

proz•rro

# Participation in Public Procurement in Ukraine

Prozorro for Non-Residents

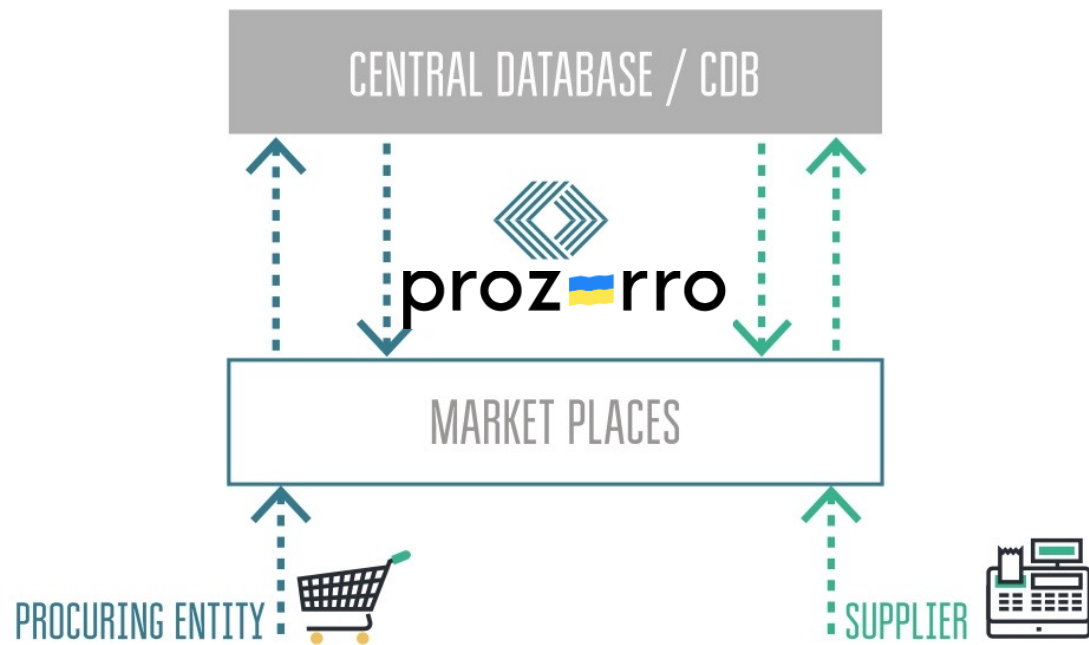


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is a fully online public procurement platform and a collaboration environment that ensures open access to public procurement (tenders) in Ukraine.

Fully implemented in 2016 as a hybrid (both centralized public and decentralized private marketplaces) system it has since been globally recognized as one of the most innovative public procurement systems delivering government services in a stakeholder-focused, transparent, effective, fair and low-cost way.

# ARCHITECTURE OF PROZORRO E-PROCUREMENT SYSTEM



- Prozorro **stores all public purchasing** (procurement) data in the central database accessible directly through the online portal [prozorro.gov.ua](http://prozorro.gov.ua).
- Tender documentation and the tender procedures are transacted via the **authorized commercial e-marketplaces**.
- The e-marketplaces serve to both the procuring entities and the potential suppliers.
- This public-private, centralized and decentralized architecture makes the system a hybrid one, with built-in checks and balances and benefits for all.

