

Inter-American Development Bank

eMarketplace Platforms

Potential Solution for Public Procurement

*6th Conference of the Asia Pacific Public Electronic Procurement Network
November, 2020*



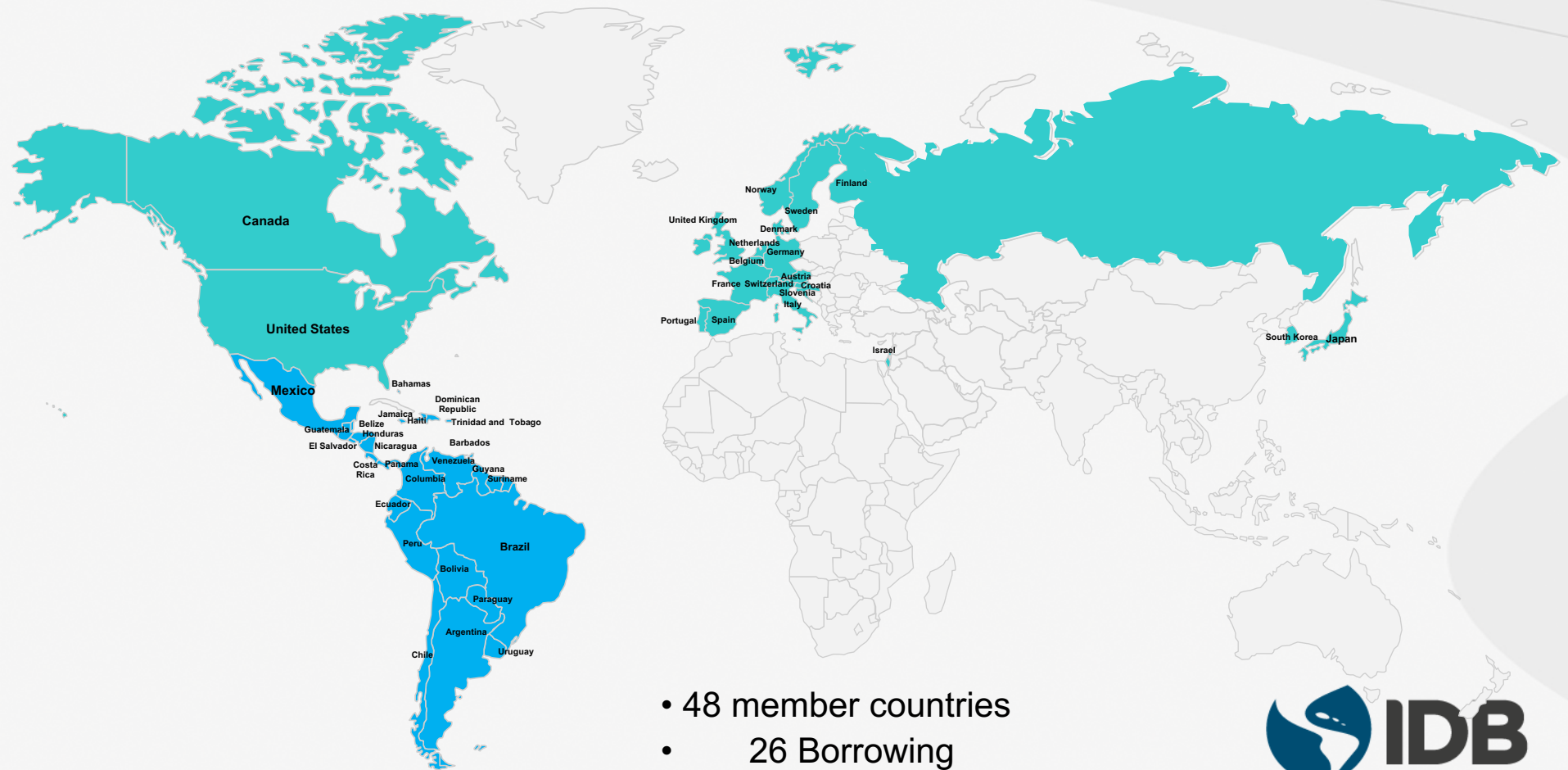
Inter-American Development Bank



