

PUBLIC PROCUREMENT IN **NORWAY**

GLOBAL LEADER IN MANY FIELDS AND ACTIVITIES WITH INTERNATIONAL ACCESS TO MARKET

- Norway **leads many of the world's rankings** related to wealth, quality of life and ease of doing business together with its Nordic neighbours, Finland, Sweden, and Denmark. Norway, which ranks as with the lowest income inequality in the world, has achieved this through a mix of policies that support education and innovation.
- In the latter years, the government has focused on promoting **innovation and high-technology industry** to move away from a reliance on non-renewable resources.

WHY TENDERING IN NORWAY?

1. Public procurement constitutes approximately **16% of GDP in Norway**, which compares to the OECD average of 12% of GDP. Norway had 11,323 public tenders totalling more than 2 billion EUR in 2019, with the construction and IT sectors leading the way.
2. Tender process in Norway has a **high level of transparency and integrity**, after the country's solid institutions against corruption. Furthermore, its legal system is based on EU's rules on public procurement. The biggest handicaps to adapt to it may come from municipalities.
3. Although bids in English are just accepted on few occasions, there is an interesting niche in the public procurement of innovation, prone to be tendered in English.
4. Tendering in Norway is not very different from tendering elsewhere in Europe. Through the **EEA Agreement** Norwegian law complies with the EU/EEA rules on public procurement.

NORWAY AT GLANCE:

- Income group (OECD classification) High-income= GNI/capita of **\$66 117**
- Population **5,314,336** inhabitants
- GNP per capita **\$420.97B**
- Index of Economic Freedom 2021: **73,4/100, 28th** in the world, **15th** in the region
- The Global Index of Economic Openness 2019 (Legatum Institute): **6th best of 157** countries- Competitiveness Index 2019 (World Economic Forum): 78.1 - **17th best of 140** countries
- Corruption Perceptions Index 2020 : 84/100, **7th out of 180** countries

Nation-wide public procurement platform Doffin
www.doffin.no

INFORMATION:

Partner in charge: Estonian Chamber of Commerce and Industry
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TIPS TO ENGAGE IN PUBLIC PROCUREMENT IN NORWAY

1. Language: Look for specifications of language requirements in the competition document (for most competitions almost all the documents are in Norwegian + the contracting authority requests the tender itself to be written in Norwegian). In some cases, you might need at least an official translation.

2. Written descriptions: competition documents often comprise a lot of written information + the contracting authority also requests the submission of written descriptions. I.e., request to provide a proposal for solutions to be evaluated under the award criteria "Quality".

3. Prequalification: many tenders are conducted as restricted procedures or competitive procedures with negotiation, with a few qualified tenderers

invited to submit tenders normally between 3 and 6. It is important to understand and reply correctly and pointedly to the criteria used for selecting the successful tenderers.

4. Dialogue: for tenders below EEA-threshold values but above the national threshold values, national rules and legislation applies. In these cases, contracting authorities have more lenient rules of procedure to comply with, including a wider possibility to use dialogue with the tenderers throughout the tender procedure.

5. Request information from the contracting authority, rather than make assumptions or include reservations in your tender (you might get rejected) but be aware of deadlines.

GET READY FOR SECTOR BASED OPPORTUNITIES

Green economy: Norway is considered world leader in the use of renewable energy, green technologies, and sustainable resource handling. There is an increased focus on public procurement to support environmental goals → increase in the share of tenders including environmental criteria in the past years. Opportunities in offshore wind development, green technologies for maritime industry, low-emission solutions, electric vehicles, green and sustainable technologies for farming, solar power, green buildings etc.

Smart health: Norway spends 11.3% of GDP on healthcare, placing it among the top healthcare spenders in the world. Increased funding + clear priorities + new solutions = government is showing this is a priority sector. Opportunities in telemedicine, e-health, and welfare technology, that are national priorities. The cancer biotech cluster in Oslo is a good example of the country's edge in the field; in any case, it might present opportunities for niche smart-health solutions from GOOSE firms. There are 13 new hospital projects underway in Norway, investing in new technologies and digitalization.

ICT: Large and rapidly growing industry - expected to play a greater role in economic growth in the years ahead. New initiatives to digitalize public sector. Opportunities in data usage/sharing, digitalisation in local government etc.

Smart cities: Norway is a leader when it comes to implementing smart technology based on IoT for energy efficiency in buildings. Oslo region is an excellent test lab for smart, green transport solutions. Opportunities in shared mobility solutions; energy efficiency solutions in buildings, electric vehicles etc.

GOOSE's portal is identifying news & tenders with real potential for European firms: you can start activating your own alerts!

TARGET SECTORS

