

სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

The Georgian Public Procurement System at a Glance



The Georgian public procurement system has been transformed, from one that was labelled “high-risk” in 2009, to one that achieved the highest rating a few years later



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



Before the Reforms:

- 100% Paper based tenders
- Lack of transparency
- Non-reliable data
- High compliance cost
- Restricted competition
- Geographical inequality
- High risk of corruption



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Stages of the Georgian Reforms

- **2010 January** Developed *eProcurement system* in-house...in one year
- **2010 August** Georgian *eProcurement system* launched in test mode
- **2010 October** First *e-tender* announced
- **2010 December** Paper tenders abolished; Only *e-tenders* allowed
- **2010 December** Establishment of the DRB and launching *e-module*
- **2011 October** 100 Mln. USD savings generated
- **2011 December** Bilingual *eProcurement system* was introduced
- **2015 September** 28,467 registered users in the Georgian *eProcurement system*
- **2015 September** 1 Billion GEL savings, 14% of the estimated value



Nowadays:

- 100% electronic tenders
- Everyone sees everything
- Equal access to tenders
- Smart system preventing mistakes
- Business Intelligence system
70 real-time reports
- Internal messaging system/SMS notifications
- Fast and transparent Dispute Resolution Board



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Current Procurement Framework



Public Sector (Demand)

Contracting
Authorities-Procuring
Entities



State Procurement Agency



Private Sector (Supply)
Economic Operators-Suppliers



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Public Sector (Demand)



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



- Number of decentralized acting contracting authorities: **4,446** (September 2015)
- Annual amount of public procurement contracts: **3 billion GEL**, approximately **10%** of GDP
- Number of open tenders per year: **30,000**
- Estimated value of approximately 80% of announced tenders: **< 50.000 GEL**
- Saving: **14%** of the estimated value, **1 Billion GEL** since **2010**



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Private Sector (Supply)

- **23,730** suppliers participate in public tenders;
number of foreign companies exceeds **670**
- **1,110** Nonresident Suppliers registered in CMR module



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



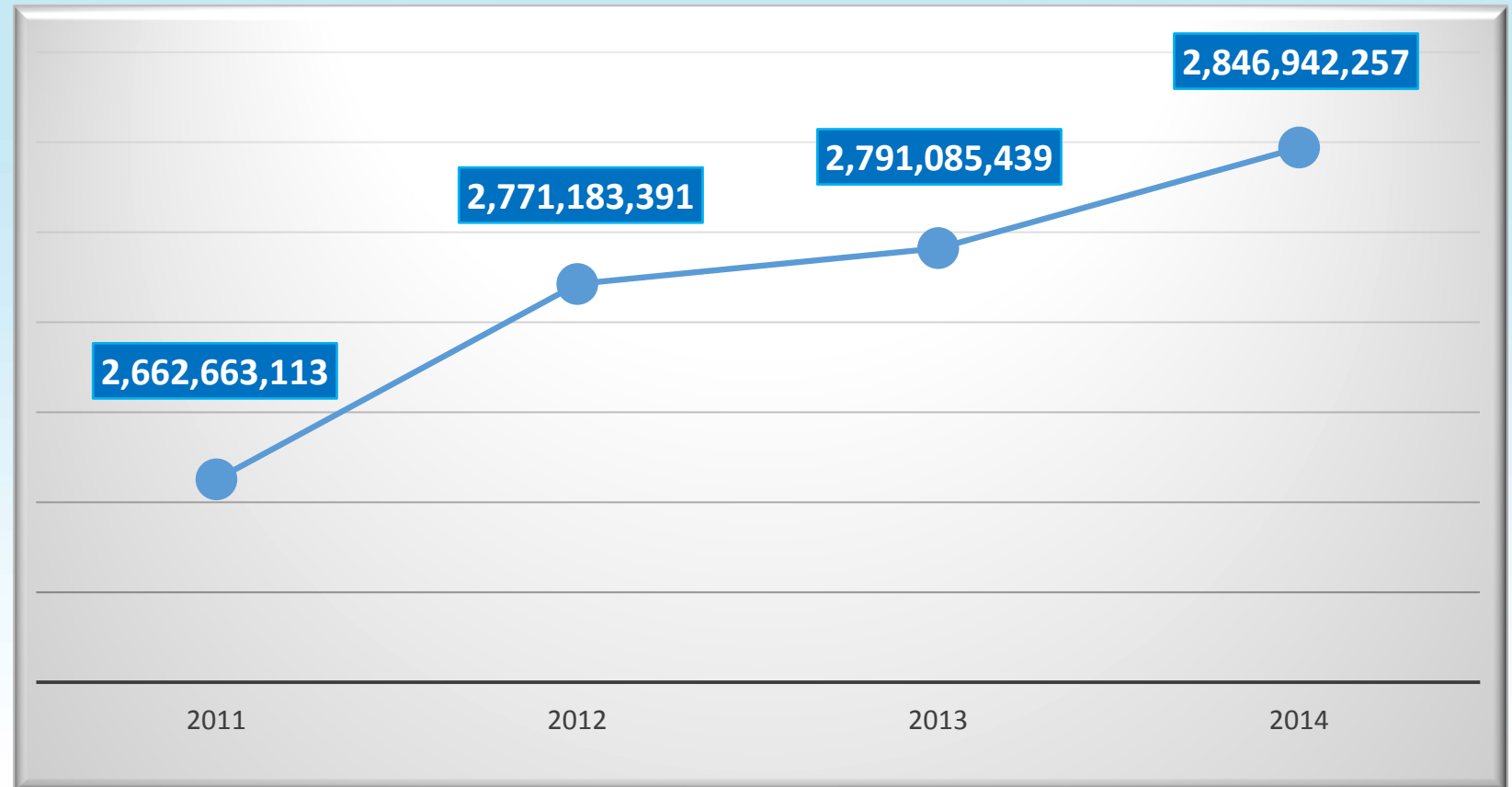
	Number of registered bidders in the System
2011	7,365
2012	10,874
2013	16,447
2014	19,911
14 September 2015	23,730



