

# Diagnostics procurement bottlenecks: a diagnosis and some curative suggestions

*The views expressed in this presentation are the views of the author/s and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy of the data included in this presentation and accepts no responsibility for any consequence of their use. The countries listed in this presentation do not imply any view on ADB's part as to sovereignty or independent status or necessarily conform to ADB's terminology.*

Svilen Konov, 18.01.2024

# Diagnosics procurement cycle

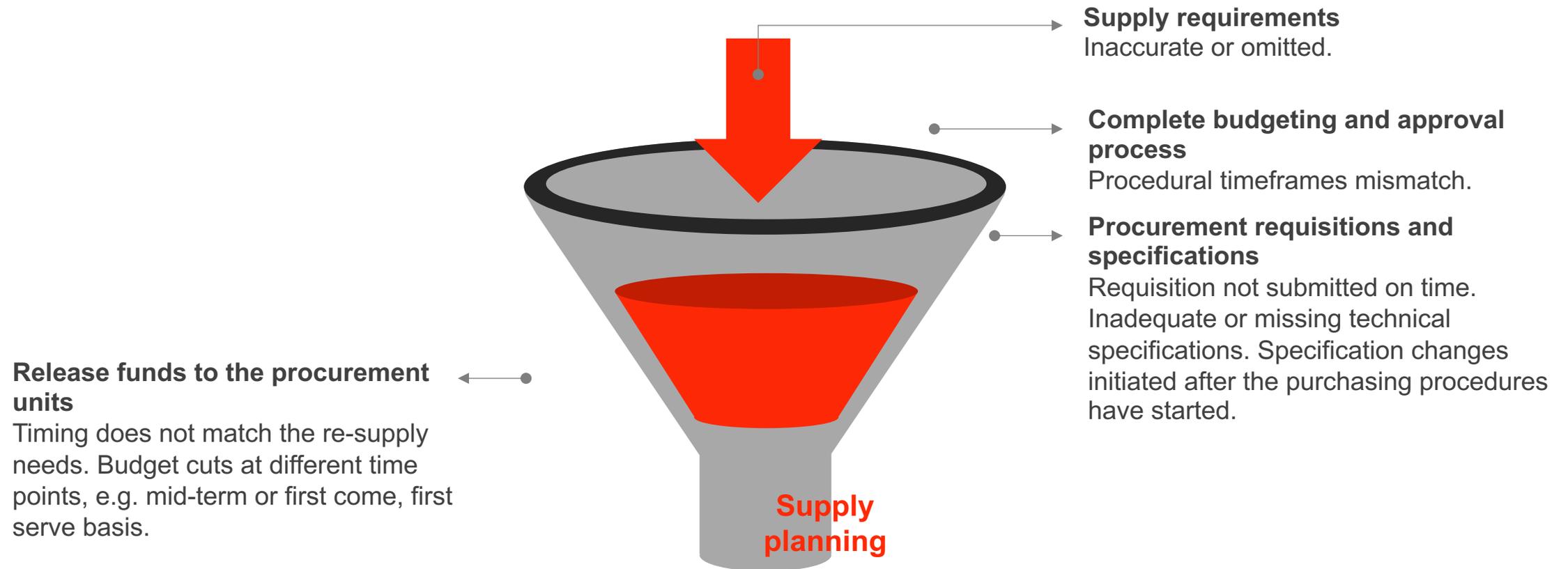


