

Project GOOSE: 3-day Trade mission to Serbia:

SERBIAN PUBLIC PROCUREMENT (PP) DECODED

10th – 12th May 2023

Project GOOSE is an EU-funded project aiming at improving the access of SMEs access to public tenders in non-EU countries with which the European Union has signed a bilateral or multilateral agreement covering public procurement. For more info, please visit: <https://projectgoose.eu/>

GOOSE consists of four European partners **ACCIÓ** (Catalonia), **FIT** (Flanders), **CEA** (Croatia) and **ECCI** (Estonia). One of the key activities of GOOSE will be the **Trade mission to Serbia, Colombia, Japan, and Norway, during 2023 (or early 2024), with Chile's and Vietnam's not excluded.**

First Trade mission will be held in Serbia with the following program:

DAY 1: Wednesday 10th May

- Arrival of the participants, according to their own flight schedules,
- Arrival to the hotel (there is an option for participants to book a room in a conference hotel "Hotel Moskva". For reservations, please refer to the Goose Conference in following link – <https://hotelmoskva.rs/>)

19:00 Meeting in the hotel for all EU participants and Serbian experts:

(Introduction of the participants, presentation of the agenda for the following two days, expectations of the participants, Q&A, active participation of two Serbian experts, providing general information on Serbian economy and PP market, networking)

DAY 2: Thursday 11th May Hotel Conference Room – All participants

8:30 – 9:00 Registration and coffee

9:00 – 10:30

- **Welcome and the presentation of Goose** (Croatian Employers Association) – **15 min**
- **Importance of the PP for Serbia** (International Institution - TBD) – **15-20 min**
- **How to participate in PP in Serbia** (Representative of Chamber of Commerce and Industry of Serbia - Ms. Marija Marković) – **30 min**
- **Role and place for EU-based SMEs in PP in Serbia** (Ms. Aleksandra M. Litričin, Attorney at Law) – **20 min**

- **Q & A**

10:30 – 11:00 Coffee break

11:00- 12:30

- **DOs and DON'Ts: Practical advice** (Mr. Branimir Blagojević, Attorney at Law) - **20 min**
- **How to form a partnership with local firms** (Serbian Association of Employers) - **20 min**
- **Challenges in procurement with the foreign bidders - Contracting authorities' side of the story** (Serbian Association of Public Procurement Professionals - Stevan Radunović, President) - **20 min**
- **Q & A**

12:30 – 14:00 Lunch

14:00 – 16:00 “Elevator Pitches”

- **Short presentations by Catalanian, Croatian, Flanders and Estonian companies**
 - **Visiting EU companies - 3-5 min overview of their businesses and PP targets**
- **Potentially - 3-5min overviews by Serbian private companies, if time allows**

16:00 – 16:30 Closing of the day

DAY 3: Friday 12th May Hotel Conference Room – All participants

9:00 – 10:30

- **“International tenders: What are International Investors looking for?”** (International Institution – TBD)- **30 min**
- **Presentations of Serbian SOEs – posters of a PP tenders: Expectations (20 min each)**
 - **Public Energy Supply Company, Water Supply Company, Public Transp. firm**
 - **Infrastructure (railways, highways, sewage system, mining)**
 - **ICT sector**
- **Q & A**

10:30 - 11:00 Coffee break

11:00 – 13:00 B2B Meetings

13:00 – 14:30 Lunch

14:30 Continuation of B2B meetings, if necessary, (booking of the hotel conference room accordingly)

--:-- Individual departures according to the flight schedule