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Private Sector (Supply)

Contract value by years



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

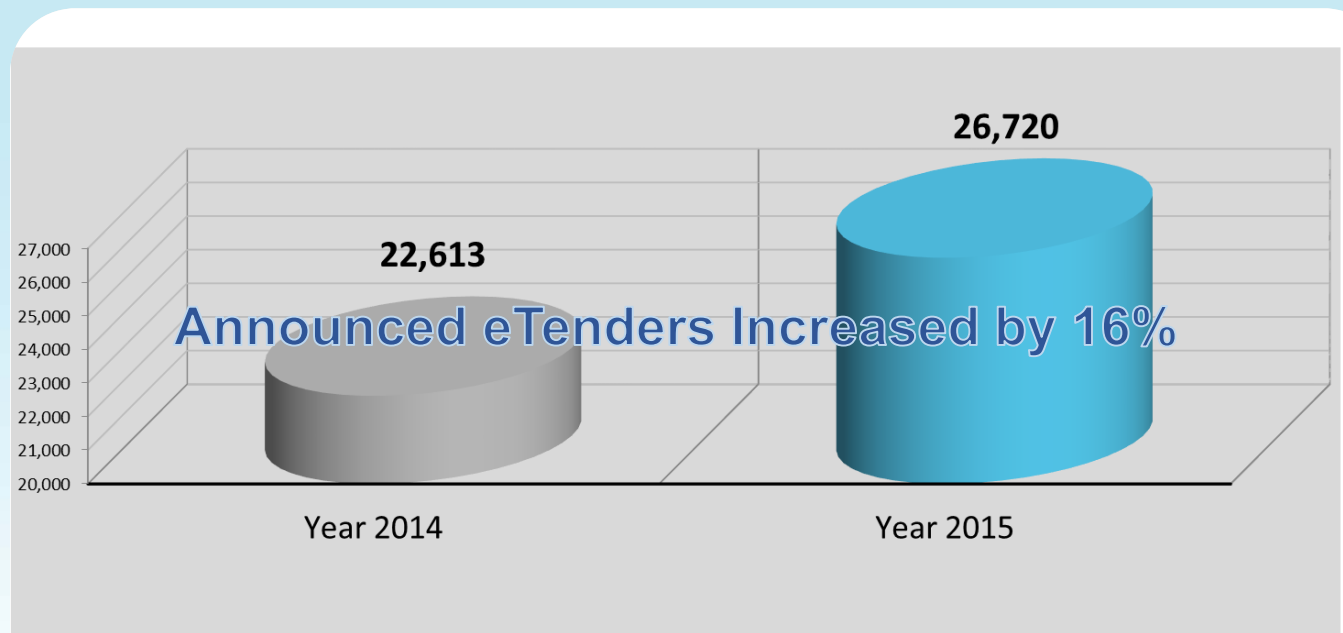


სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Increased Number of eTenders



