

ABSTRACT

Introduction: In today's world SMEs face challenging competition when trying to access public procurement market. This has contributed to the limitation of SMEs participation in the economic activities and their growth. Public sector being one the consumer, with estimate cost of Tanzanian shillings 4.52 trillion per year as per 2010/2011 PPRA report of October 2011. But still the public sector in Tanzania had not yet accepted SMEs as one of the public suppliers. The larger firms had dominated the public procurement market on the expense of these SMEs. Neither government policies nor the Society had not done enough to make sure that SMEs, become the source of supply to the public procurement market. All these become the major problem for SMEs accessing public procurement market and hence contribute to the growth of economy of the county.

Purpose: The purpose of this dissertation is to evaluate the SMEs access to public procurement market in Tanzania, to understand the experiences of SMEs in these public markets and identify the barriers which SMEs are facing in public procurement market and the analysis that needed for SMEs in these market. The way SMEs at Kinondoni Municipal Council operate, their business focusing on accessing public market at the Municipal Council, the drawback they are facing, and how the representation is when it comes to the past contract awarded.

Frame of references: Frame of references was based on various sources of literature concerning public procurement and SMEs, and how they apply on this study. Moreover, other various records and documentations at the Municipal Council were the bases of references.

Method: The study was considered as qualitative single-case study. The data was collected from the interviews with several SMEs involved in public procurement at Kinondoni Municipal Council. Secondary data was retrieved from the information