



**XEKS**  
ELECTRONIC  
CONTRACTING SYSTEM

## REASONS FOR ESTABLISHMENT OF ECS

If the goal is to achieve the highest value for the lowest possible public resources and obtain the highest and most durable effectiveness during their use, there is the need to get the most qualified, competent, cooperating, helpful and forthcoming partner by the process of public procurement (not a stressed out warrior). Public procurement shall not serve as a tool for unfair competition, as a way to get inappropriate profit, imposing own product by acting in order to modify subject matter of the contract nor in order to destroy economic operators by inappropriate pressure for continuous decrease of price below the level of feasibility. Healthy competitive business competition is able to eliminate these

forces and the objective can be reached if it is well configured. Good configuration is easy, understandable administratively undemanding process, which would be attractive for dozens and hundreds of economic operators and through which the contracting authority satisfies its needs in a manner, level and scope such as the subject matter of the contract was determined.

Creation of complete, precise, clear contract definition which reflects all justifiable needs of contracting authority is a crucial problem of the public procurement. None of the individual contracting authority does not have extensive capacity of commodity experts and market experts, who would cover wide spectrum of procurement needs such as basic office or hygienic supplies, transport facilities, restaurant services, facility management, education services, SW and reconstruction works and completion of works.

## TASKS OF ELECTRONIC SYSTEM FOR EXECUTION OF PUBLIC PROCUREMENT

### TO ENABLE PURCHASE FOR PUBLIC RESOURCES EQUALLY SIMPLY AND IN NATURAL MANNER AS FOR PRIVATE RESOURCES

- by change of paradigm in public procurement that identification of subject matter has to be difficult creation of description instead of simple selection
- by creation of a process where execution of public procurement on the side of contracting authorities will proceed naturally and simply (if we can privately buy butter in a matter of seconds, there is no reason why buying butter for public resources shall begin by chemical analysis of the product)
- by motivation of economic operators to consider public procurement as a tool of getting contracts and not as a tool for liquidation of competition

### SIGNIFICANTLY SHORTEN TIME OF THE PROCESS AND REDUCE ADMINISTRATIVE BURDEN

- by removing paper and envelopes
- by minimisation of acts of economic operators in supplying a bid
- by ensuring one submission of documents of economic operators at registration
- by establishing structured form of order, that is significant reduction of its scope
- by enabling preparation of a bid based on calculation of bidding price and its recording into the electronic form
- by execution of most of informational, administrative and evaluation steps by information system




## ENSURE SUPPORT FOR BUSINESS COMPETITION

- by active notification
- by simplification of process, which brings better understandability for more economic operators
- by removing elitism and functional illiteracy by broad education and support



## CREATION OF ANTI-CORRUPTION TOOL

- by minimisation of human inputs
  - by establishment of automatic evaluation and generation of contracts through the system
  - by enabling public control of the procurement process without limitations
  - by creation of transparency thanks to trading at one place
  - by establishment equal time, equal manner and equal conditions for all economic operators
  - by real-time trading on the web
- 

# WHAT IS ECS?

## 1. ELECTRONIC CONTRACTING SYSTEM

**Electronic contracting system** is a tool for fully automated placement of tenders, which automatically generates contracts based on results of the competition without any human input which is performed anonymously, in an auction style manner, with unlimited public control, including automatic notification of relevant economic operators. It is also a central trading place which is obligatory for contracting authorities and voluntary for anybody who registers to the system, which is free of charge.

Electronic contracting system (hereinafter only referred to as "ECS") is a platform consisting of three modules:

**Electronic market place**

**Dynamic purchasing system (hereinafter only referred to as "DNS")**

**Module for electronic support of processes**

## ELECTRONIC MARKET PLACE

Electronic market place as a tool for effective performance of public administration consist of:

- Electronic market place for below-threshold contracts (since 07/2014)
- Electronic market place for above-threshold contracts (since 12/2015)

## ENTITIES TRADING AT ELECTRONIC MARKET PLACE

### Liable persons

Entities that are obliged to purchase at electronic market place are persons according to Article 6 and Article 7 of the act on public procurement.

### Entitled persons

Besides entities obliged to purchase at Electronic market place any other person which is registered as contractor at

Electronic market place has the option to use it to purchase and execute contracts through this central trading place and use processes of Electronic market place to place orders. For example it can be a contractor according to Article 8 of the act on public procurement, as well as private companies or private persons.

### Public

General public has access to Electronic market place without any limits and without any necessary registration.

### Economic operator

Any economic operator supplying goods, delivering construction works or providing services can register at Electronic market place. However, if he wants to submit bids at below-threshold Electronic market place, he needs to be registered in the register of entrepreneurs kept by the Office for Public Procurement.

Moje EKS   Knižnica   Obchody a ponuky   Registre

Titulná stránka   Otázky a odpovede   Zoznam školiťov   Zákon

VIDEO – ŠKOLIACA DOKUMENTÁCIA

REGISTRÁCIE

- Registračia dodávateľ
- Registračia objednávateľ

VYTVORENIE PONUKY

- Obchodná ponuka
- Kontrakčná ponuka

OBCHODOVANIE

- Proces obchodovania

ZÁKLADNÉ INFORMÁCIE  
BASIC INFORMATION

- Informácie a benefity EKS a Elektronického trhoviska
- Information and benefits of ECS and e-market
- EUROOKIENKO / EUROWINDOW
- Zelené obstarávanie / Green procurement

AKTUALITY

15.01.2016  
KOMU SA NELENÍ, TOMU SA ZELENÍ  
V knižnici opisných formulárov, ako aj v jednotlivých tabuľkách a prehľadoch, môžete od 18. januára 2016 nájsť niektoré opisné formuláre a obchodné ponuky označené ako „zelené“. ...Viac>

15.01.2016  
NADLIMITNÉ OBCHODY – SKRÁTENIE LEHOTY AŽ NA 15 DNÍ!  
Využitím zverejnených predbežných oznámení môžete v prípade nadlimitnej zákazky zadávanej na Elektronickom trhovisku skrátiť lehotu. ...Viac>

17.12.2015  
ÚPRAVA MAXIMÁLNYCH LIMITOV pre podlimitné obchodovanie ...Viac>

03.12.2015  
NADLIMITNÉ OBCHODOVANIE  
Zákon č. 25/2006 Z. z. o verejnom obstarávaní a o zmene a doplnení niektorých zákonov v znení neskorších predpisov (zákon o verejnom obstarávaní) poslednou novelizáciou priniesol nadlimitnou verejnou súťažou možnosť realizovať nákup bežne dostupných tovarov alebo služieb s využitím funkcionality Elektronického trhoviska. ...Viac>

27.11.2015  
ZMENA TERMÍNU  
Účinnosť opatrení vo vzťahu k Registru konečných užívateľov výhod. ...Viac>

Nové praktické EURÓPSKE OKIENKO pripravené  
Viac info...>

Elektronické trhovisko

Registrácie a registre

- OBJEDNÁVATEĽ REGISTER / PROFIL
- REGISTRAČNÝ FORMULÁR
- DODÁVATEĽ REGISTER / PROFIL
- REGISTRAČNÝ FORMULÁR
- VEREJNOSŤ registračný formulár

Obchodovanie a katalógy

- KATALÓG PONÚK
- PREHĽAD PODLIMITNÝCH OBCHODOV
- PREHĽAD NADLIMITNÝCH OBCHODOV
- CRZT
- REFERENCIE TRHOVISKA
- OTVORENÉ ÚDAJE

Informácie a podpora

- KNIŽNICA
- OPISNÝ FORMULÁR
- KARANTÉNA
- OBCHODNÉ PODMIENKY ELEKTRONICKÉHO TRHOVISKA
- ŠTATISTIKY OBCHODOV/PRESS
- OZNÁMENIA NADLIMITNÝCH OBCHODOV

DYNAMICKÝ NÁKUPNÝ SYSTÉM

ELEKTRONICKÁ PODPORA PROCESOV

## COMMODITIES TRADED AT ELECTRONIC MARKET PLACE

The Electronic market place is obligatory for contracts on supplying goods, execution of services generally available on the market for contracts ranging from EUR 1000 (for contracting authorities according to Article 6 part 1, letter a) of the act on public procurement), or EUR 5000 (for other Liable persons effective since November 2015) below limits for threshold values determined by regulation of European Commission.

## 2. HOW IT WORKS? (PROCESS)

### PROCESS OF TRADING AT ELECTRONIC MARKET PLACE

- placement of procurement tender at Electronic market place is done through selection of catalogue offer (electronic catalogue) or by determination of contract by electronic tools
- automatic notification of economic operators on placement of procurement supports economic competition of entities.
- in case of above-threshold contract the system generates placement

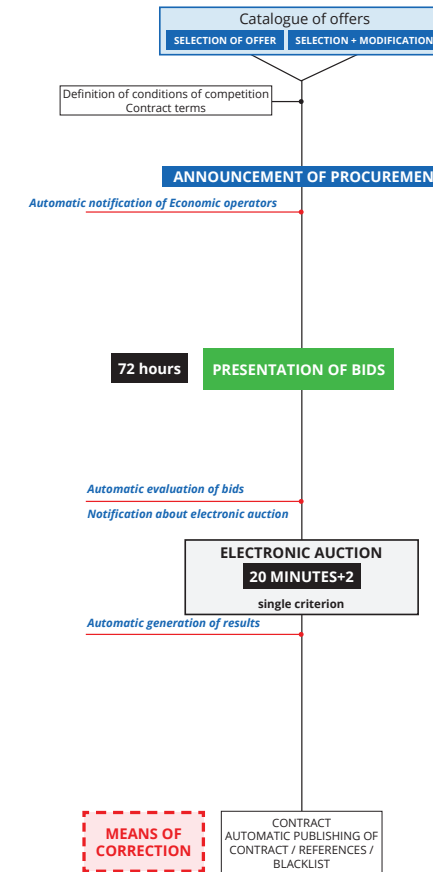
documentation to the placed procurement, competition documents and notification on placement of public procurement and all documentation after announcement of order is published at Electronic board.

