



EU Tendering & business support

MTE International – ONE partner for EUROPE





Highly specialized 360-degree solutions and services on commercial operations. We take care of supporting Medtech companies with strategic and operational initiatives for the Go-To Market, for the launch of new businesses and the opening of new Countries.

MTE represents a **UNIQUE EUROPEAN partner** to support the access of European and Extra-European companies in the business of **tenders** with different proposals, from outsourcing to consultancy for the optimization of existing processes.

About Us

Over 20 years' experience of the international Medical Device industry

Our Promise


We deliver with no compromise!



We are a **UNIQUE EUROPEAN** specialized business partner: We know the complexities of different EU countries and we have the right knowledge and experience to find the best solutions to allow companies to succeed.

Our international network is made up of professionals with long proven experience and reliability.

We have a deep knowledge of Hospitals procurement processes in Europe and thanks to our business network we can help Companies to work with only **ONE PARTNER** to manage different Countries.



**What is the cost of
not working with us**



We overcome roadblocks for you

Language barriers

Access to tender portals

High costs for translations and time management

Electronic procurement

Plurality of platforms. Legal, procedural and technology constraints

Missing standard processes for: e – signatures & procedures related to downloading & uploading Docs

Evaluation criteria

Application of the (MEAT) criterion

Objective assessment of overall costs

National bureaucracy

Non-standardization of the documentation required in the tender procedures

Difficult identification of business opportunities (tenders)

Post awarding contract notices

Access to tender documents

Tender challenging procedures

Plurality of actors: central purchasing bodies, PGs, aggregator subjects, single procurement etc

Economic Thresholds

Interpretation of Code of Contracts

Bid & Performance Bonds



**Contact us to discover more
about our International
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