

What barriers are women-led businesses facing in public procurement?



**OPEN
CONTRACTING
PARTNERSHIP**

Difficult to identify women-led businesses.

In most procurement regimes there is no clear definition of a women-led business and a dearth of gender-disaggregated bidder and supplier data. *New research provides some innovative ideas on how to build these datasets.*

Negative perceptions impact bids (on both sides).

Women reported negative perceptions about the openness and fairness of the public contracting processes. Government officials may also have negative perceptions about women entrepreneurs' capacities and the potential of their businesses.

Lack of access to finance.

Women entrepreneurs' lack of access to finance due to discriminatory practices, which limits their ability to acquire the working capital needed to apply for government contracts.

Operating on a smaller scale.

In Latin America, Sub-Saharan Africa, and East Asia, women lead, on average, 23% of small businesses compared to 11% of large businesses. The smaller size hinders their capacity to meet requirements of large government contracts.