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



■ Jan 01- Sep 25, 2014

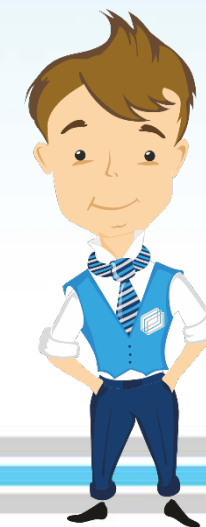
■ Jan 01- Sep 25, 2015

■ 01-01-2012 წლის 09-09-2012

■ 01-01-2014 წლის 09-09-2014



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

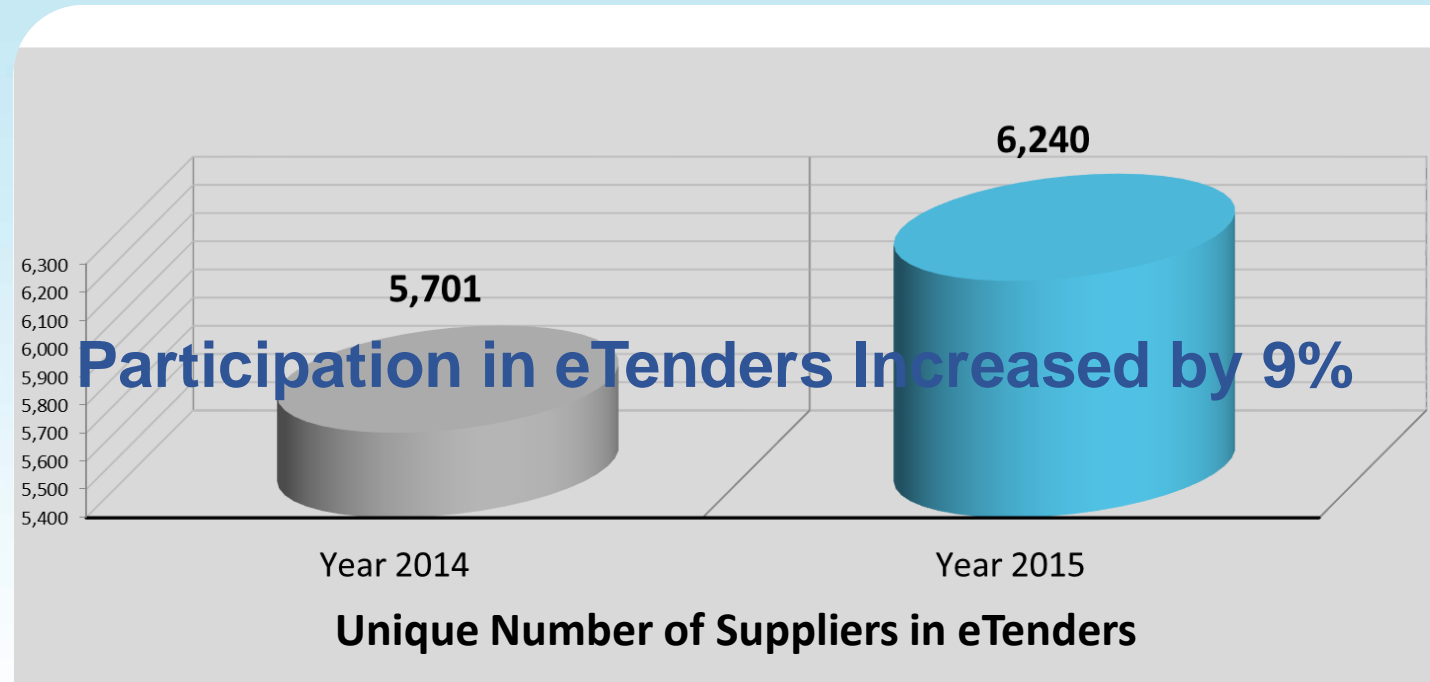


Increased Number of Suppliers in eTenders

- **Total 35,159** number of participation in eTenders in Jan 01- Sep 25, 2014
- **Total 39,501** number of participation in eTenders in Jan 01- Sep 25, 2015



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



■ Jan 01- Sep 25, 2014
■ Jan 01- Sep 25, 2015



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



Dispute Resolution Board (DRB) and relevant e-module



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



- Created on 6 December 2010
- Acts as the review and remedies body for public procurement procedures
- Consists of six members; 3 representatives of the SPA and 3 – civil society
- Any entity or person interested in participating in a public procurement procedure may appeal the actions of a procurement entity or a tender committee to the DRB through the special **eProcurement module**
- **eDRB** appeal form: Everyone can “freeze” a tender with just a single click of a button. Submission of appeal takes less than two minutes
- An appealed tender will be “frozen” for a period of 10 business days. During this period the DRB will review the appeal and the results will be published in the **eProcurement system**

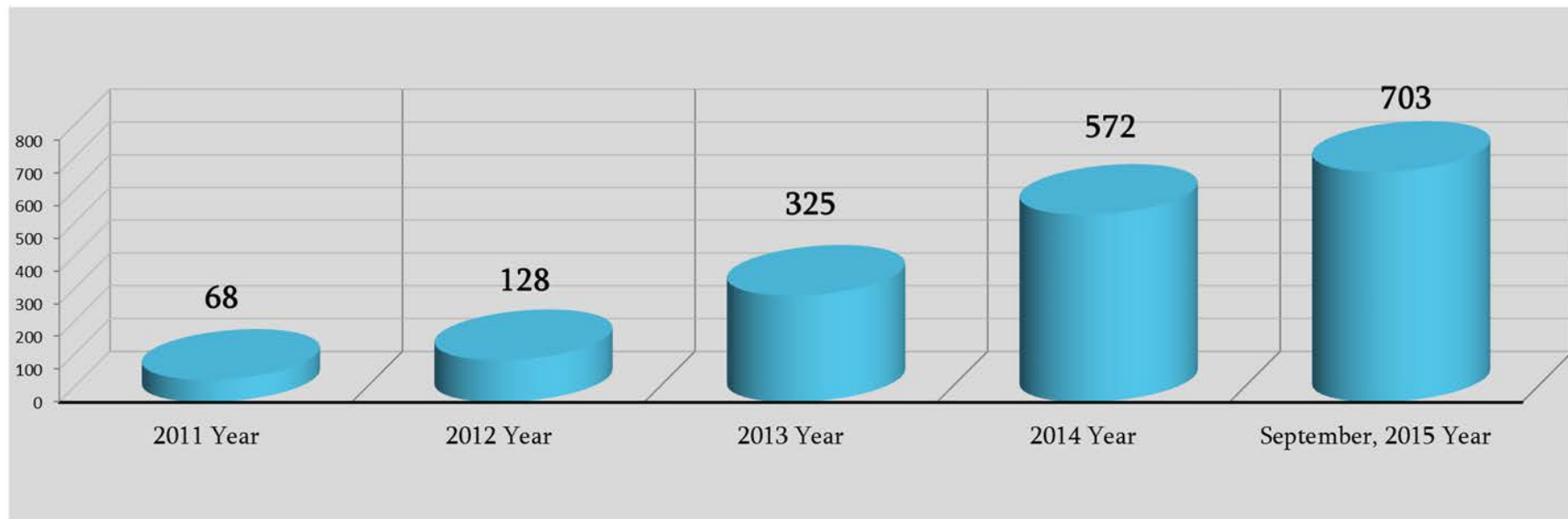


სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Increased Number of Appeals through eDRB module



