

FORTEM

HELPING GREAT COMPANIES WIN GREAT TENDERS

Characteristics of Public Tenders in Denmark.

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Tenders in Denmark.

The public sector in Denmark publishes more than 3,000 tenders every year. The total estimated value is DKK 100 billion.



The Danish tender approach.

Danish authorities use the EU tender principles: transparency, equal treatment, non-discrimination and openness. Danish authorities are risk averse and 'play by the book'.



Market dialogue.

In 2016, the New Public Procurement Act introduced a clearer path for dialogue with the market. As a result, the public sector is increasingly using dialogue before and during the tender process.



Quality focus.

The public sector in Denmark is increasingly applying service and quality criteria in the tender evaluation models. This favours companies with high quality focus.

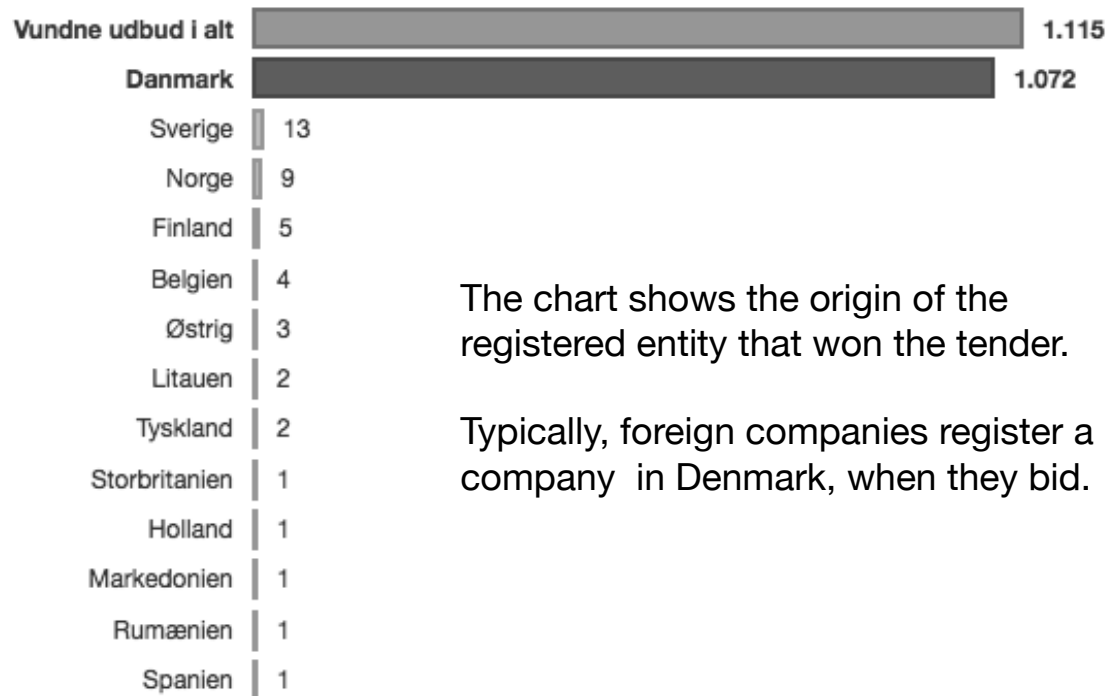


Public demand for international skills.

Danish tenders are increasingly reflecting a public sector demand for higher qualifications and international skills. Danish contractors are often smaller and less specialised than Spanish contractors.

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Presence and accessibility.



The chart shows the origin of the registered entity that won the tender.

Typically, foreign companies register a company in Denmark, when they bid.



Source: Ugebrevet A4: Analysis of tenders July 2013 to July 2014

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Evaluation models.

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The Most Economically Advantageous Tender.



Odense Tramway

Price – 40 %
Project Execution - 30 %
Technical Proposal – 30 %



Storstrømsbroen

Price – 70 %
Project robustness – 15 %
Technical solution – 15 %

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The evaluation.



High focus on written descriptions.

Danish authorities expect comprehensive descriptions of all aspects related to the project and do not rate implicit content.



Tailored material.

For ease-of-evaluation and transparency, Danish authorities use own templates and expect tailored answers. Generally, Danish contractors avoid standard material.



Best and final offer – BAFO.

The evaluation is entirely based on the final offer. The best written offer wins. Basically, Spanish contractors have the exact same opportunity to win as Danish contractors.

