

The impact of the EU-Japan EPA on Government Procurement practices in Japan

Survey report

March 2019

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Contents

Contents	2
Executive summary.....	3
Introduction.....	4
Survey	4
Selection methods	4
Survey-results	5
EPA Awareness	6
Arrangements to promote tender participation by international suppliers.....	8
Impact of EPA on arrangements to promote participation of international suppliers	9
Support to prepare for implementation of EU-Japan EPA.....	10
Experience with overseas suppliers.....	11
Expectations concerning EPA and public procurement.....	12
Issues perceived	12
Assistance preferred	13
Conclusion	14
Acknowledgements.....	14
Appendix I: Respondents' breakdown by organization type	15
Appendix II Questionnaire form and English translation	16

Executive summary

In January 2019, over 900 officials and offices in charge of procurement and contracting at Japanese government organizations were approached with a survey concerning the conclusion of the EU-Japan Economic Partnership Agreement (EPA) and its impact on government procurement.

To summarize the main results of this survey, the following can be observed:

- High awareness (92.8%) of Japanese government procurement departments and their officials regarding the EU-Japan EPA, and slightly lower awareness concerning government procurement inclusion;
- Current arrangements to promote participation by international suppliers is primarily the provision of English language summaries in calls to tender;
- 10 government entities are planning additional arrangements to promote participation by international suppliers due to the conclusion of the EU-Japan EPA;
- 23 organizations with currently no arrangements in place to promote participation are planning new arrangements, in most cases the inclusion of English-language summaries into calls to tender;
- Most “Core cities” have currently no plans to introduce new arrangements to promote participation of international suppliers in tenders;
- Majorities of regional and local government entities state that they have not received support from the ministries to prepare for the implementation of the EU-Japan EPA;
- Experience with overseas international suppliers is rare at 10,8% and primarily limited to national government organizations;
- A majority of the national government organizations believe that the EPA will result in more EU suppliers taking part in competitive tender procedures, at the regional and local level, government organizations believe that the EPA will have little impact;
- The language barrier, having no office inside of Japan and provision of after-service are seen as the most pressing issues with regard to dealing with overseas based suppliers;
- Government officials in charge of procurement would prefer to receive more support to deal with these issues, and also with related legal and technical issues.

Introduction

The Economic Partnership Agreement (EPA), concluded between the European Union and Japan in 2018, which went into force on February 1, 2019 also includes mutual commitments with regard to government procurement. Both sides have agreed to further open government contracts to each other's businesses, both in terms the number of government entities and sectors covered and by streamlining procedures. These commitments are on top of already existing ones regulated by the World Trade Organization's Agreement on Government Procurement (GPA).

Since 2014, the EU-Japan Centre for Industrial Cooperation is operating a helpdesk service, the Japan Tax & Public Procurement (JTPP) Helpdesk, that aims to support EU SMEs in their endeavours in the Japanese public procurement market. JTPP Helpdesk aims to lessen the hurdles to entry into the Japanese public procurement market, by offering a broad range of information- and practical support services.

Survey

The motivations to conduct this survey among procurement officials at Japanese government organizations were the following:

1. To obtain an insight into the implications of the EPA for these entities and whether this will lead to changes in their procurement practices;
2. To raise awareness concerning the EU-Japan EPA among Japanese government entities and officials in charge of government procurement;
3. Promote the EU-Japan Centre for Industrial Organization and JTPP Helpdesk among Japanese government entities.

In order to achieve these aims, a short questionnaire (Appendix II) was made, that inquired about the following issues:

- Whether the government organizations were aware of the conclusion of the EU-Japan EPA and that it also has implications for government procurement;
- What kind of arrangements the government entities currently have in place to promote participation by international suppliers and whether they are planning to introduce additional or new arrangements on the occasion of the conclusion of the EPA;
- Whether they expect the EPA to lead to an increase in European companies participating and
- What kind of issues they believe are most pressing if an overseas supplier is taking part in tender procedures.

Selection methods

The government entities were selected in two ways. The largest group was selected from data gathered since April 2018 (the Japanese fiscal year) by JTPP Helpdesk for its Weekly Tender Digest Service. The Digest consists of a weekly selection of international WTO-regulated tenders published by the Japanese government which are deemed interesting for European SMEs.

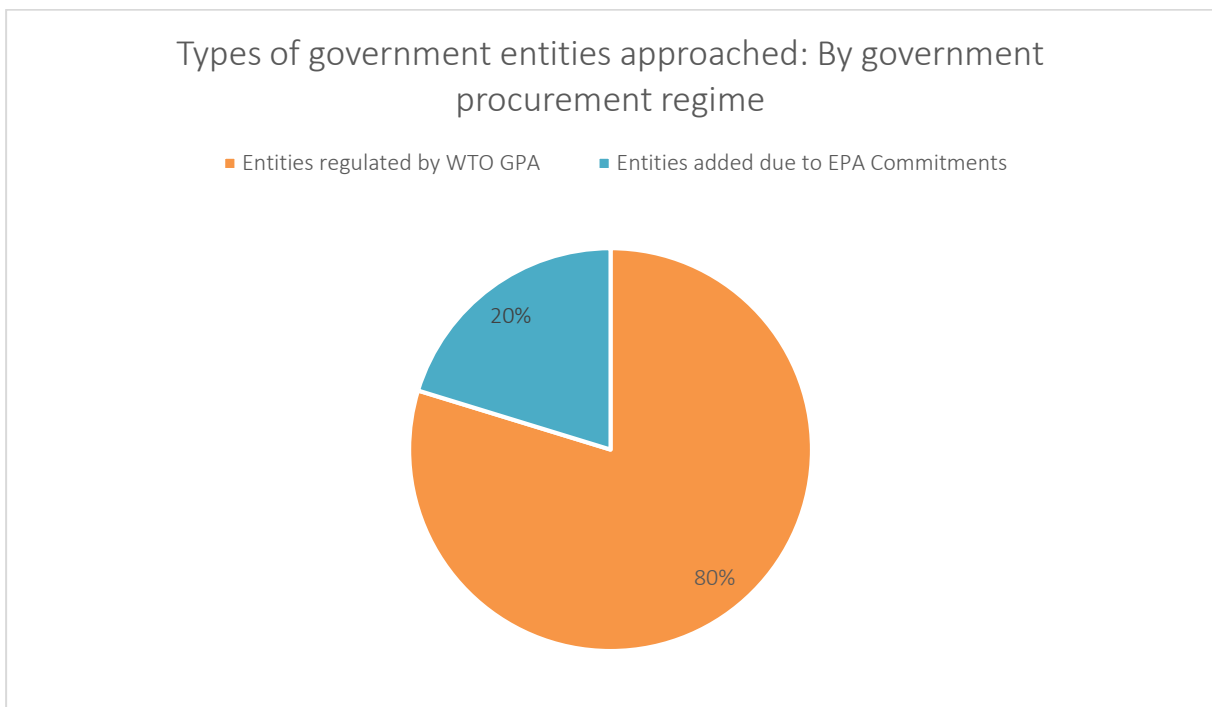
In case of a tender conducted under WTO rules, Japanese government entities add an English language summary to the call for tender notice, that includes the contact address written in English. Using this method, 735 government entities at the central, regional government level were selected.

