

Your Gateway to International Development Projects



Focus:

**The EU's contribution to
narrowing the global
investment gap worldwide**

**Export Gateway:
Discover 16 new projects
funded worldwide!**

**Biz Strategies:
National Tenders vs.
International Tenders: What
are the differences for
participating companies?**

The Power of Information: Unlocking Business Growth Through International Tenders



by **Fabio Santoni**
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Project & Tender Expert

In an increasingly interconnected world, businesses seeking sustainable growth must look beyond traditional markets and embrace new opportunities.

One of the most promising yet often underutilized avenues for expansion is the international tender market. These procurement opportunities, issued by governments, international organizations, and development agencies, offer a structured and transparent entry point into sectors and regions where the private market may not always provide reliable leads.

International tenders represent more than just contracts, they are gateways to new markets, partnerships, and long-term development. By participating in these tenders, businesses can establish a strong global footprint, diversify revenue streams, and mitigate the risks associated with over-reliance on domestic markets.

However, successfully navigating the tender landscape requires more than just bidding on projects. It demands strategic planning, deep market insights, and a long-term vision. The ability to forecast and prepare for upcoming tenders is crucial, ensuring that businesses are not just reacting to opportunities but proactively positioning themselves for success.

In this context, information is not just an asset, it is a vital tool for strategic decision-making. The power of early intelligence on upcoming projects enables companies to plan resources, forge alliances, and tailor their offerings well before a tender is officially announced.

*At **MAG & ExportbyTender**, we recognize that timely and accurate information is the key to unlocking these opportunities. Our mission is to inform our readers before projects become tenders, giving them the competitive advantage needed to stay ahead in an increasingly complex global market. By providing insights, forecasts, and expert analysis, we empower businesses to make informed decisions and seize growth opportunities with confidence.*

In the world of international tenders, success belongs to those who anticipate, prepare, and act decisively.

Stay informed, stay ahead, because the future of business is written today.

Enjoy your reading and good work

Global Gateway: the European Union's strategy to bridge the global investment shortfall



Between 2021 and 2027, Team Europe aims to channel up to €300 billion into sustainable, high-quality investments, addressing the priorities of partner nations and delivering long-term advantages to local populations. This initiative will support the social and economic development of the EU's global partners while also offering valuable investment opportunities for businesses within EU Member States. At the same time, it will uphold stringent environmental and labor standards and ensure robust financial governance. The Global Gateway represents the European Union's strategy to bridge the

global investment shortfall. It aligns with the pledge made by G7 leaders in June 2021 to establish a values-based, high-quality, and transparent infrastructure initiative to address worldwide development needs. Additionally, the Global Gateway fully adheres to the UN's 2030 Agenda and its Sustainable Development Goals, as well as the objectives outlined in the Paris Agreement.

The first major achievement of the Global Gateway was the Africa-Europe Investment Package, allocating approximately €150 billion to enhance collaboration with African partners. Moreover, the initiative has extended to Asia, the Pacific, Latin America, and the Caribbean, where President von der Leyen announced that the EU and its Member States will jointly mobilize over €45 billion in global investments.

In 2023, Global Gateway facilitated the launch of ninety major projects worldwide, focusing on digital, energy, and transport sectors, while also reinforcing health, education, and research systems on a global scale.

«We will support smart investments in quality infrastructure, respecting the highest social and environmental standards, in line with the EU's values and standards. The Global Gateway strategy is a template for how Europe can build more resilient connections with the world.»

Ursula von der Leyen, President of the European Commission



Global Gateway | Areas of partnership

Global Gateway prioritizes key infrastructure sectors that address the diverse challenges arising in today's geopolitical landscape.

It is built upon five core policy pillars:

- **Digital**

With Global Gateway, the EU is enhancing links between Europe and the global community, supporting partner nations in bridging the digital gap and integrating more effectively into the worldwide digital landscape.

- **Climate and Energy**

Global Gateway will facilitate investments in climate adaptation and sustainability, along with renewable energy—both an essential need and a significant economic opportunity for low- and middle-income nations.

- **Transport**

Global Gateway is advancing global infrastructure investments to develop sustainable, intelligent, resilient, inclusive, and secure transport networks across all modes of transportation.

- **Health**

Global Gateway is enhancing healthcare systems worldwide, supporting efforts to combat diseases like COVID-19, malaria, yellow fever, tuberculosis, and HIV/AIDS.

- **Education and Research**

Global Gateway is committed to supporting high-quality education, with a focus on including vulnerable communities, while collaborating with partner nations to enhance research and innovation efforts.



Global Gateway | Regional Programs

- **Latin America and the Caribbean**

Global Gateway seeks to create a partnership where the public sector of Europe and Latin America and the Caribbean link up with the private sector to generate business investments to contribute to wealthier societies to the benefit of all.