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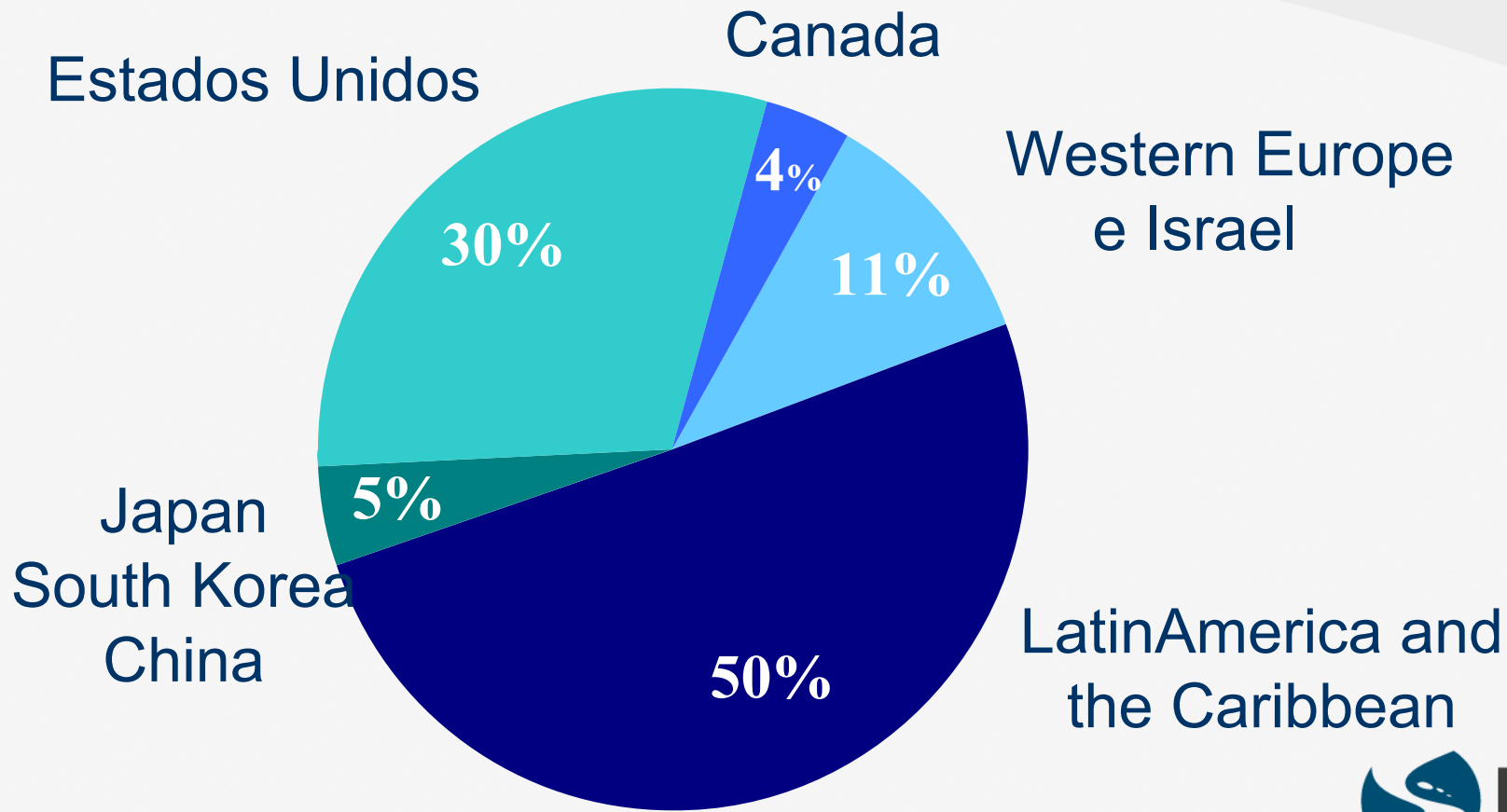
- Established in 1959, first regional MDB.
- Contribute to accelerate economic and social development in the Latin America and the Caribbean región.
- Main source of funding for development projects in our región.





