

# Guidance on public procurement in Morocco

How to identify and win Moroccan public procurement contracts in key sectors

December 2023

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# Introduction to this document

- This document is offered as part of the [Growth Gateway Programme](#), which aims to support two-way trade and investments between UK and Low & Middle Income Countries
- The **objective of this document** is to provide guidance to UK firms on Morocco's public procurement landscape
- DBT also offers a specific a more **detailed guidance document with concrete opportunities** within Transportation, Water, Hospitals and Clean energy sectors. Reach out to [ExportSupport.Africa@fcdo.gov.uk](mailto:ExportSupport.Africa@fcdo.gov.uk) to get your copy

The Growth Gateway Programme is a UK service to promote **two-way trade & investment** between the UK and Low and Middle Income Countries...

...that delivers UK-LMIC commercial benefits...

### Trade & investment deals

Value of UK/LMIC deals supported

### Business engagement

# firms substantively engaged / supported

### Market access barrier reform

# reform plans for market access barriers accepted

...and positive development & climate impact...

### Job creation

# Jobs expected to be supported by GG deals

### Development impact

Composite score of econ. transformation, climate adaptation & mitigation, inclusion (poverty, women econ. participation)

...through targeted interventions, 1:1 business advisory support, digital tools & guidance

## What is in the scope of public procurement?

1

It includes the purchase of **goods, services and works** by national, regional & local **governments** and **state-owned enterprises & institutions**

2

It includes the purchase for **own consumption** (e.g., electricity), **capital investments** (e.g., roads) and **social transfers in kind** (e.g., food aid)

3

It is only a part of and not equal to **total public expenditure**, excluding categories like staff salaries

4

It includes **Public Private Partnerships** and any other initiatives with private sector investments coordinated by a public sector entity

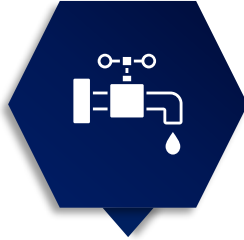
# Which sub-sectors are in the scope of this guidance?

***Sector specific guidance is available upon request for 4 sub-sectors with large upcoming opportunities in Morocco's public procurement and for which UK firms have the "right to win"***



## Transportation

**Infrastructure for roads, railways & airports**



## Water

**Desalination, sanitation and distribution**



## Hospitals

**Infrastructure, equipment, training & e-health**



## Clean energy<sup>1</sup>

**Wind, solar & grid**

### **Trends & opportunities in Morocco**

- Major national plans including Roadway 2035 (\$9.6B), Railway 2040 (\$37B), Airports upgrades by 2030 (~\$700M<sup>2</sup>)
- National Water Plan 2050 to relieve water stress (\$40B investment)
- Short term Drinkable water & irrigation plan 2027
- Healthcare reform driving hospitals expansion
- ~\$2Bn for building new hospitals and univ. hospitals<sup>3</sup>
- ~\$220M for rehabilitation
- Ambition to reach 52% share of renewable energy by 2030
- +6GW capacity to be built over by 2027, corresponding to \$6-8B investment