Additionally, government entities which were added as part of the Japanese commitment on government procurement in the EPA were added as well. These include:

- prefectures and cities that will open procurement related to the production, transport and distribution of electricity to European suppliers (EPA, Annex 10, 1. (c)),
- 89 hospitals and universities falling under prefectural and municipal jurisdictions (EPA, Annex 10, 1. (b)), and
- 53 “core cities” (EPA, Annex 10, 2.).

Here, Japanese addresses found on the entities’ websites were used to approach the department in charge of procurement and contracting.

Table 1: Types of government entities approached	No. of entities
Entities regulated by WTO GPA	736
Entities added due to EPA Commitments	187
Total	923

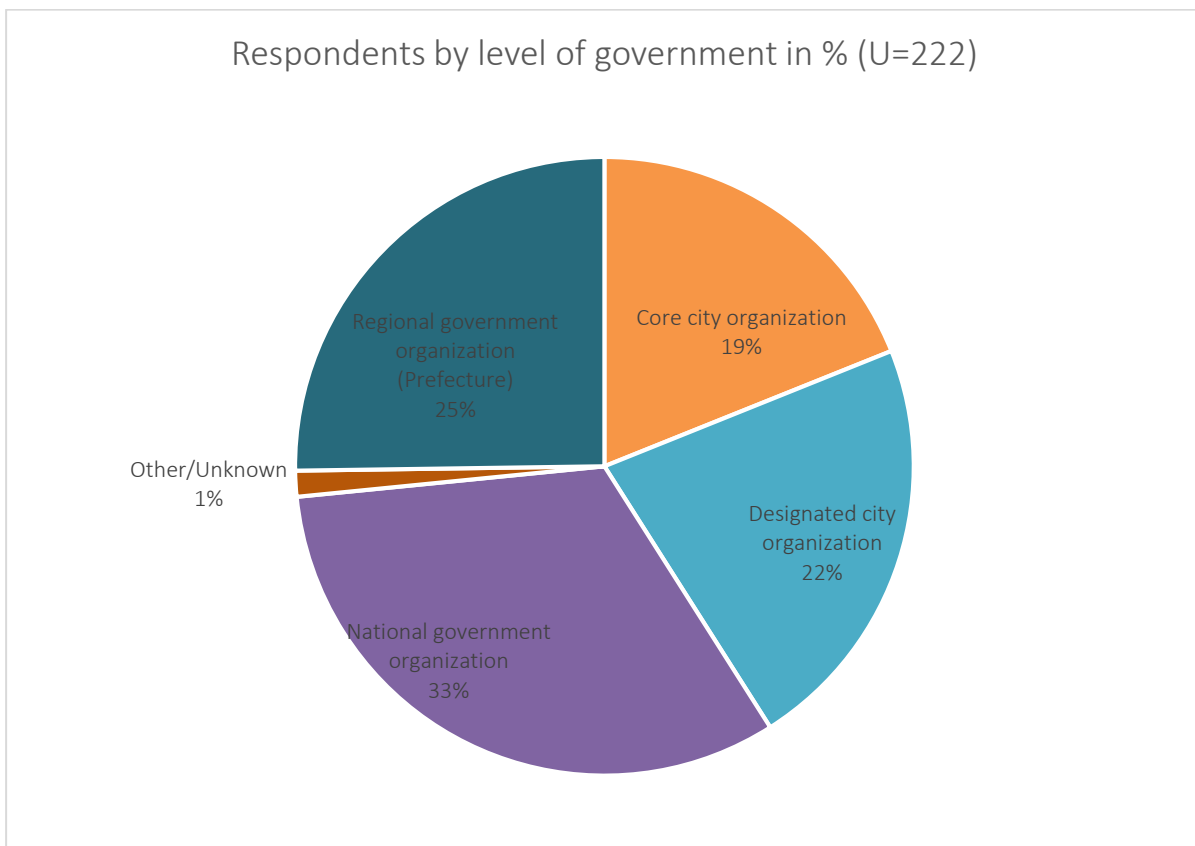


Survey-results

A total of 222 replies were returned by regular post, fax/email or by filling in the online version of the questionnaire. Forty-five (close to 5%) questionnaires sent were returned as non-deliverable, which suggests that the English-language contact information provided in tender notices is not always accurate and/or becomes obsolete quite quickly. Deducting these from the sample, a return rate of 25.3% (222/878) was achieved.

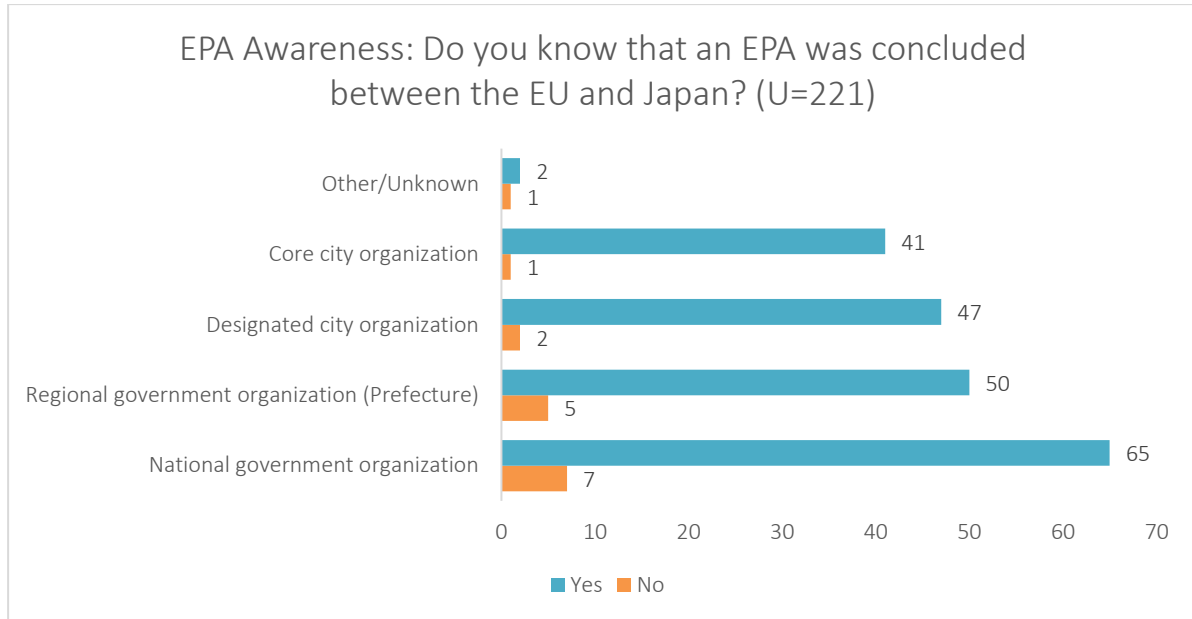
Many respondents chose to specify the juridical format of their entity. However, in this report the organizations were grouped according to governmental level. In case of national government organizations, independent Administrative Agencies, national universities and entities listed in Annex 3 of the WTO GPA are grouped together. Prefectural and Designated city organizations also include public enterprises and entities such as prefectural and municipal universities. A detailed breakdown of the replies by respondents is available in the Appendix I.