- **Sub-Saharan Africa**

Global Gateway implement projects through regional and country initiatives in Sub-Saharan Africa that have results with a transformative impact.

- **Middle East, Asia and the Pacific**

Global Gateway implement projects through regional and bilateral initiatives that have results with a transformative impact in the Middle East, Asia and the Pacific

Discover the EU Global Gateway: Your Essential Guide



Unlock the full potential of the **EU Global Gateway** with our comprehensive guide!

Packed with **detailed insights, strategic programs, and impactful projects**, this resource provides a clear overview of how the European Union is fostering **sustainable global connections** in infrastructure, digital innovation, climate action, health, education, and more.

Stay informed, explore opportunities, and see how the **Global Gateway** is shaping a more resilient and prosperous world.

Read your free copy today (available in Italian and English in pdf format) and be part of the future!

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by **Sebastiano Giordano**
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Project & Tender Expert

National Tenders vs. International Tenders: what are the differences for participating companies?

Participating in a tender is never simple, but the context in which it takes place can make a huge difference. We had the opportunity to compare **national** tenders with international ones, and here are some observations that could be useful for companies looking to expand their scope of action.

Regulations and Transparency

In **national** tenders, the Public Procurement Code regulates public tenders, with a focus on very detailed rules and stringent documentary checks. In international tenders (e.g., World Bank, UN, EU), the regulations are equally rigorous but often more standardized and focused on global efficiency and transparency.

Participation Requirements

In **national** tenders, the requirements can be very specific (local certifications, etc.), sometimes limiting access to foreign or less structured operators. In international tenders, on the other hand, it is common to find more flexible requirements focused on technical skills and specific experience, with fewer **local** bureaucratic constraints.

Language and Culture

National tenders require documents drafted in the **local** language and often a deep understanding of the **local** regulatory context. In international tenders, English is almost always the official language, and knowledge of multicultural dynamics can make a difference during negotiation or contract execution.

Timing

National tenders are often subject to appeals and suspensions, which can extend the award times. In international tenders, the timelines are generally more certain and predetermined, also thanks to independent review procedures

Opportunities for SMEs

In **national** tenders, SMEs face difficulties in competing with large companies, despite some quota reserves. In international tenders, there are many opportunities for consortia or joint ventures, allowing SMEs to join forces and compete on a global scale.

Participating in international tenders requires an open mindset and good preparation, but it can represent a huge growth opportunity for companies, especially in terms of diversification and global visibility.



How to Best Prepare for the International Tender Market?


In the following pages, you will find a list of projects funded by international donors worldwide across various key sectors. This valuable overview will help you prepare, plan resources, and strategize actions effectively to navigate the international tender market successfully.

If you're interested in a project, we can support you in becoming a potential supplier!

AGRIBIZ


Tunisia | Project Promoting Agroforestry and Restoring Forest Landscapes

The Republic of Tunisia, in collaboration with the African Development Bank (AfDB), is launching the Project to Promote Agroforestry and Restore Degraded Forest Landscapes (PARFD). This initiative aims to combat the impacts of climate change, improve rural livelihoods, and restore vital ecosystems.

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Algeria | Project Developing Algeria's Blue Economy – National Investment Plan for Fisheries and Aquaculture

The Government of Algeria, with financing from the African Development Bank (AfDB), is implementing a Technical Assistance Project for the Development of a National Investment Plan in the Blue Economy. This initiative aims to support the country's National Strategy for Fisheries and Aquaculture Development (SNDPA 2035) and the National Strategy for the Blue Economy (SNEB).

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Ghana | Project Building Resilience for Food and Nutrition Security in Ghana

The Government of Ghana, with funding from the Global Agriculture and Food Security Program (GAFSP) through the African Development Bank (AfDB), is implementing the Building Resilience for Food and Nutrition Security in the Northern Savannah Ecological Zone (BRFNS) Project. This initiative aims to enhance food security, improve household nutrition, and promote climate-smart agriculture for smallholder farmers, particularly women and youth.


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SOCIAL DEVELOPMENT


Burkina Faso | Project Enhancing Connectivity and Agricultural Market Infrastructure in Sierra Leone

The Government of Sierra Leone, with A Total Funding: of USD 74 million from The World Bank, is launching the Sierra Leone Connectivity and Agricultural Marketing Infrastructure Project (SL-CAMIP). This initiative aims to improve rural and urban transport, strengthen agricultural markets, and boost economic resilience.

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Kyrgyz Republic | Project Air Quality Improvement Project

The Kyrgyz Republic has launched a \$50 million initiative, funded by The World Bank, to improve air quality, promote clean heating solutions, and enhance urban greenery. This is a significant procurement opportunity for businesses in goods, works, non-consulting, and consulting services.