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



■ Number of appeals

■ Number of appeals

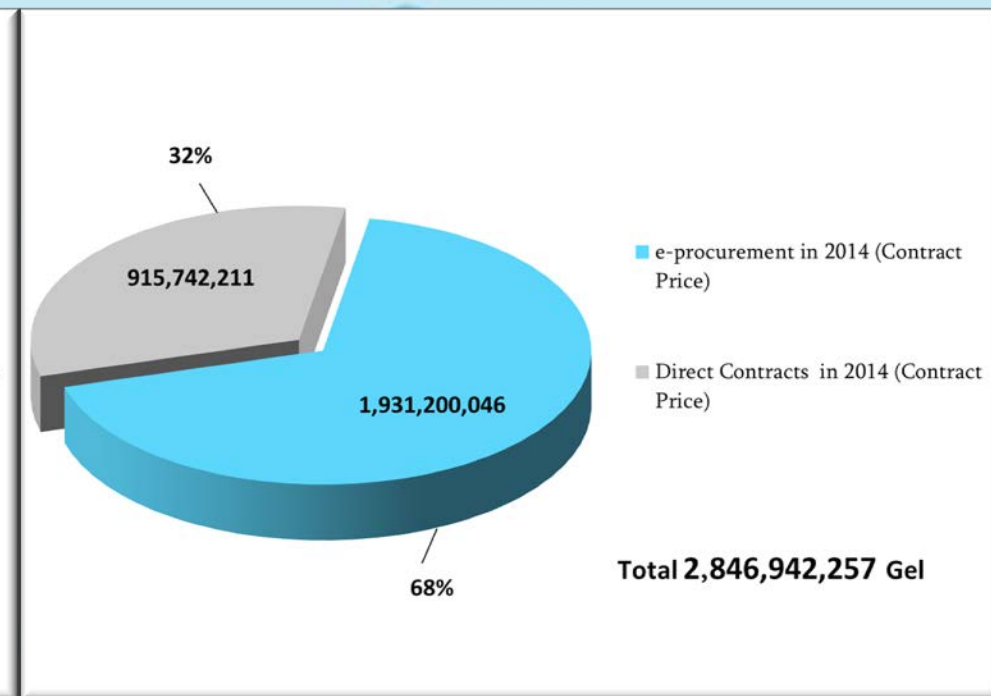
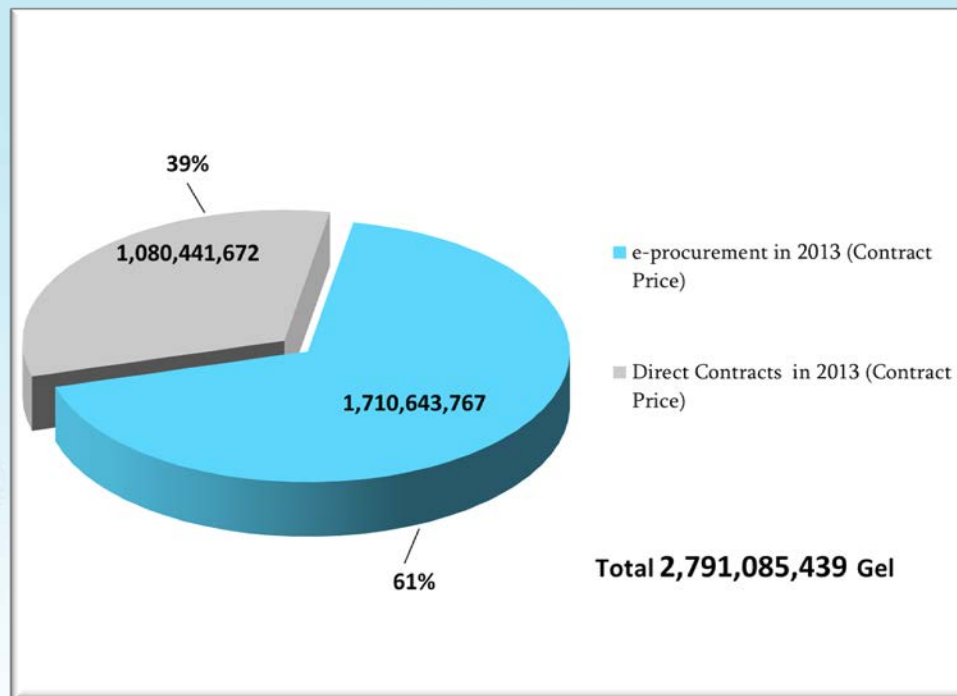


სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Decreased Simplified Procurement (Direct agreement)

2013

2014



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

New electronic Simplified Procurement Module

on November 1, 2015, as a part of *eProcurement* system, new SMP module will be launched.

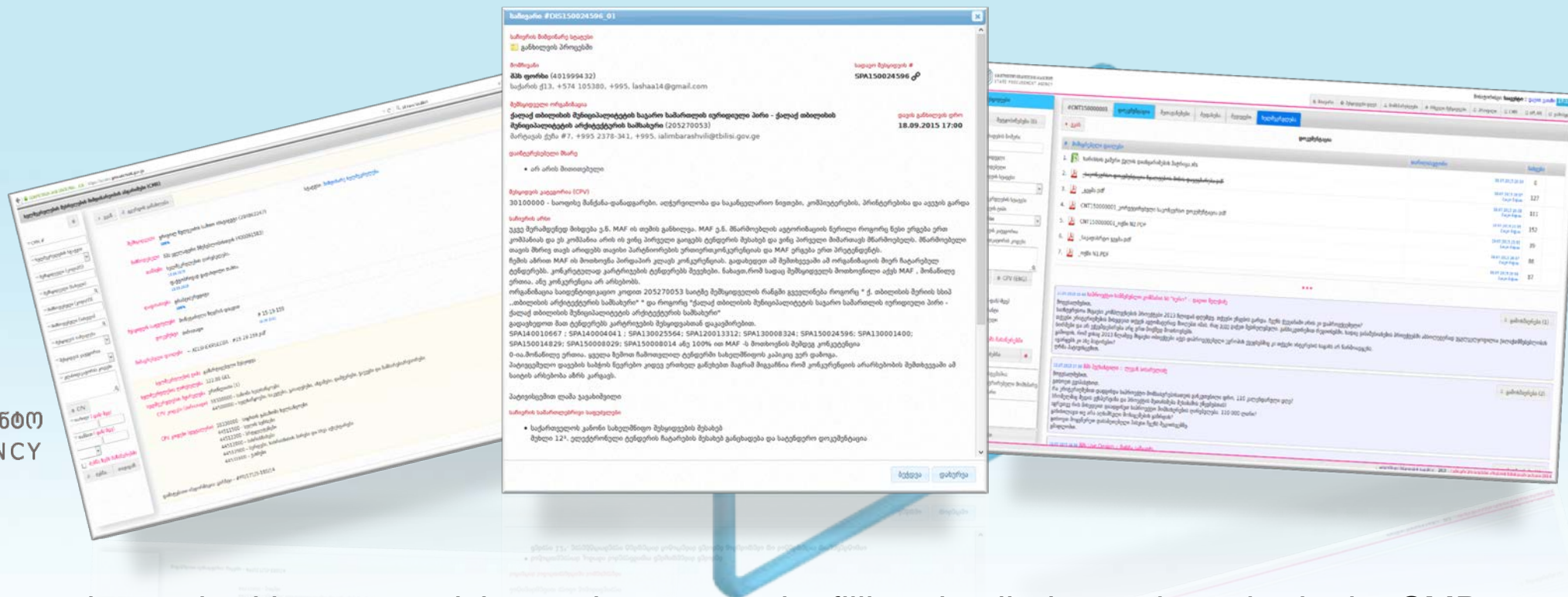
სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



