

DAS DEUTSCHE  
BAUGEWERBE



# THE PUBLIC PROCUREMENT OF CONSTRUCTION WORKS IN GERMANY 德国建筑工程行业的公共采购

THE ROLE OF CERTIFICATION FOR TRANSPARENCY  
认证对透明度的作用

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The construction sector is a key sector of German economy. With an **investment volume over 320 billion Euros**, the construction sector provides more than **830,000 jobs** and training positions. In all **3,3 million jobs depend on the construction sector**.

建筑业是德国经济的关键部门。  
建筑业**投资额超过3,200亿欧元**，提供超过**83万个就业岗位**和培训岗位。在德国共有**3,300万个就业岗位**依赖于建筑业。



The German Construction Confederation represents the interests of **35,000 construction companies** handling over **75% of the building activities** in Germany and providing **75% of the jobs** in the construction sector.

德国建筑业中央协会代表**35,000家建筑公司**的利益，这些公司承担德国**75%以上的建筑活动**，并提供建筑业**75%的就业岗位**。





## Lobbying 游说

In politics, the government and the media, our Confederation represents strongly the interests of small and medium sized enterprises (SMEs) in the construction sector.

在政界、政府和媒体中，本协会代表建筑业中小型企业（SME）的利益。





## Social dialogue 社会对话

In social dialogue, collective bargaining and vocational training, we use innovative approaches to defend the interests of our members vis-à-vis our social partners.

在社会对话、集体谈判和职业培训中，我们利用创新渠道来捍卫协会成员面对于我们社会合作伙伴时的利益。





## Technical support 技术支持

In German and European standardisation bodies, we represent the interests of our members. We advise our members and offer new business models in changing economic conditions.

在德国和欧洲的标准化机构中，我们代表协会成员的利益。我们为协会成员提供建议，并在不断变化的经济条件下提供新的商业模式。

# Public Procurement in Germany

## 德国公共采购

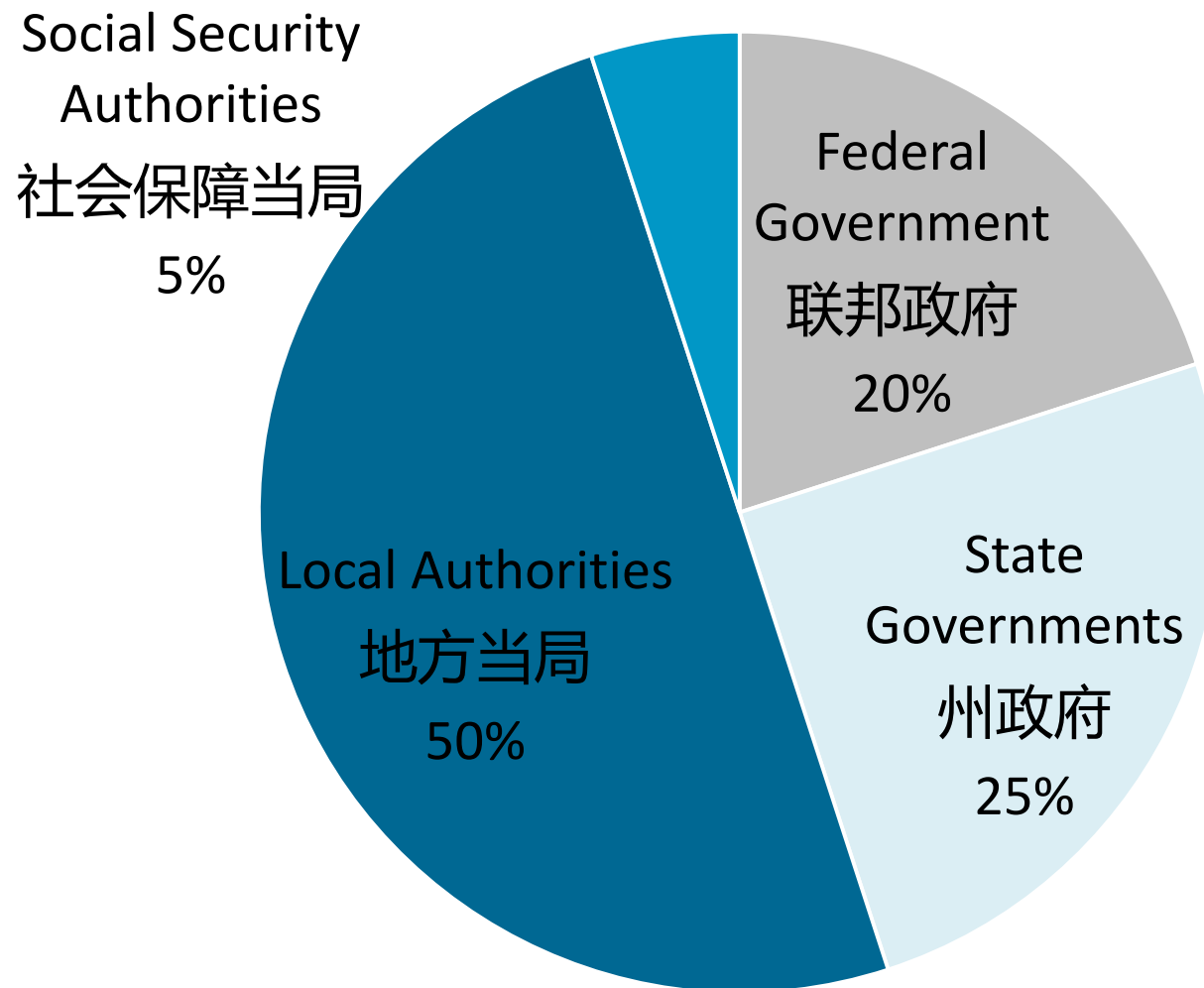
**360 billion Euros per year**  
**每年3,600亿欧元**

