

Frequently asked questions on public tenders in France

In the European Union, **France is the country with the highest number of public tenders per year with over 50.000 buyers.** Most of these contracts are public works carried out at local and regional levels with budgets that may vary, which makes the French market interesting for Dutch companies due to a significant number of opportunities. However, certain rules must be respected.

1. Where can I find French public tenders?



France follows the EU rules on public procurement¹. Part of these public tenders (> €90k) are published online on two national platforms: **BOAMP** (in French) and **PLACE** (in English and French).

Various local (municipal, departmental, regional) authorities and public institutions such as the **UGAP** (the Union of public purchasing groups) publish tenders on their respective websites. It is therefore worth visiting such websites regularly.

BOAMP: www.boamp.fr/pages/entreprise-accueil

PLACE: www.marches-publics.gouv.fr

UGAP: www.ugap.fr

¹ Same legal source: the European Directives 2014/24 and 2014/25

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2. What types of information and documentation can I expect?



To find out the public purchaser's needs, check the contract notice ("*Avis de Marché*"), or "open call for tender" ("*Avis d'Appel à la Concurrence*"). It indicates the identity of the buyer, the subject of the contract, information on the consultation documents and the deadline.

You will also usually find the General Conditions of Contract ("*Cahier des Clauses Administratives Générales*") which give more details on the technical expectations of the buyer.

To download all these documents, you will often be asked to enter your national registration number. The Dutch number works mainly on PLACE, but we advise you to make sure that you obtain a French number as well (called SIRET²) or to contact a French partner.

² For more information we refer to our brochure: [What is a SIREN/SIRET number and why do I need it?](#)

3. How do I participate in a public tender in France?



Your application must be exclusively written in French. Contrary to the Netherlands, no other language is accepted in France, except sometimes for a few technical documents. In some cases, you must be pre-qualified to apply for projects.

A classic application file generally includes the following documents:

- A declaration of honour on exclusion criteria and selection criteria. This document can be obtained through the European platform **European Single Procurement Document (ESPD)**;
- Technical Terms and Conditions (CCAP or CCTP in French);
- Other banking and accounting documents, which verify the financial situation of the company;
- Your price quote;
- Technical Brief (“*Mémoire technique*”), which will allow you to put forward your expertise (sales document).

[European Single Procurement Document \(ESPD\)](http://www.pianoo.nl/nl/regelgeving/uniform-europees-aanbestedingsdocument/interactieve-pdf-uea)
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4. How long would it take to answer a French public tender?



If the invitation to tender is open, the minimum period for submitting applications and tenders is 35 days from the publication of the contract notice by the public purchaser (please note that this deadline may be reduced to 30 days if applications can be submitted online).

5. Can I apply for a tender with a (French) partner?



Group tenders are allowed and are highly recommended for a foreign company in France, especially with local partners. This proves your ability to work with French players and gives you greater credibility.

The Netherlands Business Council France (NLBC) organised a webinar commissioned by the Embassy of the Kingdom of the Netherlands: How to participate to tenders in France. You can watch the webinar online. youtu.be/eLRsuwx-atg

For more information:

Embassy of the Netherlands in France: www.nlinfrankrijk.nl
Netherlands Business Council France: www.nlbc.fr