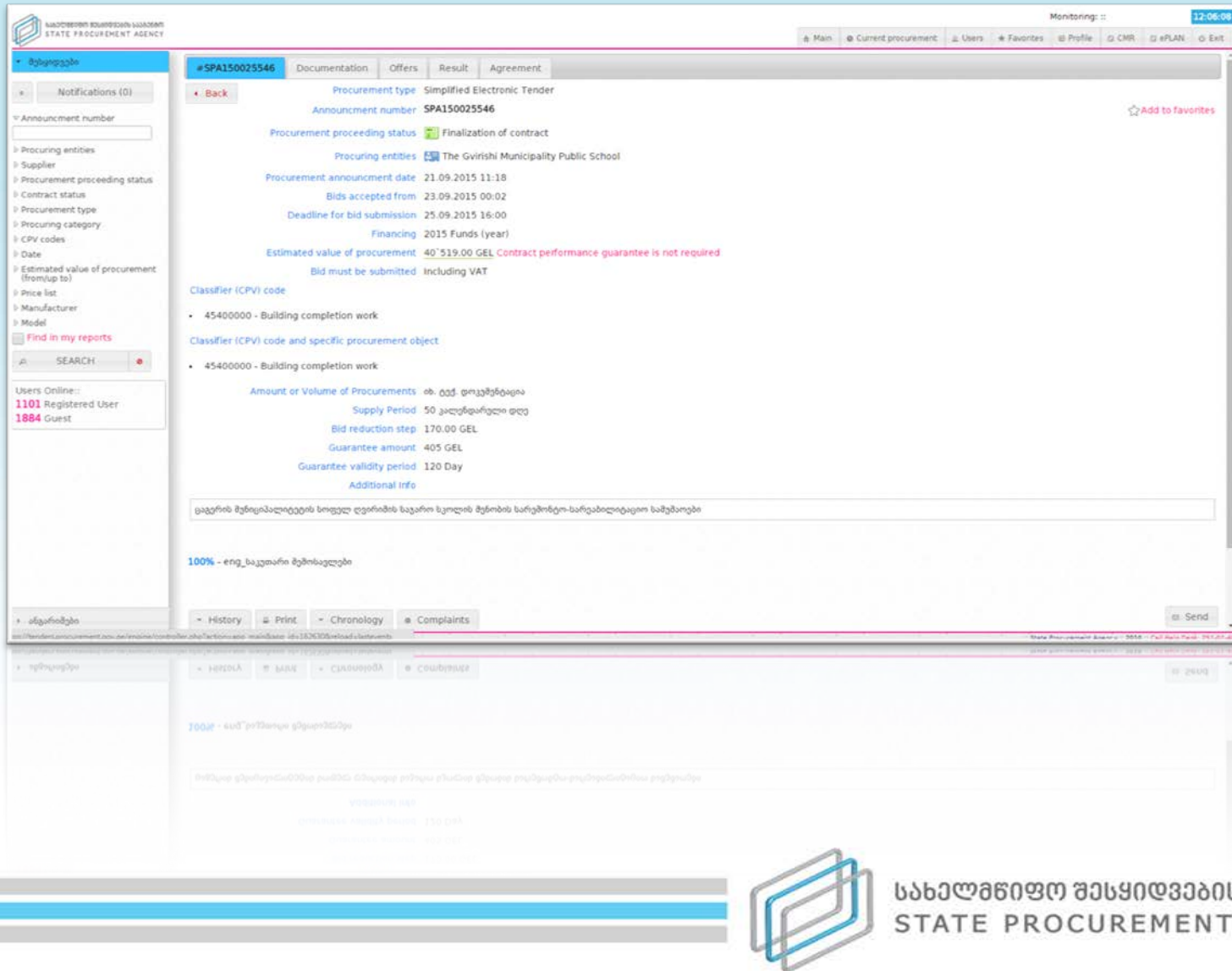
Contracting authorities are applying to the agency, by filling detailed questionnaire in the SMP module. The questionnaire covers all important issues regarding specific simplified procurement including: procurement object; CPV code; reasons and substantiation; value of the goods or services; contract execution and duration dates etc.