- during at least 72-hour and in case of above-limit order at least 15-day period the system enables submission of bids in electronic form
- after expiration of time limit for submission of bids, the system evaluates the competition and automatically generates final standing. The system then launches electronic auction (20 min with

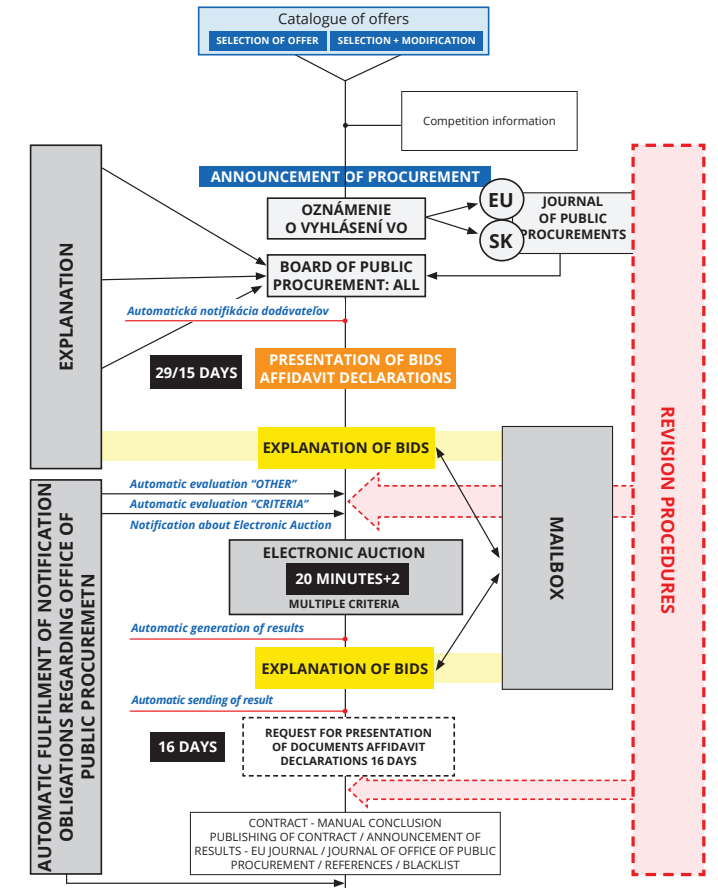
- repeated option to prolong by 2 min).
- results of the competition followed by generation of business relationship through contract with the winner is executed by the information system, without the possibility of human interference
  - participants of the auction are disclosed after the period for submission of bids is closed, at the moment when the final results and contract are generated, which is automatically prepared from the procurement placement, winning bid and general terms of Electronic market place
  - the contract is published in the Central register of contracts, course of trading is recorded, archived and accessible for five years.

## OVERVIEW OF PROCESSES

### ELECTRONIC MARKET PLACE



### ABOVE-THRESHOLD ELECTRONIC MARKET PLACE

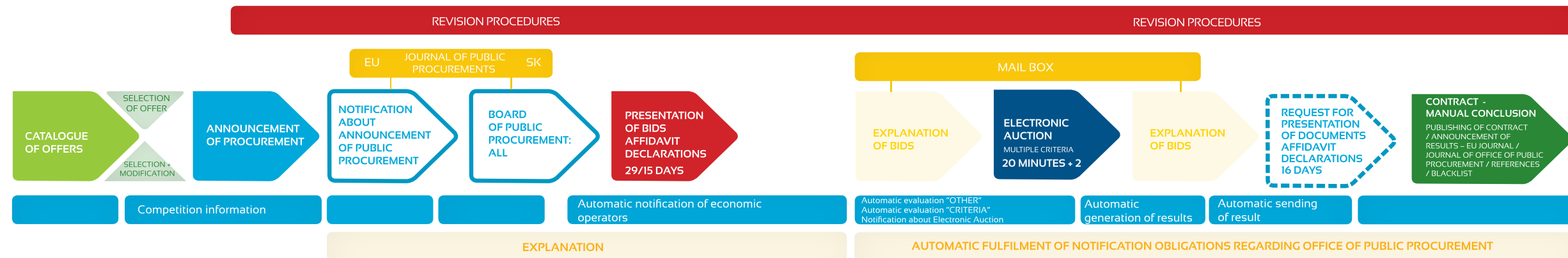




## ELECTRONIC MARKET PLACE



## ABOVE-THRESHOLD ELECTRONIC MARKET PLACE



## SPECIFICATIONS OF ELECTRONIC MARKET PLACE

Specific and unique features of ECS include quarantine, library, catalogue of offers, references, blacklist and own communication and notification tools of the system.

*Quarantine* was created as a self-regulatory tool on the market under broad supervision of unlimited public control; it is a process that enables questioning of the description form whose goal is to warn about discrepancies in description of subject matter of the procurement. It is an effective and quick reparation tool which enables the option of quick reparation of procurement available to anybody who has or may have interest in obtaining or correct placement of the procurement.

*Library* offers examples of good practice, benchmarks and specimen description of subject matter of the procurement. The library is a register of description forms which successfully passed the quarantine process and since it currently consists of approximately 50 000 descriptions of subject matter of the procurement, we can consider it as a significant educational tool.

*Catalogue* of offers consists of business terms of the offer of economic operators, it is the most effective free promotion of products – goods, services and construction works for the target group of contracting authorities. It naturally motivates economic operators to devote their effort to thorough presentation of their marketing offer

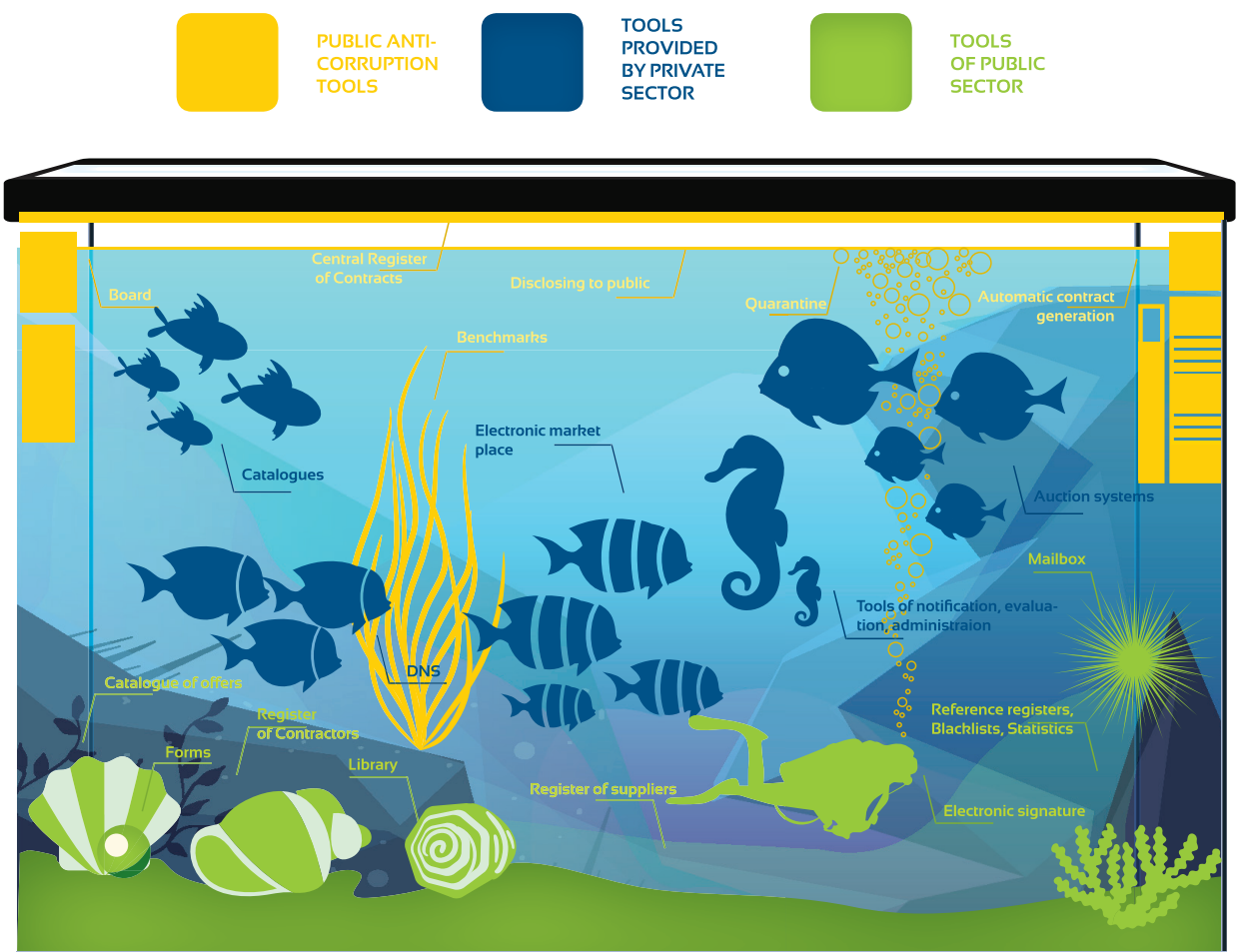
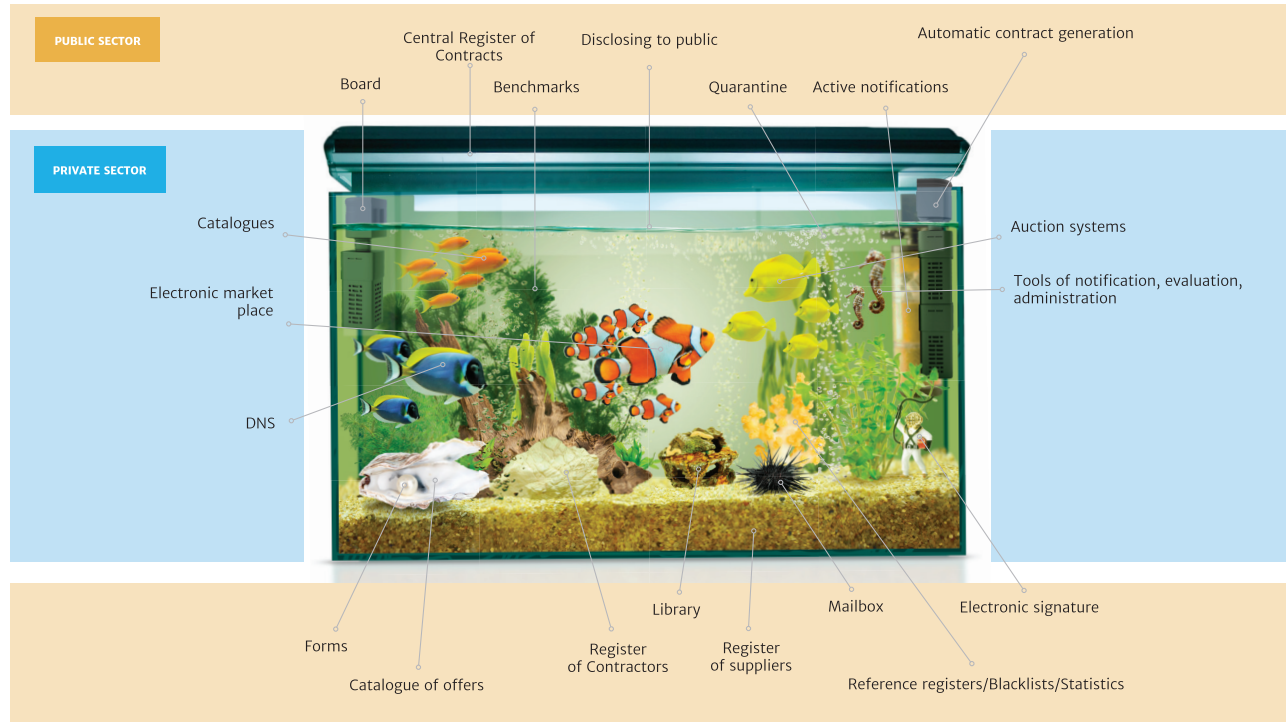
instead of useless investment of energy into corrupting results of business competition.