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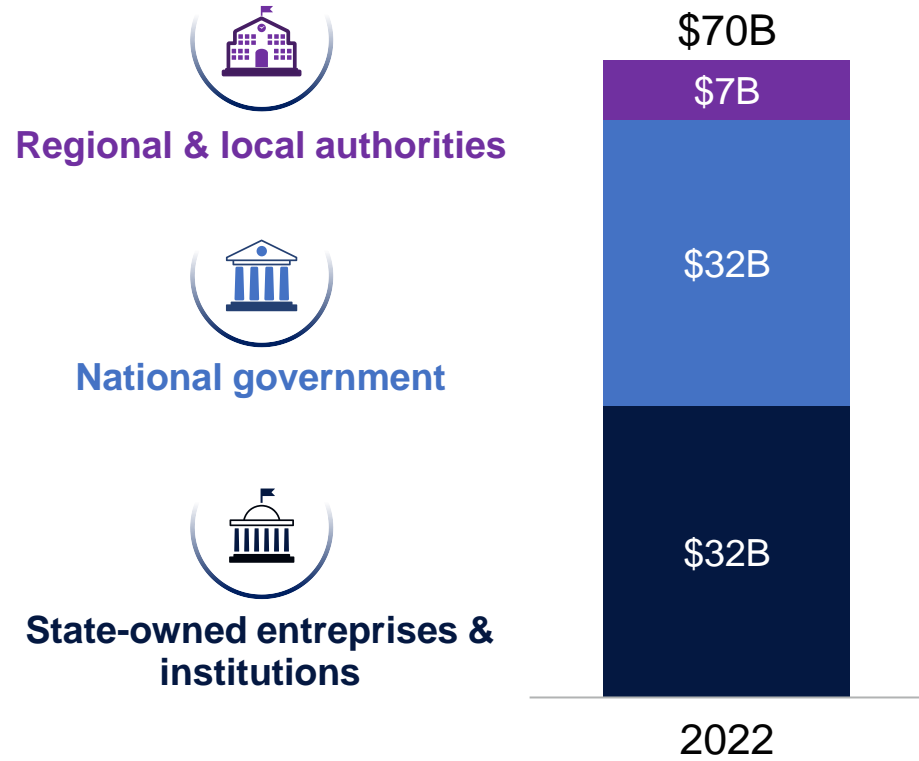
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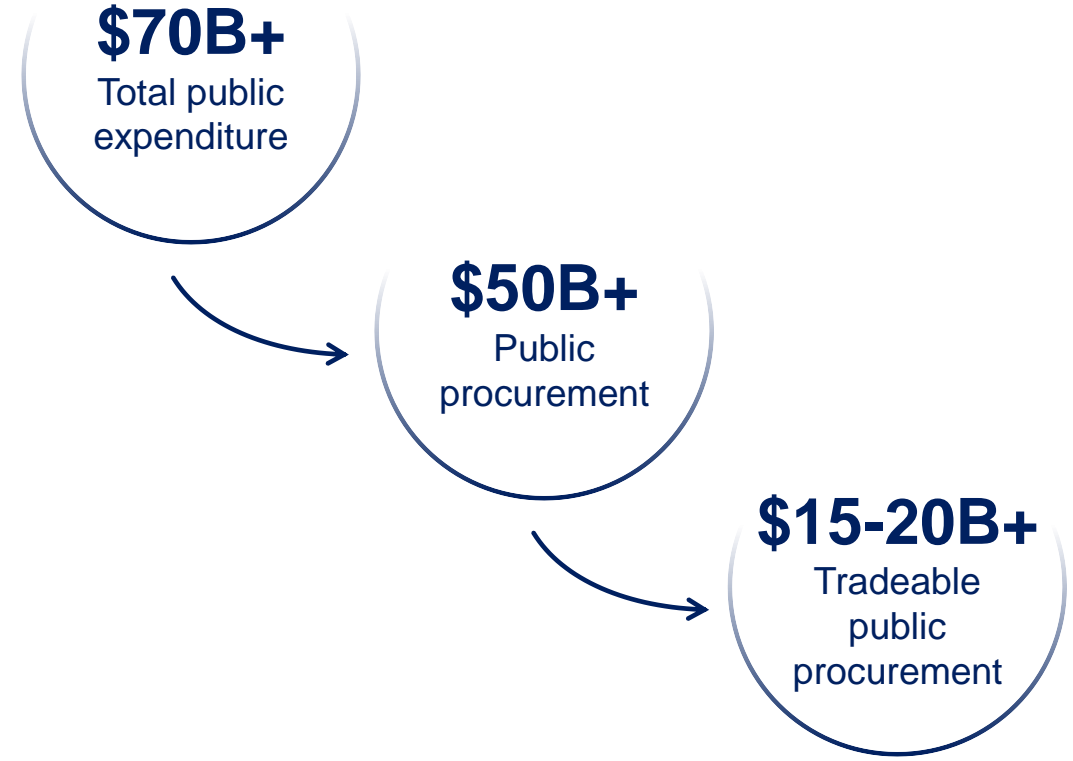
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# What is the size of Morocco's public procurement?