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY



Georgian eProcurement



In line with the Georgian Law on Public Procurement, the use of the *State Unified Electronic System* is mandatory for conducting:

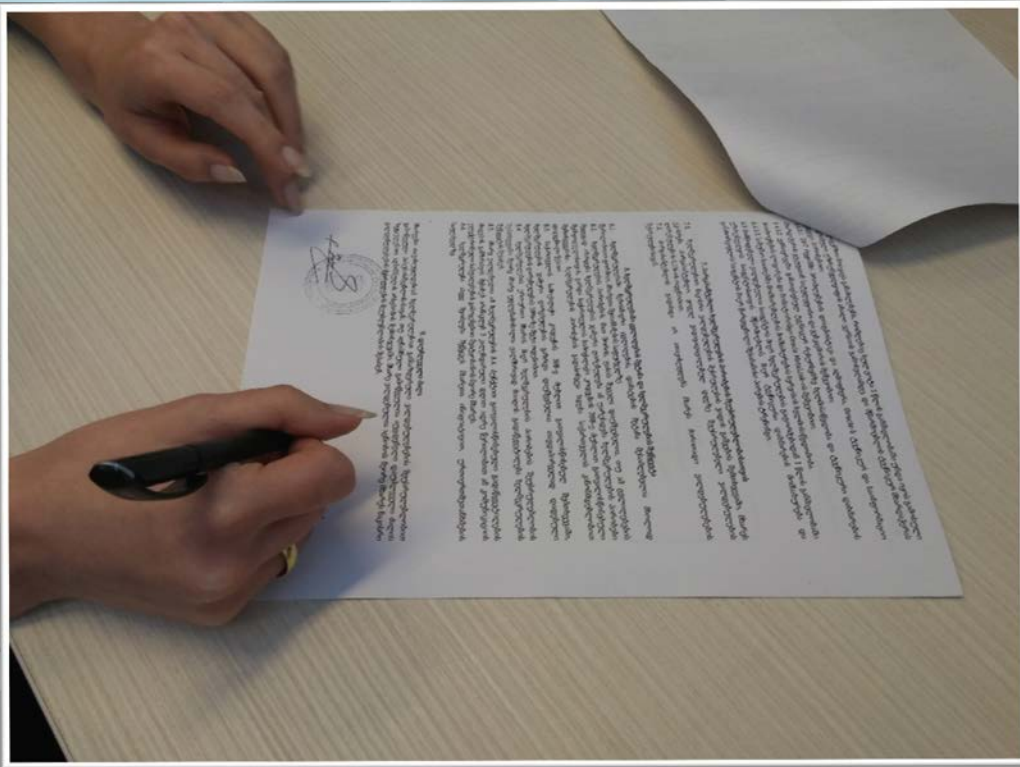
- **“Simplified” electronic tender** (GEL 5,000 – GEL 200,000);
- **Electronic tender** (GEL 200,000 and above);
- **“Consolidated” tender (centralized procurement)**
- **Design contest** (for procurement of projects’ design, engineering, assessment, etc.)



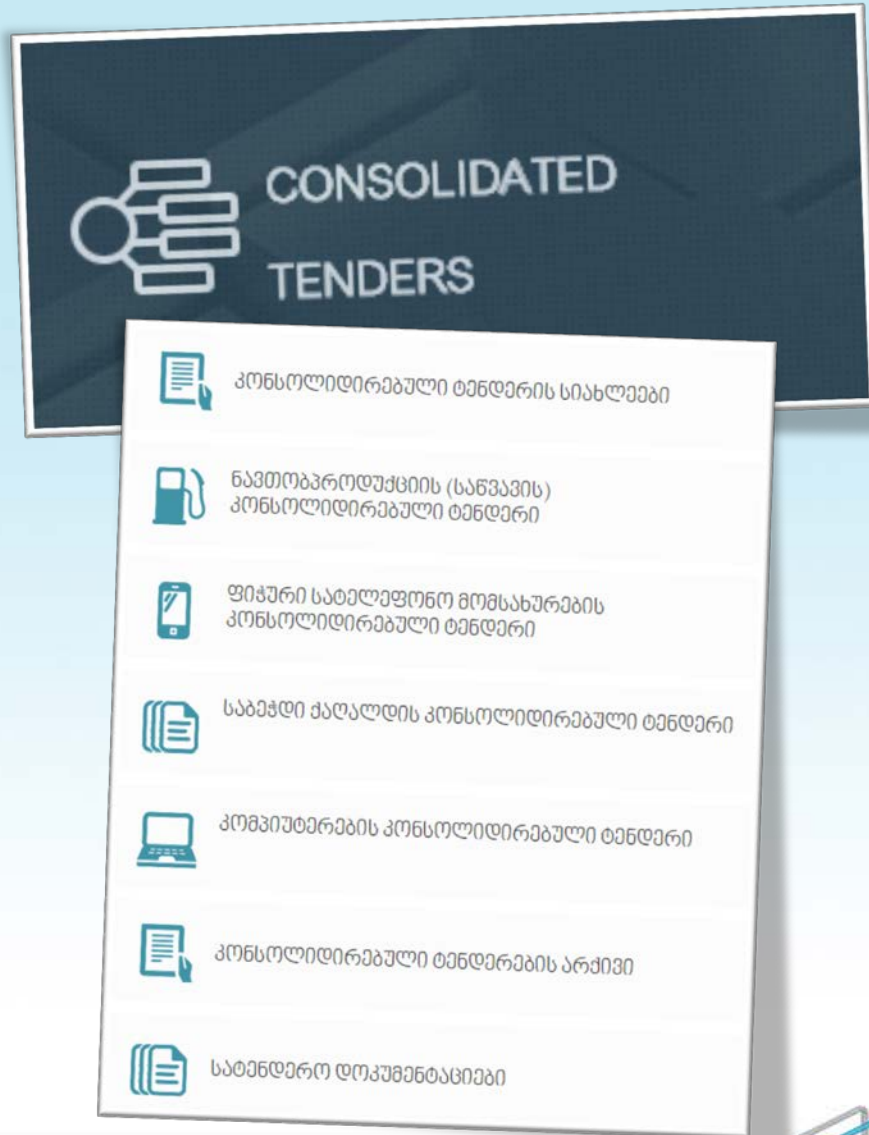
სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

“Consolidated” Tenders

- Unified, centralized procurement procedure of the same/similar type of procuring objects’ for different contracting authorities (procuring entities)
- “Consolidated Tenders” occur through eProcurement system and relevant procedure
- After announcement of the winner, procuring entities sign contract on the Government procurement with the winner company



