



ECA e-Procurement Initiatives

World Bank-Asian Development Bank

e-procurement conference

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Tbilisi

Hunt La Cascia

Senior Procurement Specialist

Governance Global Practice

The World Bank



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Intro – Why encouraging e-Procurement initiatives?



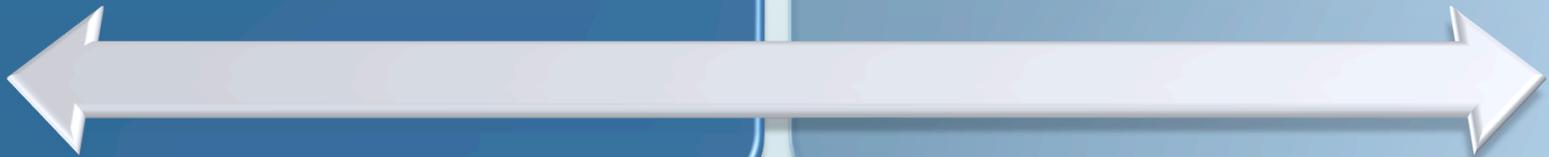
Past

- Focus on procurement legal compliance
- Institution strengthening and capacity of procurement professionals
- Missing data
- No holistic view



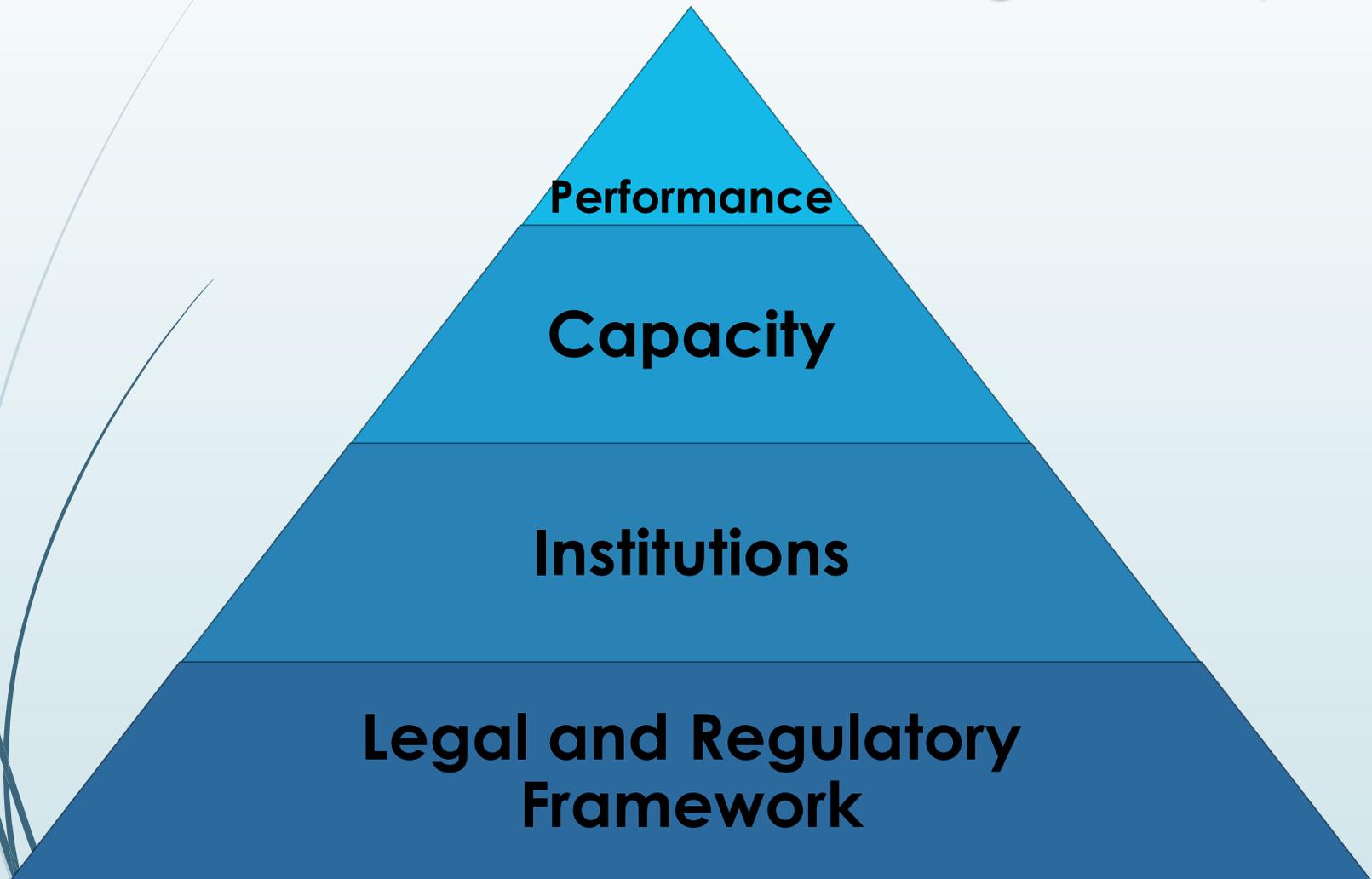
Present

- Efficient performance of Public Procurement
- E-procurement solutions implementation
- Wide range of data easily collectible
- Focus on citizens





Procurement Performance and E-Procurement – Reaching the top



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1. E-Procurement Forums in Berlin and Vienna



2015 E-GP Forum in Vienna

Theme: *“Using E-Procurement data to measure the transparency and performance of public spending”*