*References and blacklist* are tools, which enable contracting authorities to evaluate economic operators by allocation of positive or negative references and a significant motivational tool in encouraging quality fulfilment of the contract.

*Own communication and notification tools* by which the system communicates with contracting authorities and also with economic operators form another specific feature of ECS, because these channels are used for communication of hundreds and thousands of users in real time, for example

when informing about system update, notification on placed public procurements or communication directly within the process of public procurement. These tools, equally as databases of economic operators containing proofs of fulfilment of terms of participation can become universally useful national tools for any electronic public procurement executed not only via ECS but also via autonomous DNS, auction systems, electronic catalogues and etc.

For better illustration we can use the following image:



## DYNAMIC PURCHASING SYSTEM (DNS)

The system which enables easy ways of purchasing commodities which are standardised, are offered by many economic operators and do not differ in its function and utility (technical specifications), but in factors such as price, make, associated services or other additional characteristics (such as office supplies, information and communication technologies, fuel).

The technique of purchasing by using DNS enables the contracting authority to have a broad range of offers ensuring optimum use of public financial resources through

broad competition within short period of time.

DNS has three phases within ECS:

- establishment of DNS
- listing of economic operators in DNS
- placement of procurement by using DNS

DNS established within ECS serves to the procurement department of the Ministry of Interior of the Slovak Republic (hereinafter only referred to as "MV SR"), which among other things fulfils roles of a central procurement organisation.

## ELECTRONIC SUPPORT OF PROCESSES OF PUBLIC PROCUREMENT

Electronic support of processes of contracting authority of the MV SR, which also fulfils roles of a central procurement organisation is the third phase / functionality of ECS and serves **for support of processing steps in relation to procurement of goods, construction works and services for MV SR.**

The goal is to maximise automation of procedures of contracting authority with the following results: minimisation of paper communication within procedures of public procurement, reduction in administrative and time demand of the process of public procurement, making process more effective which would contribute to reduction of

occurrence of administrative mistakes. The goal of the system is the support of electronic process of preparation, announcement of procurement, execution, evaluation and conclusion of the given procurement, including the process of electronic auction.

## ECS MILESTONES

- DECEMBER 2012** Competition of drafts of description of subject matters on ECS
- JULY 2013** The Act no. 95/2013 Coll., which created legislation basis for establishment of Electronic market place, became effective
- SEPTEMBER 2013** Execution of negotiation procedure without publishing for draft descriptions of subject matter of the procurement on ECS
- NOVEMBER 2013** Conclusion of Agreement on providing consulting services for a draft description of subject matter on ECS
- JANUARY 2014** Execution of public procurement for provision of ECS services
- MAY 2014** Conclusion of Agreement on ECS services
- JULY 2014** Establishment of ECS / Electronic market place

- SEPTEMBER 2014** Placement of first procurement on Electronic market place
- JANUARY 2015** Establishment of DNS module
- FEBRUARY 2015** Launch of real operation of Electronic market place
- MARCH 2015** Announcement of compulsory trading on Electronic market place
- APRIL 2015** Establishment of a module: Electronic support of processes
- NOVEMBER 2015** Execution of negotiation proceeding without publishing for Services of above-threshold Electronic market place
- NOVEMBER 2015** Conclusion of Agreement on services of above-threshold Electronic market place and establishment of functionality of above-threshold trading at Electronic market place
- DECEMBER 2015** Launch of  
- first DNS  
- first above-threshold trade at Electronic market place
- JANUARY 2016** Announcement of first trade through the module of Electronic support of processes

# CONTRACT RELATIONSHIPS

ECS was executed based on two  
Contracts:  
**Agreement on services no. OVO2-  
2013/000755 of electronic  
contracting system**

ZMLUVA  
O SLUŽBÁCH Č. OVO2-2013/000755  
ELEKTRONICKÉHO KONTRAKTAČNEHO SYSTÉMU  
(ďalej len „Zmluva“)  
podľa § 269 ods. 2 Zák. č. 513/1991 Zb. Obchodný zákonník v znení neskorších predpisov (ďalej len „Obchodný  
zákoník“)

uzavretá v nižšie uvedený deň medzi:

**Objednávateľ:** Ministerstvo vnútra Slovenskej republiky  
Sídlo: Pribinova 2, 812 72 Bratislava, Slovenská republika  
IČO: 00151866  
Bankové spojenie: Štátna pokladnica, Bratislava  
Číslo účtu: 70000014008180  
Menom ktorého koná: Ing. Denisa Saková, PhD.  
Vedúca služobného úradu Ministerstva vnútra SR  
Na základe plnej moci č. p. KVSU-2012/000692-001  
zo dňa 15. mája 2012

ďalej len „Objednávateľ“ na jednej strane

a

**Poskytovateľ:** Slovak Telekom, a.s.  
Obchodné meno: Bajkalská 28, 817 62 Bratislava  
Sídlo: Okresného súdu Bratislava I, oddiel: Sa, vložka č. 2081/B  
Spoločnosť zapísaná v OR  
IČO: 35 763 469  
IČ DPH: SK2020273893  
DIČ: 2020273893  
Bankové spojenie: Tatra banka, a.s.  
Číslo účtu: 2624740444/1100  
V mene ktorej koná: Miroslav Majoroš, predseda predstavenstva  
Martin Máč, člen predstavenstva

Obchodné meno: ANASOFT APR, spol. s r.o.  
Sídlo: Mlynská dolina 41, 811 02 Bratislava  
Spoločnosť zapísaná v OR  
IČO: 31 361 552  
IČ DPH: SK 2020345778  
DIČ: 2020345778  
Bankové spojenie: Tatrabanka a.s.  
Číslo účtu: 2621040039/1100  
V mene ktorej koná: Ing. Stanislav Čekovský, konateľ

Obchodné meno: Tlačová agentúra Slovenskej republiky  
Sídlo: Lamačská cesta 3, 841 04 Bratislava  
IČO: 31320414  
V mene ktorej koná: PhDr. Jaroslav Rezník, generálny riaditeľ

ďalej len „Poskytovateľ“ na druhej strane

Objednávateľ a Poskytovateľ ďalej spolu tiež ako „Zmluvné strany“

**Agreement on services no. OVO2-  
2015/000646-004 of above-  
threshold electronic market place**

ZMLUVA O SLUŽBÁCH Č. OVO2201500064600 4  
NADLIMITNÉHO ELEKTRONICKÉHO TRHOVISKA  
(ďalej len „Zmluva“)

podľa § 269 ods. 2 zákona č. 513/1991 Zb. Obchodný zákonník v znení neskorších predpisov a v súlade so zákonom  
č. 252/2006 Z.z. o verejnom obstarávaní a o zmene a doplnení niektorých zákonov v znení neskorších predpisov

uzavretá v nižšie uvedený deň medzi:

**Objednávateľ:** Slovenská republika a Ministerstvo vnútra Slovenskej republiky  
Sídlo: Pribinova 2, 812 72 Bratislava, Slovenská republika  
IČO: 00151866  
Bankové spojenie: Štátna pokladnica, Bratislava  
Číslo účtu:  
Menom ktorého koná: Ing. Denisa Saková, PhD.  
Vedúca služobného úradu Ministerstva vnútra SR  
Na základe plnej moci č. p. KVSUB2012/000692001  
zo dňa 15. mája 2012

ďalej len „Objednávateľ“ na jednej strane

**Poskytovateľ:** Slovak Telekom, a.s.  
Obchodné meno: Bajkalská 28, 817 62 Bratislava  
Sídlo: Okresného súdu Bratislava I, oddiel: Sa, vložka č. 2081/B  
Spoločnosť zapísaná v OR  
IČO: 35 763 469  
IČ DPH: SK2020273893  
DIČ: 2020273893  
Bankové spojenie: Tatra banka, a.s.  
Číslo účtu:  
V mene ktorej konajú: Ing. Miroslav Majoroš, generálny riaditeľ  
Ing. Ján Adamec, prokurista  
JUDr. Ján Pitoňák, prokurista

Obchodné meno: ANASOFT APR, spol. s r.o.  
Sídlo: Mlynská dolina 41, 811 02 Bratislava  
Spoločnosť zapísaná v OR  
IČO: 31 361 552  
IČ DPH: SK 2020345778  
DIČ: 2020345778  
Bankové spojenie: Tatrabanka a.s.  
Číslo účtu:  
V mene ktorej koná: Ing. Stanislav Čekovský, konateľ

Obchodné meno: Tlačová agentúra Slovenskej republiky  
Sídlo: Lamačská cesta 3, 841 04 Bratislava  
IČO: 31320414  
V mene ktorej koná: PhDr. Jaroslav Rezník, generálny riaditeľ

ďalej len „Poskytovateľ“ na druhej strane

Objednávateľ a Poskytovateľ ďalej spolu tiež ako „Zmluvné strany“

The subject matter of these contracts was not the purchase of information system, but rather services of information system, by utilisation of which the MV SR became also in favour of all Liable persons according to Article 6 and 7 of the Act on public procurement the user and manager of Electronic market place. MV SR approved terms of trading, executes payments for overall use of all services by all users in the structure of basic payments (establishment fees and monthly flat payments) and motivational payments (transaction fees which are calculated on a monthly basis for executed transactions / complete and incomplete trades exclusively by contracting authorities according to Article 6 part 1 letter a) of the act on public procurement for transactions above EUR 20 000 excl. VAT).

### ECS FINANCING STRUCTURE

FEES	ELECTRONIC MARKET PLACE		DNS	EPP
	BELOW-THRESHOLD	ABOVE-THRESHOLD		
ESTABLISHMENT	2 255 349 €	2 946 635 €	601 472 €	657 380 €
FLAT	117 917 €	55 472 €	23 213 €	25 371 €
TRANSACTION* (MOTIVATIONAL) FOR				
CONCLUDED PROCUREMENTS	198 €/653 €/1 transaction			
INCOMPLETE PROCUREMENTS	99 €/248 €/1 transaction			
RANGE	0,55 %/0,003 %			
SAVINGS	2 %/1,9 %			

Average monthly amount of transaction fees is around EUR 27 000 excl. VAT

### 3. ONE YEAR OF ECS

The first year of operations of Electronic market place for below-threshold procurements has already proved its existence. The processes are established, simple, understandable, transparent and the system is user friendly. The use of Electronic market place for below-threshold procurements is best demonstrated by the number of registered contracting authorities (6 455) and economic operators (12 196) and mainly by the number of completed trades

(32 667) and savings (EUR 54 039 926) in the first year of its existence. **The start of Electronic market place for above-threshold procurements is only the consequence of natural development on below-threshold Electronic market place.**

### ELECTRONIC MARKET PLACE TODAY



12 196

Number of economic operators



6 455

Number of contracting authorities



32 667

Number of trades



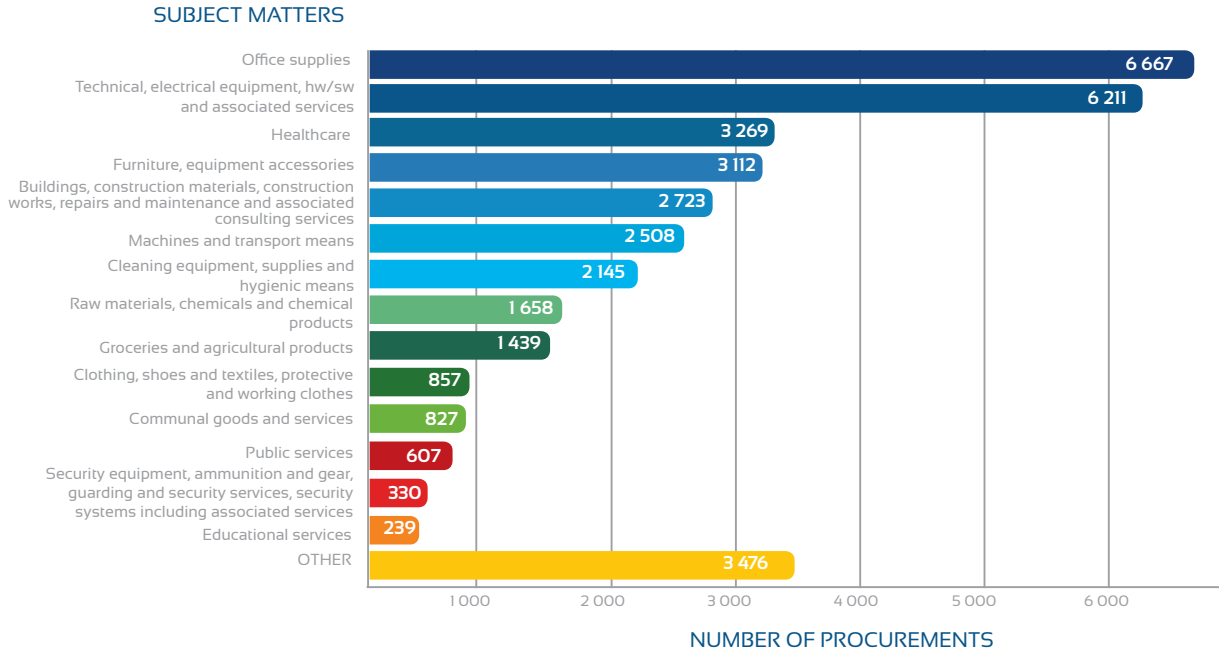
54 039 926

Amount of savings



## MOST OFTEN TRADED COMMODITIES

The most often traded commodities on Electronic market place are tonners, office supplies, notebooks, cleaning and shining products, aviation transport services, construction works, laser printers, health consumer supplies, office furniture etc.

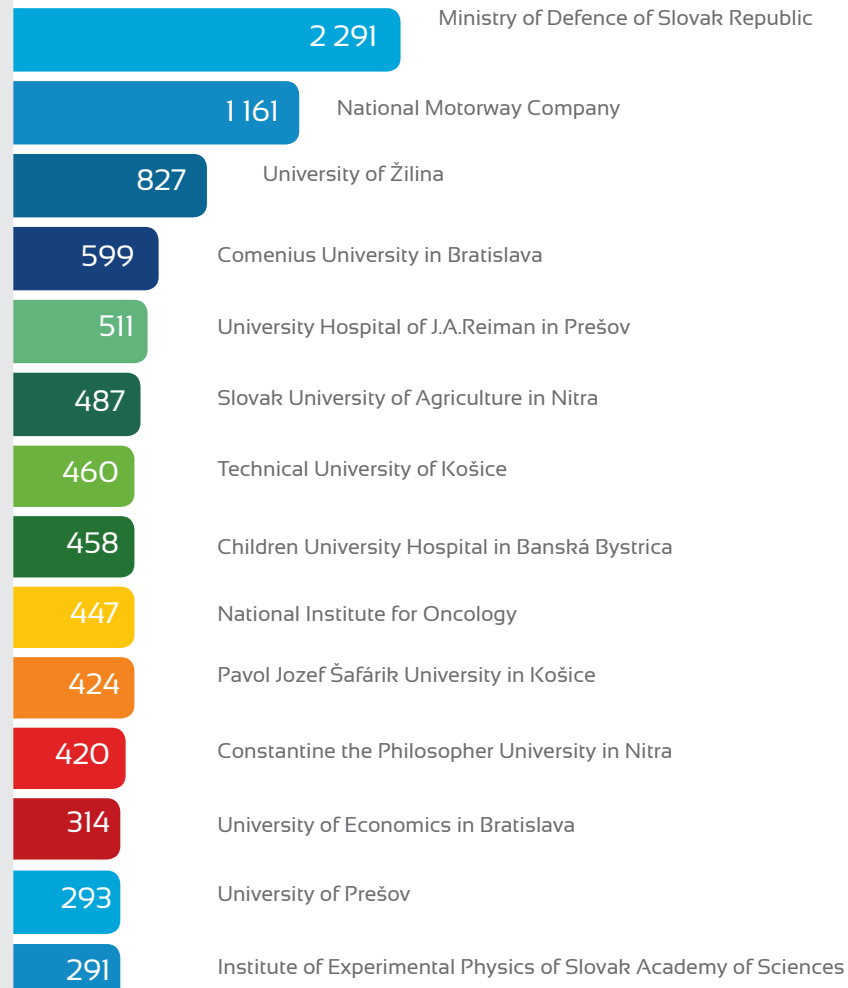


## TRANSPARENCY OF THE PROCESS

the transparency in relations to understandability of process is best proved by the fact that 2 667 contracting authorities and 2 951 economic operators have already executed at least one trade. The competition is also supported by tool of active notification in the form of automatic invitations of all registered economic operators to competitions announced for their topic. Average number of notified economic operators per one procurement is 330.

