

Comprehensive Guide to Public Procurement Qualification: Technical Frameworks, D.Lgs 36/2023 Compliance, and the Role of Digital Platforms

Published: October 4, 2026 | Index ID: #79

The landscape of European public procurement, specifically within the Italian administrative framework, has undergone a paradigm shift with the introduction of new legislative decrees aimed at streamlining the efficiency of contracting authorities. The transition from the previous Code of Public Contracts (D.Lgs 50/2016) to the New Code (D.Lgs 36/2023) represents more than a mere regulatory update; it signifies a move toward the professionalization of the **Stazioni Appaltanti** (Contracting Authorities). This comprehensive analysis explores the technical nuances of the qualification process, the mandatory digitalization of procurement procedures, and the strategic role of entities like the **Fondazione IFEL** in providing the necessary didactic support for administrative personnel.

1. The Theoretical Framework of Modern Public Procurement

Modern public procurement is grounded in the necessity to balance competitive transparency with administrative efficiency. Under the current regulatory regime, the focus has shifted toward the **Principle of Result** (Principio del Risultato), which dictates that the primary objective of any tender is the timely and quality execution of the contract. This principle is supported by the **Principle of Trust** (Principio della Fiducia), which assumes the legitimate and correct action of public officials unless proven otherwise.

1.1. The Role of the Single Project Manager (RUP)

The **Responsabile Unico del Progetto** (RUP), formerly the Responsabile Unico del Procedimento, acts as the technical and administrative pivot of the procurement cycle. The RUP's responsibilities include planning, design, assignment, and execution phases. The technical qualification of the RUP is a core component of the broader qualification of the Contracting Authority itself. According to technical studies by experts like **Luana Guerrieri**, the RUP must possess specific competencies ranging from legal compliance to project management and technical proficiency in the specific commodity sector of the tender.

2. Technical Analysis: The Qualification of Contracting Authorities

The qualification of contracting authorities (Qualificazione delle Stazioni Appaltanti) is a mandatory requirement introduced to ensure that only entities with adequate technical and organizational capacity can manage complex tenders. This system, managed by **ANAC** (National Anti-Corruption Authority), evaluates authorities based on several weighted metrics.

2.1. Metrics for Qualification Levels

The qualification is divided into levels based on the complexity and value of the contracts an authority can manage. These are categorized into **Lavori** (Works) and **Servizi e Forniture** (Services and Supplies). The following table outlines the structural requirements for each tier:

Qualification Level	Threshold (Works)	Threshold (Services/ Supplies)	Technical Requirements
L3 (Basic)	Up to €1,000,000	Up to €750,000	Minimal certified platforms, basic RUP training.
L2 (Intermediate)	Up to €5,000,000	Up to €5,000,000	Proven experience in 3+ similar tenders in 5 years.
L1 (Advanced)	Unlimited	Unlimited	ISO 9001 certification, advanced BIM capabilities, dedicated procurement office.

2.2. Mathematical Model for Qualification Scoring

ANAC utilizes a multi-criteria scoring system (\$S\$) to determine the qualification status. The score is typically a weighted sum of various indicators:

$$S = (w1 * C) + (w2 * E) + (w3 * T)$$

- C (Competence): Number of specialized personnel and training hours provided by recognized bodies (e.g., Fondazione IFEL).
- E (Experience): Historical data on previous tenders successfully concluded within the timeframe.
- T (Technology): Level of digitalization and use of telematic platforms (e-procurement).
- w (Weights): Assigned coefficients that prioritize organizational structure over individual projects.

3. Digitalization and Telematic Negotiation Platforms

The digitalization of the entire procurement lifecycle is no longer optional. Article 25 of D.Lgs 36/2023 mandates that all phases—from planning to payment—must occur through interoperable digital platforms. This "Ecosystem of Digital Procurement" ensures that data is shared seamlessly between the contracting authority, ANAC, and the national database.

3.1. Technical Requirements for Certified Platforms

A platform is considered compliant only if it meets specific technical standards for data integrity and security. These include:

- Interoperability: Ability to communicate with the National Database of Public Contracts (BDNCP) via API.
- Traceability: Every action taken by the RUP or the commission must be logged with a timestamp.
- Security: Implementation of multi-factor authentication (MFA) and data encryption.
- Accessibility: Compliance with international standards for users with disabilities.