- 48 member countries
- 26 Borrowing
- 22 Donor (China 2007)





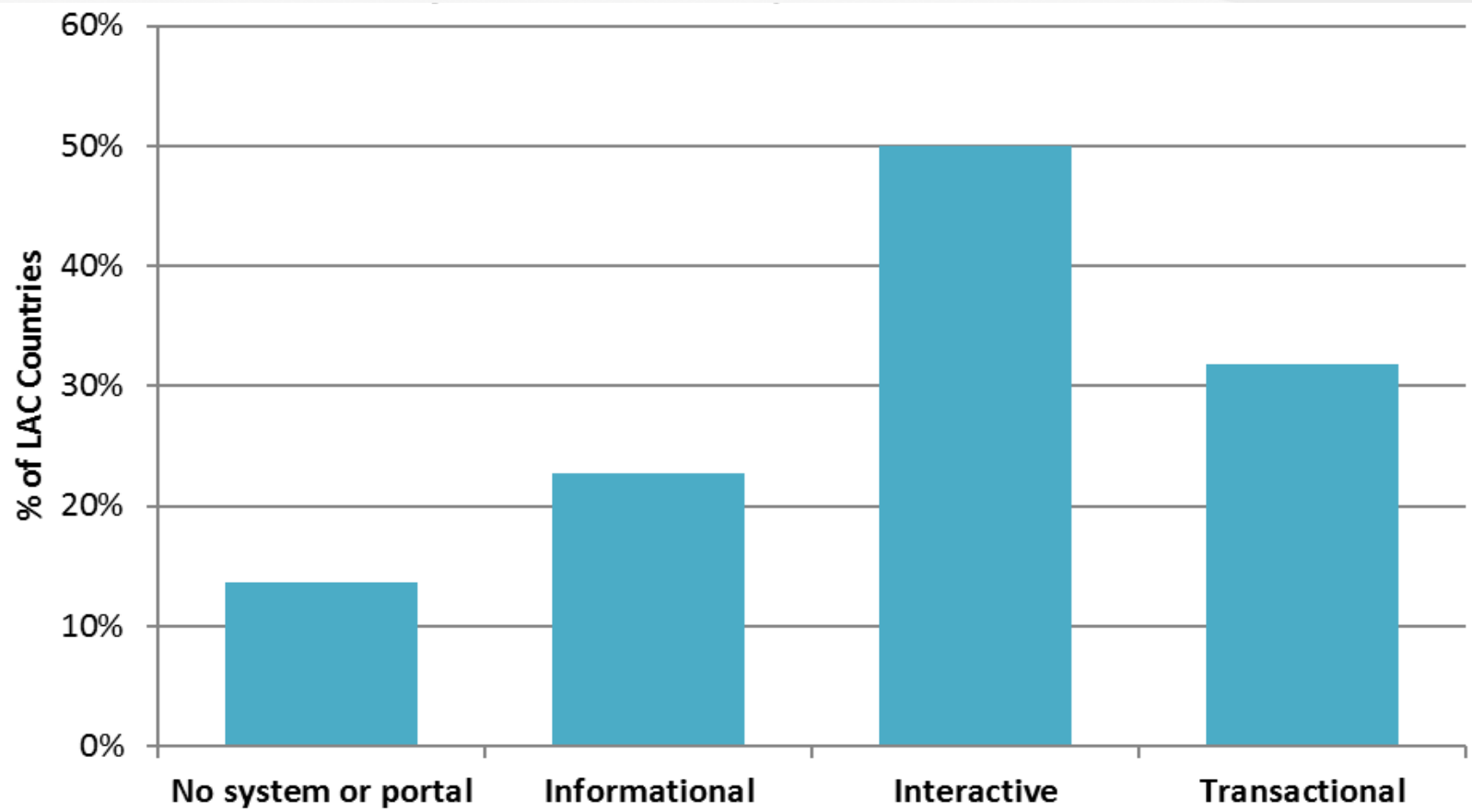


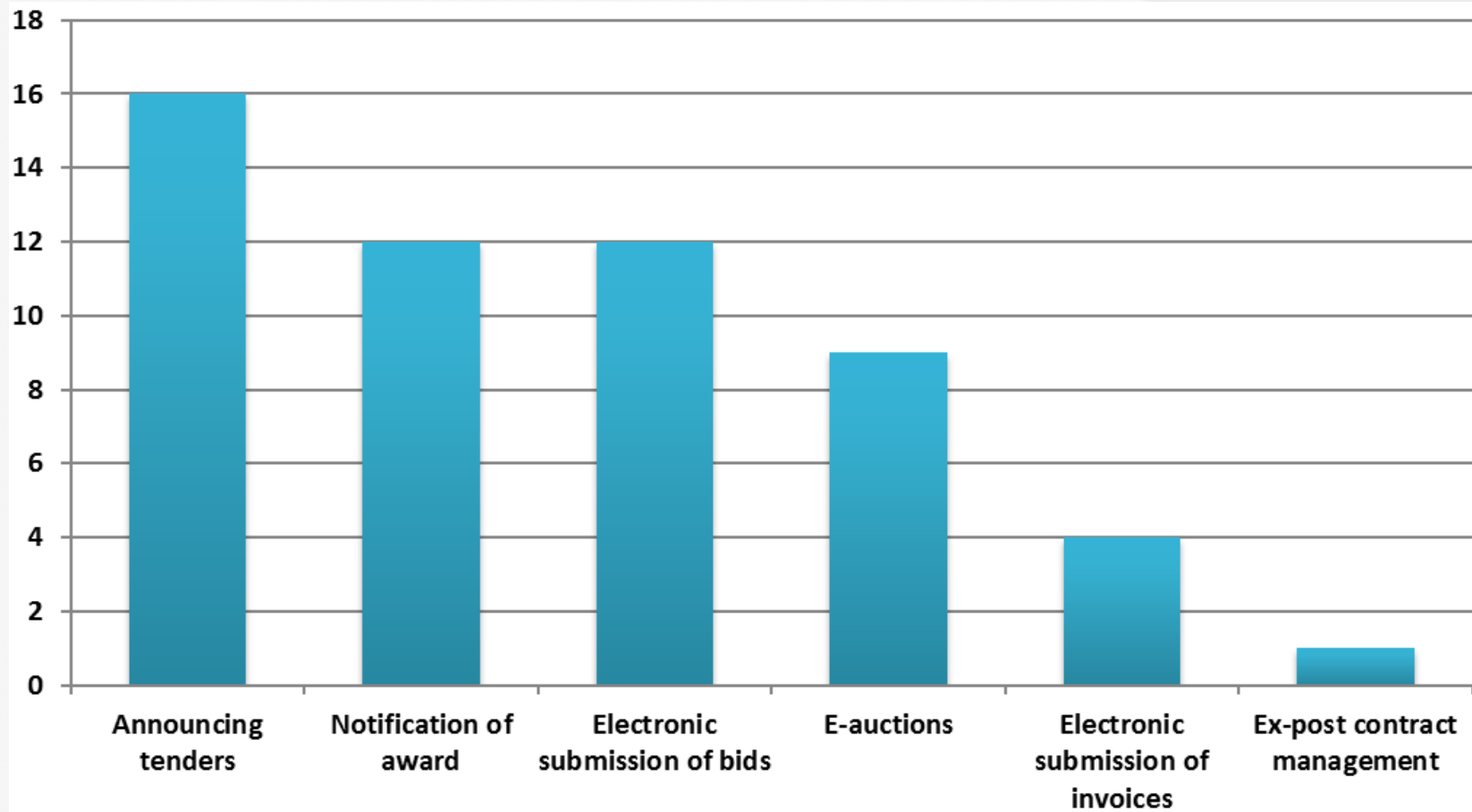
Institutions for Development

Financial Markets	3	340
Industry	—	—
Private Firms And Sme Development	7	485
Reform/Modernization of the state	28	3,461
Science And Technology	4	146
SUBTOTAL	42	4,432

eGP in LAC







eMarketplace

Next evolution of eGP?



amazon

The Amazon logo consists of the word "amazon" in a bold, black, lowercase sans-serif font. Below the text is a curved orange arrow that starts under the letter 'a' and ends under the letter 'z', pointing to the right.