## TOP 30 PROCURERS

### NUMBER OF PROCUREMENTS



## TOP 30 ECONOMIC OPERATORS

### NUMBER OF CONTRACTS

767	Henrich Sonnenschein - ITSÍK
519	JURIGA spol. s r. o.
496	PhDr. Gabriela Spišáková - Majster Papier
453	LASER servis, spol. s.r.o.
440	Ing. Peter Gerši GCTECH
357	CLEAN TONERY, s.r.o.
311	LE CHEQUE DEJEUNER s.r.o.
297	MIHI.sk, s.r.o.
261	Tibor Varga TSV PAPIER
238	DOXX - Stravné lístky, spol. s r.o.
226	OFFICE STAR, s.r.o.
223	Ing. Daniel Motyčák AGROPOL
223	Ing. Iveta Janíková
198	GLOBAMERICA, s.r.o

187	KIZZE D&S s. r. o.
182	KRIDLA s.r.o
182	MED - ART, spol. s r.o.
182	TOWDY s. r. o.
175	Perfect Distribution a. s. - organizačná zložka
163	GASTRO VRÁBEĽ, s.r.o.
158	Drogéria u Kovára s.r.o.
152	Štefan Nagy - FAN – AUTO
150	nanoTECH s.r.o.
142	FISHER Slovakia, spol. s r.o.
141	TURAY PLUS, s.r.o.
138	B.Braun Medical s.r.o.
137	GO travel Slovakia, s.r.o.
137	Rastislav Hančín - PNEUSERVIS
134	Ing. Ján Strapec Oxico
133	DD21 s.r.o.

## REDUCTION OF ADMINISTRATIVE BURDEN

The establishing of Electronic market place has shortened process of public procurement on average from 7 to 1 week. Average time of duration of one procurement at Electronic market place is 5 days, this trend is however improving and in February 2016 it was only 3,8 days. The shortest period of procurement until the issuance of a reference was 4 days, which proves that the trading process ensured by ECS is fast and dynamic.

It is possible to archive the complex documentation of procurement on one's own electronic device by simple click on the

corresponding icon. ECS supports reduction of administrative burden with procurements financed by EU funds by connecting systems of ECS and ITMS, which supports reduction of "paper and envelope", reduction of requirements on physical archiving of documentation, removal of possible errors in copying project documentation and etc.



**110**

Daily average number of trades  
(1.3.2015-29.2.2016)



**318**

The biggest number of trades in a single  
day (23.11.2015)



**5 days**

Average duration of one procure-  
ment



**3,8 days**

Average duration of one procurement  
in February 2016



**5,13**

Average number of bidders in procurements by state  
administration and municipal administration in 2016

### CORRECTNESS OF THE PROCESS

Since February 29, 2016 32 667 of concluded contract were executed at Electronic market place, 23 535 of which were rated by positive reference until now, while keeping in mind that a number of procurements is currently in the process of execution.

### COMPLETE PREVIEW OF PROCUREMENTS AND PROCUREMENTS FINANCED BY EU

TYPE	NUMBER OF PROCUREMENTS	VALUE OF PROCUREMENTS	ACHIEVED SAVINGS
TOTAL AMOUNT	32 667 / 2 438	271 616 814 € / 72 749 080 €	54 039 926 € / 20 079 254 €
over EUR 20.000	2 969 / 733	200 105 220 € / 66 257 119 €	34 176 064 € / 16 184 846 €
below EUR 20.000*	29 698 / 1 705	71 511 594 € / 6 491 961 €	19 863 862 € / 3 894 408 €

\* Before establishment of Electronic market place procurements with values below EUR 20 000 were executed by selection from three offers if any at all.

## TOTAL NUMBER OF PROCUREMENTS

03/ 2015	04/ 2015	05/ 2015	06/ 2015	07/ 2015	08/ 2015	09/ 2015	10/ 2015	11/ 2015	12/ 2015	01/ 2016	02/ 2016
All liable persons											
1133	1979	2405	3198	2970	2577	2829	3939	3851	2565	1122	2255
Liable persons according to Article 6 part 1, letter b) to f)											
987	1731	2089	2721	2448	2077	2349	3114	2855	1894	9013	1872
Liable persons according to Article 6 part 1, letter b)											
188	241	324	406	395	310	298	414	340	264	188	345

Note: Data for the period of compulsory trading at Electronic market place.

## NUMBER OF PROCUREMENTS BELOW EUR 5.000

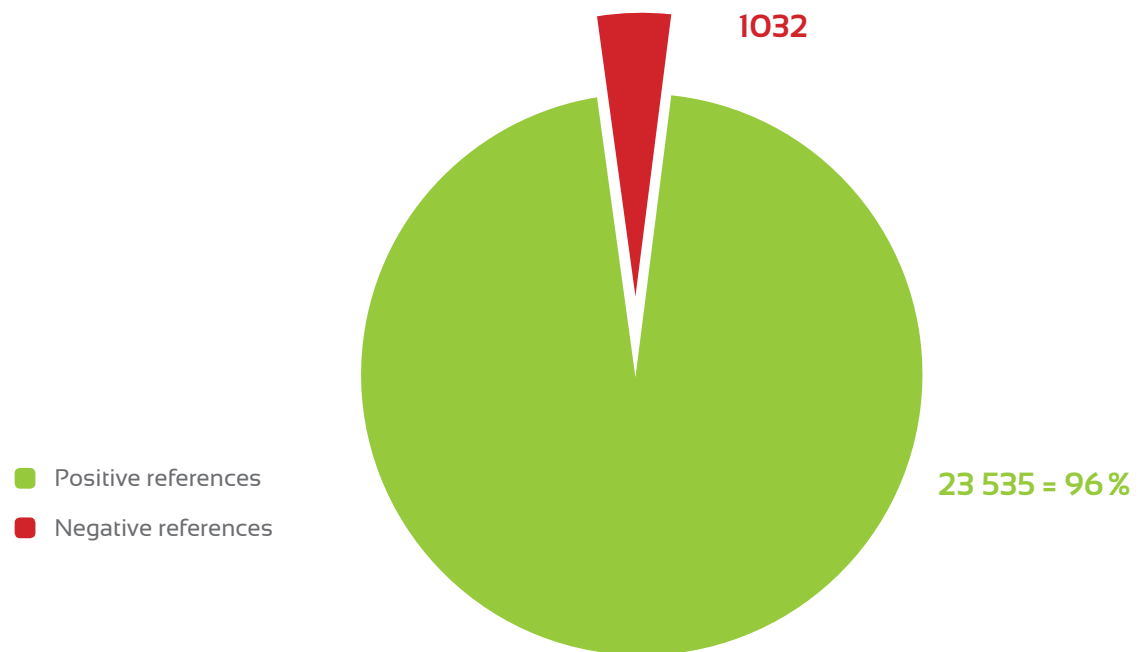
03/ 2015	04/ 2015	05/ 2015	06/ 2015	07/ 2015	08/ 2015	09/ 2015	10/ 2015	11/ 2015	12/ 2015	01/ 2016	02/ 2016
All liable persons											
1010	1728	2008	2629	2357	2016	2263	3126	2978	1784	677	1495
Liable persons according to Article 6 part 1, letter b) to f)											
885	1527	1770	2236	1948	1595	1884	2425	2165	1250	546	1241
Liable persons according to Article 6 part 1, letter b)											
170	200	250	313	276	193	199	266	209	146	82	137

Note: Data for the period of compulsory trading at Electronic market place.

WEEK	NUMBER OF PROCUREMENTS			INITIAL PRICE	CONTRACT PRICE	SAVINGS	SAVINGS IN %
	TOTAL	COMPLETED	INCOMPLETE				
14	427	354	73	1 565 473,13 €	1 346 815,04 €	218 658,09 €	13,97%
15	445	347	98	1 842 333,69 €	1 447 748,93 €	394 584,76 €	21,42%
16	616	501	115	2 611 665,43 €	2 011 067,14 €	600 598,29 €	23,00%
17	696	568	128	3 012 098,89 €	2 466 292,55 €	545 806,34 €	18,12%
18	567	448	119	3 013 054,80 €	2 301 792,16 €	711 262,64 €	23,61%
19	588	501	87	3 825 062,83 €	3 261 331,24 €	563 731,59 €	14,74%
20	904	737	167	5 101 205,06 €	3 831 873,78 €	1 269 331,28 €	24,88%
21	736	596	140	4 545 903,23 €	3 805 181,02 €	740 722,21 €	16,29%
22	780	657	123	4 199 461,57 €	3 345 002,42 €	854 459,15 €	20,35%
23	859	699	160	3 399 657,36 €	2 897 027,76 €	502 629,60 €	14,78%
24	843	691	152	6 669 218,16 €	5 793 021,99 €	876 196,17 €	13,14%
25	937	765	172	4 855 616,04 €	4 286 361,88 €	569 254,16 €	11,72%
26	984	788	196	5 479 615,57 €	4 594 964,57 €	884 651,00 €	16,14%
27	961	790	171	7 545 439,15 €	6 694 042,78 €	851 396,37 €	11,28%
28	816	663	153	5 656 017,69 €	4 816 377,08 €	839 640,61 €	14,85%
29	852	703	149	6 869 586,48 €	5 700 693,75 €	1 168 892,73 €	17,02%
30	814	667	147	5 396 360,12 €	4 745 969,09 €	650 391,03 €	12,05%
31	754	614	140	6 751 978,32 €	5 007 405,97 €	1 744 572,35 €	25,84%
32	725	597	128	5 160 060,85 €	4 485 095,99 €	674 964,86 €	13,08%
33	849	732	117	18 377 019,60 €	15 746 036,75 €	2 630 982,85 €	14,32%
34	784	645	139	5 289 528,92 €	4 473 732,11 €	815 796,81 €	15,42%
35	805	651	154	5 934 893,99 €	5 253 970,00 €	680 923,99 €	11,47%
36	573	460	113	8 159 465,76 €	7 060 107,92 €	1 099 357,84 €	13,47%
37	828	685	143	7 009 438,19 €	5 828 373,33 €	1 181 064,86 €	16,85%
38	769	630	139	5 513 651,02 €	4 832 549,38 €	681 101,64 €	12,35%
39	1012	802	210	7 157 079,85 €	6 168 215,49 €	988 864,36 €	13,82%