“Consolidated” Tenders



- Reduces the number of “*No Bids Received*” tenders
- Consequently, reduces the number of simplified (direct) procurement (retail price)
- Cost saving
- Improves transparency
- Reduces administrative resources of procuring entities
- Optimizes irrational expenditure of budgetary funds
- Product/Service quality control
- Reduces expensive and irrelevant procuring objects’ purchase



Procuring Objects of a “Consolidated” Tenders

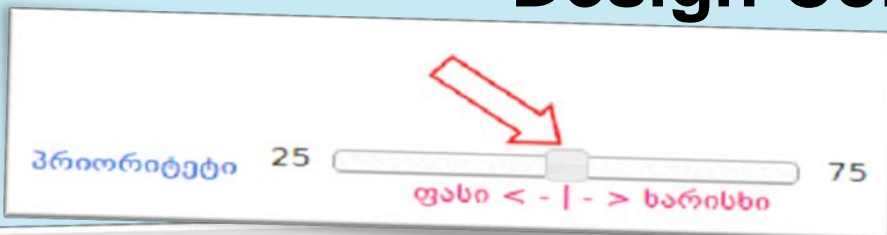


- **Fuel**
- **Cellular (mobile) Communication**
- **Computers**
- **Printing Paper**



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Design Contest Module



Sign in Users Exit

Tender Registration Number: CNT150000050

Procuring entities: „Architecture Service of Tbilisi“ LEPL of Tbilisi Municipality City Hall

Supplier:

Tender proceeding status:

Tender type: Contest

Procuring category: 71200000-Architectural and related services

CPV codes:

CPV CPV (ENG)

Date: registration date

Estimated value of procurement (GEL):

SEARCH RESET

Users Online: 669 Registered User, 1169 Guest

Tender Registration Number	Tender announcement date	Offer reception term	Procuring entities	Procuring category	Estimated value of procurement	Status
CNT150000050	25.09.2015	23.10.2015	„Architecture Service of Tbilisi“ LEPL of Tbilisi Municipality City Hall	71200000-Architectural and related services	69 322.00 GEL	Tender announced
CNT150000048	18.09.2015	05.10.2015	Department on the Supervision over Environment Protection	71200000-Architectural and related services	40 900.00 GEL	Bidding commenced
CNT150000047	18.09.2015	05.10.2015	Non-profit legal entity Tbilisi Development Fund	71200000-Architectural and related services	17 900.00 GEL	Bidding commenced
CNT150000046	17.09.2015	05.10.2015	Self-governing Entity Vani Municipality	71200000-Architectural and related services	2 200.00 GEL	Bidding commenced

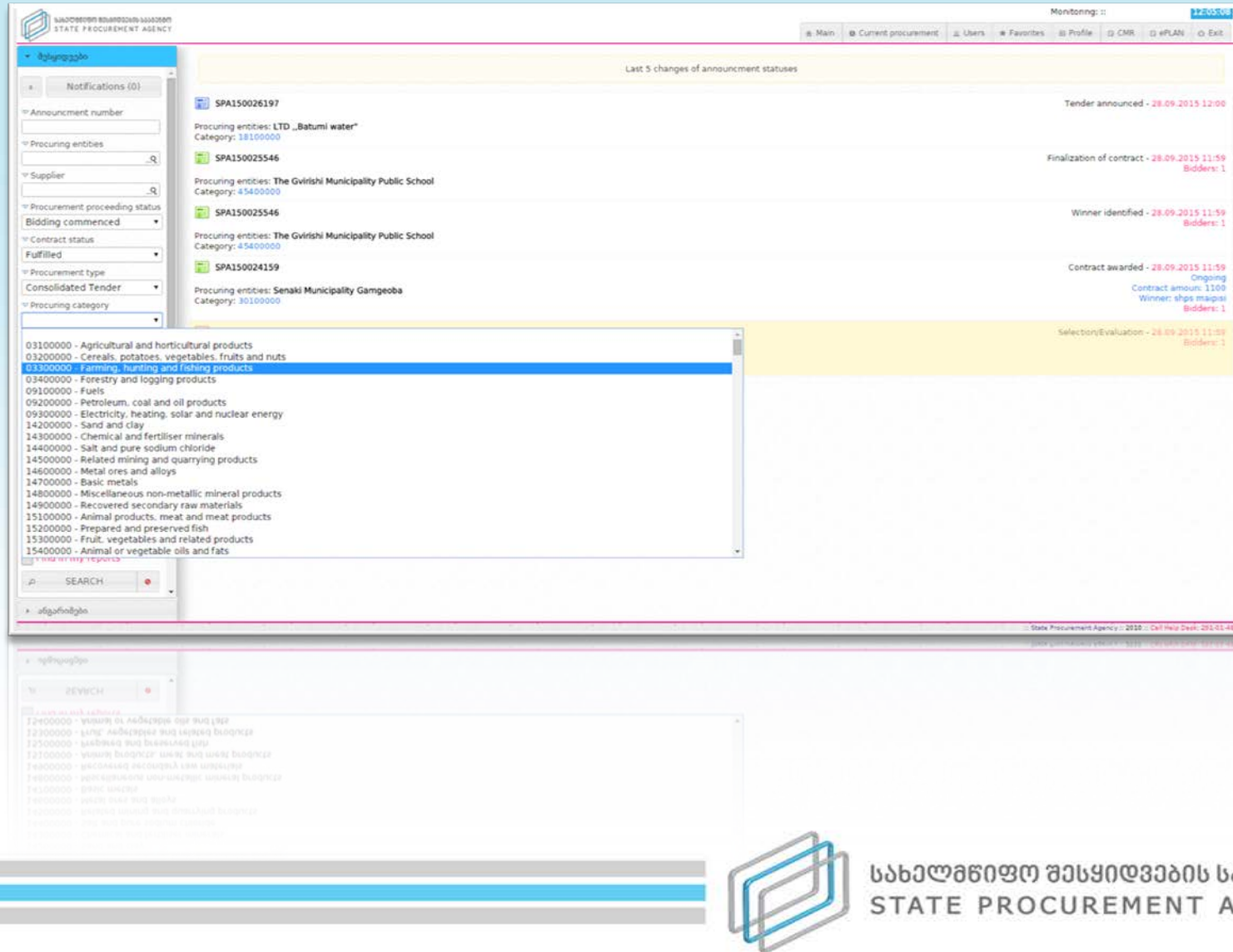
50 Record(s) (page: 1/13)