85 participants, 32 countries and 8 international organizations represented

Meeting with e-Procurement Vendors to discuss their products

2016 E-GP Forum in Berlin

Theme: *“Moving Forward with E-Procurement”*

75 participants, 25 countries, and 6 international organizations represented

Meeting with Donors to discuss financing solutions

Objectives of the 2015 e-Procurement Forum in Vienna



Sharing countries experiences



Agreeing on a set of indicators



Creating the baseline for all countries against these indicators

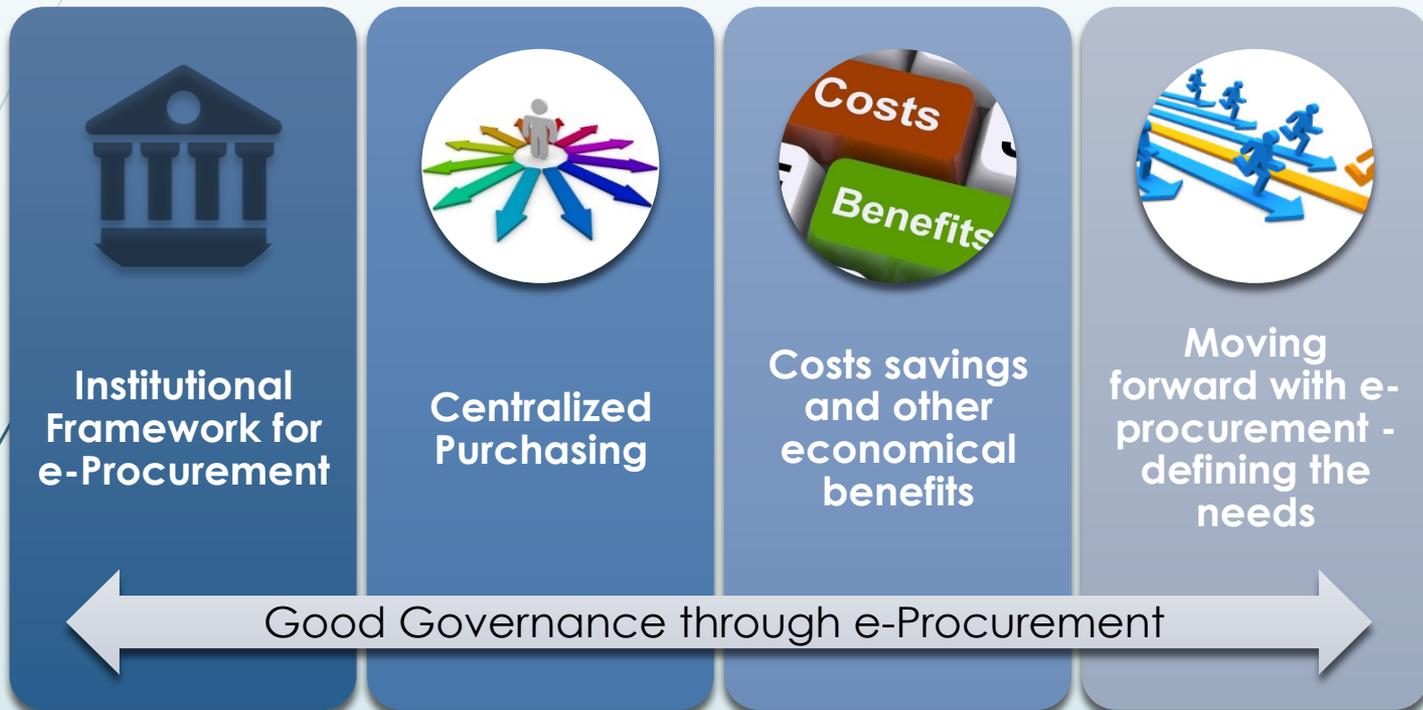


Update indicators on an annual basis

2015 E-Procurement Indicators: Example of Italy

Category	Indicator	%		Availability of Data (Yes/No)	Indicator Value
Efficiency	Success ratio/ cancellation	8.41%	Percentage of procedures without cancellation	Yes	100%
	Savings	8.40%	Percentage of savings from award price vs. cost estimate; Percentage of savings from final price after contract completion vs. award price	Yes	17% (average award price vs. cost estimate)
Transparency	Open access to procurement information and decisions	8.41%	Percentage of procurement opportunities advertised on a portal with free access; Percentage of awarded contracts published on a portal with free access	Yes	100%
Level of Adoption	Procurement value passed through e- platforms	7.48%	Percentage of procurement value with online transactions	Yes	100%
	Professionalization of the PP Officials and Practitioners	5.61%	Percentage of certified e-Procurement users in contracting authorities	No	Despite the absence of a official certification of the public buyer in Italy, Consignor is recognized as a center of excellence in terms of procurement and eProcurement skills
Competitiveness	Level of competition	7.48%	Average number of bidders	3.8	Average number of offers per lot
				5.5	Average number of suppliers offering per lot (including the number of suppliers participating in "Temporary Consortium of Enterprises")
	Open procedures with notice vs. Closed procedures by invitation	3.74%	Percentage of number of contracts procured competitively	Yes	96%

Themes of the 2016 Berlin E-Procurement forum



Communities of Practice and Forum Webpages

- **Forums Webpages:**

- 2015 E-Procurement Forum in Vienna:

- <http://www.worldbank.org/en/events/2015/10/20/e-procurement-forum-enhancing-public-spending>

- 2016 E-Procurement Forum in Berlin:

- <http://www.worldbank.org/en/events/2016/10/31/moving-forward-e-procurement>

- **ECA C4D Communities of Practice:**

- E-Procurement Community of Practice

- <http://collaboration.worldbank.org/groups/e-procurement>

- PRIMO Community of Practice

- <https://collaboration.worldbank.org/groups/ppkep>

- <http://www.worldbank.org/en/events/2016/05/17/12th-procurement-integrity-management-and-openness-forum>



2.

ECA E-Procurement Strategy



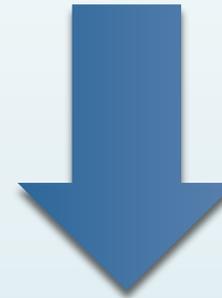
Objective and Scope of Strategy: Governance and Procurement objectives

- ▶ The ECA e-GP strategy fits within the key objectives of both good governance and public procurement



Governance objectives:

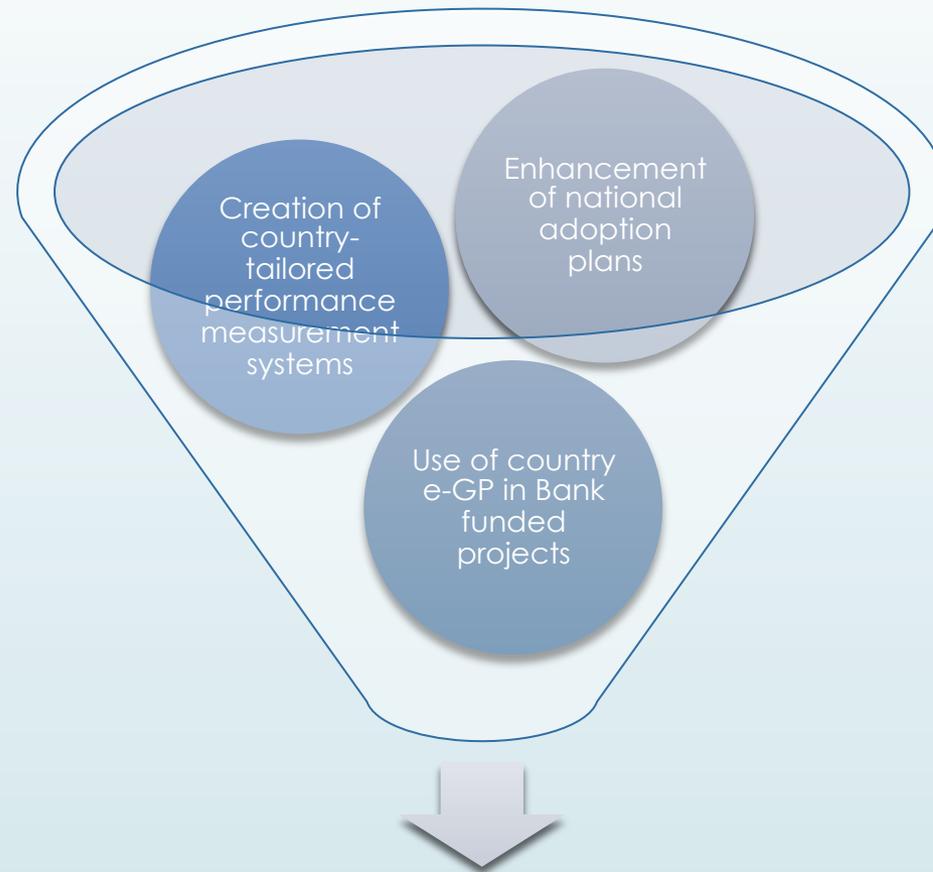
- A sustainable public resource management
- Effective performance and delivery arrangements
- An open and accountable government that supports transparency



Procurement objectives:

- Value for Money
- Transparency
- Economy
- Efficiency
- Effectiveness
- Integrity
- Openness

Strategic directions



Three Strategic Directions for the Promotion of E-GP in ECA countries

Overview of e-Procurement system readiness in ECA countries

	No e-Tendering available	e-Tendering available
EU		Croatia Romania
Non-EU	Moldova Serbia Tajikistan Turkmenistan	Albania Armenia Belarus Bosnia and Herzegovina Georgia Kazakhstan Kyrgyz Republic Macedonia Russian Federation Slovenia Turkey Ukraine Uzbekistan

Objective and Scope of the ECA e-Procurement Strategy

Strengthening public procurement systems in ECA countries by promoting further adoption of e-GP.

Developing e-GP capacity and share relevant experience

Building capacity in using e-Procurement data to measure public procurement performance

ECA E-Procurement strategy – Indicators and Data

Indicators

E-Procurement Indicators (Adoption, Steps covered etc.)

Procurement performance indicators (Improve efficiency of procurement processes, length of procedures...)

Data

Open Contracting
(Categories of data that publishers should seek to collect, manage and publish as part of an open contracting process.)

Governance Filters to detect or prevent fraud, waste and abuse in e-GP systems

Example of Adoption of e-GP Key Indicators (Common Indicators for ECA Countries)

STRATEGY DIRECTION	POLICY AREA	POLICY GOAL	SYNTHETIC INDICATORS (country wise)	BASIC INDICATORS (from platforms level)	SOURCE
ADOPTION of e-GP [first direction]	e-GOV	Full adoption of e - G P (engagement)	Value of contracts formed through e-GP (% of total public procurement)	<ul style="list-style-type: none"> Value of contracts awarded through e-submission Value of goods, services and works contracts awarded through e-submission Value of contracts awarded by a CPB or through a centralised purchasing arrangement 	E-GP service provider (platform) + National Statistics
			Volume of contracts formed through e-GP (% of total number of contracts)	<ul style="list-style-type: none"> Number of contracts awarded through e-submission Number of goods, services and works contracts awarded through e-Submission Number of contracts awarded through a centralised versus decentralized way Number of contracts awarded by a CPB or through a centralised purchasing arrangement 	E-GP service provider (platform) + National Statistics

Example of Adoption of e-GP Key Performance Algorithms

SYNTHETIC INDICATORS (country wise)	ALGORITHMS	BASIC INDICATORS (from platforms level)	ALGORITHMS
<p>Value of contracts formed through e-GP (% of total Government Procurement)</p>	<p><i>Value of e – GP contracts/ Total value of contracts</i></p>	<ul style="list-style-type: none"> ▪ Value of contracts awarded through e-submission ▪ Value of goods, services and works contracts awarded through e-submission ▪ Value of contracts awarded by a CPB or through a centralised purchasing arrangement 	<p><i>Value of e–submitted contracts/ Total value of contracts ×100</i></p> <p><i>Value of e–submitted goods contracts/Total value of goods contracts ×100</i></p> <p><i>Value of e–submitted services contracts/Total value of services contracts ×100</i></p> <p><i>Value of e–submitted works contracts/Total value of works contracts ×100</i></p>

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3. E-Procurement Projects in ECA