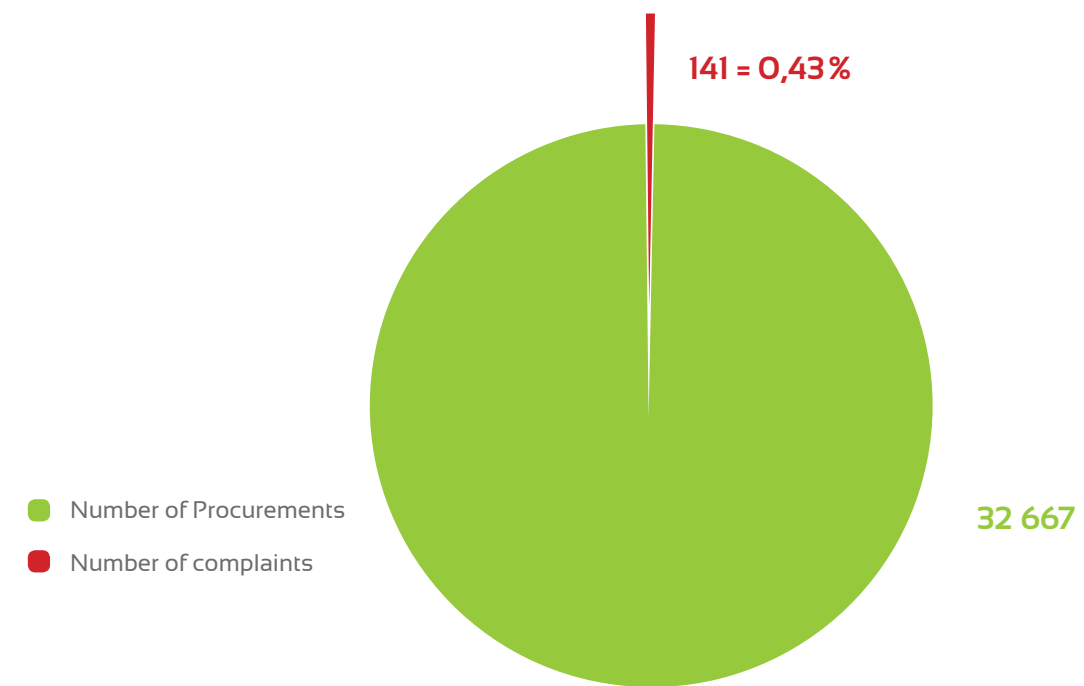
WEEK	NUMBER OF PRO-CUREMENTS			INITIAL PRICE	CONTRACT PRICE	SAVINGS	SAVINGS IN %
	TOTAL	COMPLETED	INCOMPLETE				
40	1009	822	187	5 390 778,93 €	788 958,34 €	788 958,34 €	12,77%
41	979	814	165	8 298 960,02 €	1 566 590,11 €	1 566 590,11 €	15,88%
42	1169	938	231	6 892 355,93 €	952 208,30 €	952 208,30 €	12,14%
43	1235	1023	212	6 690 066,68 €	965 508,92 €	965 508,92 €	12,61%
44	1117	917	200	7 145 072,00 €	1 494 381,59 €	1 494 381,59 €	17,30%
45	1082	879	203	8 114 976,78 €	1 061 051,68 €	1 061 051,68 €	11,56%
46	1153	986	167	7 451 421,69 €	1 360 631,34 €	1 360 631,34 €	15,44%
47	884	742	142	5 713 393,90 €	771 595,24 €	771 595,24 €	11,90%
48	1374	1151	223	9 188 461,87 €	1 361 184,23 €	1 361 184,23 €	12,90%
49	1230	1041	189	8 338 421,30 €	1 360 908,60 €	1 360 908,60 €	14,03%
50	1016	857	159	8 790 104,58 €	1 924 320,07 €	1 924 320,07 €	17,96%
51	824	675	149	9 397 222,79 €	1 704 280,92 €	1 704 280,92 €	15,35%
52	252	218	34	5 368 946,34 €	1 313 145,04 €	1 313 145,04 €	19,65%
53	212	188	24	3 078 075,88 €	709 216,11 €	709 216,11 €	18,73%
2	167	143	24	2 961 677,80 €	656 411,94 €	656 411,94 €	18,14%
3	262	226	36	3 790 474,70 €	1 056 013,30 €	1 056 013,30 €	21,79%
4	439	385	54	4 629 052,70 €	1 345 793,71 €	1 345 793,71 €	22,52%
5	478	414	64	6 056 665,38 €	1 559 131,63 €	1 559 131,63 €	20,47%
6	579	523	56	7 041 412,78 €	1 867 940,01 €	1 867 940,01 €	20,97%
7	618	559	59	6 195 002,80 €	1 092 760,15 €	1 092 760,15 €	14,99%
8	652	588	64	7 491 393,71 €	2 609 566,61 €	2 609 566,61 €	25,83%

### SATISFACTION OF CONTRACTORS WITH DELIVERING CONTRACTS



As far as registered complaints are concerned, they amount to less than 0,5% from all concluded contracts.

### SATISFACTION OF ECS USERS



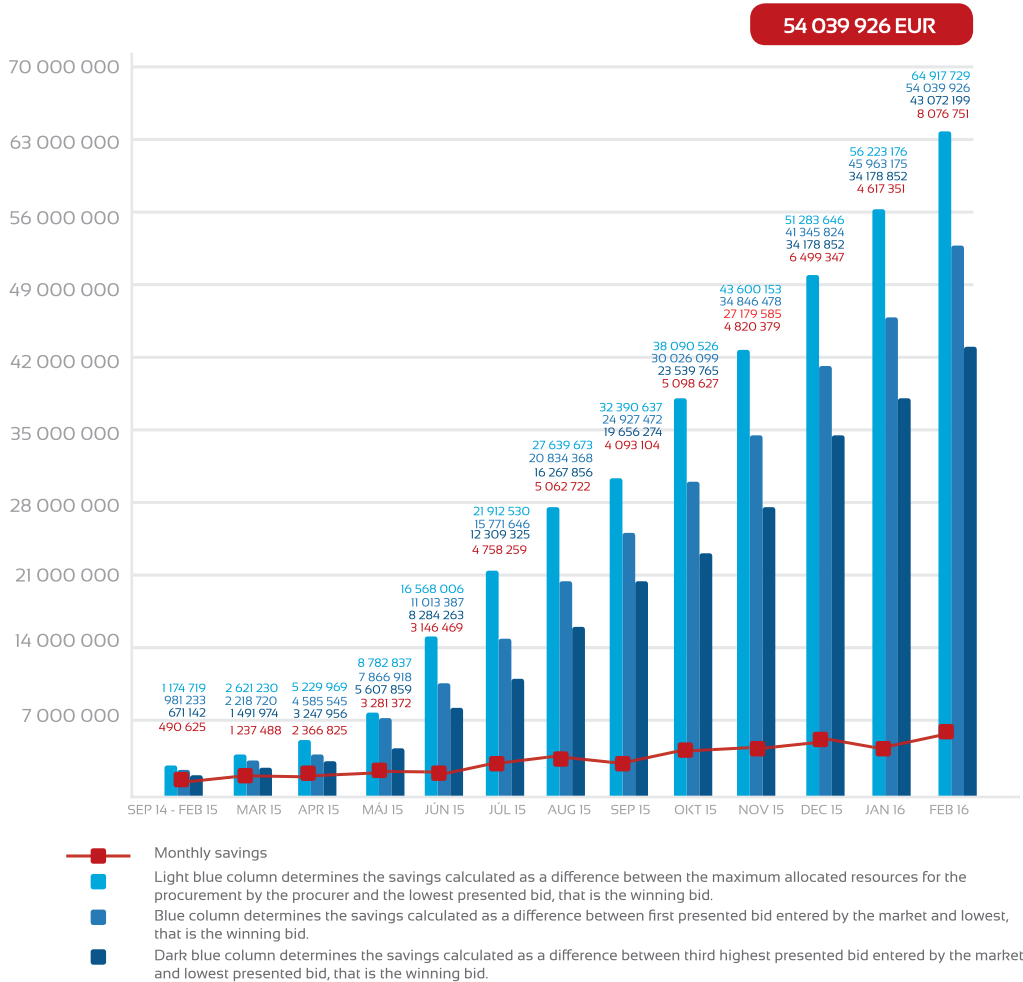


SUPPORT OF ECONOMIC COMPETITION

Average number of participants for one procurement concluded through electronic market place is currently 3,61. With procurements by state administration and self-governing administration in 2016 this average number reached 5,13.

By February 29, 2016 the achieved savings amounted to EUR 54.059.926 calculated as a difference between first submitted bid by the market and the lowest presented bid, that is the winning bid. Historically first dynamic purchasing system was established on February 4, 2016 with 11 registered participants taking part with information on their portfolio which served as a basis to create catalogue of Dynamic purchasing system consisting of 44 items.