**Total public expenditure of \$70B+...**  
2022



**...of which \$15-20B is tradeable public procurement**  
2022





# What are the largest government procurement entities in Morocco?



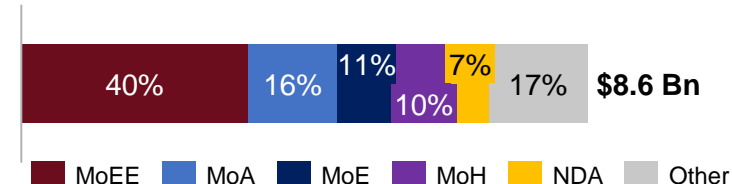
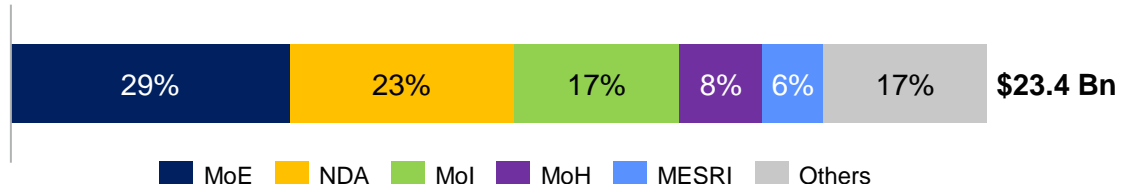
## Operational expenditure



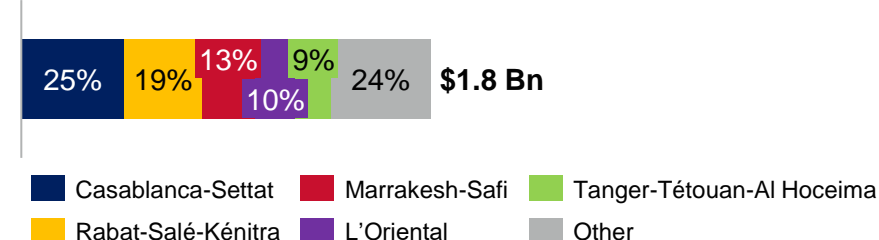
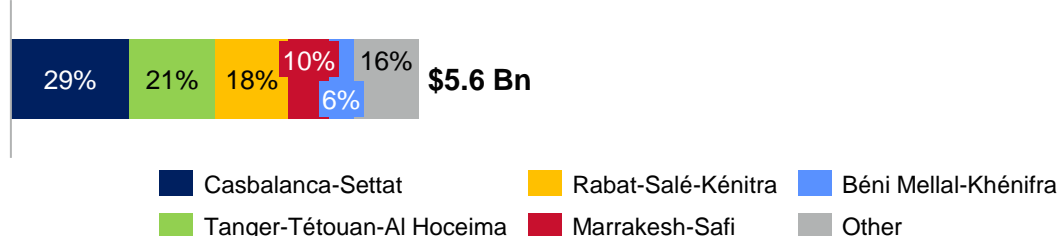
## Investment



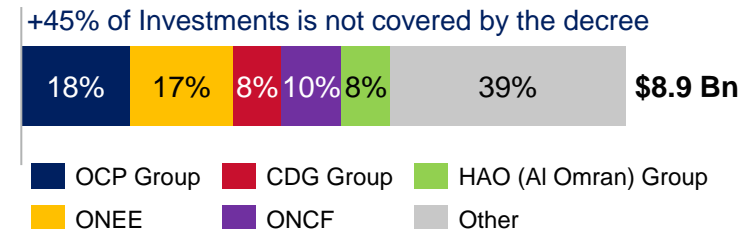
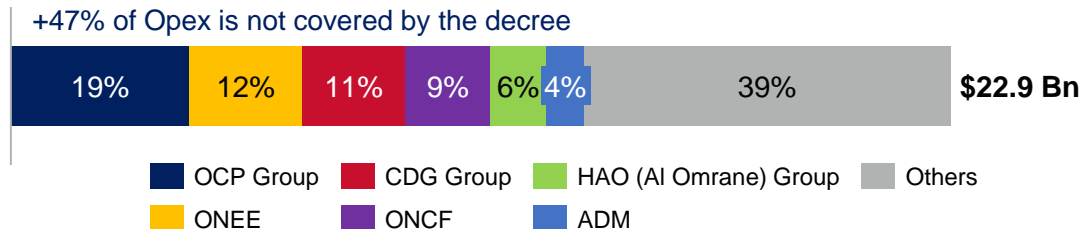
### General Gov



