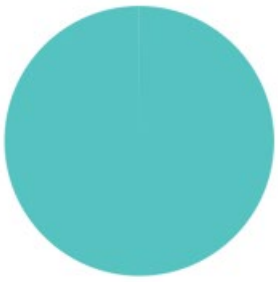
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector — 8

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

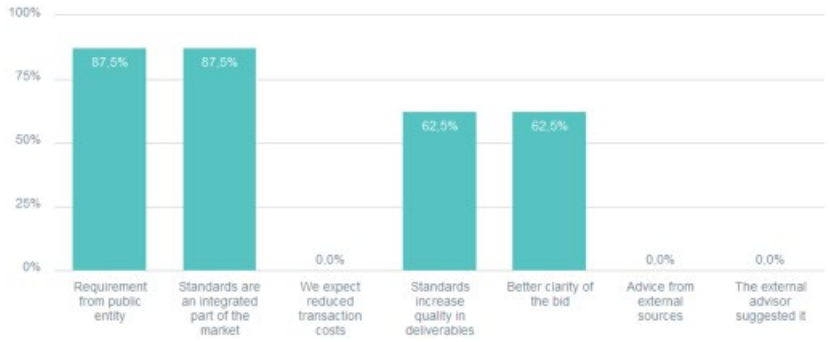
Private sector - Do you reference standards when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

Yes	100.0%
No	0.0%

Private sector - What is your reason for referencing standards when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 0

Private sector - Do you experience obstacles when referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

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Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Norway. Workplace sector - Where do you work?: Private sector, Consultant for private sector 8

National Standardisation bodies	25,0%	We have used them earlier in similar tenders	62,5%
Consultants	0,0%	Public authorities	12,5%

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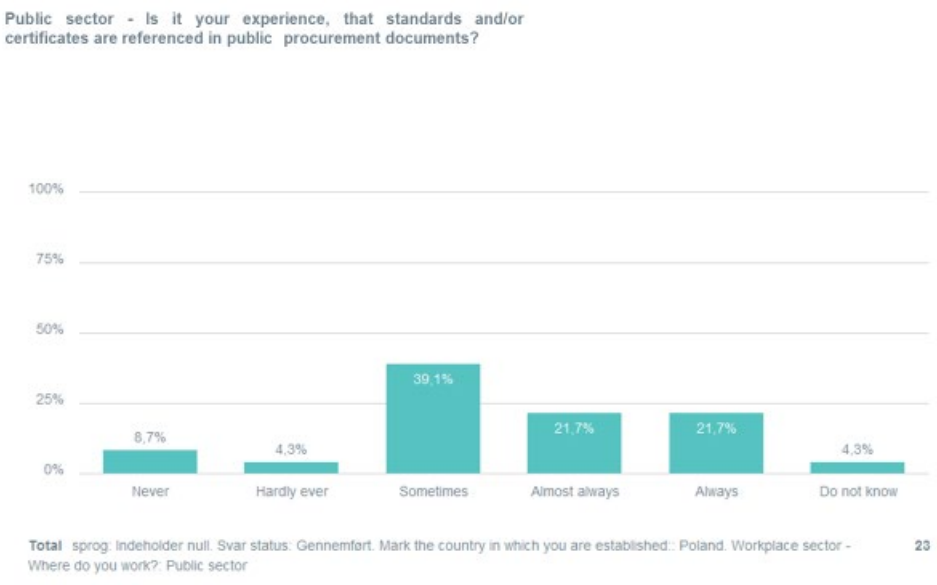
4.4 – Poland.

Survey results

Public sector.



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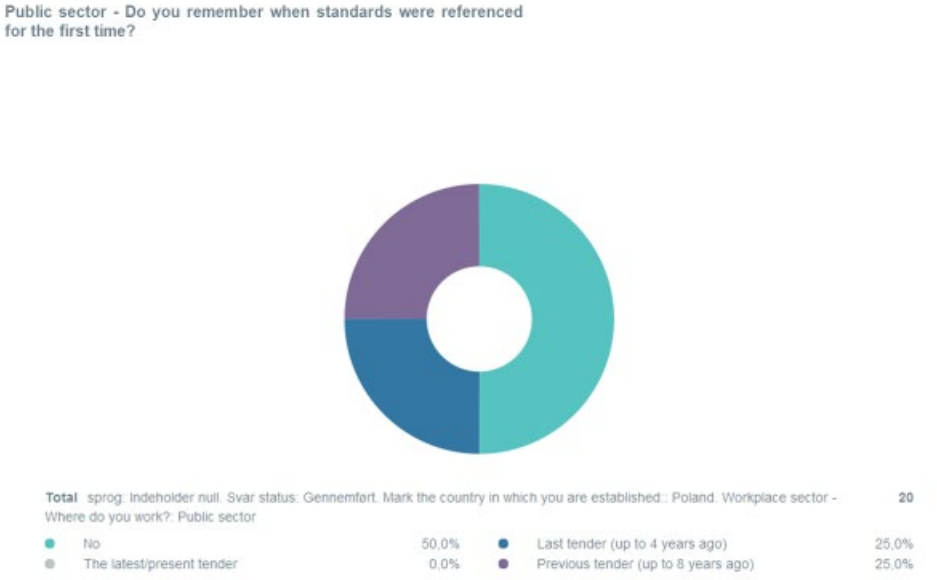
21