What is the World Bank doing in ECA



Support to the implementation of the public procurement strategy in Romania



Strengthening Public Procurement in Serbia



Improving Efficiency and Transparency in Public Procurement Georgia



Enhancing the implementation of Public Procurement in FYR Macedonia

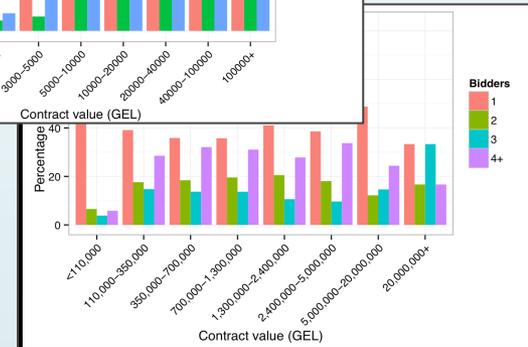
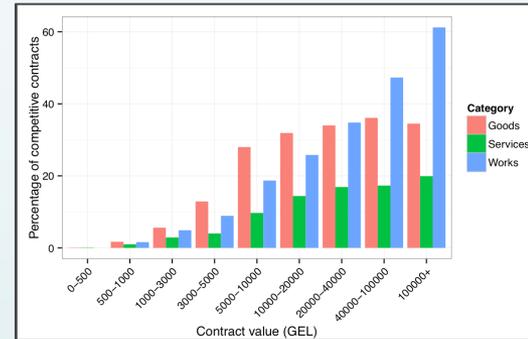
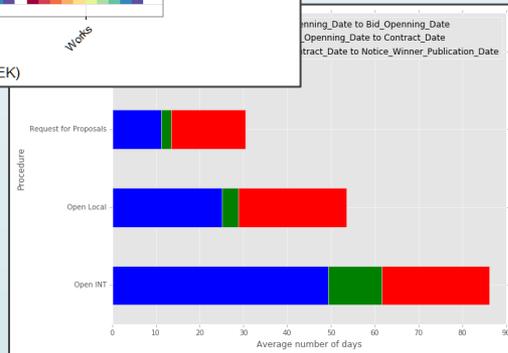
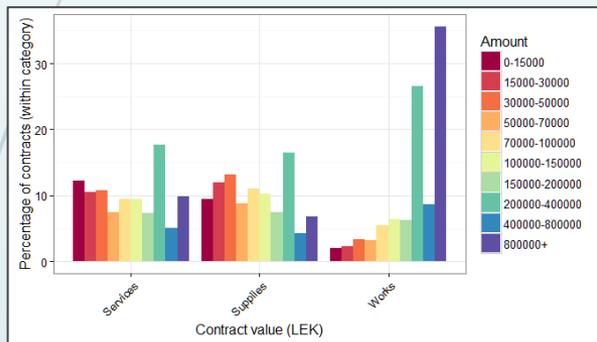


Country Fiduciary and Project Implementation (CFPI) Review in Albania

E-Procurement Data: Examples Albania and Georgia



Country Fiduciary and Project
Implementation (CFPI) Review in Albania



Improving Efficiency and Transparency in
Public Procurement Georgia



4.

e-Procurement Toolkit and Online Learning

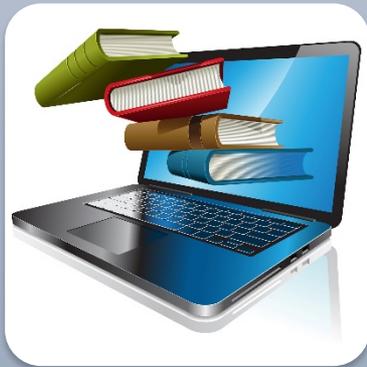


Scope and Objectives of the Toolkit and Online course



E-PROCUREMENT TOOLKIT

- **Scope:** Set of detailed resources for launching their e-Procurement projects in line with international standards
- **Objective:** Providing detailed information on needs and requirements when embarking on the establishment of e-GP, through a dedicated website



ONLINE LEARNING

- **Scope:** Online learning material for interested parties to familiarize themselves with e-Procurement and the benefits of e-GP
- **Objective:** introducing audience to the concepts and main objectives of e-GP and state-of-the-art e-Procurement systems, through five learning modules, which lead to an e-Procurement certification

E-Procurement Toolkit - Overview

www.eProcurementToolkit.org

- Documents section, covering four essential topics of e-GP and e-Procurement:
 - E-Procurement Preparation
 - Open Contracting Data Standard (OCDS) Implementation Methodology
 - Public Procurement Indicators
 - Guidelines for Conducting Market Analysis for e-Procurement Systems
- Template Requirements functionality, guiding users to quickly formalize their technical requirements for implementing or procuring an e-Procurement system, in terms of:
 - E-Procurement modules
 - E-Procurement submodules
 - E-Procurement requirements

E-Procurement Toolkit - Documentation

E-Procurement Preparation, presenting:

The concept of e-Government Procurement (e-GP)

Why and how to pursue the establishment of an e-GP framework

The benefits that e-GP implementation projects can offer and a model action plan

Open Contracting Data Standard Implementation Methodology, presenting:

The concept of Open Contracting Data Standard (OCDS) and technical overview of the standard

A high-level approach for its implementation in an e-Procurement system

How it can be incorporated in a new or existing e-Procurement system

Public Procurement Indicators, presenting:

The concept of public procurement indicators for assessing countries' e-GP operation against relevant policy goals

The different categories of public procurement indicators, along with computational method and target per indicator

Guidelines for Conducting Market Analysis for e-Procurement Systems, presenting:

Why market analysis can form a means to better formalize requirements and approach by understanding the ICT market (available e-Procurement vendors / software products)

The core principles of a methodology for conducting market analysis

E-Procurement Toolkit – Documentation Overview



English

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E-Procurement Preparation



Understanding the concept of e-Government Procurement (e-GP) and evaluating why and how to pursue the establishment of an e-GP framework. This document includes what are the benefits that e-GP implementation projects can offer and what are the actions that need to be planned in order to layout the way forward.

Publication date: **2016-10-11** | Version: **1.00** | Size: **1.47 MB**

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Open Contracting Standard Implementation Methodology

