

Strategic Considerations and Business Modalities in the use of E-GP

2nd e-Government Procurement Conference
Session #5

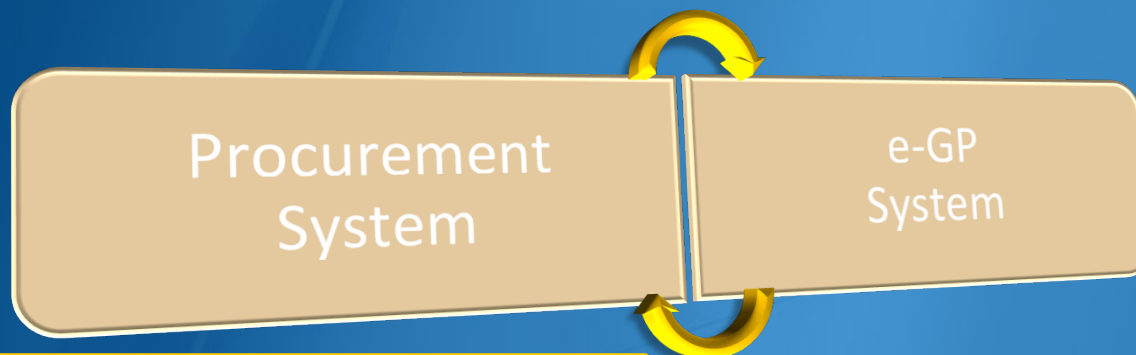
The Proliferation of E-GP

Category	Opportunities
1 Agricultural Chemicals	10
2 Agricultural Machinery and Equipment	26
3 Agricultural Products (Seeds, Seedlings, Plants...)	33
4 Airconditioning and Airconditioning Systems	41
5 Airconditioning Maintenance Services	7
6 Aircraft Spare Parts	1
7 Ammunitions and Explosives	5
8 Animal Feeds	8
9 Appliances	16
10 Audio and Visual Equipment	15
11 Aviation Services	1

Category	TODAY	LAST WEEK	LISTED
Construction	27	108	321
Goods			
Construction Services			

From	To
Sunday 28 Aug 2016 12:00 a.m.	Sunday 28 Aug 2016 10:00 p.m.

Procurement and e-GP



Governs Procurement

- Policy, Regulations, Orders
- Compliance
- Financial Management
- Procurement Planning
- Decision Making

Supports Procurement

- Advertisement/Distribution
- Communication/Messaging
- Workflow Management
- Evaluation Automation
- Document Exchange
- Reporting/Monitoring

Procurement and e-GP



The capacity of the people conducting and participating in the procurement process is equally important to ensuring an efficient and effective procurement program.

Procurement and e-GP

- How well the effectiveness of the procurement is dependent on the team conducting the procurement.
- Supporting the advertisement of the procurement opportunity, the need requirements, and procurement strategy.
 - They conduct the distribution of documents, bid queries, submission of bids, evaluation and award the announcement, contract management, delivery, payment and record keeping requirements.

e-GP Roadmap

Why

- Transparency
- Efficiency
- Effectiveness
- Accountability
- Economic

Who

- Political Leadership
- Implementation Agency
- Agencies, Local Government
- ICT Partners
- Financial Institutions
- Industry

How

- Establish Objectives / Goals
- Know your capacity
- Rules and Regulations
- Roles and Responsibilities
- Funding and Sustainability
- Apply Appropriate Technology
- Build in Steps
- Integration with other systems
- Ownership and data rights

After

- Monitoring and Planning
- Re-evaluate policy and system workflows
- Grow your Marketplace
- Capacity Development
- Evolve with new technology options

Tendering

Vendor Management

Purchasing

Catalogues / Frameworks

Contract Management

Financial Management

System Integration

e-GP Considerations

- E-GP is a tool, so take advantage e-
 - Smart Documents – structured forms, bid tables, questionnaires, Submission Requirement list

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C15 / **Scorecard** Hide

C15

Joe Fagan

Criteria	Points	Score	Comments
A SaaS E-GP Requirements (Q-34IP)	355 pts		
A-1 General Technology of the Proposed ETS Solution	70 pts	42%	-
A-2 System Functions	25 pts	20%	-
A-3 Customer References	260 pts	-	-
C Technical Review	80 pts		
C-1 Company Information	10 pts	-	-
C-2 Approach	10 pts	-	-
C-3 tech Forms	60 pts	-	-

The other key to success of an e-procurement implementation is communication and ensuring users have the appropriate skills and tools to use the system. In many developing countries, skill sets, technical resources and financial resources can be a big impediment to the implementation of any electronic system.

All users need to be fully aware of their roles and responsibilities in the system process and how various measurements will be applied and reported on.

Thank You

Joseph Fagan
E-GP Specialist

ADB