Table 2: Respondents by level of government	#	%
National government organizations <i>(Includes independent administrative agencies, national universities, national hospitals etc.)</i>	72	32.4%
Regional government organization (Prefecture) <i>(Includes regional independent administrative agencies, prefectural universities etc.)</i>	56	25.2%
Designated city organizations <i>(Includes municipal independent administrative agencies, municipal universities etc.)</i>	49	22.1%
Core cities	42	18.9%
Other/Unknown	3	1.4%
Total	222	100.0%

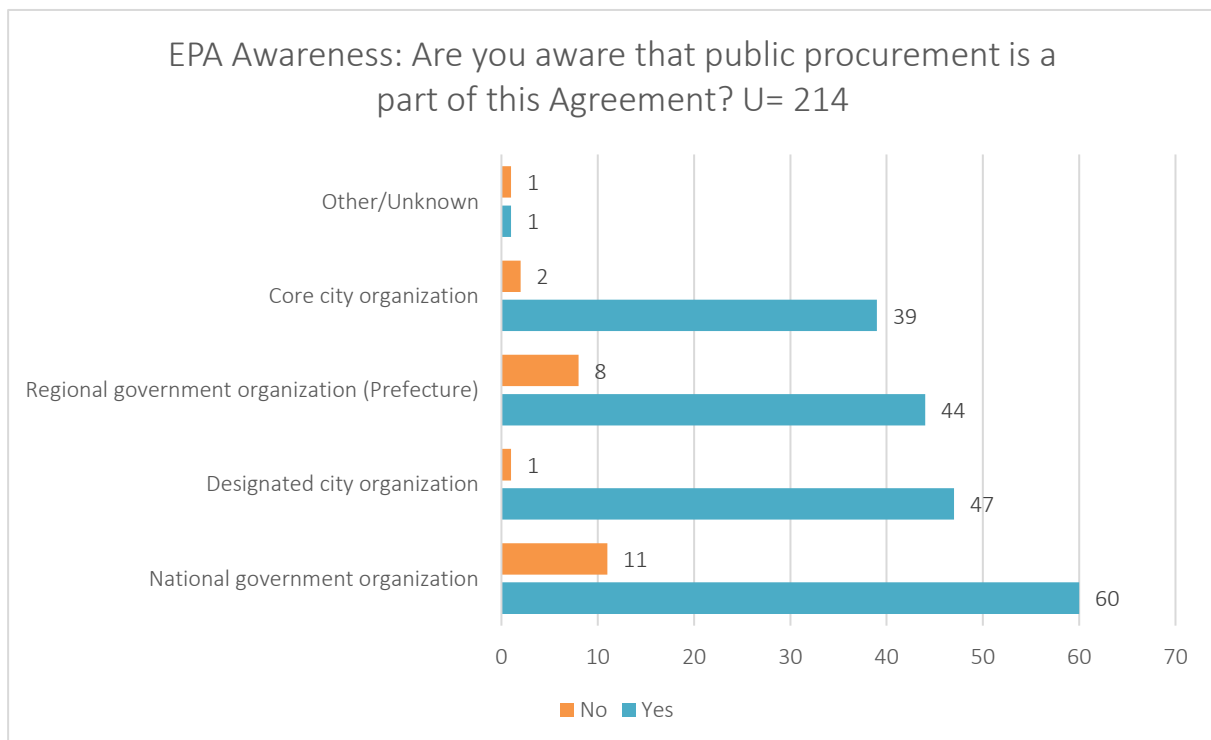


EPA Awareness

In the survey, two questions related to officials' awareness about the EU-Japan EPA were asked. One question inquired whether respondents knew that the EPA was concluded, followed by a question about whether they were aware that it also included commitments concerning public procurement. The survey found that the overall majority (92.8%) is aware of the conclusion of the EPA between the EU and Japan.



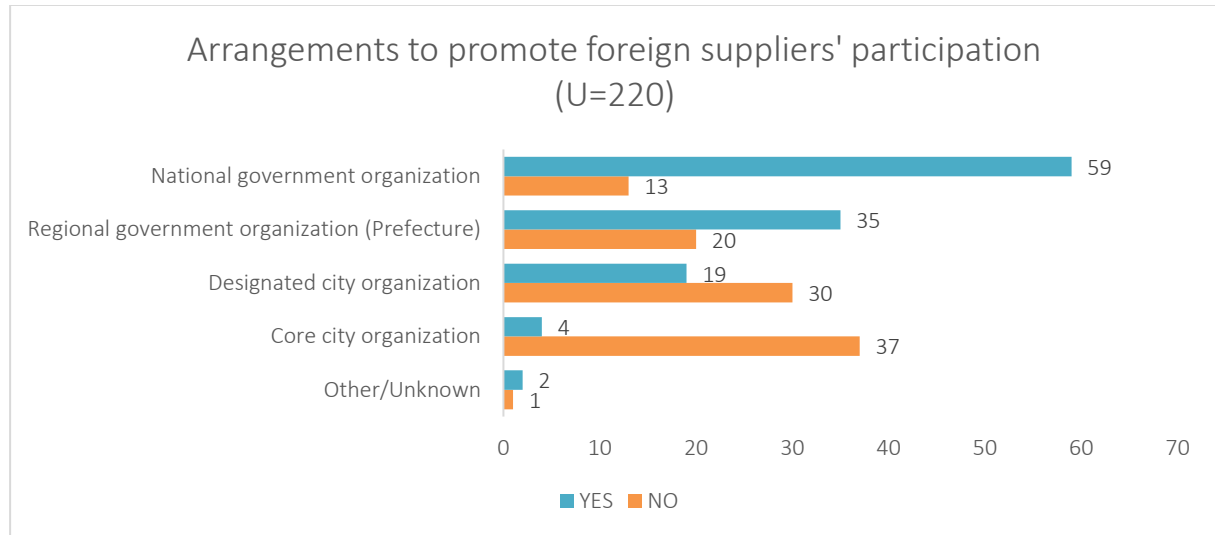
Of those who replied that they were aware of the conclusion of the EPA, about 10.7% (23) of the respondents replied that they were not aware of the inclusion of public procurement in the agreement.



Arrangements to promote tender participation by international suppliers

Under the WTO GPA, Japan has taken a number of (in part voluntary) measures to promote access for foreign suppliers to government procurement opportunities. The most visible of these is the provision of English summaries attached to calls for tender.