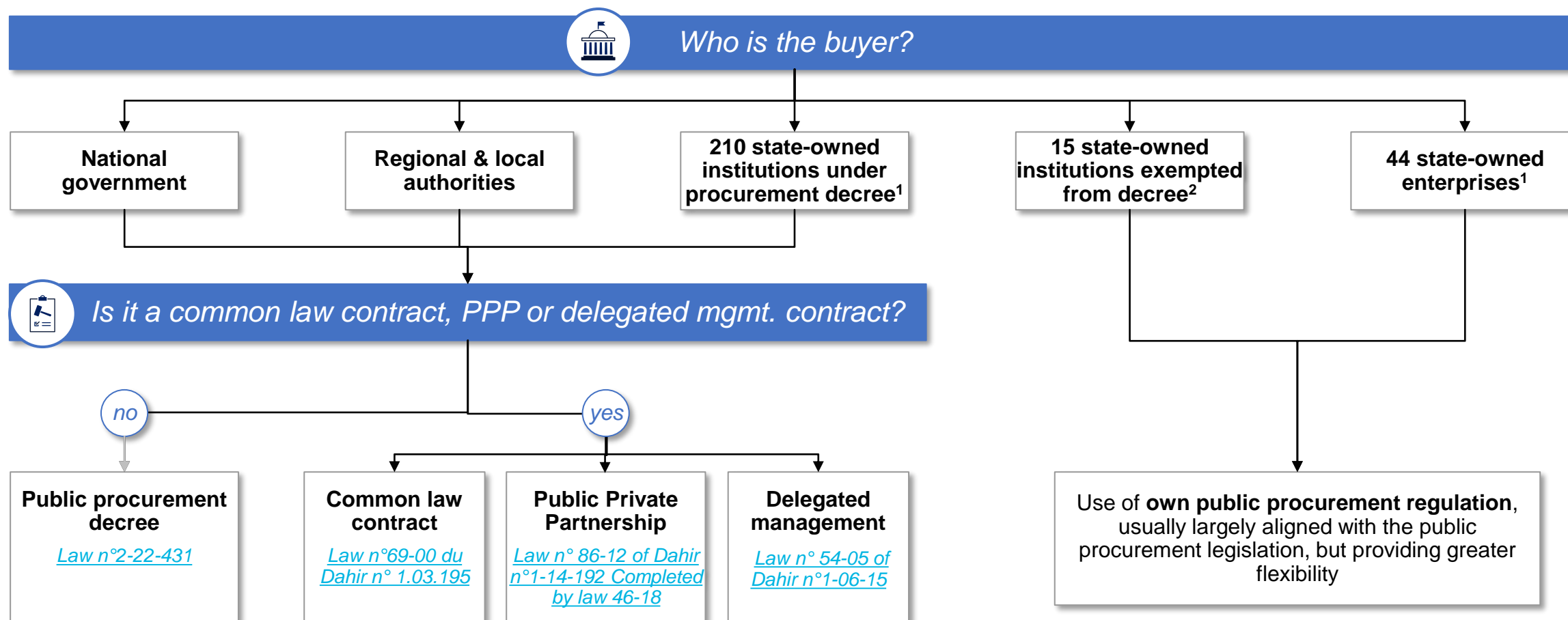
### Regional Authorities



### EEP<sup>1</sup>



# What is the legislative framework of Morocco's public procurement?



1. [List of all state-owned institutions and enterprises](#) (annexe 1-A) 2. [Link to the 15 state-owned institutions exempted from decree](#) (annexe Tableau n°1)