3.2. The Negotiated Procedure in a Digital Context

Telematic negotiation tools allow for **Procedure Negoziata**(Negotiated Procedures) without prior publication, often used for specific thresholds or urgent needs. The technical workflow follows these steps:

1. Selection of Economic Operators: Automated filtering via digital vendor lists or market surveys.
2. Invitation: Simultaneous electronic dispatch of invitation letters to the selected operators.
3. Bid Submission: Secure digital envelopes (Cifratura) ensure that bids remain sealed until the deadline.
4. Evaluation: Automated scoring for the economic component and manual or algorithmic scoring for the technical component.

5. Awarding: Final electronic signature on the contract and automatic transmission of the outcome to the transparency portal.

4. Financial Thresholds and Procedural Logic

Understanding the "Soglia Comunitaria" (EU Threshold) is critical for determining the applicable procedural rigor. As of the latest updates, these thresholds determine whether a tender must be published in the Official Journal of the European Union (GUUE).

4.1. Comparative Table of Threshold Procedures

Contract Type	Amount (Euro)	Procedural Requirement
Direct Award	< €150,000 (Works) / < €140,000 (S/F)	Simplified direct assignment with consultation of 1-3 operators.
Negotiated Procedure	€150,000 to < €1M (Works)	Consultation of at least 5 operators.
Open Procedure (EU)	> €5,382,000 (Works)	Full publication in GUUE and GURI.

5. The Pedagogical Role of IFEL and Luana Guerrieri

Professionalization requires constant updates. The **Fondazione IFEL** (Istituto per la Finanza e l'Economia Locale) serves as the primary training arm for local authorities in Italy. Expert contributors like **Luana Guerrieri** have authored extensive material focusing on the practical application of administrative law in public procurement.

5.1. Core Learning Modules for Procurement Officers

The training curriculum developed by IFEL focuses on several high-impact areas:

- Drafting the Documento Unico di Progettazione (DUP): Aligning procurement needs with the local budget.
- Managing the MEPA (Electronic Market for Public Administration): Technical navigation of the Consip portals.
- Exclusion Criteria: Analyzing the causes of exclusion under Article 94 and 95 (automatic and non-automatic causes).
- The OEPV Method: Mastering the "Offerta Economicamente Più Vantaggiosa" (Most Economically Advantageous Tender) criteria, moving away from the "lowest price" logic.

6. Risk Management and Troubleshooting in Public Tenders

The complexity of public procurement often leads to operational failures or litigation. Identifying these risks early is essential for administrative stability.

6.1. Common Failure Modes and Solutions

- 1. Inaccurate Technical Specifications:** When the requirements are too vague, the bids received may not meet the actual administrative need. *Solution:* Implementation of preliminary market consultations as per the code.
- 2. Incorrect Application of Exclusion Clauses:** Misinterpreting the professional integrity requirements of a bidder. *Solution:* Utilization of the **Fascicolo Virtuale dell'Operatore Economico (FVOE)** for automated verification of certifications.
- 3. Cybersecurity Breaches:** Data leaks during the bidding process. *Solution:* Use of platforms certified by ACN (National Cybersecurity Agency).

7. Synthesis and Strategic Implications

The transformation of public procurement into a digital-first, qualified-only environment represents a significant leap toward a more transparent and efficient public administration. By establishing a rigorous qualification system for **Stazioni Appaltanti**, the legislative framework ensures that the multi-billion euro market of public contracts is handled by competent professionals. The role of specialized training, as facilitated by **Fondazione IFEL** and researchers like **Luana Guerrieri**, provides the necessary bridge between abstract legal requirements and the practical realities of managing complex tenders.

Moving forward, the integration of **Green Public Procurement (GPP)** and social clauses into the digital bidding process will further align public spending with broader European goals of sustainability and social equity. Authorities that embrace these technical and pedagogical shifts will not only avoid litigation but will also maximize the socio-economic impact of their investments, fulfilling the core "Principle of Result" that now governs the procurement landscape.

Tags: [#Public Procurement](#) [#D.Lgs 36 2023](#) [#Stazioni Appaltanti](#) [#Digitalization](#) [#IFEL](#)