# KEY PUBLIC PROCUREMENT INDICATORS FOR 2022\*

**2 800 000**

number of completed procurements

**160 000**

number of competitive procurements

**484 000 000** UAH

sum of concluded  
contracts

**198 000 000** UAH

sum of concluded contracts  
based on the results of  
competitive procurement

**40%** share of funds spent  
competitively

**1,85** average number  
of bids

# TOP 5

## CATEGORIES BY THE NUMBER OF COMPETITIVE PROCUREMENTS:



**25k**  
Food products



**23k**  
Fuel



**20k**  
Medical equipment



**15k**  
Construction works

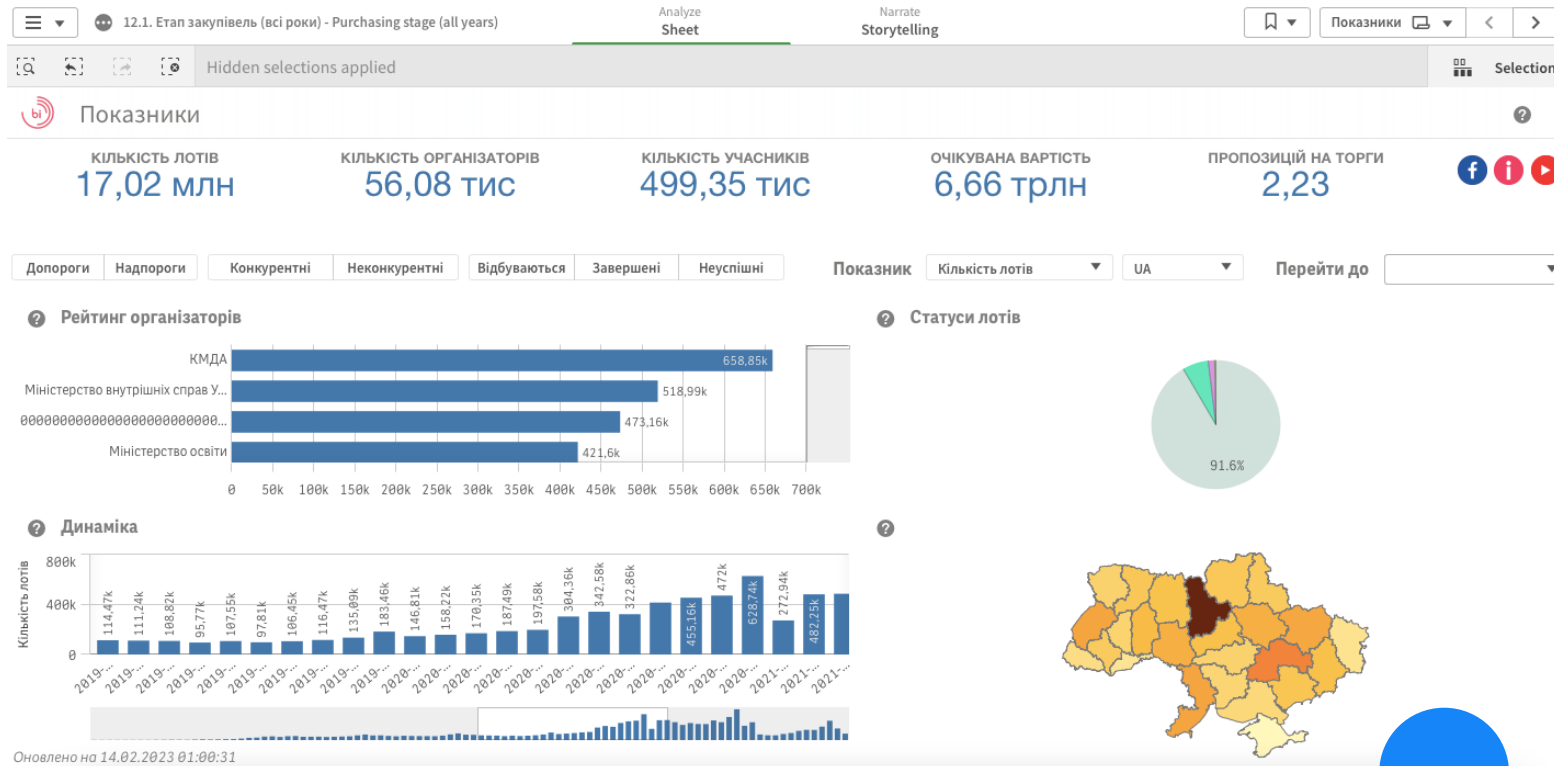


**8k**  
Agricultural products

Detailed report on Public Procurement in Ukraine for the Year 2022:

<https://bit.ly/PPAnnualReport2022ENG>

# BUSINESS ANALYTICS MODULE FOR PUBLIC PROCUREMENT IN UKRAINE



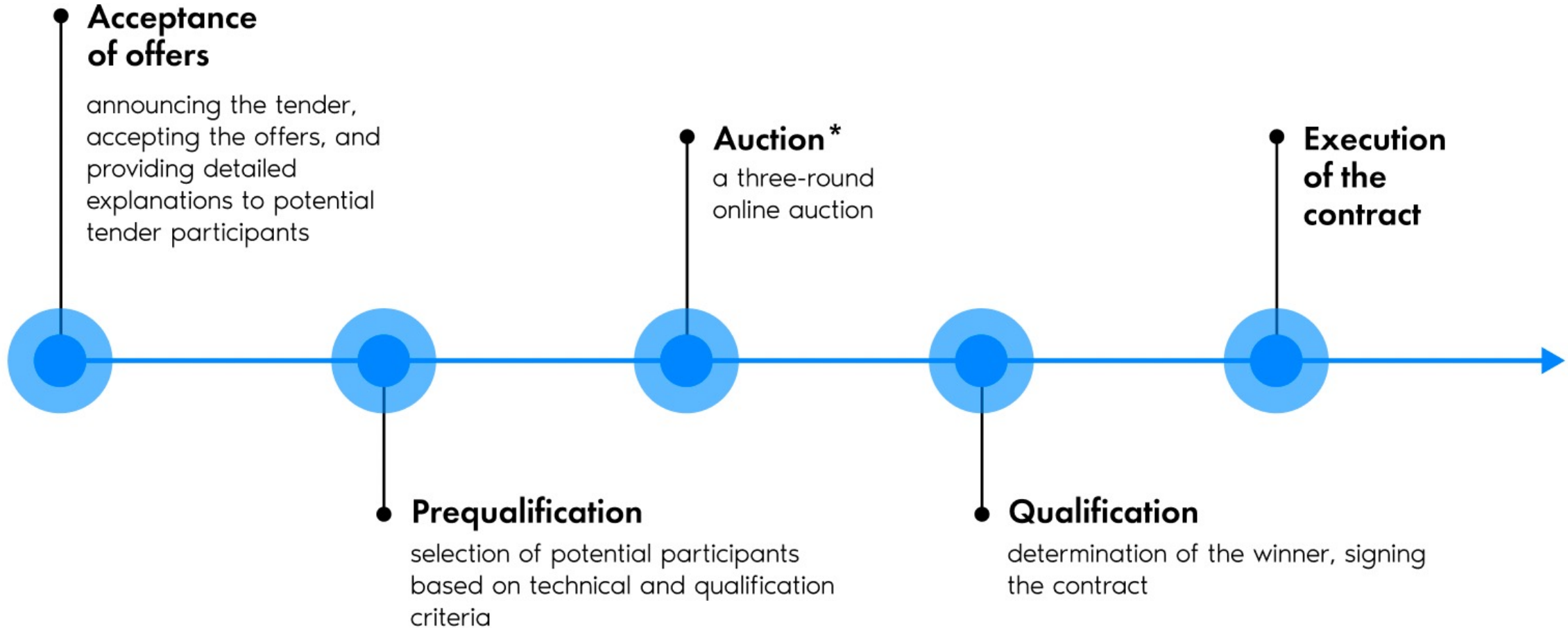
Public analytics module [bi.prozorro.org](https://bi.prozorro.org) contains information on all procurement made via Prozorro since 2015.

Here you can make selections of procurement data according to specific parameters, specific Purchasers or Suppliers, etc.

Data is represented as convenient dashboards.

Some of the data can be downloaded to excel format for further reference and research.

# KEY STAGES OF OPEN BIDDING



\*please note that there is currently no auction stage in open procedures with features

# Statistics Non-Resident Participants in Prozorro in 2022

**202**

participants

**34**

countries

**170**

signed contracts after  
February 24

**12.9 billion** UAH total amount of all transactions  
with non-residents

Representatives of other countries make up **less than 0.5%\*** of the total number of suppliers of public tenders.

But even during a full-scale war, they do not stop their participation, receiving and fulfilling government orders.

\*excluding subsidiaries and branches of foreign businesses registered as Ukrainian legal entities



# HOW TO START PARTICIPATING in Prozorro Public Procurement as a Non-Resident

## 1. Register

on one of the [authorized marketplaces](#) as a "Supplier"

## 3. Apply for participation

via the marketplace you have registered on

## 5. Win!

## 2. Find the tender

you are interested in on [prozorro.gov.ua](http://prozorro.gov.ua) or on the marketplace you have registered on

## 4. Offer the best price\*

\*please note that there is currently no auction stage in open procedures with features

# GET MORE INFORMATION



- [EBRD Guidelines for non-Ukrainian suppliers on participation in public procurement tenders in Ukraine \(English, 2019\)](#)
- [Participation in Open Bidding with Publication in English: an example of authorized marketplace guideline](#)
- Business analytics Module for Public Procurement in Ukraine: <https://bi.prozorro.org/>
- Ministry of Economy of Ukraine: [www.me.gov.ua](http://www.me.gov.ua)
- Public Procurement web-portal Prozorro: [www.prozorro.gov.ua](http://www.prozorro.gov.ua)
- Detailed report on Public Procurement in Ukraine for the Year 2022: <https://bit.ly/PPAnnualReport2022ENG>
- E-data system on public expenditures: [www.spending.gov.ua](http://www.spending.gov.ua)

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