



# GO INTERNATIONAL

*Navigating Global Markets*

**Expanding Your Global Outreach  
Through Public Procurement**

20 May 2025



**LUXEMBOURG  
TRADE & INVEST**  
EXPAND YOUR BUSINESS



# Navigating Public Tenders: Tailored support with the tender alert service of the Luxembourg Chamber of Commerce

How to find interesting tenders?

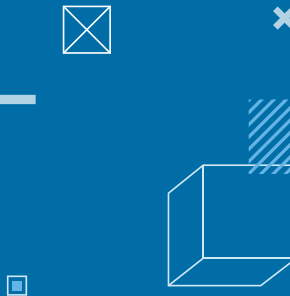
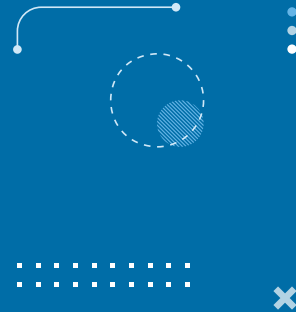
**Thomas Brice**  
Junior Advisor

**Chamber of Commerce**  
Enterprise Europe Network – Luxembourg

# The services

- Tender alert service “Europe”
- Tender alert service “Greater Region”
- Tender alert service “Combi”

# Facts on public procurement and problems



# Facts

- A European market of more than 2,100 billion EUR a year
- Obligation to publish tenders in the Official Journal of the EU (OJEU)
- More than 150,000 calls for tender a year
- Tenders from EU Members States and third countries

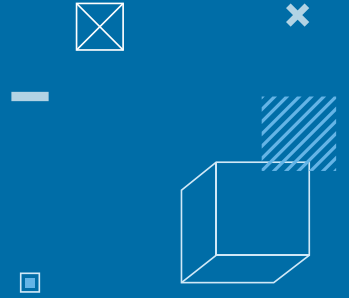
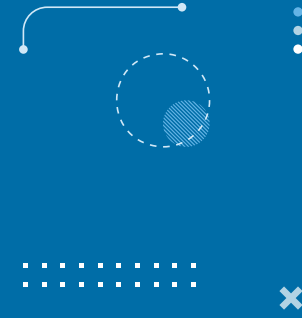
# The problems

- Direct access to reliable sources of information is difficult for the company to establish on its own
- Difficulty to **target** the appropriate tenders for your company
- Extensive **research** in terms of time and money
- Lack of **time** to carry out a daily research
- Different sources are used, but often by chance!

# Target clients

- Public procurement can be difficult to access for some companies.
- For startups or SME, meeting the eligibility criteria (company size, financial resources) set by contracting authorities can be very restrictive.