This survey also attempted to obtain an insight into the extent various measures are present to facilitate participation to tender procedures by international suppliers and whether new measures will be implemented on the occasion of the conclusion of the EU-Japan EPA.



119 (54.1%) of the entities stated that they have arrangements in place to promote participation of foreign suppliers in their procurement procedures. The overall majority (59, 81.9%) of national government organizations state that they have arrangements in place to promote participation by international suppliers. At the regional and local level this tends to drop quite rapidly. Most “Core City” organizations that will open up their goods and services procurement to EU suppliers under the EPA do currently not have any arrangements in place.

Table 3-1: Current arrangements to promote participation by international suppliers (U=119)

Type of arrangement	Number
1. English summaries in the Gazette	106
2. Have tender documentation/specifications available online	55
3. Email contact-address included in English summaries	11
4. Dedicated English-language website with notices	2
5. Provision of English language information about procedures	2
6. Others	1
7. Provision of tender specifications in English	0
8. Provision of bidding documents in English	0

The arrangements that have been introduced are primarily the provision of English summaries in the central government Gazette (“*Kanpo*”), or its equivalents at the regional and local levels. Furthermore, quite a number of organizations make tender documentation and specifications available online, no longer requiring prospective suppliers to obtain them in person. The number of organizations that allow prospective suppliers to make first inquiries by email, an arrangement that would most likely make it easier for suppliers based abroad, in order to make first contact due to language and time-zone differences, is still fairly uncommon.

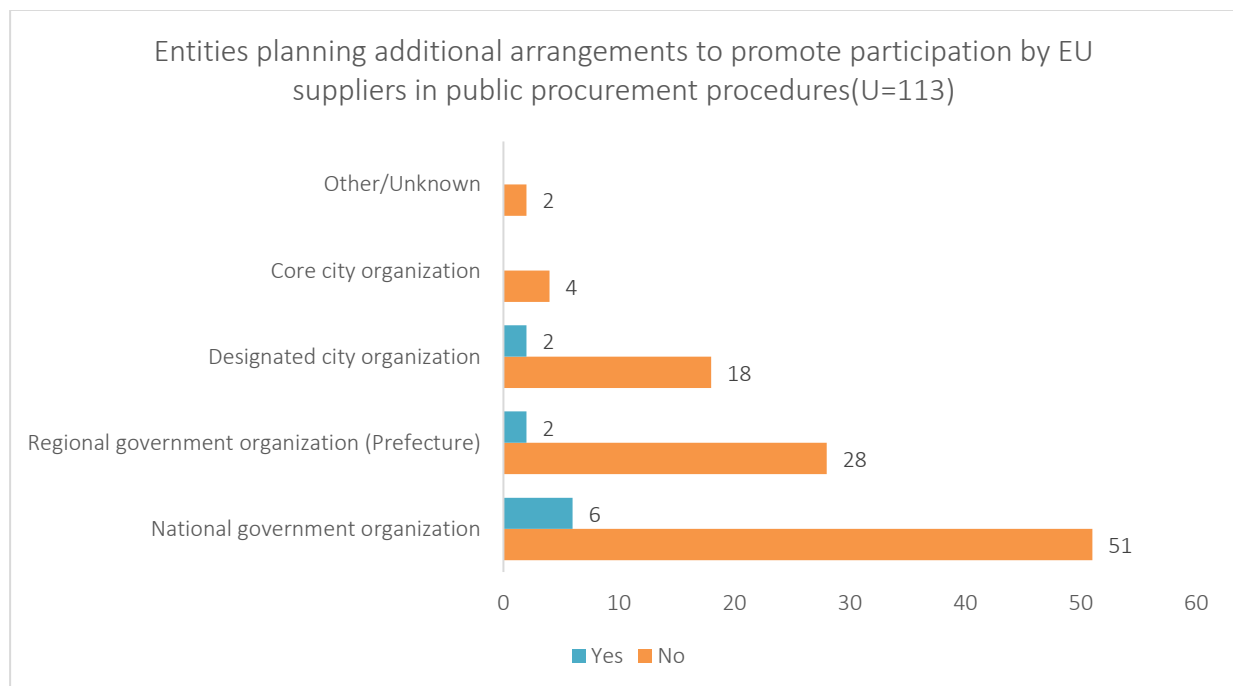
English language websites and more detailed procedural information on matters such as how to qualify as a supplier are still uncommon. Drafting of tender specifications in foreign languages and permitting suppliers to submit bidding documentation in English is currently non-existent.

Table 3-2: Current arrangements per government level

	English Summaries	Email contact	Online tender docs	English website	Procedural info in English	Other
National government organization	56	2	23	2	2	
Regional government organization (Prefecture)	30	4	15			
Designated city organization	17	5	14			
Other/Unknown	2					
Core city organization	1		3			1
Total	106	11	55	2	2	1

Impact of EPA on arrangements to promote participation of international suppliers

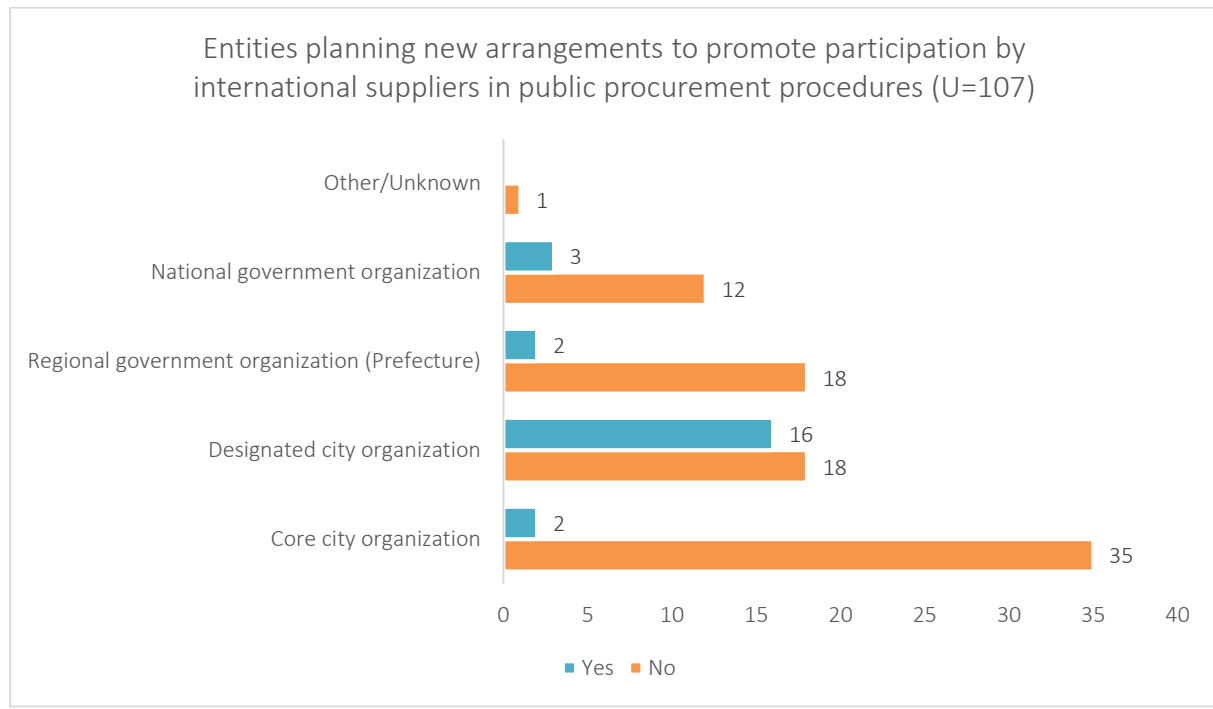
The overall majority of the government entities that have already arrangements in place, do not have plans to introduce additional measures due to the conclusion of the EPA. The entities (10) that do consider additional arrangements are mostly at the national government level. Additional measures considered include English summaries, revisions of internal regulations, or are currently under consideration.