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About us.

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Nordic market.

Established in 2015 with the purpose to assist great companies win great tenders on the Nordic market.



Industries and authorities.

Across industries with particular focus and skills within construction, infrastructure, transport and it.



Success.

Successful PQs since establishment with bulletproof hit rate. Projects win value of € 90,000,000 in 2016 to date and current on-going tenders valued at € 400,000,000.



Access to the Danish market.

Successfully connected suppliers with public authorities in the Danish Prison and Probation Services, National Defence, Danish Transport and Construction Agency, Movia, DSB and the Municipality of Copenhagen.

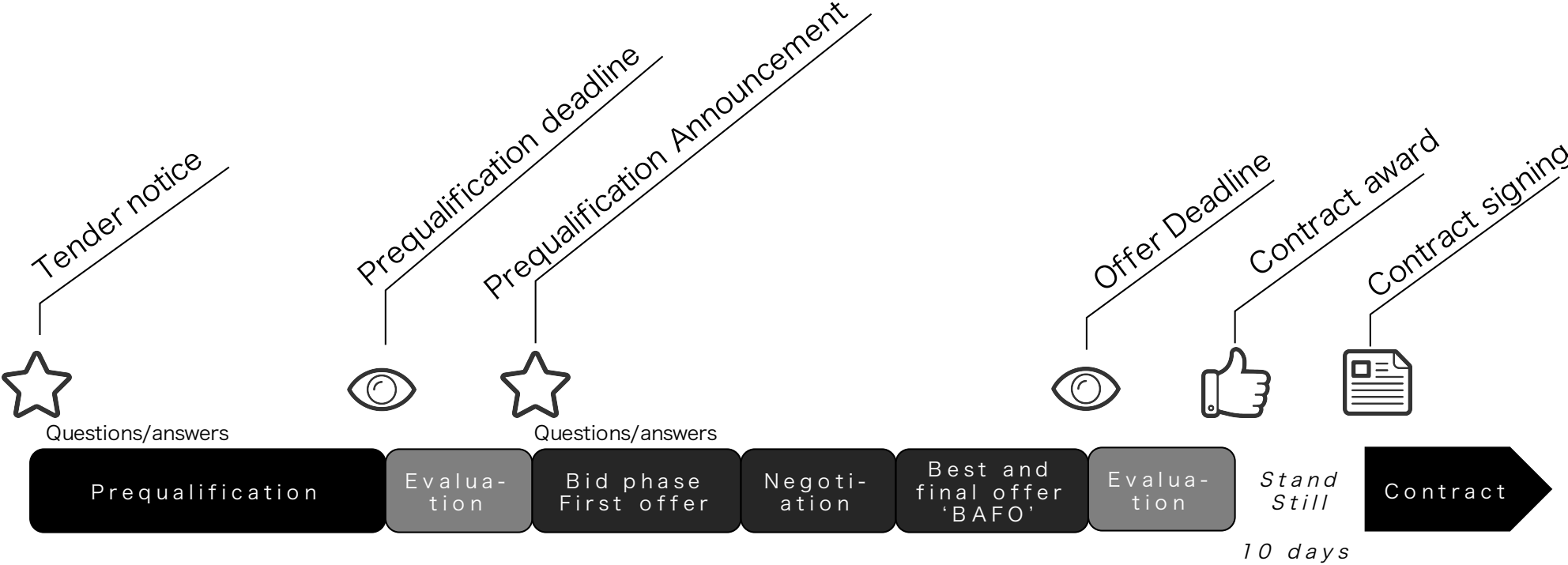


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Services.

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Restricted tender with competitive dialogue.





Advise.

Based on years of experience from public procurement, we advise companies on how to bid on public tenders in the Nordics. We help companies, consortia and strategic partnerships.



Writing bid content.

FORTEM assists with writing bid content. Our offers are concrete, clear and goal-oriented. We tailor the content to the tender and the public authority.



Project management.

More resources and time in the tender process. We use a proven concept and project management model with focus on deliveries, time and quality.



Quality Assurance – QA.

Review, evaluation and editing in all phases. Our model reveals strengths and weaknesses of the offer. It indicates where to put in an effort to score higher in the public evaluation model.

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Muchas gracias por su atención!

Please [contact FORTEM](#) for additional information about public tenders in Denmark.

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