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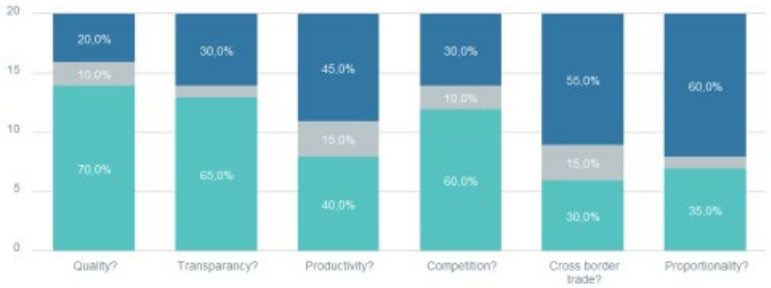
22

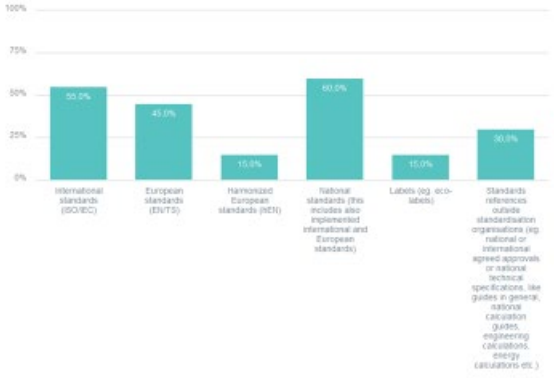
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Public sector **20**

- Yes
- No
- Don't know

Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Public sector **20**

Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Public sector **20**

Yes	30,0%
No	70,0%

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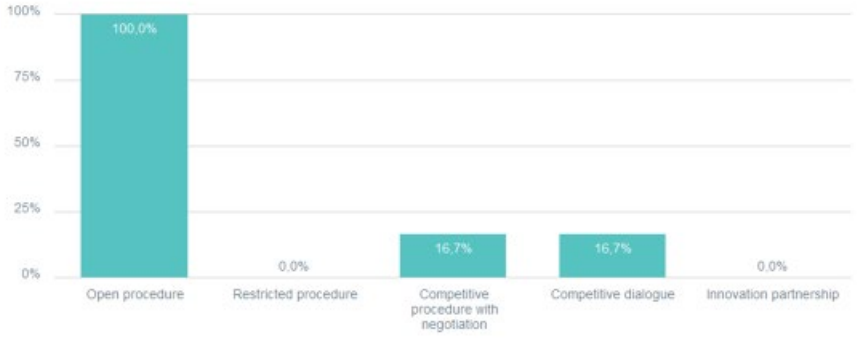
Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Public sector **6**

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Public sector - Do you reference standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Public sector — **23**

Yes	82,6%
No	17,4%

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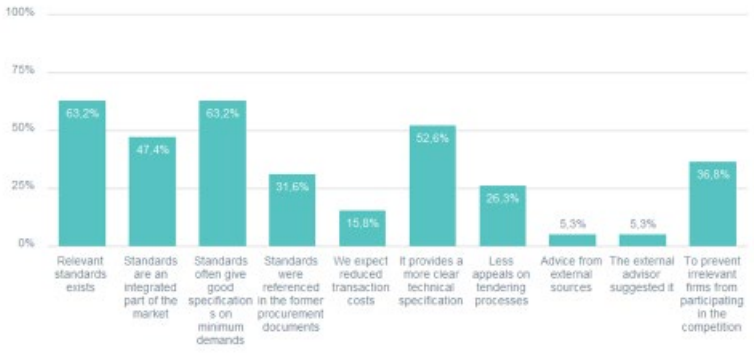
Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Public sector — **19**

