

Study: SMEs win 79% of govt contracts

SMALL and medium-sized enterprises (SMEs) in Singapore have been successful in securing public projects, with 79 per cent of the contracts awarded by all ministries having gone to SMEs rather than multinational corporations (MNCs), a study by analytics firm VSC showed.

The study also found a high correlation between a company's financial strength and the level of success in winning public tenders.

Together with the National University of Singapore Business School, VSC had evaluated data from 11 ministries, 16 industries and 50 companies since 2012.

The study also identified the obstacles faced by enterprises, the potential benefits for SMEs when they bid for public projects and recommendations to help improve SMEs' chances of winning tenders.

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