Organizations which currently do not have any arrangements in place were asked whether the conclusion of the EU-Japan EPA would be an occasion for them to consider the introduction of new measures.

Here the survey found that close to a fifth (23) of organizations, currently not having arrangements is considering implementing new measures. The majority of these entities seem to be local independent administrative agencies such as prefectural hospitals and universities.

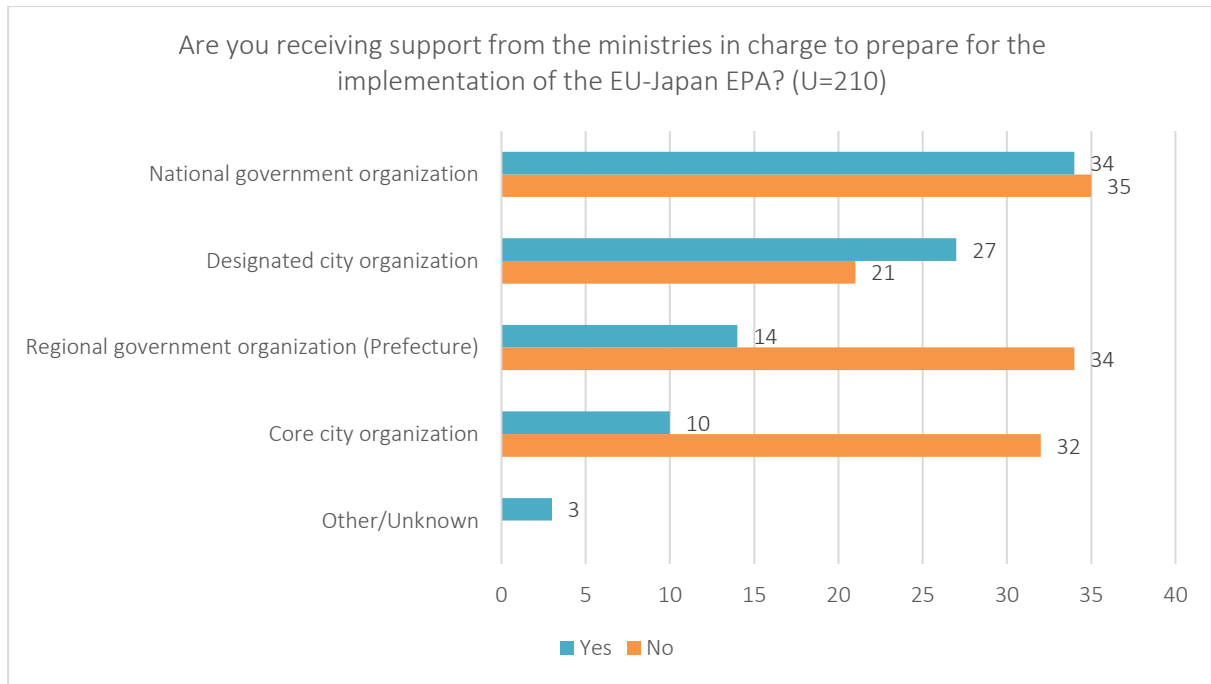
Measures that will be taken consist mainly of the addition of English language summaries to calls to tender and to make tender documentation/specifications available online. Most core cities do not seem to be considering any new measures.



Support to prepare for implementation of EU-Japan EPA

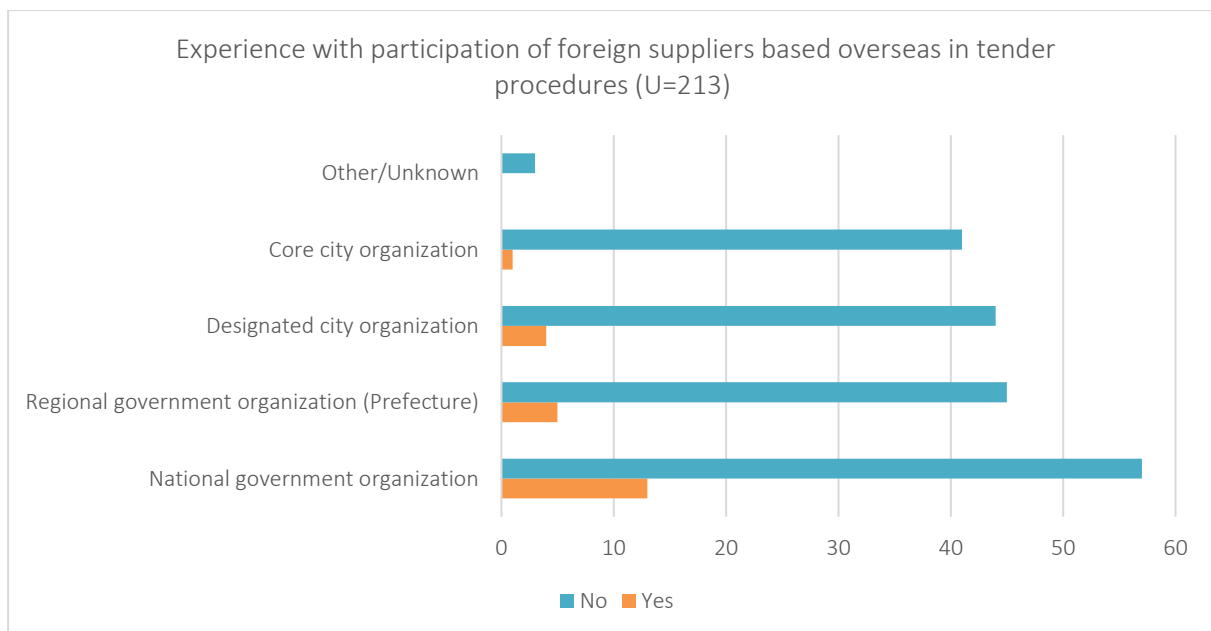
Support given to the government entities by the central government shows a mixed picture. At the national government level and in case of designated city organizations, many entities responded that they were getting support from the ministries in charge to prepare for the implementation of the EU-Japan EPA.