**16% of Gross Domestic Product**  
**占国内生产总值的16%**



# Public Procurement in Germany

## 德国公共采购



# Public Procurement in Germany

## 德国公共采购

**EU-Law**  
**欧盟法律**

**National Law**  
**国家法律**

**5,5 million Euros**  
**550万欧元**

# Public Procurement in Germany

## 德国公共采购

### Types of Procedures

### 程序类型

Open Procedure  
公开程序

Restricted Procedure  
限制程序

Negotiated Procedure  
协商程序



# Public Procurement in Germany

## 德国公共采购

### Open Procedure

### 公开程序

In this procedure all interested contractors may participate and submit a tender.

在此程序中，所有感兴趣的承包商均可参与并提交投标书。

# Public Procurement in Germany

## 德国公共采购

### Restricted Procedure

### 限制程序

The Restricted Procedure is a 2-step-procedure.  
限制程序共有两个步骤。

As a first step the contracting authority publishes an invitation to participate.  
第一步，订约当局发出投标邀请书。

Then a limited number of interested contractors are selected by the authority to submit a tender.  
然后，当局限额选取感兴趣的承包商提交投标书。

# Public Procurement in Germany

## 德国公共采购

### Negotiated Procedure

### 协商程序

In this procedure, the authority consults the contractors of its choice either with or without a contract notice.

在此程序中，无论是否有合同通知，当局都将与其选择的承包商进行协商。

The contracting authority negotiates the terms of the contract with one or more of the chosen operators.

订约当局与一个或多个选定的运营商协商合同条款。



# Award Procedure

## 决标程序

Prior Information 先验信息

Selection of suitable candidates  
(not for Open Procedures) 选择合适的候选人 (不适用于公开程序)

Dispatch of the tender documents 发送招标文件

Tender opening date 开标日期

Review of the tenders 评标

Evaluation 评估

Award 决标

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**THANK YOU FOR YOUR ATTENTION!**  
**谢谢!**