**Supply  
planning**

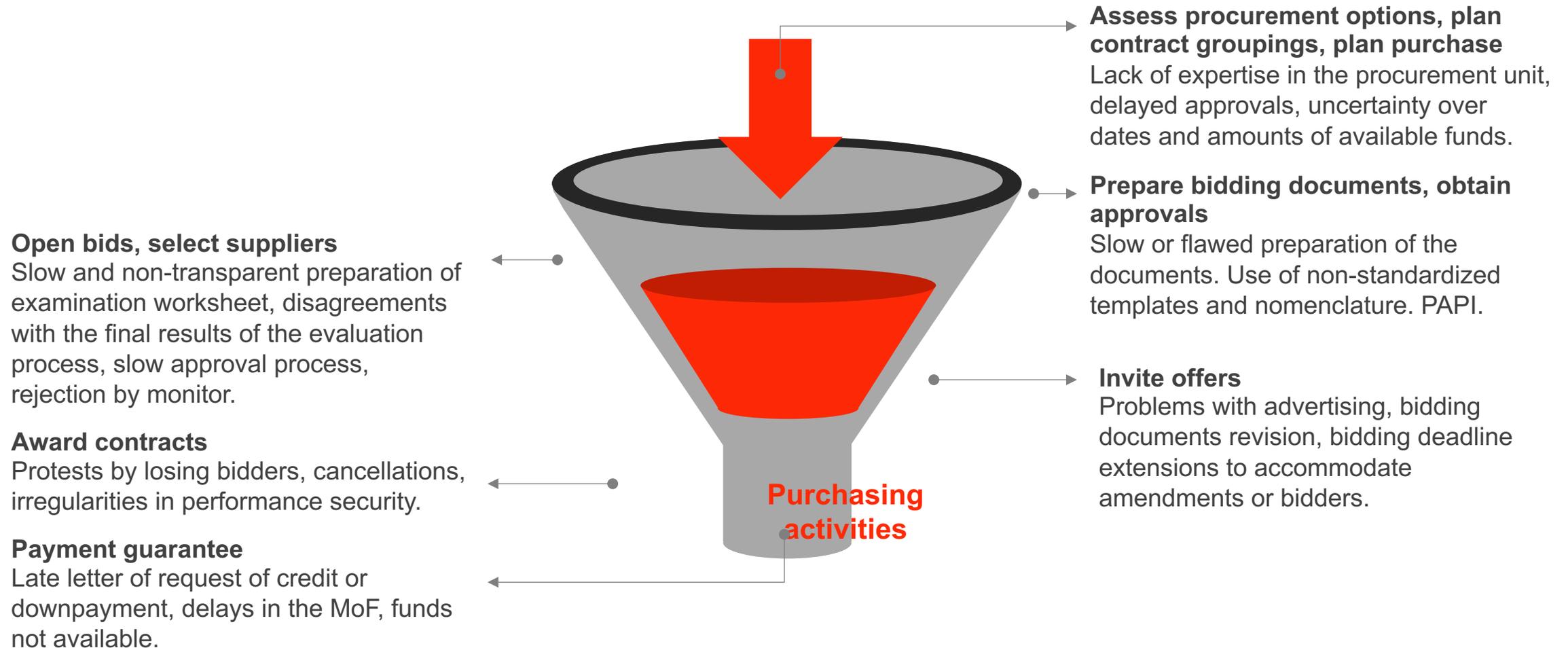
**Purchasing  
activities**

**Contract  
performance**

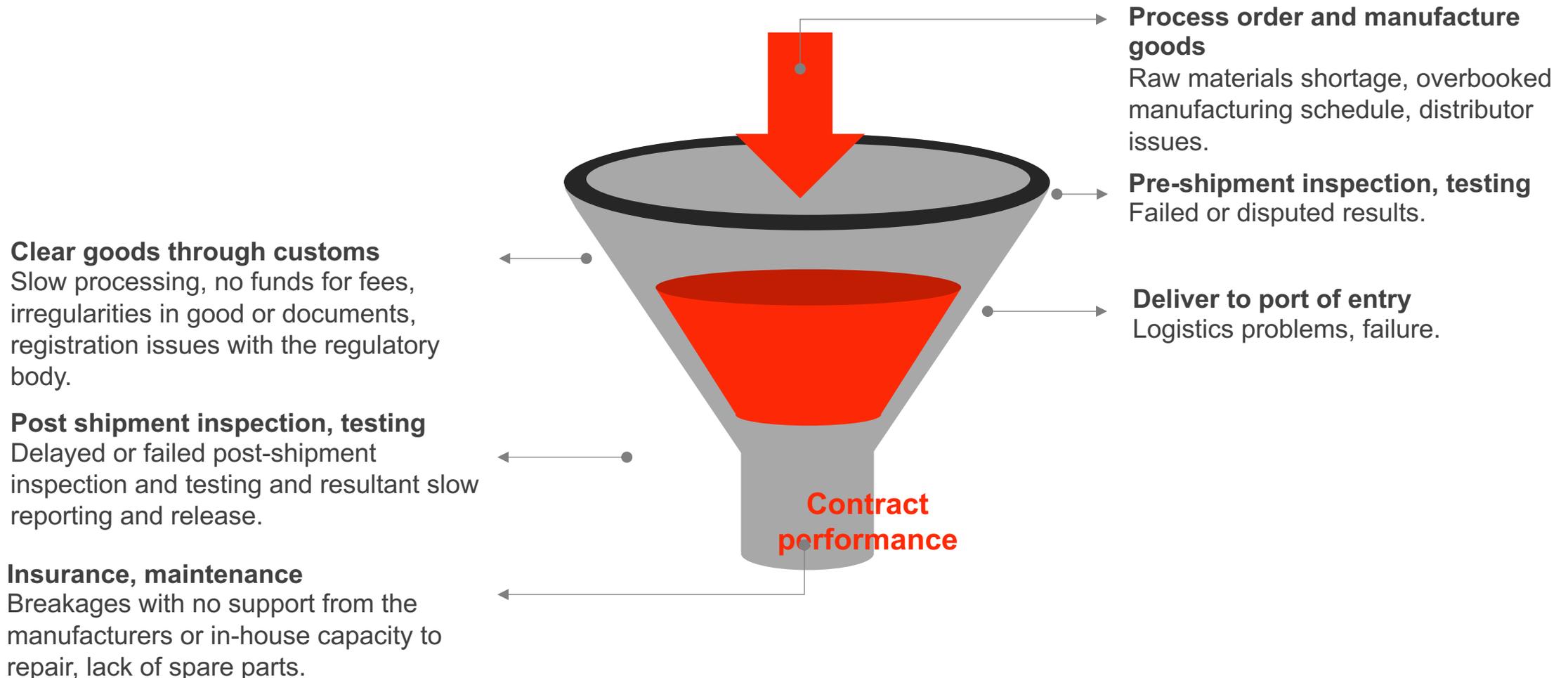
# Bottlenecks in the supply planning



# Bottlenecks in the purchasing activities



# Bottlenecks in the contract performance



# Some curative suggestions

As an important first step in addressing a procurement bottleneck, concerned parties should investigate the source of the bottleneck, including where in the procurement environment it occurred, and who is in control at the point of occurrence.