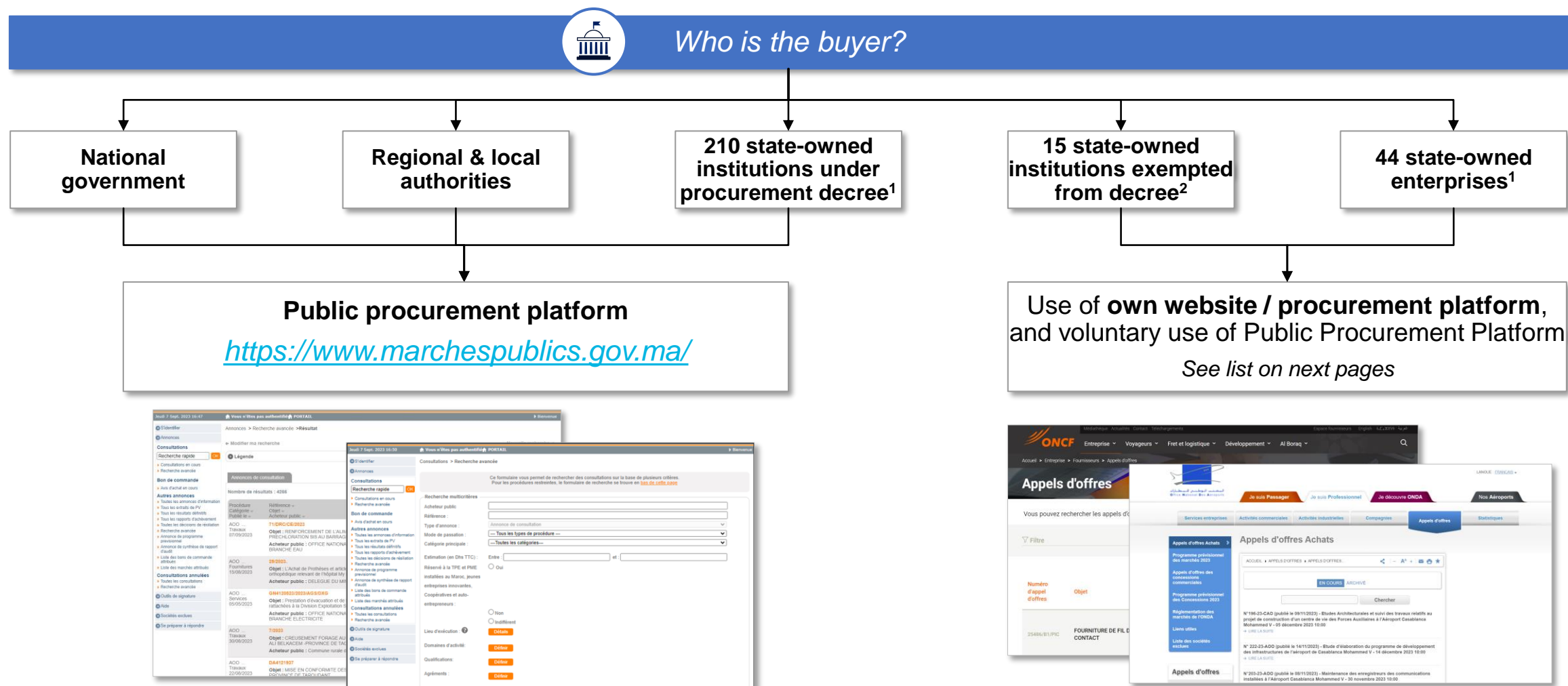
# When and how are the different process types used? (1/2)

		Criteria of Use	Evaluation Criteria	Procedures
<b>Without Tenders</b>	<b>Common Law Contracts</b> <i>"Contrats de droit commun"</i>	<ul style="list-style-type: none"> <li>List of 40 pre-defined areas</li> <li>Publication on procurement portal of all conventional contracts</li> <li>Concern services with prices already defined</li> </ul>	<ul style="list-style-type: none"> <li>Matching requirements (&lt;&gt; price already set)</li> </ul>	<ul style="list-style-type: none"> <li>Buyer publishes offer at the start of each business year on the public procurement portal including the overall amount of common law agreements or contacts concluded from previous budget</li> </ul>
	<b>Purchase Order</b> <i>"Bon de commande"</i>	<ul style="list-style-type: none"> <li>Less than 500,000 MAD (£40,000) in value for works or services</li> <li>List of 100 pre-defined areas</li> <li>Purchase order notice on public portal for a duration of 48h+</li> </ul>	<ul style="list-style-type: none"> <li>Lowest bid matching requirements</li> </ul>	<ul style="list-style-type: none"> <li>Publish the offer on the public portal (at least 48 h in advance)</li> <li>Bids can be submitted physically or electronically</li> <li>Owner selects the competitor with the lowest offer</li> <li>Owner publishes for 3 days the examination of the quoted on the public portal</li> </ul>
<b>With tenders (1/2)</b>	<b>Open tenders</b> <i>"Appel d'offres ouvert"</i>	<ul style="list-style-type: none"> <li>Published on public portal and in &gt;1 journal at least 21 days before bidding start</li> <li>Tenders with very precise requirements</li> </ul>	<ul style="list-style-type: none"> <li>Matching requirements incl. quality, cost-benefit analysis, job creation, tech transfer methods, financial framework, regulatory compliance</li> <li>Lowest bid</li> <li>15% price disadvantage for non MAR based companies</li> </ul>	<ul style="list-style-type: none"> <li>Call for bids on PP portal</li> <li>Opening of bids in a public session</li> <li>Examination of offers by a tender commission</li> <li>Selection of the most economically advantageous offer by a commission</li> <li>Obligation for the owner to communicate estimated costs of services</li> </ul>
	<b>Simplified call for tenders</b> <i>"Appel d'offres simplifié"</i>	<ul style="list-style-type: none"> <li>A commission needs to approve the simplified tender</li> <li>Published on the public portal and in at least one newspaper 10 days before the bidding start</li> <li>Estimated project amount &lt;1M MAD (£80,000)</li> </ul>	<ul style="list-style-type: none"> <li>Same as above</li> </ul>	<ul style="list-style-type: none"> <li>Same process as open tenders except for the exemption of reference certificates for bidders and the workload plan</li> </ul>