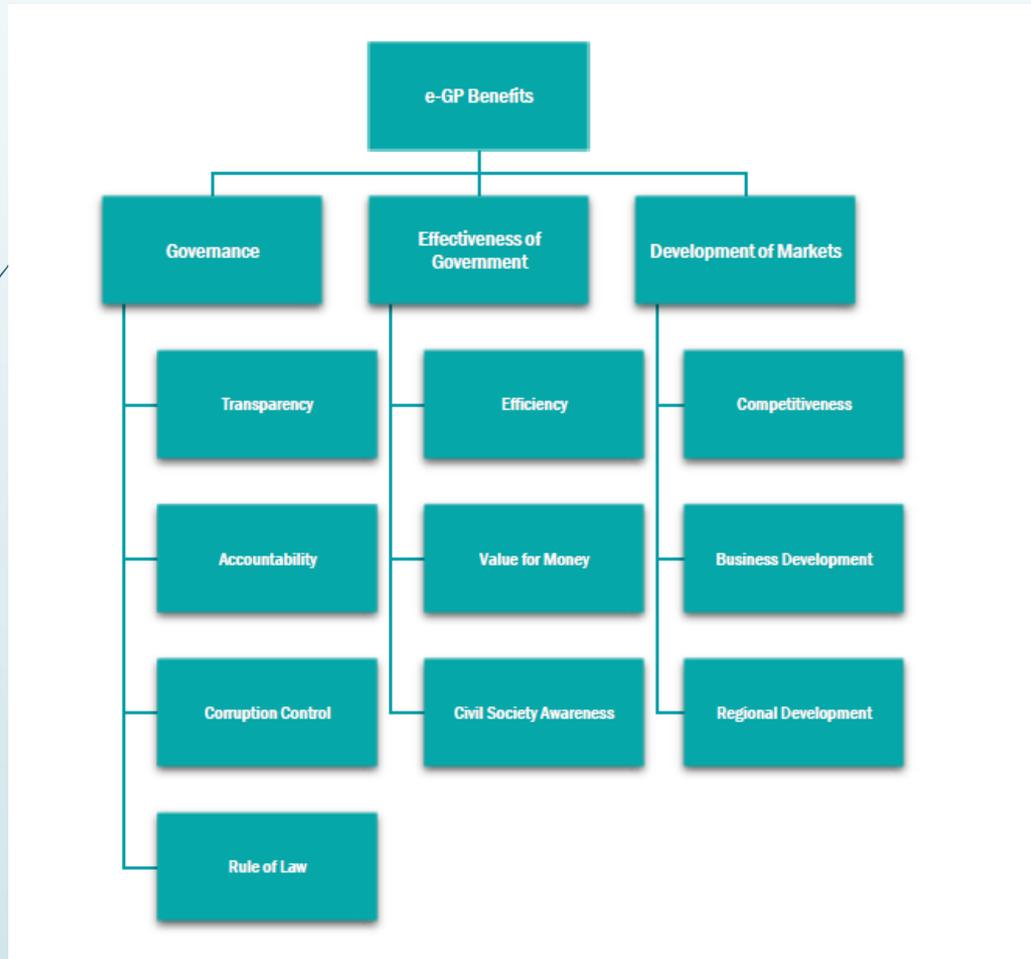


Understanding the concept of Open Contracting Data Standard (OCDS) and obtaining a high-level approach for its implementation in an e-Procurement system. This document presents an overview of the OCDS and how it can be incorporated in a new or existing e-Procurement system.

Publication date: **2016-10-11** | Version: **1.00** | Size: **1.35 MB**

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E-Procurement Toolkit – Benefits of e-GP