At the regional and the local level, the majority of respondents stated that they did not receive direct support to deal with the implications of the EU-Japan EPA, although one respondent replied that they received a notice from the Ministry of Internal Affairs and Communications Local government Bureau Chief. (地方自法第 245 条の 4 第 1 項に基づく技術的な助言).



Experience with overseas suppliers

The majority of the entities that responded to the survey, have thus far no previous experience in dealing with suppliers based overseas. Only 10.8% of the respondents stated to have worked with foreign-based suppliers, with past experience most frequently mentioned by organizations at the national level.

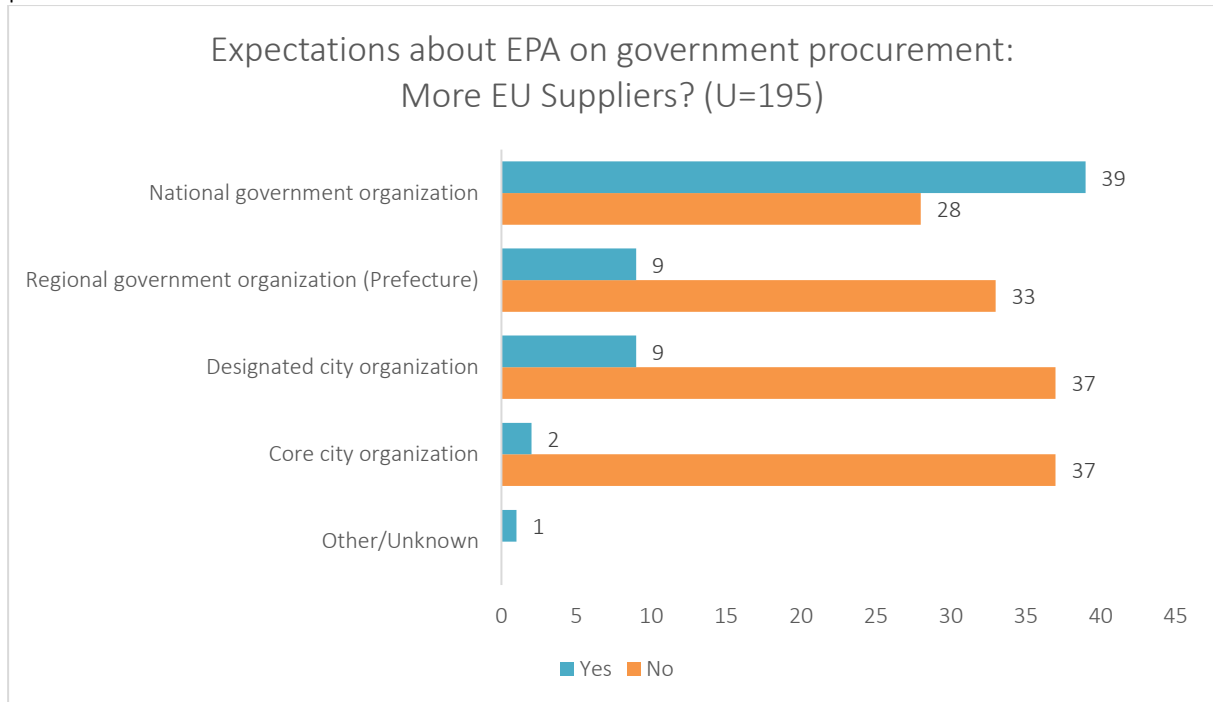


Expectations concerning EPA and public procurement

Opinions on whether the EU-Japan EPA will have impact on public procurement and will lead to more European companies participating in competitive tender procedures, show a diverse landscape.

Most organizations at the regional and local level expect that the agreement will have little impact on their procurement, and will not provide them with more choice in terms of suppliers.

At the national government level however, the majority of the responding entities believe that the EPA will lead to more European companies participating in competitive tender procedures.



Issues perceived

Even when a prospective overseas supplier meets all the conditions stipulated in the tender documentation, procurement officials still see a number of issues. The language barrier in dealing with foreign suppliers is regarded by almost 85% as an important issue, but also a majority of the respondents believe that having no office inside Japan and provision of after-service are points of concern.

Government entities (core cities etc.), added under the framework of the EU-Japan EPA agreement, are in majority also concerned about issues such as delivery- and payment procedures.

A number of additional issues were mentioned as well, they included,

- a lack of experience in dealing with overseas suppliers (no precedents),
- legal issues when drafting contracts,
- how to check the business performance of overseas companies,
- what kind of documentation should be required for this assessment and
- how to deal at times of disagreements and complaints.

Table 4-2 : Issues perceived with regard to dealing with overseas based suppliers (U=222)

Organization	No. of orgs	Language-barrier	No office inside Japan	After-service	Delivery	Payment	Other
Core city organization	42	85.7%	88.1%	78.6%	64.3%	76.2%	7.1%
Designated city organization	49	83.7%	71.4%	85.7%	49.0%	46.9%	4.1%
National government organization	72	88.9%	68.1%	76.4%	37.5%	45.8%	5.6%
Other/Unknown	3	100.0%	66.7%	100.0%	33.3%	0.0%	0.0%
Regional government organization (Prefecture)	56	78.6%	71.4%	66.1%	26.8%	39.3%	3.6%
Grand Total	222	84.7%	73.4%	76.6%	42.3%	49.5%	5.0%

Assistance preferred

The organizations were also invited to point out what kind of support they would like to receive to assist with their dealings with European suppliers.

The responses, 15% of the total and in majority by regional and local government organizations paint a picture in which they would like to receive more assistance to deal with the issues expressed in the previous paragraph, such as the language barrier, and to create a business environment which is more conducive for them to deal with and profit from the commitments laid out in the EU-Japan EPA.

This ranges from requests to have standard templates to draft calls for tender in English, to the establishment of a support/advice/translation service in case foreign companies are participating in tender procedures or at the time a contract is concluded with a European supplier.

Also, procurement officials in core cities expressed a desire to hear how their peers in other cities are dealing with the new challenges created by the EPA.

Quotes:

- *“Creation of a standard contract template”*
- *“Receive support at time of misunderstandings/conflicts”*
- *“We would like to have precautions made public and examples of notices in order to publish part of the tender information in English, French or Spanish.”*
- *“We would like to receive information with regards to issues and examples when dealing with companies based abroad.”*
- *“We would like to have sample texts of notices. Also, information to what extent the various cities have dealt with the situation.”*
- *“Assessment of state of affairs of the management and technological prowess of participating companies”*
- *“Support related to communication and legal issues”*
- *“We wish to have support with regard to the misunderstandings that might come up due to differences in business manners and working customs between Japan and the EU.”*
- *“Support with drafting contracts and dispatch of translators.”*
- *“Explanatory meetings on procurement for core cities”*
- *“Translation of tender materials and selection of tenders where foreign companies can participate more easily”*
- *“Support on mastering procurement methods and contracting procedures for local governments.”*
- *“Support to lessen the language barriers in order to have smooth proceeding with technical and contracting procedures”*

Conclusion

The results of this first survey provide useful factual information regarding public procurement in Japan in the context of the EU-Japan EPA.

