

Opportunity at your fingertips

How Paraguay attracts small businesses to procurement

Smaller businesses (MSMEs) in Paraguay have become more successful government suppliers, thanks to procurement reforms supported by OCP's Lift accelerator program since 2021.

Open contracting data tools are helping vendors find tenders and allow authorities to track small business participation in real-time and government buyers receive training and guidance on making procurement practices more inclusive.



Outreach & capacity building



- **Survey:** Assess pain points & participation
- **Mentoring:** Connect new & experienced vendors
- **Training:** How to make procurement MSME-friendly
- **Marketing:** Promote tools & opportunities

Remove barriers



- **Payments:** Advances for smaller business suppliers
- **Certification:** Streamline small business registration
- **Guidance:** Manual for simplifying awards for MSMEs

User-friendly technology, powered by open data

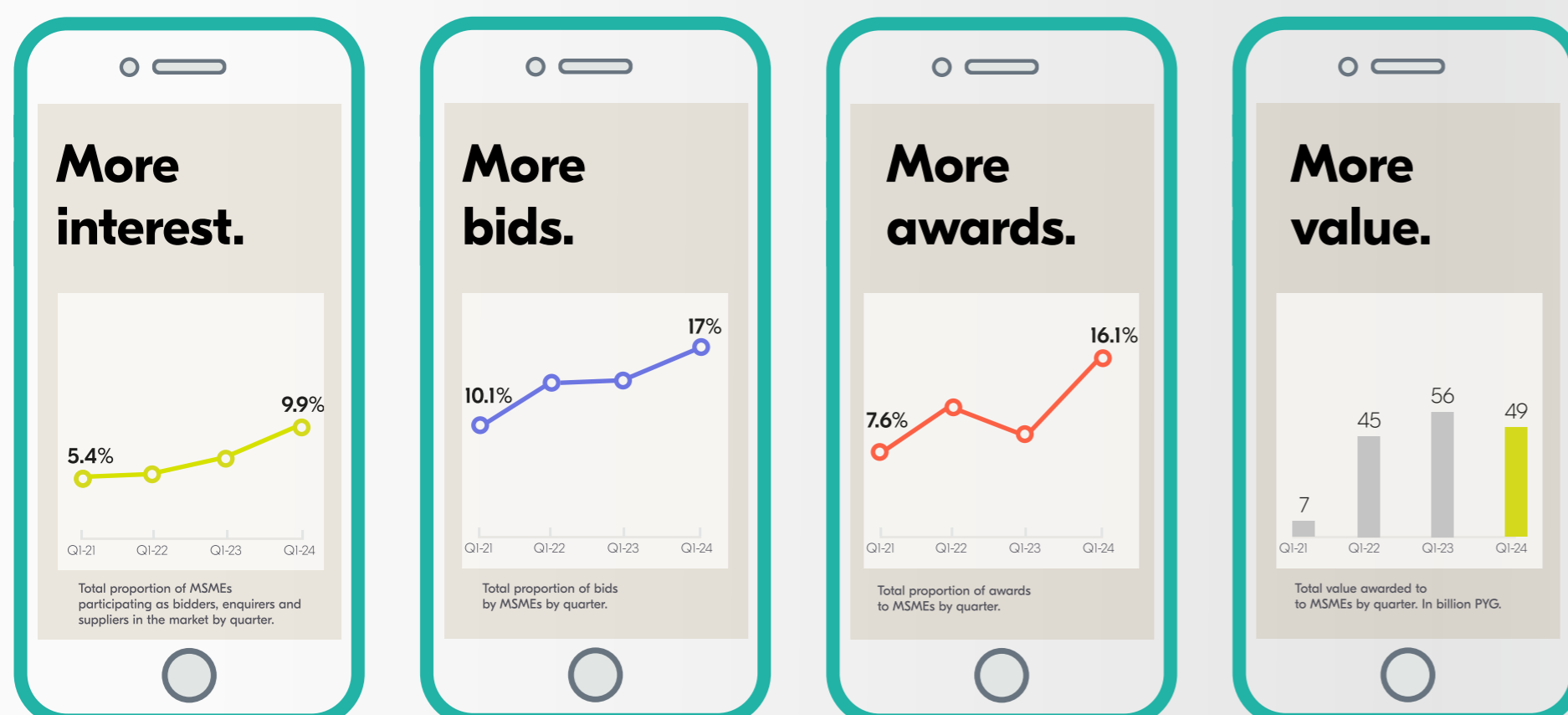


- **AI:** Smart search engine predicts opportunities
- **One-stop portal** features MSME-friendly tenders & training
- **Open data:** Reuse of SME data
- **Feedback:** Supplier-led monitoring platform Vigía

Institutionalization

The Lift team's evidence on challenges faced by MSMEs informed the new public procurement law passed in 2022 and the decree regulating its implementation.

The results



Comparing Quarter 1, 2021 and Quarter 1 2024 after implementing the open contracting Lift project.

72% success rate

Of 581 small businesses who participated in the market after the Lift project started, 420 won a contract.

The value awarded increased by 35%.