

XPRESS CASE STUDIES ON BARRIERS TO INVESTMENTS IN RENEWABLE ENERGY SOURCES

– ITALY –

This case is based on two interviews with representatives from two SMEs in Italy. The interviews are focused on how public procurement can help promoting training innovation and how public procurement can prioritize green investments in their tender notice.

ITA-SME-1 is a small engineering company working in the energy sector that relies on its own financial resources and technical expertise for the production of green products and services. The company's investments for the future are focused on innovation and new services.

Concerning the information collected during the interview, SME-ITA-1's entire business and revenue is based on funds obtained through tenders. In the last decade, it has applied and won in several European and national public tender.

The ITA-SME-2 was founded with the intention of providing green services in the energy sector and now, it specializes in gas engine-based cogeneration, on-site power and renewable natural gas applications. The company usually engages with private clients or applies for public tenders, excluding EU calls since it is an internationally based corporation. In the last decade, ITA-SME-2 based its strategy on innovation, by producing new goods and updating services.

Considering the data collected in the interview, ITA-SME-2 has never relied on public funding for its projects, neither it is aware of any kind of national support schemes aimed to support SMEs or green companies for the development of renewables.

Based on these experiences, these two companies have identified the following barriers and drivers for SMEs in national tenders.

Barriers

- the bureaucratic procedures and schedule is the main obstacle for SMEs in national tenders. In fact, applying for national or public tenders often results in delays and lack of funds, whereas applying for EU calls is more convenient, both in terms of access and timeline.
- The first problem of public tenders is bureaucracy. The projects drafts are confusing and do not give clear direction.
- In addition, small companies do not have the capacity to cope with the expenses needed to partake in the long-term deadline of tenders.
- ignorant/unknowing interlocutor and delays in the draft of tenders or in their output.
- Public tenders' lack of visibility has to be addressed by the administrations in order to increase SMEs' participation in PP.



- Administration should engage in a dialogue with the companies as well as improving and simplifying tenders.
- Financial initiatives should be increased to promote the development of renewables and the enhancement of their related products.

