

# The four paradoxes of EU public procurement

## The facts

Public authorities in the EU spend **2€ trillion** – or **14% of GDP** – per year to procure goods and services from private companies.

The EU plans to revise the rules for awarding these public contracts, with the current system encouraging a race to the bottom based on the lowest price.

A new survey shows that a majority of European citizens want the revision to improve working conditions and collective bargaining.

## The survey

REPRESENTATIVE SAMPLE	6 COUNTRIES	4 QUESTIONS
6,080 respondents in total, 1,000 per country	Czechia, France, Germany, Ireland, Poland and Spain	Criteria on public contracts awarding

### What Europeans WANT from public procurement

**65%** want public contracts to be awarded based on price, quality, green and social criteria

**46.4%** prioritise wages and working conditions among these criteria

**83%** want union busters and underpaying companies to be excluded

**72%** want public authorities to prioritise companies with collective agreements

### What Europeans GET from public procurement

**50%** public tenders in the EU are awarded based on the lowest price only

The EU prioritises local, innovative and green public procurement

The exclusion of union busters and underpaying contractors is **not mandatory**

**Legal uncertainty** about prioritising companies with collective agreements deters public authorities

## The solution

Learn more about the UNI Europa campaign  
**“No public contract without collective agreement”**