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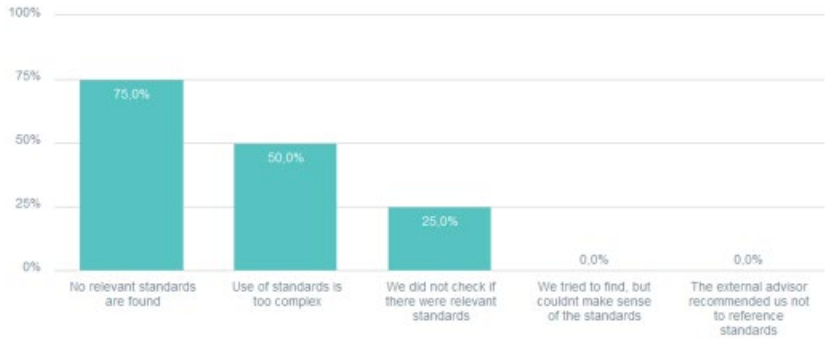
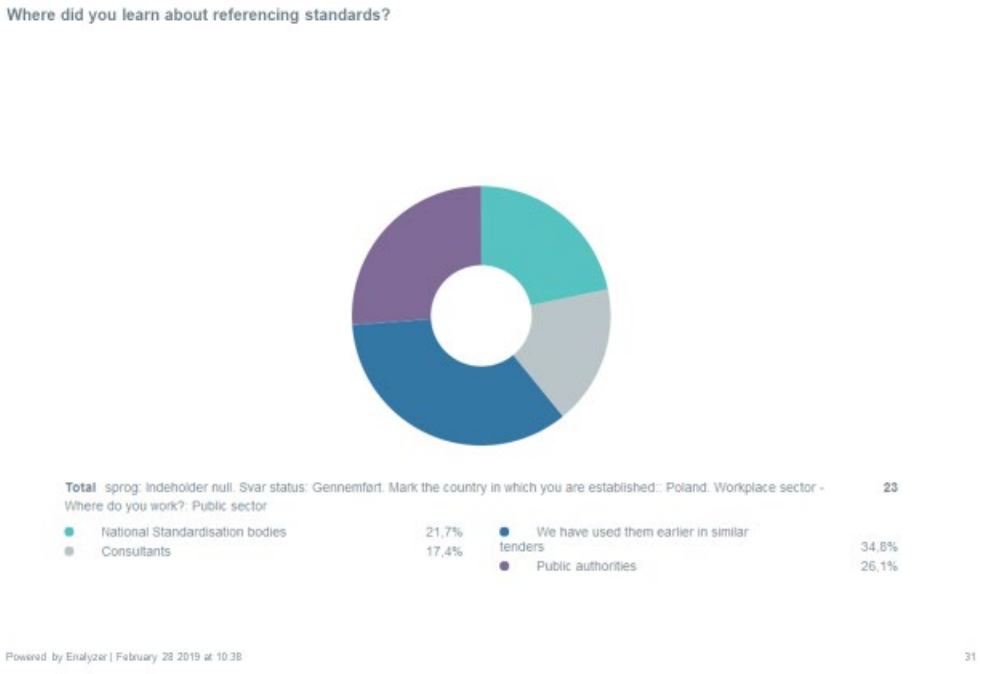
Public sector - What is your reason for NOT referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Public sector 4

Public sector - Do you experience obstacles for referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Public sector 23



Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

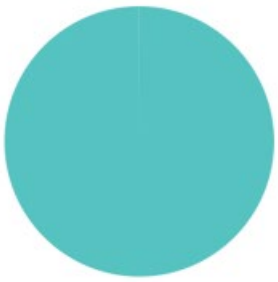
Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	0.0%	Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	0.0%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	0.0%	Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	100.0%

Private sector - In your opinion are standards considered to increase:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

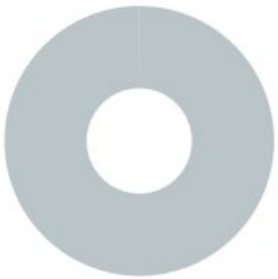
- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?



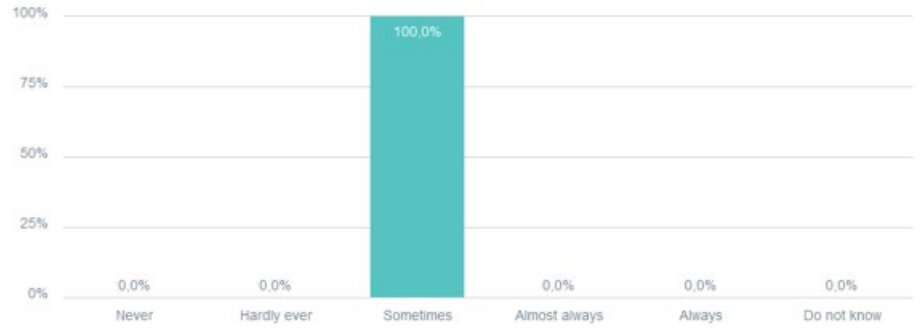
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector		**1**
Yes		100,0%
No		0,0%

Private sector - Do you remember when standards were referenced for the first time?



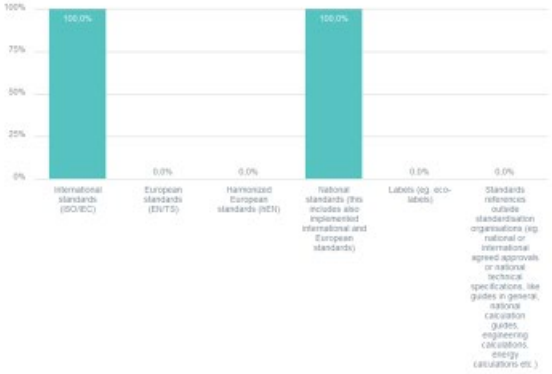
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector				**1**
No	0,0%	Last tender (up to 4 years ago)		0,0%
The latest/present tender	100,0%	Previous tender (up to 8 years ago)		0,0%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



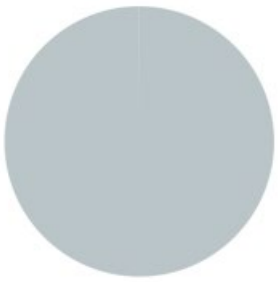
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

Private sector - Do you reference standards when bidding?