# When and how are the different process types used? (2/2)

		Criteria of Use	Evaluation Criteria	Procedures
<b>With tenders</b> (2/2)	<b>Open tenders with pre-selection</b> <i>"Appel d'offres avec preselection"</i>	<ul style="list-style-type: none"> <li>Same as open tenders</li> <li>Tenders with "high complexity or particular nature"</li> </ul>	<ul style="list-style-type: none"> <li>Same as open tenders</li> </ul>	<ul style="list-style-type: none"> <li>Call for interest on PP portal</li> <li>Pre-selection based on technical &amp; financial capabilities</li> <li>Submission of bids by pre-selected</li> <li>Selection by a board of most economically advantageous bid</li> </ul>
	<b>Restricted tenders</b> <i>"Appel d'offres restreint"</i>	<ul style="list-style-type: none"> <li>Less than 5 M MAD (£400,000)</li> <li>Requires administrative certificate explaining the reason of using this procedure</li> <li>Only for projects that can only be performed by a limited number of suppliers due to the nature of the project, the required skills &amp; resources</li> </ul>	<ul style="list-style-type: none"> <li>Same as above</li> </ul>	<ul style="list-style-type: none"> <li>Launch of competitive bid - at least 3 competitors to be consulted</li> <li>Opening of bids at a public meeting / public</li> <li>Assessment of bids by a tender committee commission;</li> <li>Selection by the tender committee of the most advantageous bid (technical and financial offer)</li> <li>Obligation for the contracting authority to inform the tender committee of the estimated cost of the services</li> </ul>
<b>Negotiated</b>	<b>Negotiated contracts</b> <i>"Contrats négociés"</i>	<ul style="list-style-type: none"> <li>1 or more competitors</li> <li>When specific technology required or extension of contract or urgency or confidentiality</li> <li>When tender published twice without response</li> </ul>	<ul style="list-style-type: none"> <li>Combination of price, performance, delivery date and delivery conditions</li> </ul>	<ul style="list-style-type: none"> <li>Negotiated contracts are awarded with prior advertising and competitive bidding or without prior advertising and competitive bidding</li> <li>Competitive bidding published on the public procurement portal and in at least one national newspaper</li> <li>Competitors application file include both a technical &amp; an administrative file and is deposited physically</li> <li>Evaluation by the negotiation committee and choosing of selected offer</li> </ul>
<b>Contest</b>	<b>Contest</b> <i>"Concours"</i>	<ul style="list-style-type: none"> <li>Services in predefined areas (e.g., urban planning, engineering)</li> <li>Published 15 days before start</li> </ul>	<ul style="list-style-type: none"> <li>Criteria including clear methodology for service execution, efficient resource allocation, innovation, knowledge transfer, guarantees, sustainable practices</li> </ul>	<ul style="list-style-type: none"> <li>Contest is published</li> <li>Competitors wishing to participate may apply for admission. Only competitors selected by the competition jury able to submit their offers</li> <li>Proposed projects are examined and ranked by a jury<sup>11</sup></li> </ul>

# Where are public procurement tenders posted?



1. [List of all state-owned institutions and entreprises](#) (annexe 1-A)    2. [Link to the 15 state-owned institutions exempted from decree](#) (annexe Tableau n°1)

