

Strategic Importance of eGP in the Region

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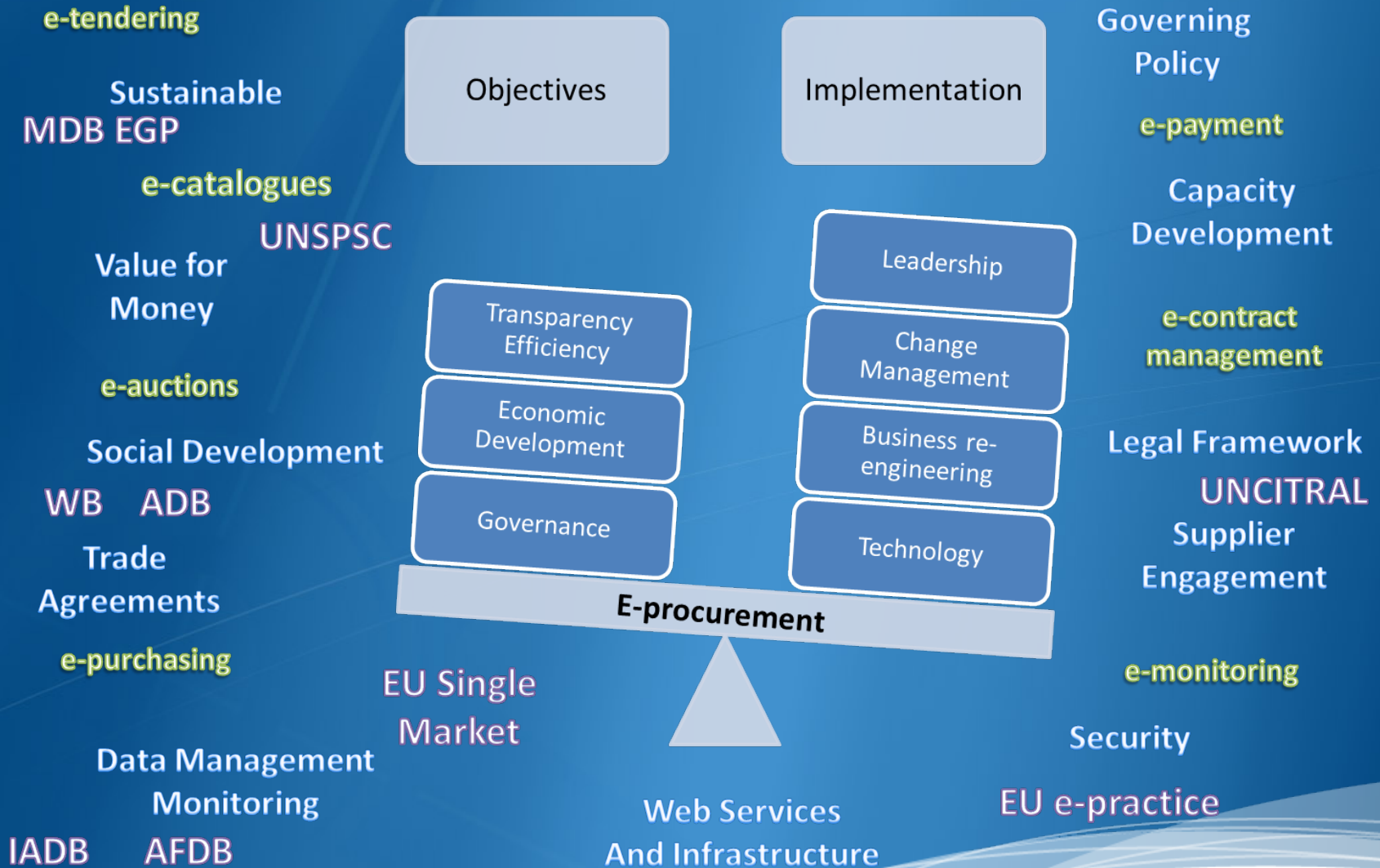
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E-GP Goals

- Open, competitive procurement environment
 - Open Vendor Marketplace = more competition, value for government.
- Efficient and Effective Processes
 - Equal access to online bid documents, amendments, bid queries and clarifications ensures fair and equitable bid process.
- Centralized Management with de-centralized responsibility.
 - Ensure compliance with procurement processes.
- Enhanced Transparency
 - Open access to all procurement and award information
 - Project and Program Monitoring
- Economic Development
 - Support Small and Medium size business
 - Local, regional and international trade

E-GP Snapshot



What e-GP IS and IS NOT

- E-GP is a Business process
- E-GP is not a short term IT project
- E-GP is not procurement reform on its own
- E-GP needs legislative and regulatory support
- E-GP needs government or corporate commitment to change
- E-GP needs a champion to lead change and continue on-going development of system and business processes.

What Countries are doing?

- National Portals
 - Singapore, Korea, Canada, Philippines, Chile, Brazil, Mexico, Portugal, Romania, Bangladesh, Indonesia...
- Regional Portals
 - India – states and agencies setting-up different portals, national government trying to establish a national system
- Business Models
 - Gov't owned and operated
 - PPP
 - Third Party providers.
- System Features
 - Tender Boards – Advertising and Document Distribution
 - Full procurement life cycle – bid submission, evaluation, award, payment, project management
 - Procurement Information Management System
 - E-catalogues to support direct purchasing
 - Vendor Registries

e-GP is about Growth

- e-GP needs to grow as a key service in the procurement process.
- Growing the Supplier/Contractor marketplace
- Ensuring Agencies use the system not simply comply with the law
- Work to coordinate training and monitoring activities
- Ensuring everyone is on the same page with the same message
- Supporting local, regional and international trade

e-GP is about Customers

- Agencies using the system
 - Key word is using the system in the procurement process, not simply complying
 - Agencies getting their suppliers to register in e-GP
- Suppliers/Contractors registered and using the system
 - e-GP should be a key source of information
 - Facilitate participation in government bidding
 - Provide the opportunity to market their products and services

E-GP Considerations

- You can make your system as simple or as comprehensive as you need.
- The more integrated your system is with other systems, the more dependencies you create.
- The system should support policy not drive policy.
- E-GP is not just technical implementation– it is a business re-engineering process.
- E-GP will introduce new complexities to the procurement process.

Don't forget the Human Factor

- Procurement is done by people not the system.
- People are responsible for the decisions made.
- Need to consider capacity development of your procurement team as much as you consider system development.

Thank You