Invest in the quality of data collection and when possible use mathematical modelling or verified systems of adequate quantification of goods. These should be based on prevalence and incidence.

05

Create a system of e-Government procurement to enhance the tender call coverage, increase number of bidders and transparency, ease the process.

04

Create an electronic procurement information system to standardize the forms, streamline the process, increase transparency and reduce mistakes.

03

Open the market to international competition, thus reducing the limitations of using an in-country supplier only and possibly reducing the expenses that a 'third man' brings into the equation.

02

Assessment and revisiting of the national procurement policies and legislation to better reflect modern realities and remove procedural obstacles.

01

Of recent, bottlenecks more often occur in areas of the procurement environment that fall outside the traditional core competency areas of procurement—technical capacity, staffing, and management.

# Some curative suggestions

After a problem is identified, the interested party should engage others who have similar concerns, such as civil society groups and stakeholders, and identify champions who can do something about the situation.

Particular emphasis on insurance, maintenance conditions, availability of spare parts, especially for the big-ticket machinery and also in-house availability of engineering expertise.

10

Nomenclature on national level, price lists, market research expertise and **technical specifications**.

09

Enhance procurement technical expertise-individual skills and knowledge, organisational/national policies procedures and develop SOPs for every step of the procurement algorithm.

08

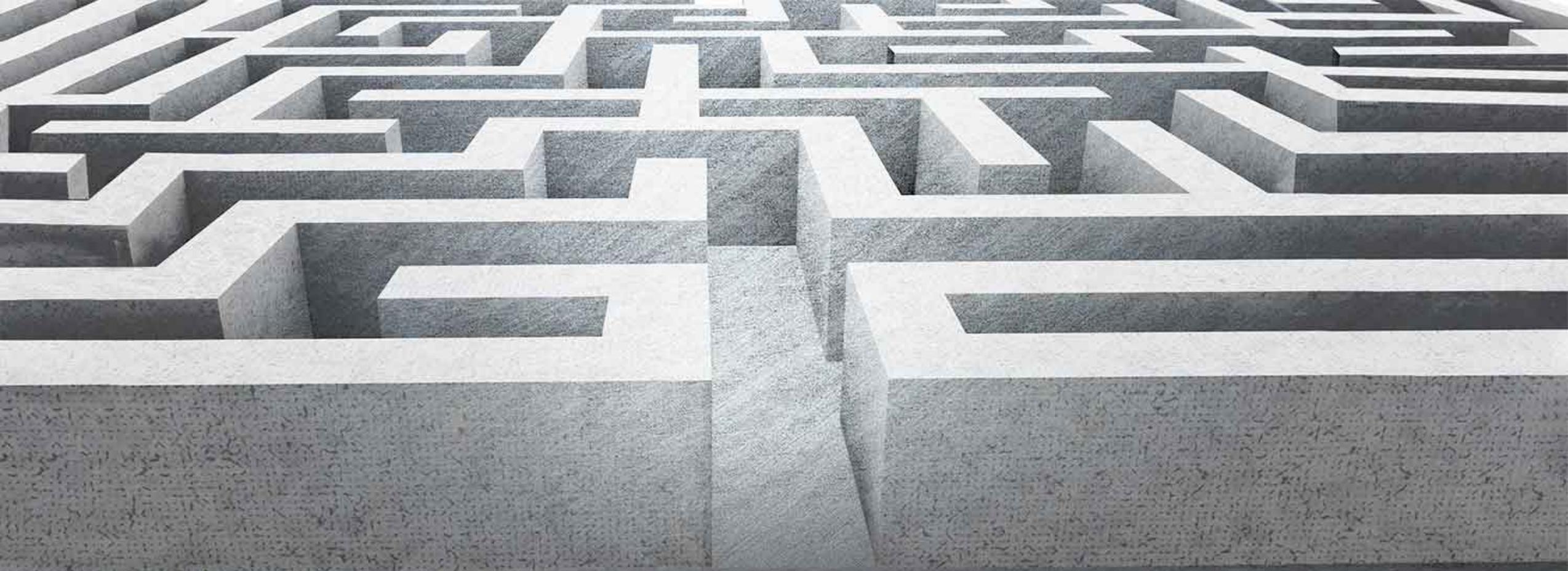
Pooled procurement on a regional, national international level with the possibility to exchange goods in case of sharp rises of necessity.

07

Multi-year, framework or LTAs where the legislation allows it, to benefit from a more secure supply possibly have some pricing benefit.

06

All concerned parties should obtain relevant and accurate information to support claims, if possible; and take appropriate action.



# THANK YOU

[svilen.konov@sevt.info](mailto:svilen.konov@sevt.info)