# The solution: Tender alert services

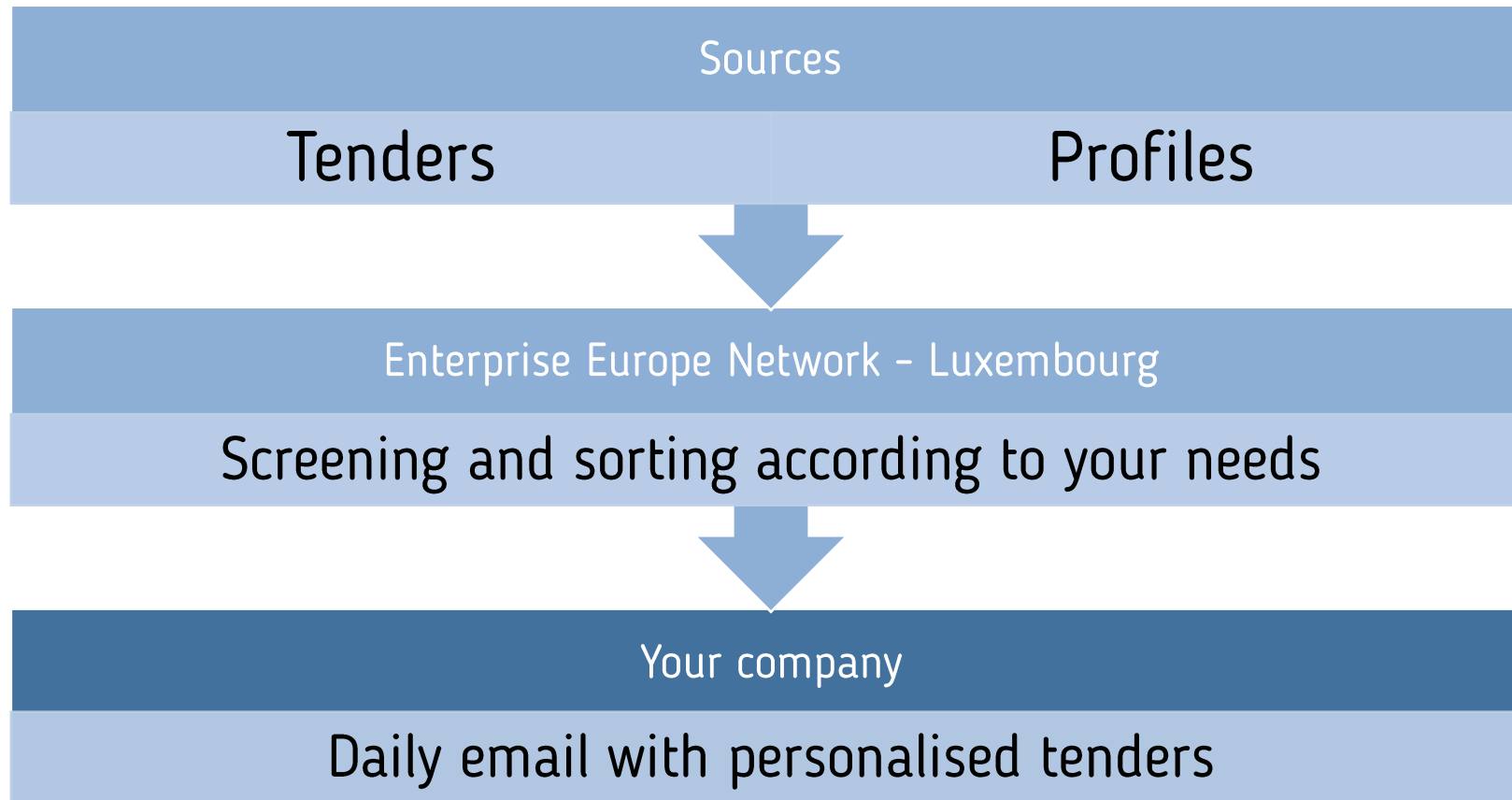




# Tender Alert Service “Europe”

Every morning, interesting  
tenders on your screen

# How does it work?



# The list of documents

## Ausbau

Ort/Region	ID	Gewerke/Leistungen	Kurzbeschreibung	Frist	Volltext	
Esch-sur-Alzette / Luxemburg	25-08c-112	Estricharbeiten, ▼	23 Einfamilienhäuser - Estrich- und Bodenbelagsarbeiten	21.03.2025		<input type="checkbox"/>
Neunkirchen / Saarland	25-08c-046	Einbau von Türen und Fenstern sowie Zubehör.	KiTa Hangard - Außentüren und Fenster	12.03.2025		-
Neunkirchen / Saarland	25-08c-044	Trockenbau, Abdichtungs- und Dämmarbeiten.	KiTa Hangard - Trockenbauarbeiten	11.03.2025		-
Ober Kostenz / Rheinland-Pfalz	25-08c-040	Zusammenbau von Metallkonstruktionen/Metallbauarbeiten.	Umbau Pfarrhaus in Ober Kostenz zur naturnahen KiTa - Metallbauarbeiten	13.03.2025		-

# The platform

Possibilities to:

- display the profile with the research criteria
- see the selected tenders for your company of the previous weeks
- perform a research by keywords, by country and by type of document
- print the document in pdf
- send the document via email to another person

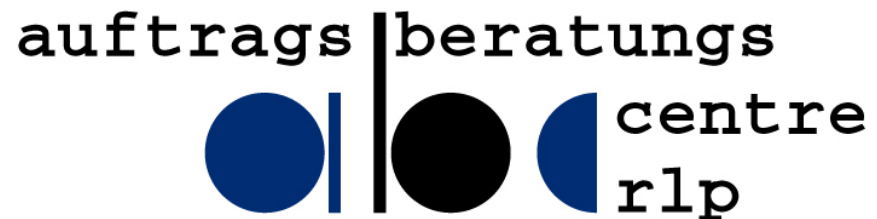
# The documents and sources

- Contract notice
- Prior information notice
- Contract award notice
- Additional information
- Tenders Electronic Daily (TED) (UE)
- Portail des Marchés Publics (LU)
- Plusieurs portails nationaux (FR, IE, UK, SE, ...)
- World Bank, Asian Development Bank, OTAN, ONU, etc.
- Ukraine: Prozorro & Prozorro +
- Autres pays: Canada, USA, ...

# Tender Alert Service “Greater Region”

- Searching newspapers and databases in the Greater Region
- For more traditional companies in the fields of architecture, consulting engineers, construction, etc.

In collaboration with:



# How does it work?

- Price: “Europe” and “Greater Region” subscriptions are each set at €365 per year. The “Combi” package is set at €650 per year.
- Free 2-month trial.
- Personalised support is available throughout the subscription!