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Uruguay | Project Strengthening and Sustaining the National Care System in Uruguay


The Government of Uruguay, with funding from the Inter-American Development Bank (IDB), is launching the Program to Support the Strengthening and Sustainability of the National Care System. This initiative, with a budget of USD 16 million, aims to improve access to high-quality care services for people with disabilities and individuals in situations of dependency, promoting social inclusion and sustainable development.

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ICT

Comoros | Project Support Project for the Digitalization of the Comorian Economy (PADEC)

The Union of the Comoros, with funding from the African Development Bank (AfDB) and the Islamic Development Bank (IsDB), is launching the Support Project for the Digitalization of the Comorian Economy (PADEC). This transformative initiative aims to enhance governance, accessibility, and quality of public services through robust digital infrastructure and systems.


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ENERGY

South Sudan - Uganda | Project South Sudan - Uganda Power Interconnection Project


The Governments of the Republic of South Sudan and Uganda, along with the Nile Basin Initiative, have received financing from the African Development Fund to implement the South Sudan - Uganda Power Interconnection Project (SUPIP). The financing for the SUPIP portion in South Sudan also includes a grant from the African Development Bank as the administrator of EU-financed projects.

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Guatemala | Project Expanding Rural Electrification in Guatemala – PIER Project

The Government of Guatemala, with funding from the Inter-American Development Bank (IDB) (USD 120 million), is launching the Rural Electrification Infrastructure Program (PIER).


This initiative aims to increase electricity coverage in rural areas, improving the quality of life for thousands of families and fostering economic development.

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Kiribati | Project South Tarawa Renewable Energy Project (Phase 2)


Funded by the Asian Development Fund and the Ireland Trust Fund, this project will:

- *Install 4MW of floating solar PV (FPV) in Betio*
- *Deploy a 3MVA/3MWh battery energy storage system*
- *Expand 30km of transmission and distribution networks*
- *Introduce low-carbon transport & climate-adapted solutions*

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Montenegro | Project Renewable Energy and Energy Efficiency in Montenegro

The Government of Montenegro has secured financing (€67.6 million) from The World Bank for the Montenegro Energy Sector Decarbonization Project (MESDP), a groundbreaking initiative aimed at enhancing energy efficiency in public buildings and integrating additional renewable energy capacity into the power distribution grid.

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Malawi | Project Accelerating Sustainable and Clean Energy Access Transformation in Malawi (ASCENT Malawi) Project.

The Government of Malawi, with funding from the World Bank, is launching the Accelerating Sustainable and Clean Energy Access Transformation in Malawi (ASCENT Malawi) Project. Total Funding: USD 250.8
This ambitious initiative aims to provide reliable, affordable, and climate-resilient energy to households, businesses, schools, and health facilities across the country.

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HEALTH

Serbia | Project Diseases Prevention and Control Project

The Serbia Noncommunicable Diseases Prevention and Control Project, funded by The World Bank with a €70.7 million loan, aims to improve healthcare effectiveness in tackling noncommunicable diseases (NCDs).


This initiative opens doors for businesses in medical equipment, infrastructure, pharmaceuticals, digital health solutions, and professional services.

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Bolivia | Project Strengthening Maternal and Neonatal Healthcare in Bolivia

The Government of Bolivia, with financing from the Inter-American Development Bank (IDB) with a budget of USD 50 million, is implementing the Program to Improve Accessibility to Maternal and Neonatal Health Services.


This initiative aims to modernize hospital infrastructure, enhance patient safety, and improve healthcare accessibility for mothers and newborns.

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Senegal | Project Transforming Vaccine Production and Public Health in Senegal – MADIBA Project

The Republic of Senegal, in collaboration with international partners, is launching the Vaccinopole Project – MADIBA at the Pasteur Institute of Dakar (IPD).


This initiative aims to enhance vaccine production, reduce Africa's dependency on external supplies, and strengthen public health resilience across the continent.

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Burkina Faso | Project Strengthening Health System Performance and Resilience Project

The Strengthening Health System Performance and Resilience Project in Burkina Faso, backed by \$167 million in funding from the World Bank (IDA) and the Global Financing Facility (GFF), is now underway.

This initiative focuses on strengthening the country's health systems, creating numerous opportunities for businesses across various sectors

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Expand Globally with Donor-Funded Programs!

Tap into international opportunities by connecting with key clients in development programs funded by the EU, World Bank, and UN.

We identify the right projects, map decision-makers, and craft winning strategies to help you secure long-term, high-value partnerships.

Boost your reputation, diversify your client base, and grow globally with our expert market entry support.

Let's turn opportunities into success!



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