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COSME programme  
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# EXTRA LIGHT

Bolstering European lighting SMEs  
participation in public procurement extra-EU



**Marta Krakowiak, ELCA**

EXTRA LIGHT Coordinator

[marta.krakowiak@elcacluster.eu](mailto:marta.krakowiak@elcacluster.eu)

<https://extralightproject.eu/>

"Supporting European SMEs to participate in public procurement outside EU"

- To **strengthen the collaboration of the European lighting and furniture industry clusters across borders and support SMEs access to public tender opportunities in the foreign markets**, as one of the pandemic recovery stimulus measures completing their internationalization process in the selected extra-EU third countries: **USA, Canada, Japan**.
- To **extend the internationalization services of partner clusters with important emphasis on public procurement, and its different typologies (PPI, PCP, GPP, etc.)**
- To **ease administrative, technical, regulatory and legal, and any other hurdles that limit the SMEs' participation in public procurement in target countries through customized know-how and capacity building and one-to-one legal advisory services**.
- To concretely help SMEs in **accessing and tracking the information about the public procurement opportunities** in target countries via appositely developed (and customized) **databases and tracking applications**.

*PPs will guide SMEs through all the procurement lifecycle, from building tenders consortia, meetings with public buyers to specific bid application and submission, with support of high-level legal experts, EEN and other business support organisations engaged in the project through **EXTRA LIGHT Procurement Advisory Board***



### ➤ United States of America



Federal government & agencies like federal office buildings, prisons, post offices

### ➤ Canada



#### MAIN PUBLIC BUYERS

State, regional and district governments & agencies, cities, counties, transport stations, airport authorities, hospitals, schools, etc.

### ➤ Japan



Central government, local entities (universities, hospitals, prefectures); Metropolitan government & Core Cities

### LIGHTING & FURNITURE SECTORS

Lighting & Furniture market of offices, schools, factories and public indoor environments



Outdoor Lighting (incl. bridges, gardens, streets, parks, tunnels, stadiums highways, parking lots,...)

Hospital Lighting & Furniture Market

- To encourage the participation of SMEs in public tenders, increasing their know how and preparation;
- To offer companies more than strategies – but practical support actions, tools, hands-on bidding workshops and advisory services, tailored to their interests, needs but also possibilities and dimension;
- Enhance Partners and SMEs knowledge on public procurement procedures in general, and in target extra-EU countries in particular;
- To develop durable services and business contacts, with high impact, and further exploitation and replicability potential.

## Main KPIs

**450 SMEs** to be reached by the EXTRA LIGHT internationalization activities

**25** public tenders in target countries individuated

**18** match-makings sessions for building public procurement consortia (local,

**6** “meet the procurers” B2P events

**8** bid offers submitted under international public procurement procedures in the USA, Canada and Japan





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