For the EU-Japan Centre of Industrial Cooperation, the findings are an indication that continued support to all actors involved is merited to deal efficiently with foreign suppliers, in particular for making information and procedure about public tenders at the sub-central and local level more easily accessible to European businesses.

Such a better access to information and procedure will enable European companies to determine whether there is a business case to enter the Japanese government procurement market and to become suppliers to the Japanese government therefore grasp the opportunities that the EPA might offer both to the EU and Japan.

The Centre intends to continue monitoring the procurement landscape in Japan at regular intervals in the coming years, with the objective to grasp the opportunities that the EU-Japan EPA might offer to the fullest, be it for the European businesses to winning contracts offered by government organizations, and for Japanese regions attracting European businesses and investments.

Acknowledgements

The EU-Japan Centre for Industrial Cooperation wishes to thank the many procurement officials in Japan for their cooperation in this survey. Also special thanks to Ms. Ayaka Take, intern at the EU Japan Centre for Industrial Cooperation, for her logistical work and data-entry.

Appendix I: Respondents' breakdown by organization type

Table I: Respondents: Breakdown by organization type (U=222)	
Organization-type (legal status)	Number
Regional government organization (Prefecture)	54
Core city organization	42
National government organization	24
Local Incorporated Administrative Agency	23
Designated city organization	18
National University	14
Independent Administrative Agency	13
Municipal University Corporation	7
(blank)	3
National Expressway Corporation	3
National Research and Development Corporation	3
Entity listed under Annex 3 of WTO GPA	2
Entity listed under Annex 3 of WTO GPA Group A	2
Inter-University Research Institute Corporation	2
Prefectural Public University Corporation	2
Private enterprise	1
Specific local independent administrative agency	1
Independent Administrative Agency (MEXT)	1
Entity listed under Annex 3 of WTO GPA Group B	1
Public Investment Corporation	1
National Research and Development Agency	1
Special status corporation	1
Independent Administrative Agency National Hospital	1
Local Incorporated Administrative Agency (Prefectural)	1
National Research and Development Corporation	1
Grand Total	222



Appendix II Questionnaire form and English translation



平成 30 年 12 月 19 日

関係者各位

アンケート調査ご協力をお願い

拝啓 時下ますますご隆昌のこととお喜び申し上げます。日頃はひとかたならぬご支援を賜り厚く御礼申し上げます。

7月に署名された日 EU 経済連携協定 (EPA) は世界の経済大国間の経済関係の新たな進歩を意味しており、互いの政府調達市場をより開放することについても合意されました。参加機関の適用範囲の拡大、入札手続きの合理化及び技術的仕様の間接的障壁の削減を含んでおります。

日欧産業協力センターは 1987 年に経済産業省と欧州委員会により日 EU 間の産業協力を担う中核的組織として設立された非営利団体です。産業・貿易・投資全般の協力促進及び日 EU 経済関係の一層の緊密化を図るため、日 EU 企業の経験及びノウハウの交流を通じて双方の企業の競争力を改善することを目的としています。そして支援事業の一つである日本の税務・政府調達 (JTTP) ヘルプデスクは、日本の政府調達市場における活動及び税に関する欧州の中小企業を支援します。

欧州の中小企業により正確かつ最新の情報を提供し、日 EU 当局を支援するために、当アンケートを通じて、調達に関する日 EU 経済連携協定 (EPA) の影響及び、条文にどのように対処されるかについてお伺いしたく存じます。お忙しいところ大変恐縮ではございますが、別記アンケートへのご協力をお願い申し上げます。

つきましては、お手数ですが同封のアンケート用紙の回答欄にご記入の上、2月1日(金)までにご返送願いたく存じます。

なお、ご回答いただきました内容は、上記の目的の参考とさせていただく以外には使用いたしません。また、決して外部に情報が漏えいするようなことはありません。

ご多用中恐れ入りますが、何卒宜しくお願い申し上げます。

敬具

日欧産業協力センター
日本側事務局長 大隅 正憲

EU 側事務局長フィリップ・ドゥ・タクシ・ドゥ・ボエ

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日 EU 経済連携協定及び政府調達アンケート

<https://bit.ly/2yZqoBN> にて本アンケートをオンライン記入するも可能です。



1. どちらの機関に当てはまりますか。
 - 中央政府の機関
 - 都道府県の機関
 - 政令指定都市の機関
 - 中核市の機関
 - その他:

2. 日本と EU が経済連携協定を結んだことをご存知ですか。
 - はい
 - いいえ (質問 4 に進んでください)

3. 協定において、日本と欧州は政府調達市場をより開放することについて合意したことをご存知ですか？
 - はい
 - いいえ

4. 現在、海外企業が入札に参加することを促進するための手段はありますか。
 - はい
 - いいえ (質問 8 に進んでください)

5. 現在、導入している手段はどのようなものでしょうか。(複数可)
 - 官報や公告における英語要約
 - 公告の英語要約に E メールアドレスを載せる
 - 入札説明書及び仕様書をオンラインで提供する
 - 公告を載せる英語版のホームページ
 - 公告以外の入札手続きに関する英語での情報 (入札参加資格申請など)
 - 英語版入札説明書の提供
 - 英語版仕様書の提供
 - 英語で入札書類の提出を認めること
 - その他:

6. 日 EU 経済連携協定が発行された際、EU 企業の入札参加を促進するために新たな自主的な手段を導入する予定でしょうか。
 - はい
 - いいえ (質問 10 に進んでください)

7. 新たに導入する手段はどのようなものでしょうか。(複数可)
 - 官報や公告における英語要約
 - 公告の英語要約に E メールアドレスを載せる
 - 入札説明書及び仕様書をオンラインで提供する
 - 公告を載せる英語版のホームページ
 - 公告以外の入札手続きに関する英語での情報 (入札参加資格申請など)
 - 英語版入札説明書の提供
 - 英語版仕様書の提供
 - 英語で入札書類の提出を認めること
 - その他:

(質問 10 に進んでください)



