Public International Trade Opportunities: An OpenOpps Project
What is 'Public International Trade Opportunities'?
‘Public International Trade Opportunities’ (PITO) represents our vision to open up global public sector tenders and contracts of world. We want to provide access to this information to taxpayers, suppliers, journalists, government organisations, NGOs and academic bodies around the world.

‘Public International Trade Opportunities’ in practice
At OpenOpps we currently collect over 26,000 tender documents a month from over 720 different public sources around the world, without any need for human intervention.

We collect data from over 100 countries, gathering their tender notices, contract notices and specification documents. These documents are all converted by us to the Open Contracting Data Standard JSON format (OCDS). At the time of writing we have over 10.3m documents in our database, making it the largest OCDS repository in the world.

By turning this data into a collective register of government demands across the globe, we know what is bought by whom.

Our product; your product
We make open tenders freely available to search through our website https://openopps.com, at the time of writing you can search over 100,000 open tenders through our site. All of our data is also available through our API. We also have a subscription web service that provides advanced search, additional data and downloads.

How we get the data and what we do with it
Our technologies
The technologies that we use are open source, including our database, search engine, web framework and charting tools, so they can be deployed without limitation.

Where we sit in ‘They Buy For You’
Our data is trusted by our partners in ‘They Buy For You’ (part of the European Commission’s Horizon 2020 program): OESIA, Cerved, UPM, SOTON, JSI and MJU and underpins the program as a whole. Our data is also being used by the UK Government, the European Union and multiple blue chip companies. We are also working with Academic institutions, including the Alan Turing Institute.

How PITO aggregation works

Step 01
Find sources

Step 02
Harvest data

Step 03
Map to OCDS

Step 04
Publish

We identify and evaluate sources and then plan how to gather data from each of the sources.

We convert the data to OCDS format and then store it in a single JSON repository ready to be accessed.

Run our tools to aggregate data on a daily basis. We also record ‘meta data’ on each scraping run so that we know all we can about each source.

And update the data with extra information (e.g. language, currency), before publishing it into the API.

Read more...
Making a business case for reconciliation

Knowing who we and our governments do business with matters. In most developed countries, government procurement is a fairly hidden process. This lack of oversight isn't just a problem in terms of access to information – it also excludes small businesses from the procurement process, distorting the market against them.

In order to understand a company - for procurement or other purposes - businesses and organisations often need more information about entities than what is available in company registers. This means enriching this information with data from other sources. Doing so is actually a lot more difficult than you might imagine. For example, is OpenCorporates Ltd the same as OpenCorporates Limited? Doing this across
jurisdictions is even more tricky. This process of matching references to companies to canonical records of them is known as ‘reconciliation’, or ‘entity resolution’.

For example, an SEC 10-K filing (an annual report with a comprehensive summary of a company's financial performance) may include information about the company's subsidiaries, and perhaps jurisdictions. In order to be useful, users need to be able to match the information in this non-company register data to the 160 million plus companies in OpenCorporates.

Whether you are a stakeholder of a company, a financial services company, a start up, a public sector body, a journalist, NGO, corporate investigator or law enforcement, easily finding references to companies and matching these against the legal entity is crucial.

OpenCorporates already has this functionality via our OpenRefine API – but we want to make this faster, add more functionality, and improving the matching. We're carrying this out as part of our work with the EU Horizon 2020 project TheyBuyForYou. We will be enhancing our reconciliation service using both some simple improvements, alongside advanced technologies. We'll be blogging more about this as the project progresses.

Amongst the areas we'll be looking at will be matching against additional attributes such as addresses, handling abbreviations, punctuation and typos, and creating a new scoring mechanism for matches, and allowing users to configure the strength weighting to different pieces of data e.g. placing more weight on company number. We're also OpenCorporates committed to increasing the number of EU Member States for which we have company register data.

The end goal is that reconciliation will be transparent, user friendly and matches will be made against open, clean and quality assured OpenCorporates data.
Reconciliation

Goldcorp Precious Metals
(messy data)

Optimise Your Vendor Management Process
Cerved ecosystem of services being developed in scope of TheyBuyForYou

Cerved is an Italian leader in business information, and a truly data driven company – our data patrimony enables us to offer high added value services to our clients. Some of our core businesses include credit information, ensuring protection of businesses against credit risks, as well as marketing solutions offering new business opportunities to companies.

Recent innovations in digital transformation have greatly influenced the purchasing division of companies with requirements to further increase efficiency in managing supplier portfolios. The first key step in successful supplier management includes knowing your suppliers (i.e. financial stability, ancienty, the workforce, existing insolvencies, amongst others). Cerved with its rich data patrimony, continuous new data sourcing, integration and harmonisation, and growing ecosystem of APIs is well placed to answer this need for the Italian market.
In the scope of TheyBuyForYou Cerved is developing various indicators for supplier risk monitoring as supplier stability is crucial for the vetting and procurement decision process. To this end Cerved is relaying on its rich data patrimony including procurement notices data. Cerved is also developing a set of services that can be easily integrated in 3rd-party supplier monitoring and spend management solutions. These include:

**Supplier profile enrichment**

Providing rich profiles for the tender participating companies, including their main business, products, website, past tender history, dimensions, revenue, entities, territory presence and employees.

**Risk Mitigation**

Identifying potential collusive tendering by discovering hidden connections between several participating companies within a tender call. We rely on large databases of proprietary Chamber of commerce data, collected open data including historical tender information and third-party data sources. Existing links between company shareholders and managers are cross-matched with links between companies, sharing properties and tender co-participation.
Ranking

Procurement managers might have different preferences for ranking potential suppliers. This ranking might not only be based on the price – they might be more interested in financial stability and other dimension for ensuring robust supply chains or in the geographical position for logistics. This service will support supplier ranking based on various indicators, such as the innovation capacity of the company, website visibility, underlying website technology, dimensionality, news presence, amongst others.

Supplier Discovery

Frequently buyers are not happy with how the existing suppliers are answering their e-procurement needs. This service will propose and offer information on potential suppliers that could answer the e-procurement need based on co-participation in past tenders, website content, as well as other indicators.
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 780247.

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