Importance of Public Procurement

- Represents 15-20% of GDP
- Mechanism to deliver goods and services to population
Global Trends in Public Procurement

- Lack of Competition
- Poor Quality Outcomes
- Budget Austerity
- Accountability to Taxpayers
- Transparency

Focus on Value
Global Procurement Initiative

The GPI works with emerging economy partners to establish procurement practices that integrate life-cycle cost analysis and best-value determinations in a fair, transparent manner.

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Key Issues Addressed

- Best-value determinations
- Life-cycle cost analysis
- Objective evaluation
- Professionalization
Overarching Goals

- Sustainability
- Improved Outcomes
Our Model

Training
715+ officials trained

Study Tours
11 U.S. cities visited

Advisory Support
14 tenders under review

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Partner Country Criteria

- Commitment to integrating best-value determinations in tenders
- Openness to fair and transparent international competition
- Dedication to the long-term professionalization of their procurement workforce
Country Stakeholders

Decision-makers responsible for procurement at both the policy and practitioner levels
- Local and national government officials
- Ministries
- Public Procurement Agencies
- Procuring Entities
- Legislators/Auditors/Courts
- State-owned enterprises
Partnerships

Professors provide technical expertise and advisory for development of programs and instruction at workshops and study tours.

Collaboration to strengthen institutions and build capacity and contribute to country-level and global efforts to professionalize procurement staff.
Collaboration

Experts from MIT
Training in International Best Practices

- Acquisition Planning
- Market Research
- Writing Specifications
- Framework Agreements
- E-Procurement
- Use of Non-Price Criteria
- Life-Cycle Cost Analysis
- Helping Domestic Industry
- Contract Management
- Procurement Complaints
- Staff Development and Retention
- Public-Private Partnerships

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Study Tours

Washington, DC
- USTDA Meet & Greet
- U.S. Government Procurement System
- George Washington University Training
- Life-Cycle Cost Analysis Workshop
- Best Practices in Public-Private Partnerships
- Dept of Energy & Transportation Meetings
- Multilateral Development Bank Meeting

Boston, Massachusetts
- MIT Department of Civil and Environmental Engineering
- Massachusetts Department of Energy Resources

New York City
- NY Metropolitan Transit Authority
- NY State Office of General Services
- NYC Mayor’s Office, Procurement Dept

Los Angeles, California
- LA Department of Water and Power
- LA Metropolitan Transportation Authority

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GPI Partner Countries

Vietnam  Philippines  Mexico  Colombia

Romania  Botswana  Ethiopia
Mexico

September 2016:
• MOU signing
• Workshop in Mexico City
Colombia

July 2016: MOU signed
October 2016: Phase I workshop in Bogotá
March 2017: Study tour to the United States
December 2016:
• Signing of MOU with Government of Panama
• Three-day, in-country workshop under the partnership with the Dirección General de Contrataciones Públicas
Upcoming Activities

• New LAC partners
• Regional activities
• Life-cycle cost analysis curriculum and manual
The GPI Team

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