8. 日 EU 経済連携協定が発効した際、海外企業の入札参加を促進するために自主的な手段を導入する予定でしょうか。
- はい
 - いいえ (質問 10 に進んでください)
9. 自主的に導入する手段はどのようなものでしょうか。(複数可)
- 官報や公告における英語要約
 - 公告の英語要約に E メールアドレスを載せる
 - 入札説明書及び仕様書をオンラインで提供する
 - 公告を載せる英語版のホームページ
 - 公告以外の入札手続きに関する英語での情報 (入札参加資格申請など)
 - 英語版入札説明書の提供
 - 英語版仕様書の提供
 - 英語で入札書類の提出を認めること
 - その他:
10. 日 EU 経済連携協定の施行の準備をするために該当する省庁から支援を受けていますか。
- はい
 - いいえ
11. ご所属の組織においては競争入札において海外にある企業が入札したことはありますか。
- はい
 - いいえ
12. 2019 年から始まる日 EU 協定の規定を考慮した場合、競争入札において EU 企業の参加が増えることを期待していらっしゃいますか。
- はい
 - いいえ
13. 仕様書などにおいて全ての入札参加条件を満たす前提で、海外にある企業を競争入札に参加させようとする場合、予想される問題がありますか。
- 言語の壁
 - 日本国内に拠点がないこと
 - アフター・サービス
 - (契約段階) 納入
 - 支払い処理
 - その他:
14. 今後の競争入札に参加しようとする EU の発注先との取引をより円滑にするために、日欧産業協力センター等からはどんな支援をお望みでしょうか。
-

ご協力をありがとうございました。

ご記入済みのアンケートは **2月1日(金)** まで下記までご提出願います。

- FAX: (03)6408-0281
- E メール: jtpphelpdesk@eu-japan.eu
- 担当: 日欧産業協力センター 日本税務・政府調達ヘルプデスク
〒108-0072 東京都港区白金一丁目 27 番 6 号 白金高輪ステーションビル 4 階
- お問い合わせ: (03)6408-0281 (代表)



English translation (Unofficial)

To whom this may concern,

The [EU-Japan Economic Partnership Agreement \(EPA\)](#) concluded this summer, signifies a new step in the economic ties between two of the largest economies in the world. The agreement also includes far-reaching arrangements with regard to opening each other's public procurement markets, including an increase in coverage and scope of government organizations, streamlining of administrative procedures and lowering of technical and procedural barriers.

The [EU-Japan Centre for Industrial Cooperation](#), established in 1987, is a unique non-profit venture between the European Commission and the Japanese Government. It aims at promoting all forms of industrial, trade and investment cooperation between the EU and Japan and at improving EU and Japanese companies' competitiveness and cooperation by facilitating exchanges of experience and know-how between EU and Japanese businesses. In light of the conclusion of the EPA, the Centre, which has offices in Japan and Europe, strives to support activities to ensure that companies in Japan and the EU can profit from the agreement.

One of the services provided by the EU-Japan Centre is the [Japan Tax & Public Procurement \(JTTP\) Helpdesk](#) which aims to assist European SMEs with their business endeavours in government procurement in Japan and fiscal matters.

In order to provide correct and up-to-date information to EU SMEs interested in becoming a supplier to Japanese government organizations, and assist EU and Japanese policymakers in charge, we would like to kindly ask you for your cooperation in filling in a short questionnaire concerning the impact of the EPA on your activities and the preparations you are making to deal with the terms of the agreement with respect to government procurement.

All of your responses will be kept confidential and the information you provide will be used for the aforementioned purposes only. We would appreciate if you can return the questionnaire before Friday February 1, 2019.

Your cooperation is highly appreciated.

Masanori Osumi
Director (METI)
EU-Japan Centre for Industrial Cooperation

Philippe de Taxis du Poet
Director (EU Commission)
EU-Japan Centre for Industrial Cooperation

There are a number of ways to fill in and return the questionnaire:

- Fill in the online Google form <https://bit.ly/2yZqoBN>
- Send your replies by FAX to (03)-6408-0283
- Email: jtpphelpdesk@eu-japan.eu
- Regular mail: Shirokane-Takanawa Station Bldg. 4F





Survey regarding EU-Japan EPA and government procurement

You can also fill in this survey online at <https://bit.ly/2yZqoBN>



Section 1

1. What kind of organization are you?
 - National government organization
 - Regional government organization (Prefecture)
 - Designated city organization
 - Core city organization
 - Other,

2. Are you aware of the Economic Partnership Agreement which has been concluded between Japan and the European Union?
 - Yes
 - No (Please proceed to question 4)

3. Are you aware that public procurement is a part of this Agreement?
 - Yes
 - No

4. Do you currently have arrangements to promote participation by international suppliers in public procurement procedures?
 - Yes
 - No (Please proceed to question 8)

5. What kind of current arrangements are these?
(Multiple answers possible)
 1. English summaries in the Gazette
 2. Email contact-address included in English summaries
 3. Have tender documentation/specifications available online
 4. Dedicated English-language website with notices
 5. Provision of English language information about procedures
 6. Provision of tender specifications in English
 7. Provision of bidding documents in English
 8. Allow bidding in English
 9. Other,

6. Are you planning to make additional arrangements to promote participation by EU suppliers in public procurement procedures due to the conclusion of the EPA?
 - Yes
 - No (Please proceed to question 10)

7. What kind of additional arrangements are you planning to take?
(Multiple answers possible)
 - English summaries in the Gazette
 - Email contact-address included in English summaries
 - Have tender documentation/specifications available online
 - Dedicated English-language website with notices
 - Provision of English language information about procedures
 - Provision of tender specifications in English
 - Provision of bidding documents in English
 - Allow bidding in English
 - Other,



8. Are you planning to make new arrangements to promote participation by international suppliers in public procurement procedures due to the conclusion of the EPA?
- Yes
 - No (Please proceed to question 10)
9. What kind of new arrangements are you planning to take?
- English summaries in the Gazette
 - Email contact-address included in English summaries
 - Have tender documentation/specifications available online
 - Dedicated English-language website with notices
 - Provision of English language information about procedures
 - Provision of tender specifications in English
 - Provision of bidding documents in English
 - Allow bidding in English
 - Other,
10. Are you receiving support from the ministries in charge to prepare for the implementation of the EU-Japan EPA?
- Yes
 - No
11. Does your organization have experience with participation of foreign suppliers based overseas in tender procedures?
- Yes
 - No
12. Do you expect an increase of European companies participating in competitive tender procedures after the EPA comes into force in 2019?
- Yes
 - No
13. Given that the prospective supplier meets all the conditions stipulated in the tender documentation, what do you expect to be the largest issue, if a supplier that is based overseas is participating in a tender procedure?
- Language-barrier
 - No office inside Japan
 - After-service
 - Delivery
 - Payment
 - Other,.....
14. In order to assist in smoothing your dealings with European suppliers wishing to participate in tender procedures, what kind of would be helpful to you?
-

Thank you for your cooperation!

Please return the completed questionnaire to us in one of the following ways by February 1 (Fri):

- FAX: (03)6408-0281
- Email: itphelpdesk@eu-japan.eu
- Mail: 日欧産業協力センター 日本税務・政府調達ヘルプデスク
- 〒108-0072 東京都港区白金一丁目 27 番 6 号 白金高輪ステーションビル 4 階
- If you have questions about this survey, please call us at (03)6408-0281



EU-Japan Centre
for Industrial Cooperation
日欧産業協カセンター

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