CALCULATION OF SAVINGS BASED ON 3 METHODOLOGIES



## OPEN DATA/VISIBILITY

Some 12 882 users were interested in open data until now. Direct unlimited web access ensures availability of all requested information, such as overview of all concluded procurements.

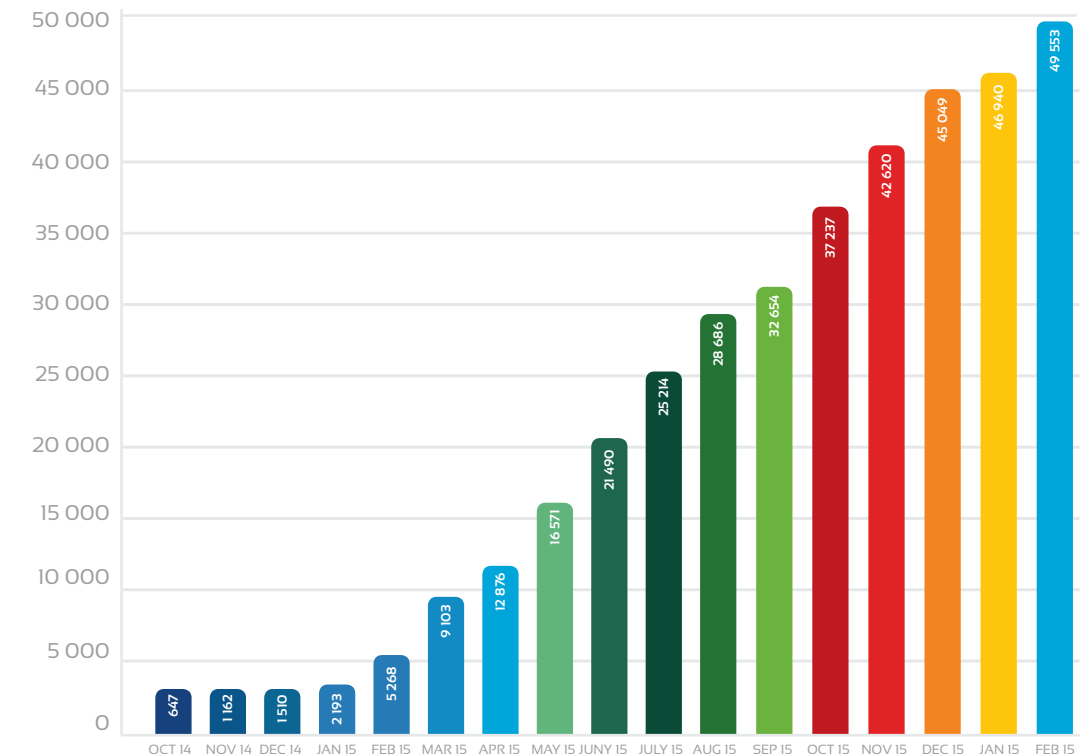
## MOVING THE EMPHASIS FROM PROCESS TO PROCUREMENT DESCRIPTION

Based on automated steps in the process of public procurement, which are done by the system, the contracting authority can fully concentrate on detailed and

thorough definition of its needs in the form of description of subject matter of the procurement and possible supplemental requirements on contract fulfilment, also stating the allocated financial resources and does not have to keep thinking about particular process steps and quality of competition, since this is ensured by correct setup of the whole process. In creating the description of subject matter of the procurement the contracting authority has the option to get inspired by other descriptions which were successfully concluded or by some of 50 000 description forms found in the library.

## MONTHLY OVERVIEW OF NUMBER OF DESCRIPTION FORMS

LIBRARY OF DESCRIPTION FORMS



## EDUCATIONAL CHARACTER

During the first year of existence of ECS, several activities took place aimed at spreading the awareness about this tool as well as various types of training and educational activities which include:

- dozens of direct mails sent to registered entities (in some cases also direct sms)
- regular newsletter about key changes, news and important information regarding trading on Electronic market place
- 8 thematic sections of FAQ
- 5 educational videos

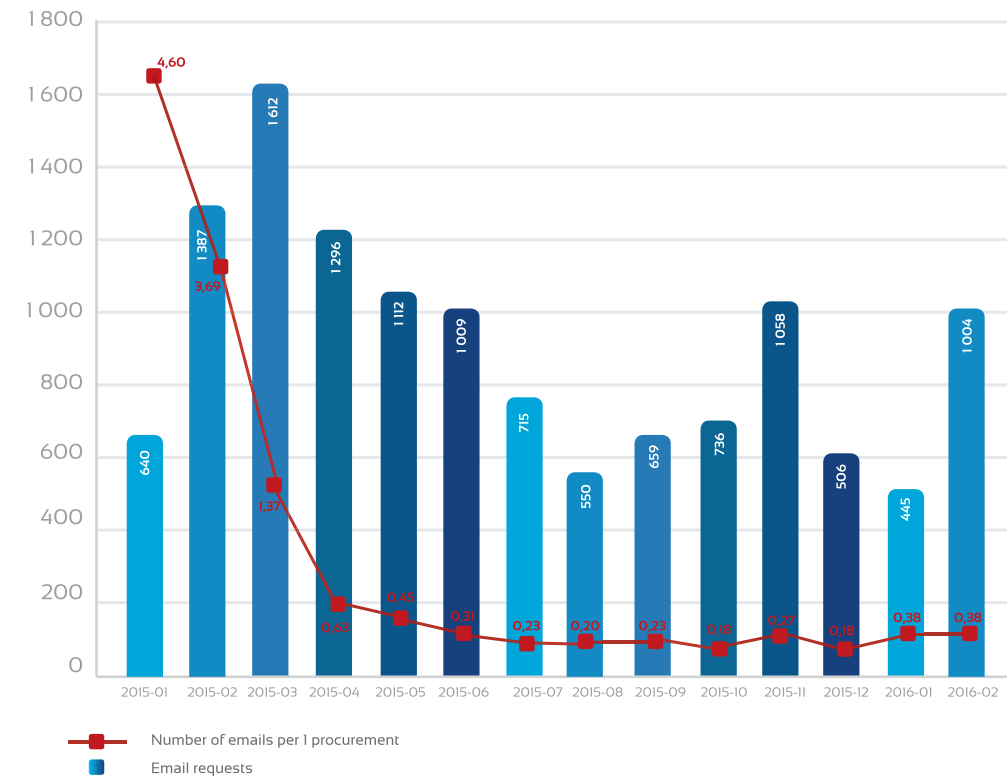
- together with the support provided by direct phone and email contact through Support centre and trainings executed by 20 certified trainers, they managed to train, coach and instruct more than 8 500 representatives of contracting authorities and 15 500 representatives of economic operators

- ECS is presented by conferences and workshops almost on a monthly basis
- press conferences and press releases
- PR articles
- personal meetings with target groups.

The fact that the Support centre registered decreasing demand in the form of email and phone requests proves the self-educational effect. And last but not least ECS web site provides information not only about the trading itself but also about practical tips how to procure and on tools which are published and supported by European Union.

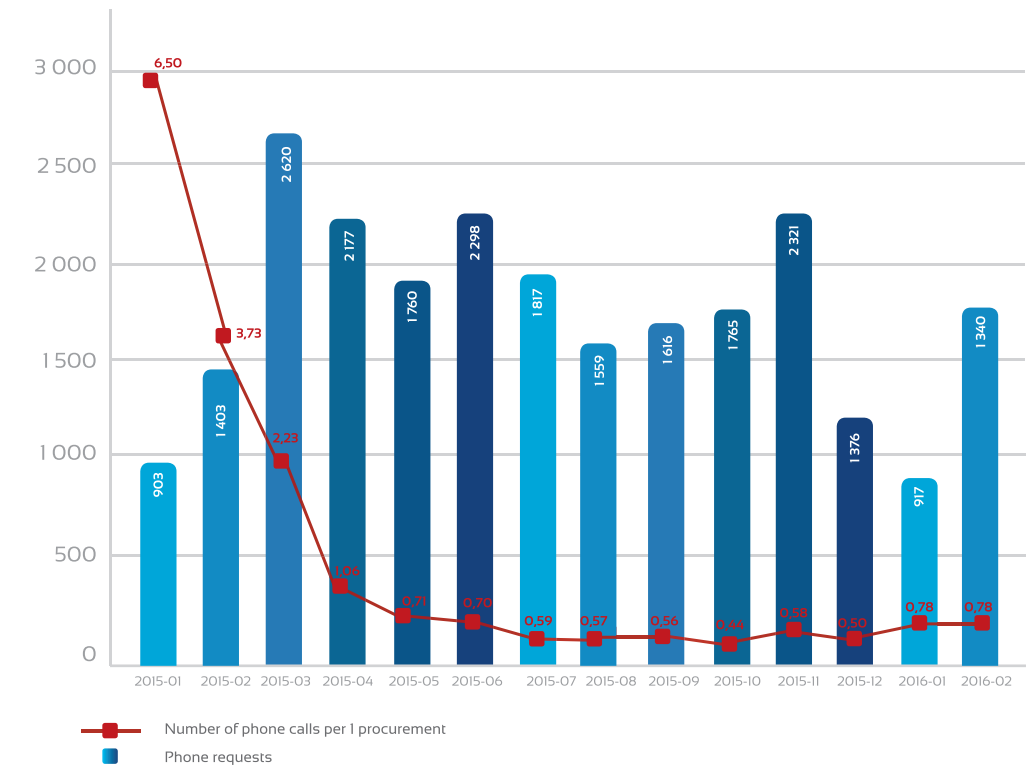
## MORE AND MORE USERS DO NOT NEED MANUAL

### EMAIL REQUESTS AND THEIR AVERAGE PER ONE PROCUREMENT



## MORE AND MORE USERS DO NOT NEED MANUAL

### PHONE REQUESTS AND THEIR AVERAGE PER ONE PROCUREMENT



## GREEN PUBLIC PROCUREMENT

Electronic market place is already “green”. In reality it means that Ministry of Environment of the Slovak Republic in cooperation with Slovak Environment Agency performs labelling of description forms in the library of description forms with a “green” label. These are descriptions which have environmental character according to Ministry of Environment and are considered as descriptions that satisfy requirements of green public procurement. Such description is then marked in the library of description forms by green mark. Currently there are 188 green description forms and 117

public procurements which can be marked green.