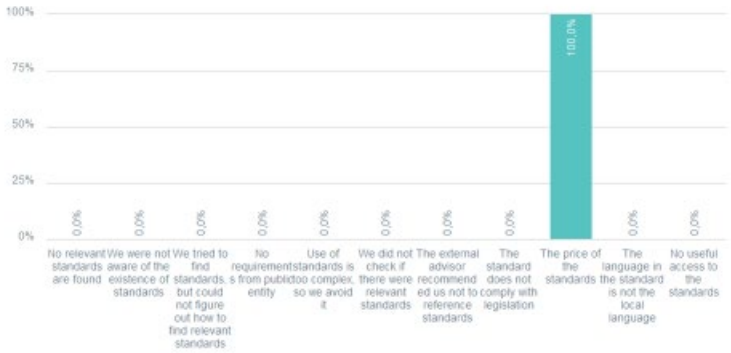
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Consultant for private sector **1**

Yes	0,0%
No	100,0%

Private sector - What is your reason for referencing standards when bidding?

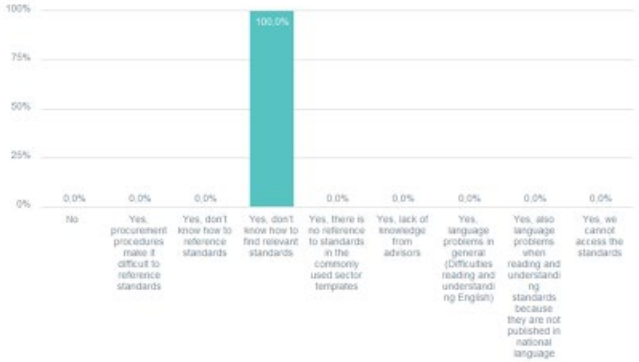
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Poland. Workplace sector - Where do you work?: Consultant for private sector **0**

Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?



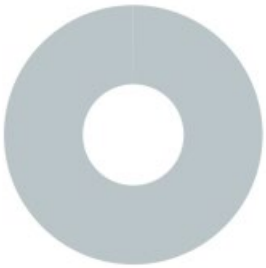
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

Private sector - Do you experience obstacles when referencing standards?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector 1

Where did you learn about referencing standards?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Poland. Workplace sector - Where do you work?: Consultant for private sector **1**

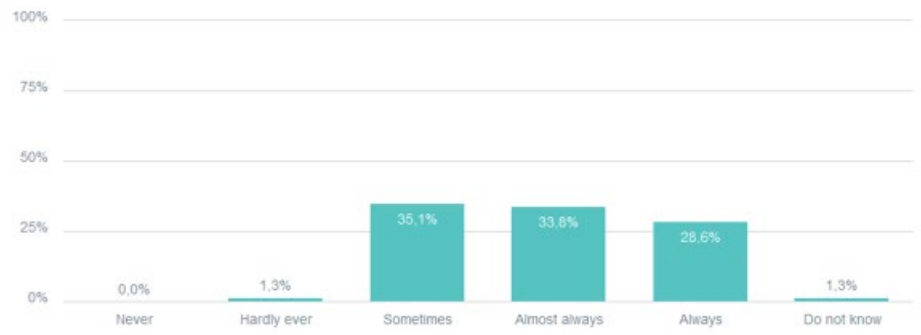
National Standardisation bodies	0,0%	We have used them earlier in similar tenders	0,0%
Consultants	100,0%	Public authorities	0,0%

4.5 – Spain.

Survey results

Public sector.

Public sector - Is it your experience, that standards and/or certificates are referenced in public procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector **77**

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Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector **76**

No	31,6%	Last tender (up to 4 years ago)	7,9%
The latest/present tender	25,0%	Previous tender (up to 8 years ago)	35,5%

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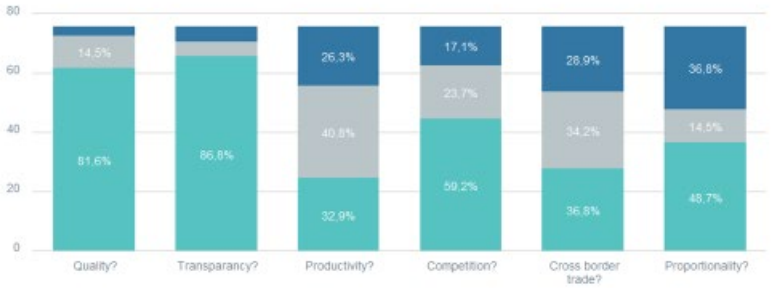
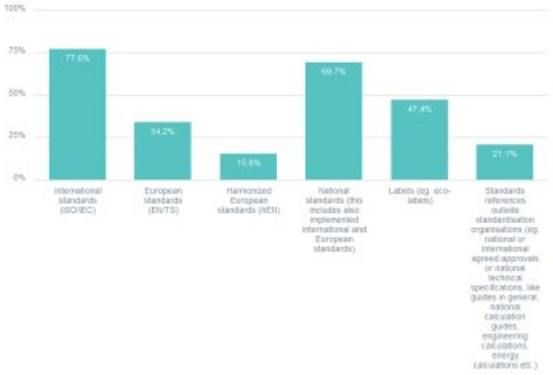
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector 76