State Procurement Agency 2015

Contracting authorities can set the relative weighting for the price criteria between 20 – 30% and for quality criteria between 70 – 80% in the overall scoring scheme. The evaluation methodology and scoring formula which are developed by the SPA are predetermined in the State Procurement Unified Electronic System. By the end of September, 2015 around 50 design contests has been announced.



Georgian eProcurement



The System has advanced search option that allows to quickly, easily and comfortably search any tender-related information by using one or several search parameters. Some of available searching parameters are number of the tender notice, name of the contracting authority or supplier, tender type or status, CPV code or procurement category.

Reverse Electronic Auction

After the expiry of the prime-time period, dynamic reverse electronic auction is carried out in three consecutive rounds, two minutes for each participant, with two minutes of break time between them, in which the bidders offer their prices revised downwards.

#SPA150025759 Documentation **Offers** Result Agreement

[Back](#)
[Refresh](#)
[Payments](#)
[Technical Documentation](#)

0 Hours 1 Minute 38 Seconds
First Round

Estimated value of procurement: 53'500.00
Supply Period: ხელშეკრულების გადორგზვებიდან 40 კალენდარული დღე

Please, wait for your turn

	Start	End	Bidder
First Round	12:05	12:07	Bidder #2
First Round	12:07	12:09	Bidder #3
First Round	12:09	12:11	Bidder #1

Bidder	Last Offer Amount/Date	First Offer Amount/Date	Offers
Bidder #3	52'900.00 28.09.2015 11:58	53'500.00 28.09.2015 11:57	[2] View
Bidder #2	52'800.00 28.09.2015 12:06	53'500.00 28.09.2015 11:20	[2] View
Bidder #1	39'888.00 28.09.2015 11:51	45'000.00 28.09.2015 00:05	[2] View

1st round of trade

Start	End	Bidder	Amount
12:05	12:07	Bidder #2	52'800.00
12:07	12:09	Bidder #3	52'900.00
12:09	12:11	Bidder #1	39'888.00

Prime time trading results

Bidder	Offered Amount	Date
Bidder #2	53'500.00	28.09.2015 11:20
Bidder #3	52'900.00	28.09.2015 11:58

Bidder	Offered Amount	Date
Bidder #3	25,800'00	28.09.2015 11:28
Bidder #3	23,200'00	28.09.2015 11:28



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Electronic Planning Service

registered plan P150000846
ltd rustavi of rustavi
2015 Year

	CPV Codes (main)	Estimated value	Purchasing Mean	Quarterly	Procurement Base	Financing	Price -List	Two-phase	Alternative	Common	Comment	Save	Edit
1.	03200000	130	simplified purchase	III, IV	representational expenses	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 12:00	giorgi tsiklauri 23.09.2015 12:00
2.	09100000	1`500	consolidated purchase	III, IV		local budget	✗	✗	✗	✗	👁	badri machavariani 31.08.2015 23:52	badri machavariani 31.08.2015 23:52
3.	15300000	150	simplified purchase	III, IV	representational expenses	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 12:02	giorgi tsiklauri 23.09.2015 12:02
4.	15800000	150	simplified purchase	III, IV	representational expenses	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 12:03	giorgi tsiklauri 23.09.2015 12:03
5.	15900000	220	simplified purchase	III, IV	representational expenses	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 12:03	giorgi tsiklauri 23.09.2015 12:03
6.	18400000	10`200	simplified electronic tender	III, IV	in compliance with threshold	local budget	✗	✗	✗	✗	👁	badri machavariani 31.08.2015 23:59	giorgi tsiklauri 23.09.2015 12:06
7.	18800000	2`450	simplified purchase	III	in compliance with threshold	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 12:10	giorgi tsiklauri 23.09.2015 12:10
8.	30100000	510	simplified purchase	III, IV	in compliance with threshold	local budget	✗	✗	✗	✗	👁	badri machavariani 01.09.2015 00:00	badri machavariani 01.09.2015 00:00
9.	30200000	723	simplified purchase	III, IV	in compliance with threshold	local budget	✗	✗	✗	✗	👁	giorgi tsiklauri 23.09.2015 11:58	giorgi tsiklauri 23.09.2015 11:58
10.	30200000	2`277	consolidated purchase	III, IV		local budget	✗	✗	✗	✗	👁	badri machavariani 01.09.2015 00:03	giorgi tsiklauri 23.09.2015 11:56

27 Record(s) (page: 1/3)

Back

In order to ensure high level of transparency and proper financial planning, contracting authorities are required to publish their annual procurement plans into the System via so-called ePlan module.

BACK

53 Record(s) (page: 1/3)

39	30300000	5,511	consolidated purchase	III, IV		local budget	✗	✗	✗	✗	👁	01.09.2015 00:03 badri machavariani	01.09.2015 00:03 badri machavariani
40	30300000	153	consolidated purchase	III, IV	in compliance with threshold	local budget	✗	✗	✗	✗	👁	01.09.2015 00:03 badri machavariani	01.09.2015 00:03 badri machavariani





სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY

Thank You For Your Attention



სახელმწიფო შესყიდვების სააგენტო
STATE PROCUREMENT AGENCY