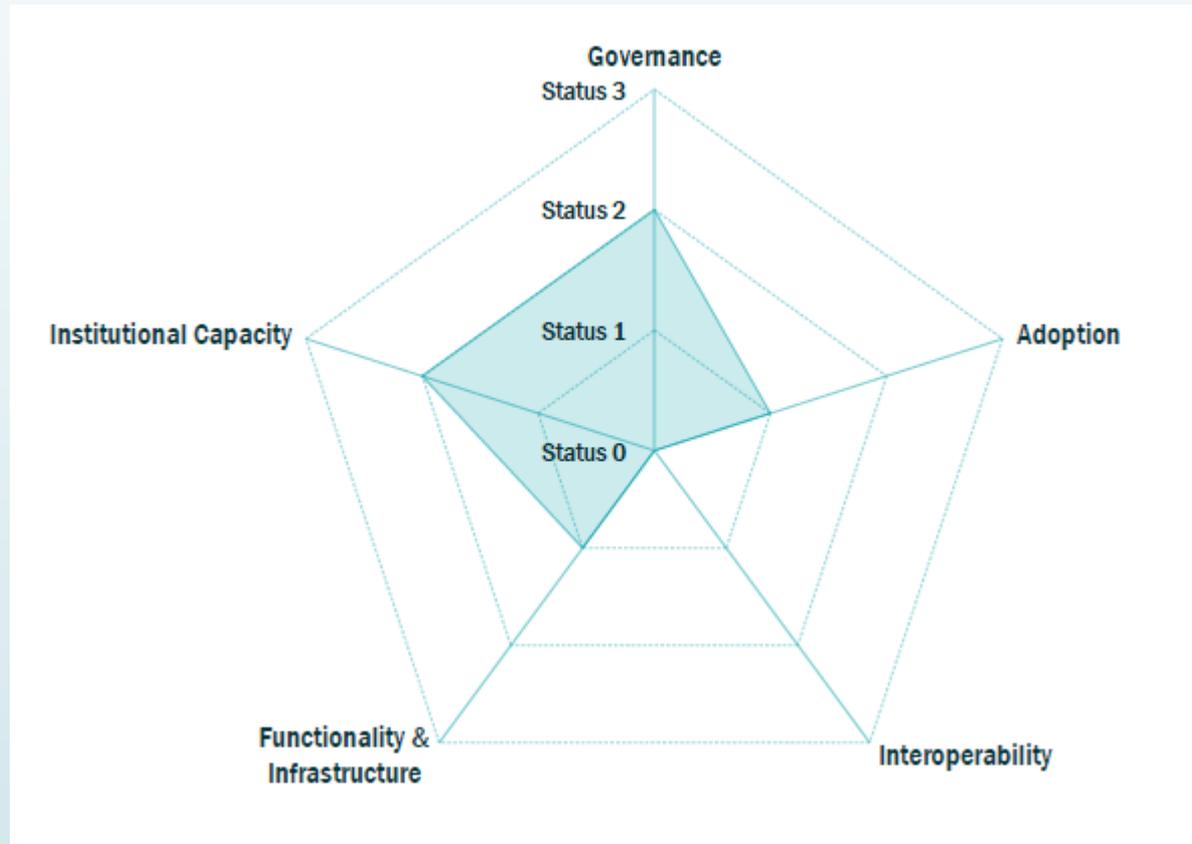


E-Procurement Toolkit – e-GP

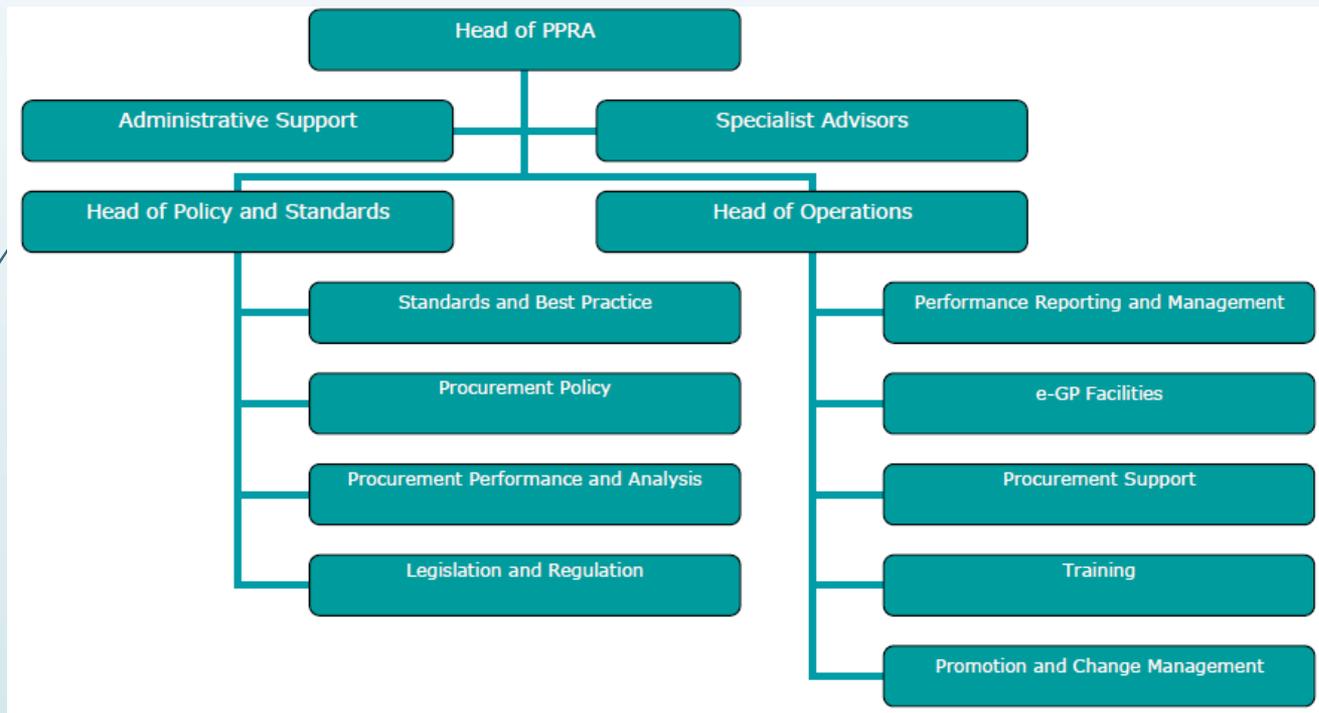
Stages of the Strategic Objectives

	Status 0	Status 1	Status 2	Status 3
Governance	No or atomized activities	Atomized policies	Nationwide legislative package	Concrete national set of policies and regulations
Institutional Capacity	No e-Procurement experience	Dispersed knowledge with lack of coordinated leadership	Experience and atomized leadership	Specialized experience with institutionalized leadership
Functionality & Infrastructure	No functionality	Systems dispersion	Basic e-Procurement functionality	Advanced e-Procurement functionality
Interoperability	Stand-alone systems	Dispersed system integrations	Integrated centralized systems	Integrated, standardized, and centralized systems
Adoption	Low participation	Subset of central government CAs and EOs	All central government CAs and international EOs	Full public sector enrollment and full EO inclusion

E-Procurement Toolkit – example of country status against e-GP SO



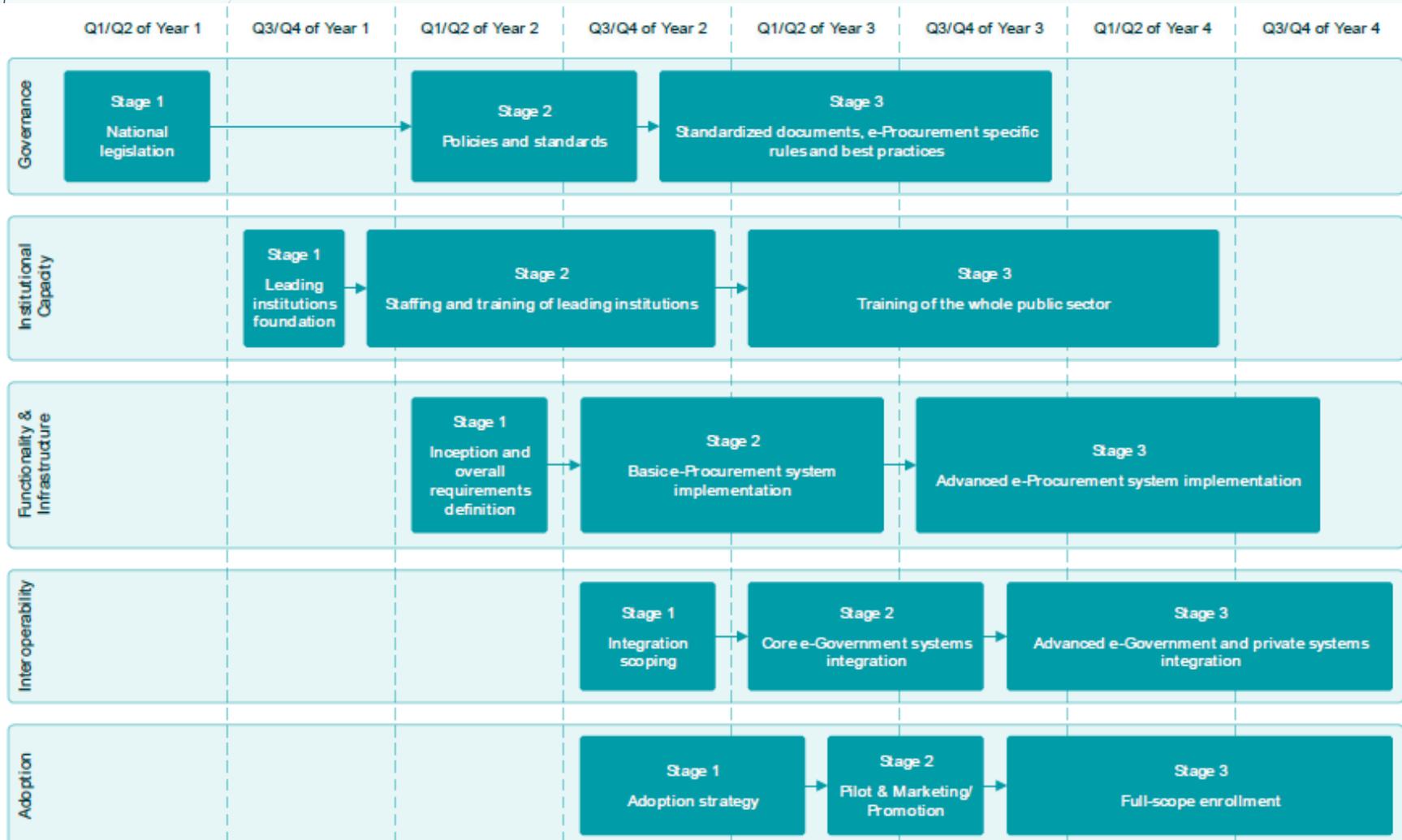
E-Procurement Toolkit – Example structure for PP Regulatory Authority