- Yes
- No
- Don't know

Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector 76

Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector **76**

Yes	71,1%
No	28,9%

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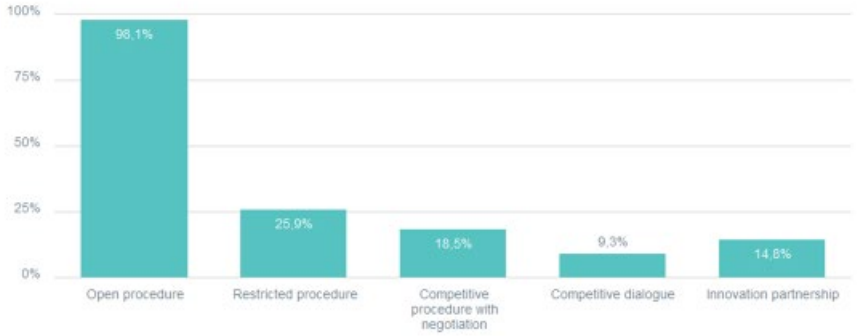
Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector **54**

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Public sector - Do you reference standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector		**77**
Yes		93,5%
No		6,5%

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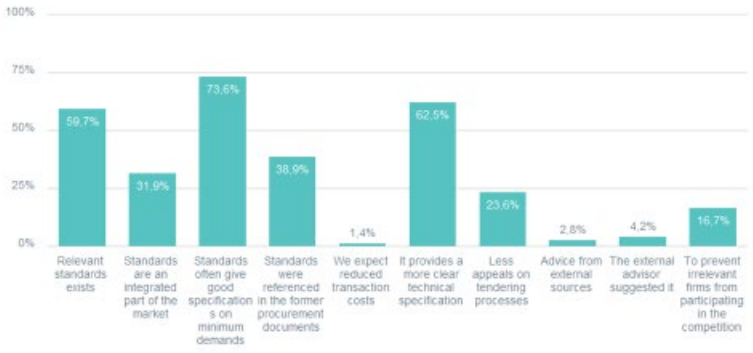
Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector	**72**

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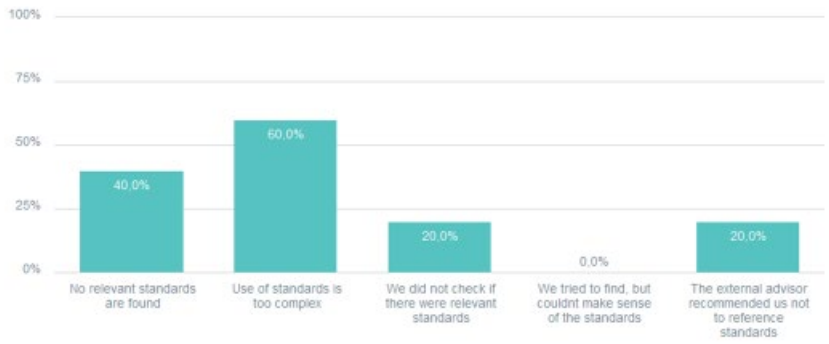
Public sector - What is your reason for NOT referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector 5

Public sector - Do you experience obstacles for referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector 77

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Public sector, Consultant for public sector — 77

National Standardisation bodies	9,1%	We have used them earlier in similar tenders	61,0%
Consultants	13,0%	Public authorities	16,9%

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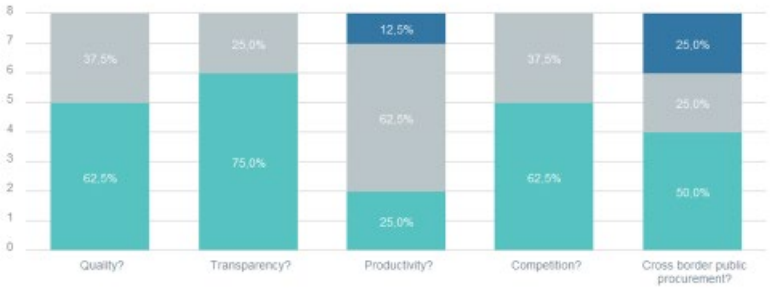
Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector 8

Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	0.0%	Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	25.0%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	12.5%	Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	62.5%

Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector 8

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector **8**

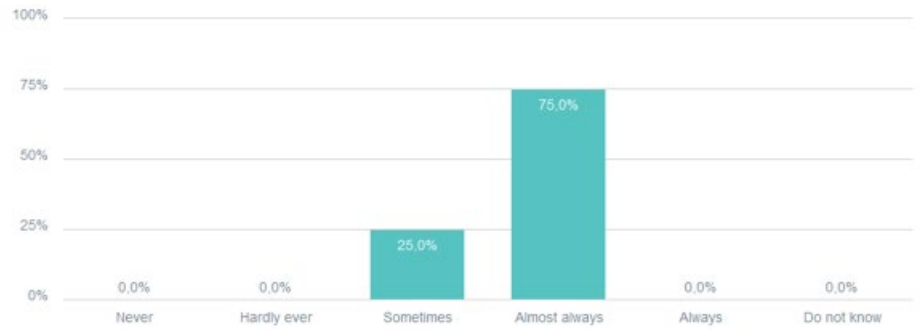
Yes	75,0%
No	25,0%

Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector **6**

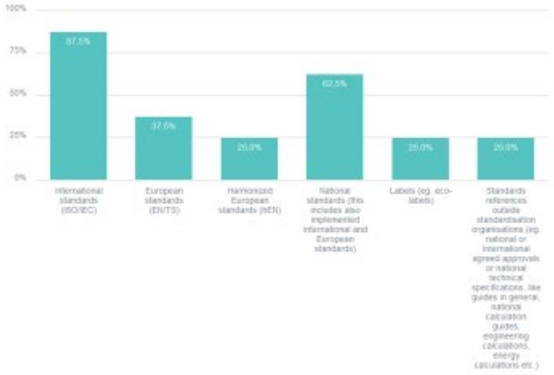
No	33,3%	Last tender (up to 4 years ago)	0,0%
The latest/present tender	16,7%	Previous tender (up to 8 years ago)	50,0%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



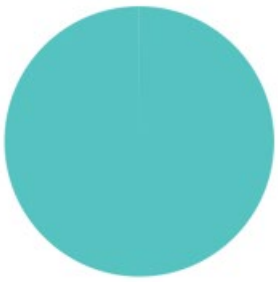
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector **8**

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector **8**

Private sector - Do you reference standards when bidding?



Total	sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Spain. Workplace sector - Where do you work?: Private sector	8
Yes		100,0%
No		0,0%

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Private sector - What is your reason for referencing standards when bidding?

Total	sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Spain. Workplace sector - Where do you work?: Private sector	8

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Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector 0

Private sector - Do you experience obstacles when referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector 8

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Spain. Workplace sector - Where do you work?: Private sector — 8

National Standardisation bodies	12,5%	We have used them earlier in similar tenders	87,5%
Consultants	0,0%	Public authorities	0,0%

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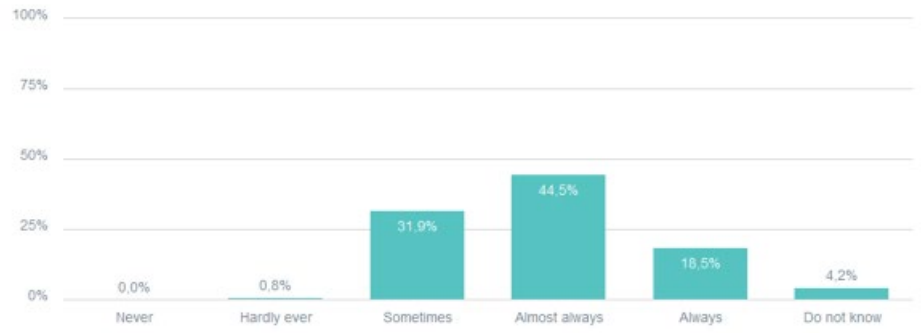
4.6 – Sweden.

Survey results

Public sector.

Public sector - Is it your experience, that standards and/or certificates are referenced in public procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **119**

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Public sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **114**

No	51,8%	Last tender (up to 4 years ago)	8,8%
The latest/present tender	7,9%	Previous tender (up to 8 years ago)	31,6%

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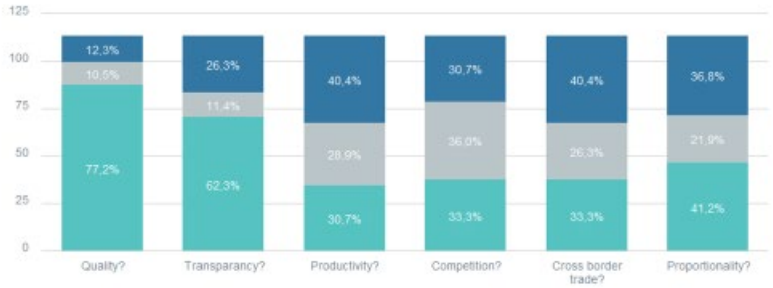
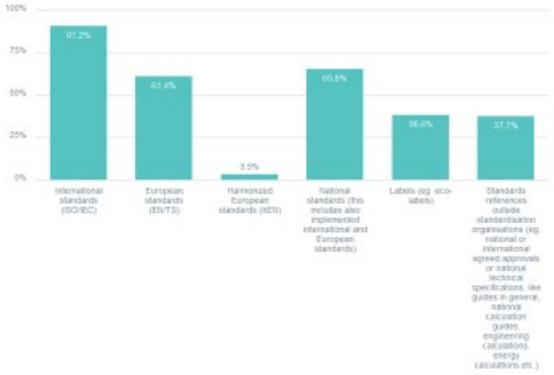
Public sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **114**