# The documents

The list that  
you receive 3  
times a week

## Ausbau

Ort/Region	ID	Gewerke/Leistungen	Kurzbeschreibung	Frist	Volltext	
Esch-sur-Alzette / Luxemburg	25-08c-112	Estricharbeiten., ▼	23 Einfamilienhäuser - Estrich- und Bodenbelagsarbeiten	21.03.2025	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Neunkirchen / Saarland	25-08c-046	Einbau von Türen und Fenstern sowie Zubehör.	KiTa Hangard - Außentüren und Fenster	12.03.2025	<input checked="" type="checkbox"/>	-
Neunkirchen / Saarland	25-08c-044	Trockenbau, Abdichtungs- und Dämmarbeiten.	KiTa Hangard - Trockenbauarbeiten	11.03.2025	<input checked="" type="checkbox"/>	-



# Access with password

**Bitte geben Sie Ihre Zugangsdaten ein, um an die passwortgeschützten Daten zu gelangen.**

[https://www.abc-trier.de/inhalte/uploads/\\_pda/108-6-5-4-3-2-1.pdf](https://www.abc-trier.de/inhalte/uploads/_pda/108-6-5-4-3-2-1.pdf)

Benutzername oder E-Mail-Adresse

Passwort

☐ Angemeldet bleiben

Your personal  
password will  
give you access  
to the  
published text

# Interested?

- Please contact us at:  
[EEN-VEILLE@cc.lu](mailto:EEN-VEILLE@cc.lu)



**CHAMBER  
OF COMMERCE  
LUXEMBOURG**  
POWERING BUSINESS



L'Europe à la portée de votre entreprise

## Service de Veille sur les Marchés Publics

### Formulaire de souscription

**PROFIL DE VOTRE ENTREPRISE :**

Dénomination : \_\_\_\_\_

Personne de contact : \_\_\_\_\_

Fonction : \_\_\_\_\_

Adresse : \_\_\_\_\_

Code postal / Lieu : L- \_\_\_\_\_ / \_\_\_\_\_

Téléphone : \_\_\_\_\_

E-mail : \_\_\_\_\_

Internet : \_\_\_\_\_

Par la présente, je soussigné(e) \_\_\_\_\_,

agissant au nom et pour le compte de la société \_\_\_\_\_

en ma qualité de \_\_\_\_\_,

déclare souscrire au(x) service(s) de veille sur les marchés publics de l'Enterprise Europe Network - Luxembourg / Chambre de Commerce suivant(s) :

Type d'abonnement	Durée	Tarif	Choix	
Abonnement « Grande Région »	12 mois	€ 365,-	<input type="checkbox"/>	
Abonnement « Europe » (1 profil)	12 mois	€ 365,-	<input type="checkbox"/>	
Abonnement « Combi »	12 mois	€ 650,-	<input type="checkbox"/>	
Abonnement « Europe » : Profil supplémentaire	Duplication du profil selon les zones géographiques ciblées	12 mois	€ 95,-	Nombre : _____
	Définition d'au moins un nouveau profil additionnel	12 mois	€ 125,-	Nombre : _____

Le service de veille sur les marchés publics de l'Enterprise Europe Network - Luxembourg de la Chambre de Commerce est certifié ISO 9001:2015.

Je reconnais avoir pris connaissance des conditions suivantes, applicables au(x) service(s) de veille sur les marchés publics souscrit(s) :

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# Other tools & support



**My Trade Assistant**

Goods + ROSA Services and Investment Procurement Restrictions imposed by Russia / Belarus

**PROCUREMENT FOR SUPPLIERS**

Are you a EU company interested in winning contracts outside the EU?

Find out whether you can participate in a given government procurement tender outside the EU

Currently available for Albania, Bosnia and Herzegovina, Canada, Iceland, Japan, Kosovo, Liechtenstein, Montenegro, North Macedonia, Norway, Serbia, Switzerland, United Kingdom and United States

Select

**PROCUREMENT FOR BUYERS**

Are you a contracting authority from an EU member state?

Find out which third-country companies are entitled to participate as bidders in any given procurement tender in the EU.

Works for all countries in the world.

Select

Access2Markets tool of the European Commission

## INTERNATIONAL CALL FOR TENDERS FOR COUNTRIES OUTSIDE THE EU AND EEA

Unlike other financial supports granted by the ODL, **this aid must be fully reimbursed in case the company wins the tender.**

### Condition:

The country must be new and the amount of the tender shall not exceed 25% of the company's annual turnover.

### Eligible expenses:

- Travel expenses and accommodation costs to the concerned country
- Costs for internal or external studies, as long as these studies have a direct link with the participation in the concerned call for tender
- Fees for the purchase of the tender specifications

Intervention: maximum 2 per year

Maximum support: 50%

Annual ceiling: €30,000

Financial support from the Office du Ducroire



Take a look at our services & agenda of activities  
And book a meeting with our Advisors!

# YOUR GATEWAY TO **GO INTERNATIONAL**



 **LUXEMBOURG  
TRADE & INVEST**

#EENCanHelp

# Thank you for your attention!

Contact us for a demo-test!



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The tender alert service of the Enterprise Europe Network - Luxembourg of the Chamber of Commerce is ISO 9001:2015 certified.



[een.ec.europa.eu](http://een.ec.europa.eu)

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