Green public procurement is the first from horizontal priorities of public procurement transformed to ECS, which by their setup (simple, understandable, reduction of administrative burden, ....) supports another horizontal priority – support of small and medium enterprises.



Ekonomika

## Najlepším opatrením vo verejnom obstarávaní je Elektronické trhovisko

TASR, 25. januára 2016 16:18

Prešľapy vo verejnom obstarávaní ostávajú na Slovensku podľa TIS takmer beztretné.

Bratislava 25. januára (TASR) - Z vládnych reformných nástrojov v oblasti verejného obstarávania si najlepšie vedie Elektronické trhovisko, ktoré sa v roku 2015 rozběhlo do plnej prevádzky. **“Prinieslo ostrejšiu súťaž, dvojnásobne vyššie úspory** oproti klasickým tendrom a **tendre na ňom trvajú len týždeň,**” konštatuje Transparency International Slovensko (TIS) v aktuálnej analýze, v ktorej skúmala vývoj za minulý rok.

Mimovládna organizácia však zároveň upozorňuje, že tento systém má zatiaľ len obmedzený vplyv na úspory, keďže cez neho šli len tri percentá celkového objemu tendrov a doteraz ho využila len každá štvrtá obec na Slovensku.

V roku 2015 verejná správa ukončila 9600 tendrov v objeme 5,1 miliardy eur. Objem obstarávania oproti roku 2014 klesol o tretinu, najmä kvôli zníženiu počtu veľkých zákaziek na diaľnice platených z eurofondov. Objem vynaložený na obstarávanie je približne rovný ročnému výnosu dane z príjmu. Polovica objemu zákaziek bola financovaná z eurofondov.

Hlavnou dobrou správou vo verejnom obstarávaní za vlaňajšok je podľa TIS **nárast konkurencie** medzi dodávateľmi. “Priemerný počet firiem bojujúcich o zákazky stúpol z 3,1 v roku 2014 na 3,6 uchádzačov na tender minulý rok. Je to najviac od roku 2009, odkedy existujú kvalitné dáta,” vyčíslila organizácia.

Na druhej strane sa nedarí skrátiť trvanie súťaží, pripomína TIS. Od vypísania zákazky po uzatvorenie tendrov totiž uplynie v priemere pol rok, rovnako ako pred rokom. V prípade čerpania eurofondov trvajú tendre ešte o mesiac a pol dlhšie.

Neúspechom tiež podľa mimovládky skončila snaha vytlačiť schránkové firmy z obstarávania cez register konečných užívateľov výhod. Podľa analýzy TIS desať percent firiem registrovaných v oficiálnom zozname skutočné vlastníctvo kvôli laxnej forme zákona nezverejňuje. Týka sa to napríklad aj stavebnej firmy Váhostav, jedného z najväčších dodávateľov štátu so schránkovým pozadím.

Prešľapy vo verejnom obstarávaní ostávajú na Slovensku podľa TIS takmer beztretné. “Od roku 2012 za machinácie s tendrami nik do väzenia na Slovensku nešiel. Podmienečne či finančne bolo odsúdených len 12 osôb,” dodáva mimovládka.



úspory = 16,5 %  
trvanie súťaže = 5 dní

nárast hospodárskej súťaže = 3,61 súťažiacich

## OPTIONS AND OPPORTUNITIES OF ECS DEVELOPMENT

Successful continuation of the ECS project lies **in progressive expansion of standards set by ECS without limitations in subject matter description and volume limits, in utilisation of current data for methodological, supervisory and regulatory and statistical purposes and in broad spreading of awareness about positive effects of its application for all user target groups.**

Natural conclusion of using ECS is the creation of catalogues and benchmarks for particular goods, services and construction works, especially those that belong to the most frequent procurements in public administration. In case there will be political

will to create such tools, these can be created in principle by any authorised person based on data, which ECS is producing and which are publically available without limitations in open data form. Activities aimed at increasing awareness and educational/training activities in target groups are a continual activity and integral part of ECS since the beginning of its use. In acknowledging its importance, they are planned in much wider scope through the project "Establishment and implementation of new services and policies of public procurement" executed according to specific target 1.3 of the Operation programme Effective public administration "Transparent and effective implementation of rules of

public procurement and thorough application of 3E principles" such as implementation of collection of activities and effective tools for transparent public procurement, elimination of corruption environment and increasing the number of economic operators in business competition.

Onboarding of target groups (contracting authorities, economic operators and public) in the topic of utilisation of electronic services for public procurement directly contributes to higher level of trust in the process of public procurement as a means of achieving the highest effectiveness of spending of public resources.

The stated will have to be continually fulfilled by:



### **broad expansion of use of ECS**

as an electronic tool for public procurement excluding procurements which can be given directly

1. by selection from catalogue,
2. by purchase below the price benchmark level, where the subject matter is highly specific technically, the copyright issues are complicated due to structure or combination of uniquely determined subject matter of the procurement and/or its contract terms and manner of conclusion of contract relationship

require complicated market consultations and negotiations about subject matter and contract terms. These are mainly complex infrastructure projects with innovative elements which occur especially in the field of public procurement of services and construction works.



### connecting ECS with e-Certis and ESPD

ECS welcomes the emergence of electronic tools which will contribute to simplification and speedup of the process of computerisation of public procurement since these tools mutually complement each other and at the same time they contribute to the development of ECS itself. The challenge


for the coming period remains the connection of ECS and e-Certis and inclusion of ESPD data module into ECS platform. ESPD can undoubtedly help in speeding up the initial phase of computerisation of public procurement and lower administrative burden of contracting authorities as well as economic operators, which will result in increased business competition.



### support of execution of green procurement and pilot execution of social and innovative public procurements

Based on horizontal priorities, where regulations on public procurement emphasize the use of strategic public procurement which include elements of environmental, social and innovative character and support for small and


medium enterprises it is pleasing that first pilot activities to support procurements with environmental character were executed in cooperation with Ministry of Environment of the Slovak Republic and they determine the possible form of application of stated aspects in cooperation with Ministry of Labour, Social Affairs and Family of the Slovak Republic for social aspects of public procurement and Ministry of Economy of the Slovak Republic for innovation public procurements.



### expansion of electronic tools for small contracting authorities (not necessarily functionalities of ECS) in terms of catalogues

Electronic catalogues are not used until today in Slovak Republic procurement in any form, however they appear to be highly effective tool for simple purchase by hundreds of contracting authorities, which do not have the professional capacity to place procurement and manage business competition as well as for large central procurers.

It is necessary to analyse pilot test of catalogue definition of subject matter of the procurement through DNS-module, as well as catalogue offer on Electronic market place, make possible required amendments and



additions and to support the establishment of templates in standard forms for submission and organisation of information about portfolio range unified for all entities presenting bids in the system of framework agreements and DNS, enabling their electronic processing.

As an illustration, Austrian federal procurement company (Bundesbeschaffung GmbH, hereinafter only referred to as "BBG") operates two electronic catalogues; eshop which has 11 700 users and e-reisen (purchase of flight tickets, accommodation and car rentals) which has 1700 users. In the eshop it is possible to choose from more than 260 000 items which were contracted in 1500 contracts with 913 economic operators in 12 product groups. In 2012 BBG saved by central purchases financial resources total amount of

237 million EUR (approximately at a level of 17% of total volume of purchases).



### possible separate publishing of obligatory price benchmarks for the most commonly traded commodities

Such publishing would enable support of creation of databases of examples of good and verified practice which would serve as:

1. methodology for contracting authorities
2. databank of most often procured subject matters for creation of:


*\* catalogues of standardised definition of procurements*

*\* price benchmarks*, whereby the benchmark

refers to the level of standard, measure, quality, value, which serves as a primary example or principle and by which the evaluation of procurement placement is being done. Use of benchmarks in public procurement is one of the tools to evaluate economic effectiveness of purchases;

In reality it means determination of price levels for particular types of purchased commodities which then become reference values).

*\* automated market survey in incomparable levels* (to the most commonly used request of three "price offers" for contracting authorities as well as for supervisory and control organs)



**analysis of options to transform part of Electronic market place for trading of above-threshold procurement consisting of DNS attributes (defined by regulation as standardised tool of fully automated procurement) to a system of national DNS**





### increasing awareness about ECS and on options of its utilisation by target groups

Increasing awareness shall be focused in the coming periods primarily on the group of economic operators, because only in this case it would be possible to increase business completion on the market in public procurement. The communication has to focus on:

- strengthening trust in transparent public procurements
- information about its simplicity, place and time flexibility of the process of business competition
- pointing to the ability to positively influence

correct spending of public resources by their participation, and also equally the fact that any perfect system won't be efficient without satisfactory amount of active participation of economic operators

### Execution of any (also public) purchases shall be done through natural manner – selection.

This could only be achieved if ECS would not only have sufficient registered economic operators from various industries but also by sufficiently active economic operators – that means, economic operators which would not only place their bids for procurements by contracting authorities, but will also actively offer their products in catalogue of offers.

The precondition of fulfilment of stated tasks is primarily:

- existence of political will
- legislation changes
- technical improvement of electronic tools
- change negative perception about public procurement in the eyes of economic operators.