E-Procurement Toolkit – Application Of e-GP Procurement Methods

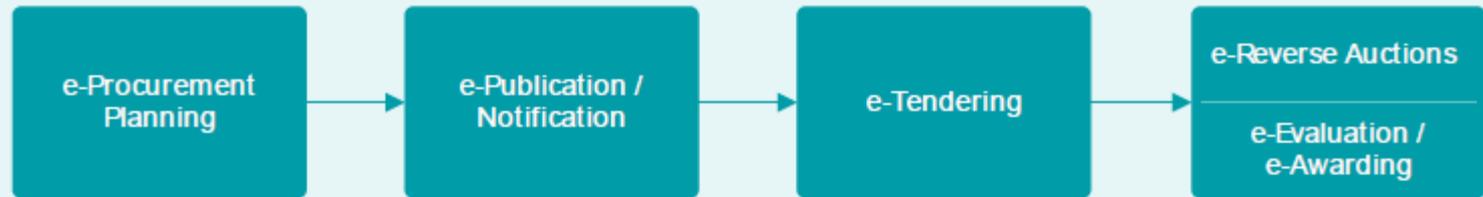


E-Procurement Toolkit – Indicative Action Plan

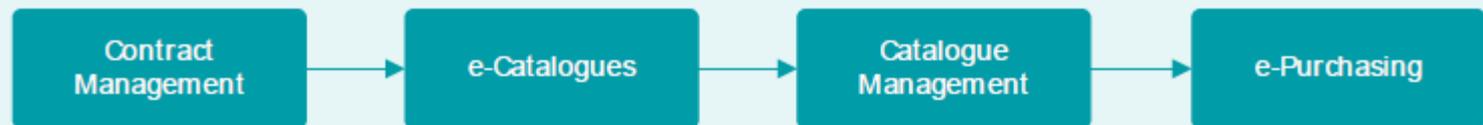


E-Procurement Toolkit – Overview of e-GP Modules

Pre-Awarding Components



Post-Awarding Components



Supporting Components

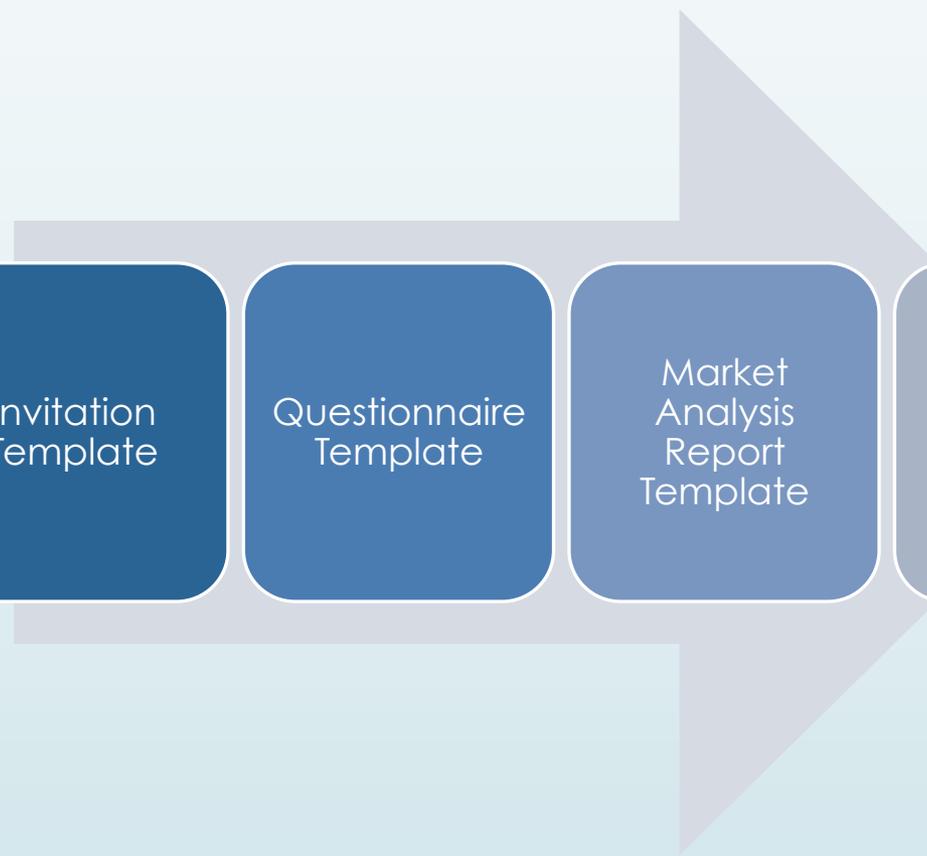


E-Procurement Toolkit – Sample of e-GP Indicators

2.2.3.3	<p>% of contracts awarded to SMEs in number and value</p> $\frac{\text{Number of contracts awarded to SMEs}}{\text{Total number of public contracts}} \times 100$ $\frac{\text{Value of contracts awarded to SMEs}}{\text{Total value of public contracts}} \times 100$	<p>A higher percentage indicates an SME-friendly environment.</p>
2.2.3.4	<p>% of contracts divided into lots, in number and value</p> $\frac{\text{Number of contracts divided into lots}}{\text{Total number of public contracts}} \times 100$ $\frac{\text{Value of contracts divided into lots}}{\text{Total value of public contracts}} \times 100$	<p>Lots are seen as an SME-friendly mechanism to allow SMEs to participate more effectively; the higher the number, the more SME-friendly the environment.</p>
2.2.3.5	<p>% of contracts divided into geographical lots</p> $\frac{\text{Number of contracts divided into geographical lots}}{\text{Total number of public contracts}} \times 100$	
2.2.3.6	<p>% of contracts divided into quantitative lots</p> $\frac{\text{Number of contracts divided into quantitative lots}}{\text{Total number of public contracts}} \times 100$	



E-Procurement Toolkit – Market Research Templates



Invitation
Template

Questionnaire
Template

Market
Analysis
Report
Template

REOI
Template

E-Procurement Toolkit – Template Requirements

Users are able to select the desired e-Procurement functionality, in order to obtain a full set of relevant template requirements, i.e.:

- Select the required e-Procurement system **modules**
- Select the required e-Procurement system **submodules** based on the module selection
- Obtain the e-Procurement system **requirements** based on the modules/ submodules selection



The Toolkit outputs template requirements for an e-Procurement system to support the selected functionality:

- Requirements can be viewed on screen
- Requirements can be exported in user-friendly XLS format

E-Procurement Toolkit – Template requirements Overview



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i To get started with template requirements click **here!**

Select any of the module(s)/submodule(s) below to obtain a list of relevant requirements. The mandatory modules/submodules are pre-selected.

e-Registration

- Registration
- Authentication
- Authorization
- Management

Searching

- Configuration
- Organizations
- Users
- Tenders
- Contracts
- Catalogues

E-Procurement Toolkit – Template requirements Overview



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Expand/collapse the modules/submodules below in order to show/hide their respective requirements.