- Yes
- No
- Don't know

Public sector - Do you know if any of the following types of standards have been referenced as part of procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **114**

Public sector - Does referencing standards depend on the choice of procurement procedure?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector — **114**

Yes	35,1%
No	64,9%

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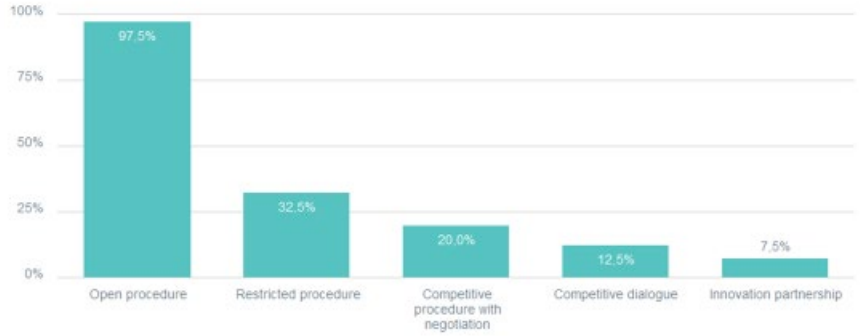
Public sector - Where are the standards primarily mentioned?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector — **40**

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Public sector - Do you reference standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector — **119**

Yes	93,3%
No	6,7%

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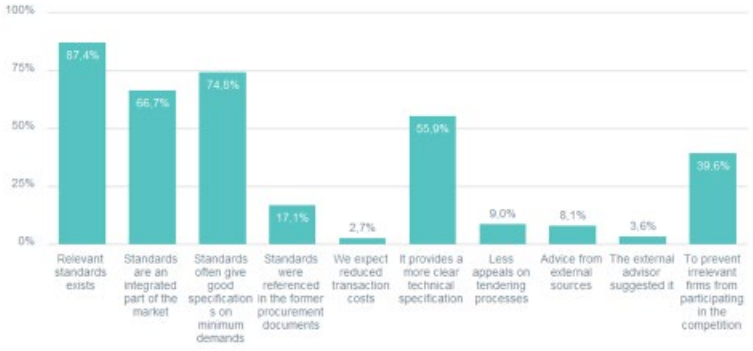
Public sector - What is your reason for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established.: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector — **111**

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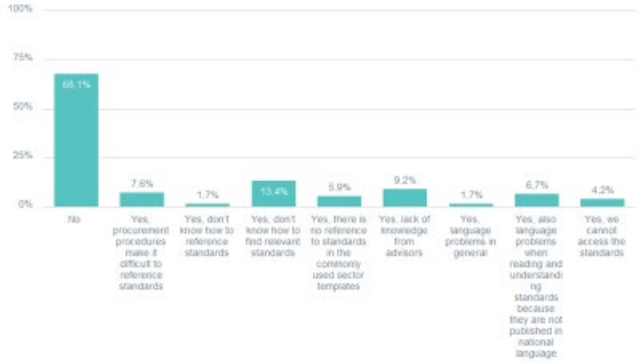
Public sector - What is your reason for NOT referencing standards in procurement documents?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **8**

Public sector - Do you experience obstacles for referencing standards in procurement documents?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **119**

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Public sector, Consultant for public sector **119**

National Standardisation bodies	17,6%	We have used them earlier in similar tenders	62,2%
Consultants	3,4%	Public authorities	16,8%

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Private sector.

Private sector - Is your company to your best knowledge a:

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector **6**

Micro company (Staff headcount less than 10, annual turnover less than or equal to 2 mio Euro or balanced sheet total less than or equal to 2 mio. Euro)	33,3%	Medium sized company (Staff headcount less than 250, annual turnover less than or equal to 50 mio Euro or balanced sheet total less than or equal to 43 mio. Euro)	50,0%
Small company (Staff headcount less than 50, annual turnover less than or equal to 10 mio Euro or balanced sheet total less than or equal to 10 mio. Euro)	0,0%	Large company (Staff headcount over 250, annual turnover over 50 mio Euro or balanced sheet over to 43 mio. Euro)	16,7%

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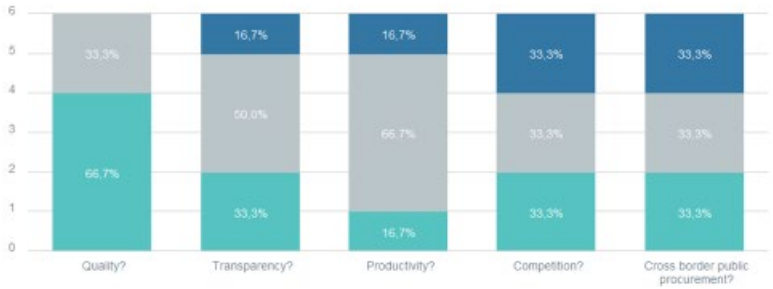
Private sector - In your opinion are standards considered to increase:



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 6

- Yes
- No
- I don't know

Private sector - Do you recall standards that were referenced in the procurement documents in former or present public tenders?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 6

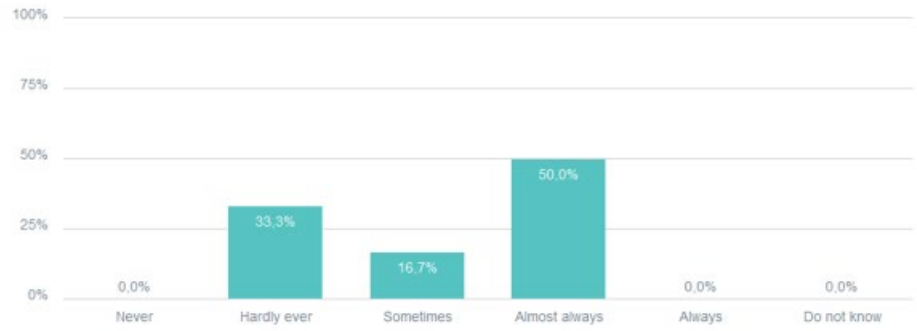
Yes	83,3%
No	16,7%

Private sector - Do you remember when standards were referenced for the first time?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector **5**

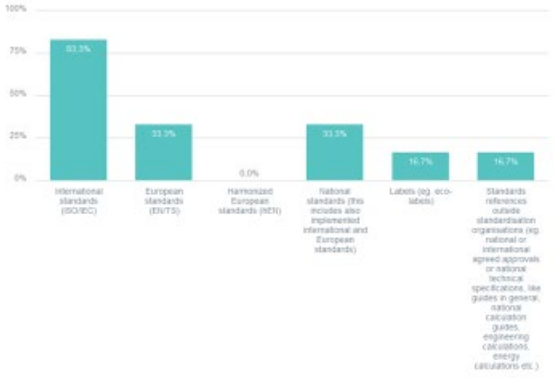
No	0,0%	Last tender (up to 4 years ago)	40,0%
The latest/present tender	40,0%	Previous tender (up to 8 years ago)	20,0%

Private sector - Is it your experience, that standards and/or certificates are referenced in public tenders in this sector?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector **6**

Private sector - Do you know if any of the following types of standards have been referenced as part of documentation when your company bid on tenders in this sector?



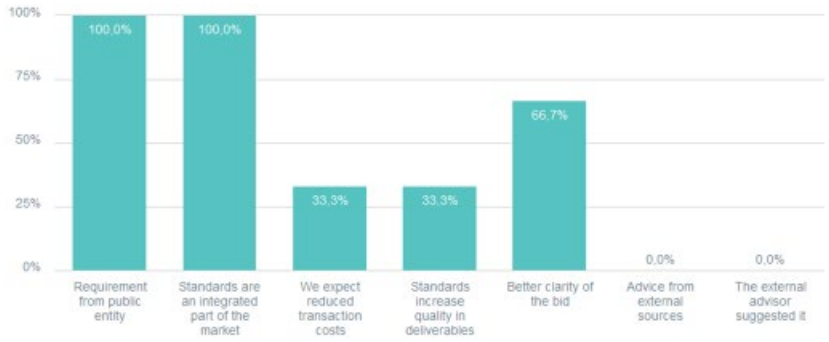
Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:. Sweden. Workplace sector - Where do you work?: Private sector 6

Private sector - Do you reference standards when bidding?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:. Sweden. Workplace sector - Where do you work?: Private sector 6

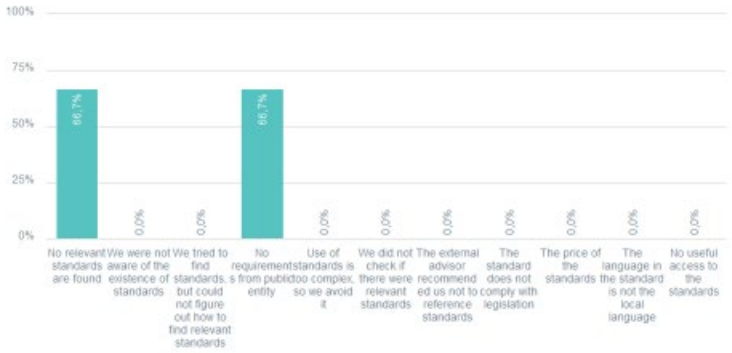
Yes	50,0%
No	50,0%

Private sector - What is your reason for referencing standards when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 3

Private sector - What is the reason for NOT referencing standards in procurement documents when bidding?



Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 3

Private sector - Do you experience obstacles when referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 6

Where did you learn about referencing standards?

Total sprog: Indeholder null. Svar status: Gennemført. Mark the country in which you are established:: Sweden. Workplace sector - Where do you work?: Private sector 6

- National Standardisation bodies 33,3%
- Consultants 16,7%
- We have used them earlier in similar tenders 33,3%
- Public authorities 16,7%