# How does the Public Procurement Portal work?

1. Open [marchespublics.gov.ma](https://www.marchespublics.gov.ma)

2. Click on "Consultations en cours" to access & fill the filters

3. (Opt. for restricted tenders) Type the name of buyer (ONCF, etc.) and log in

4. Browse the tenders and select the relevant one

5. Download the tender file

6. Click on "Dépôt" to submit your bid

# What are the tender platforms for major state-owned enterprises and institutions?

Enterprise / Institution	Translation	Procurement portal
Société Nationale des Autoroutes du Maroc	National Motorway Company of Morocco	<a href="#">ADM</a>
Ministère de l'Équipement et de l'Eau	Ministry of Equipment & Water	<a href="#">Public Procurement Portal</a>
Office National des Aéroports	National Airports Office	<a href="#">ONDA</a>
Office National des Chemins de Fer	National Railway Office	<a href="#">ONCF</a>
Casa Baia	Casa Baia (Environment Casablanca)	<a href="#">Casa Baia</a>
Office National de l'Électricité et de l'Eau Potable	National Office of Electricity and Drinking Water	<a href="#">ONEE</a>
Ministère de la Santé	Ministry of Health	<a href="#">Public Procurement Portal</a>
Centres Hospitaliers Universitaires	University Hospitals	<a href="#">CHU Casablanca</a> ; <a href="#">CHU Rabat</a> ; <a href="#">CHU Tangier</a> ; <a href="#">CHU Fes</a> ; <a href="#">CHU Marrakesh</a> ; <a href="#">CHU Oujda</a>
Caisse Nationale de Sécurité Sociale	National Social Security Organization	<a href="#">CNSS</a>
Ministère de la transition énergétique et du développement durable	Ministry of Energy Transition & Sustainable Development	<a href="#">Public Procurement Portal</a>
Moroccan Agency for Sustainable Energy	Moroccan Agency for Sustainable Energy	<a href="#">Masen</a>
OCP SA	OCP (incl. OCP Green Water, OCP Green Energy and Innov'X)	<a href="#">OCP</a>

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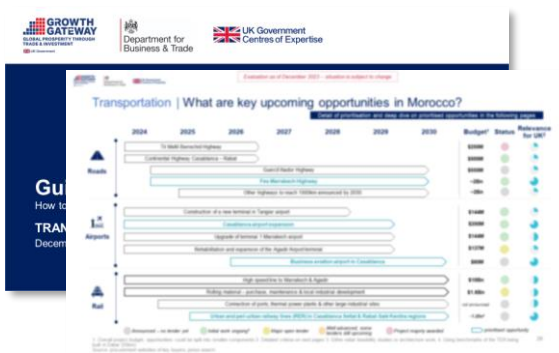


## Four sector specific guides are available upon request

Reach out to [ExportSupport.Africa@fcdo.gov.uk](mailto:ExportSupport.Africa@fcdo.gov.uk)

Where can I  
find sector  
specific  
information on  
upcoming  
opportunities?

### 1 Transportation sector



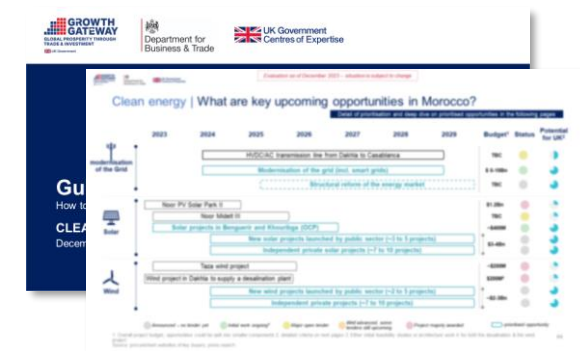
### 2 Water infrastructure sector



### 3 Hospitals sector



### 4 Clean energy sector



Where can I  
find more  
information  
about trade  
in Morocco?

## 1 Contact the British Consulate – General in Casablanca

Villa Les Salurges  
36 rue de la Loire – Polo  
Casablanca, Morocco

Email: [ExportSupport.Africa@fcdo.gov.uk](mailto:ExportSupport.Africa@fcdo.gov.uk)  
> use header "Procurement Morocco"

Tel: +212 661 764531

## 2 Visit the dedicated DBT website for export to Morocco

<https://www.great.gov.uk/markets/morocco/>