Rakuten

The Rakuten logo features the word "Rakuten" in a bold, red, lowercase sans-serif font. A red horizontal line is positioned below the letters 'u' and 't'.

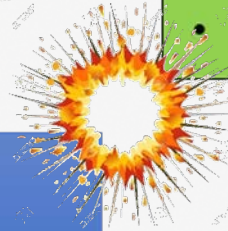

Alibaba.com

The Alibaba logo includes a stylized orange symbol above the text "Alibaba.com". The symbol is a continuous, flowing line that forms a shape resembling a stylized 'A' or a bird in flight. The text "Alibaba.com" is in a bold, orange, lowercase sans-serif font.

 **IDB**

The IDB logo features a blue circular icon on the left, containing a white stylized shape that resembles a globe or a bird. To the right of the icon, the letters "IDB" are written in a bold, black, uppercase sans-serif font.





Information

- Publication of tender announcements
- Basic documents

Interaction

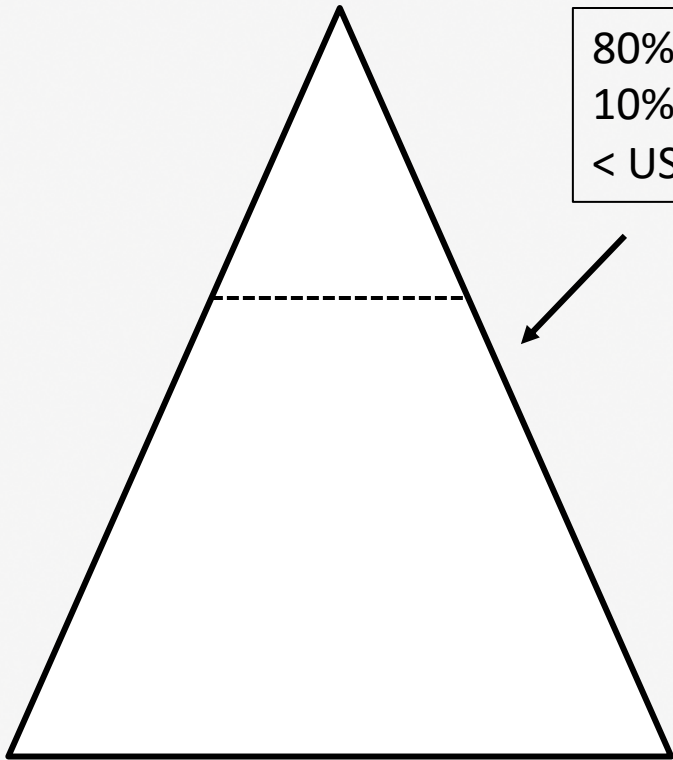
- download bidding docs
- register as a supplier

Transaction

- Online bidding and awarding

Disruption

- Real e-market places
- Automation of menial processes
- Hidden savings
- Fraud detection



80% of # of processes
10% of total amount
< US\$ 2,000

Pre-conditions

- High capacity in deployment of Framework Agreements
- Critical mass of virtual stores for Fas
- Electronic catalog highly developed
- Transactional eGP system widely adopted
- Cost of procurement process over US\$300
- Regulatory space or at least sandbox

Benefits

- Operational Efficiency
- Platform to deploy cloud computing and AI
- Streamlining of data mining for control and transparency
- Better control of purchaser and supplier

Challenges and cons

- Develop own platform or outsource to Amazon, Alibaba, etc
- If development, degree of buy vs build of platform
- If outsource, costs, privacy and data concerns

THANK YOU!