[Acronyms](#)

▼ e-Registration

▼ Registration

NO.	REQUIREMENT	ADDITIONAL DESCRIPTION	PRIORITY
1	Non-authenticated (supplier) users must be able to register their EO details in the system.	The system should not allow double-entries.	Mandatory
2	Non-authenticated (supplier) users could be able to retrieve their EO details from external sources (e.g. National Supplier Registry system).	N/A	Desirable
3	System must validate the organization/user profile details prior to registering them.	N/A	Mandatory
4	Administrator users should be able to register EOs on the system.	The system must not allow double-entries.	Important
5	Administrator users must be able to view the details of registered EO and CA profiles.	N/A	Mandatory
6	EO users should be notified about their EO registration approval outcome.	N/A	Important

E-Procurement online learning course – General

www.eProcurementLearning.org

► Consists of five learning modules, following common structure:

Topics:

- E-Procurement Preparation
- E-Procurement Basics
- Advanced e-Procurement
- E-Procurement Indicators
- Incorporating e-Procurement into Public Financial Management (PFM) reforms

Common structure:

- Introductory video, outlining the topic to be presented
- Main content, including interactive features, diagrams and inline questions
- Self assessment quiz, prompting the learners to evaluate their understanding
- Summary of the presented learning module
- List of acronyms used throughout the presented module

- Leads to an e-Procurement certification
 - Upon completion of the five learning modules, learners can take the e-Procurement Certificate examination (20 random questions of topics covered in all five learning Modules)
 - Upon successful completion of the examination, learners obtain the “e-Procurement champion” certificate
- Implemented within the World Bank Group’s Open Learning Campus (OLC)
 - OLC: learning platform providing access to development knowledge across all sectors and region

E-Procurement online learning course – Topics covered

E-Preparation module:

- What is public procurement
- What is e-Government procurement and how to establish
- Recommended organizational structure
- Indicative action plan

E-Procurement Basics:

- The e-Registration system
- The Searching system
- The e-Procurement Plan system
- The e-Publishing/ Notification system
- The e-Tendering system
- The e-Evaluation/e-Awarding system
- Non-functional aspects

Advanced e-Procurement:

- The e-Reverse Auctions system
- The Contract Management system
- The e-Catalogue system
- The Catalogue Management system
- The e-Purchasing system
- The Vendor Management system
- The Business Intelligence Reporting & Dashboard system

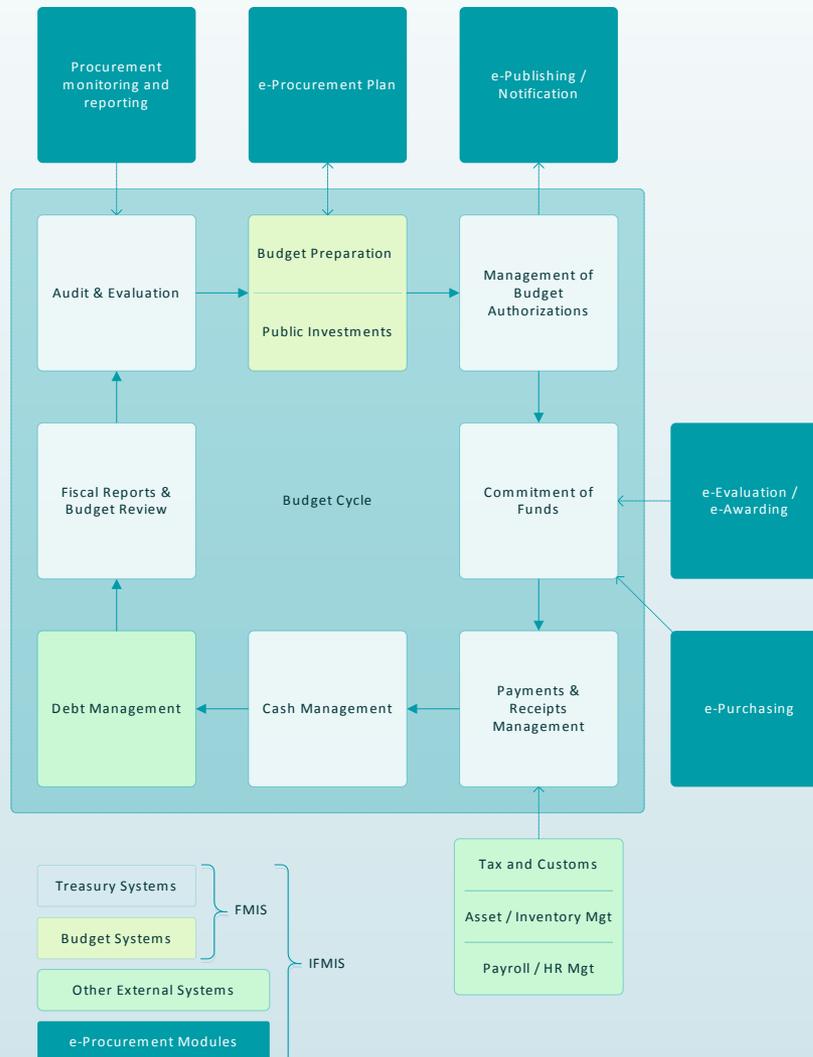
E-Procurement Indicators:

- E-Procurement indicators
- Strategic directions
- Performance management
- Calculation of indicators

Incorporating e-Procurement into Public Financial Management (PFM) reforms:

- What is Public Financial Management (PFM)
- What is Financial Management Information Systems (FMIS)
- E-Procurement systems in the context of PFM reforms

E-Procurement online learning course – e-GP and FMIS





Thank you!