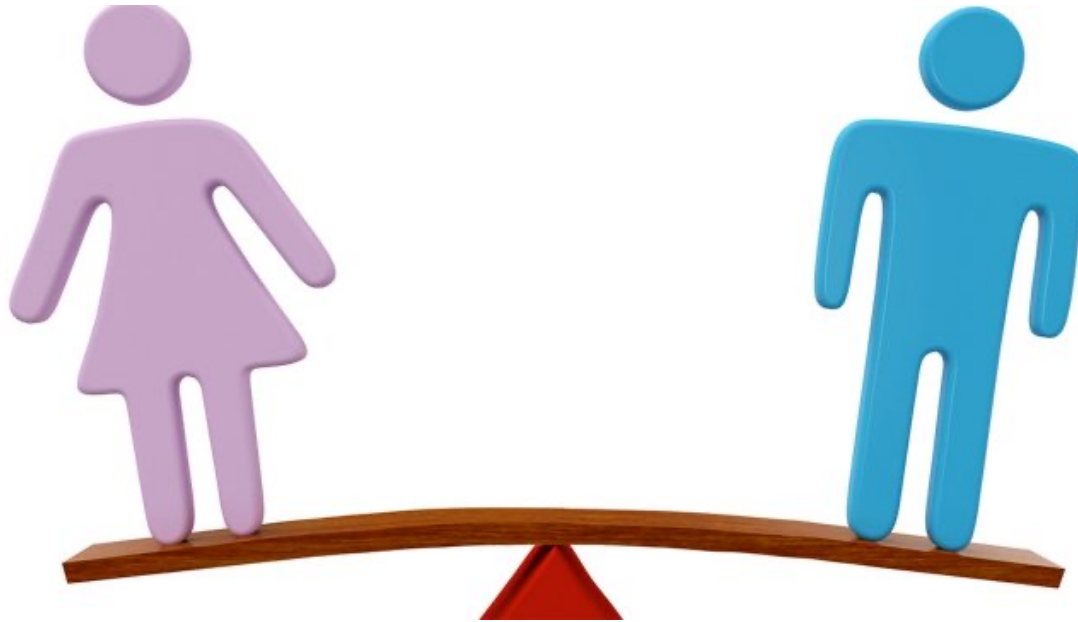


Gender Responsive Public Procurement

November 19, 2021

- I. What is Gender Responsive Procurement (GRP)?
- II. Why is the promotion of women in public procurement important?
- III. Still long way to go....
- IV. What are the barriers?
- V. What are measures that can be taken to promote women in public procurement?
- VI. Country examples – Argentina, Chile, and the Dominican Republic GRP
- VII. Challenges
- VIII. Future

I. What is Gender Responsive Procurement?



Gender Responsive Procurement (GRP) is the harnessing of the purchasing power of the state to advance public policy objectives of gender in a country.

II. Why is the promotion of women in public procurement important?

- **Empowering women is fundamental for progress and economic growth.** The IMF has indicated that global GDP would increase 10% if the female labor force had the same proportion as men.
- **Women-owned businesses reinvest up to 90% of their income in their families and communities.** The increase in the participation of women in markets translates into social and economic growth.
- **A high percentage of small and medium sized enterprises are run by women.** These enterprises are widely recognized as motors for growth in the world economy, representing around 80% of global job market.

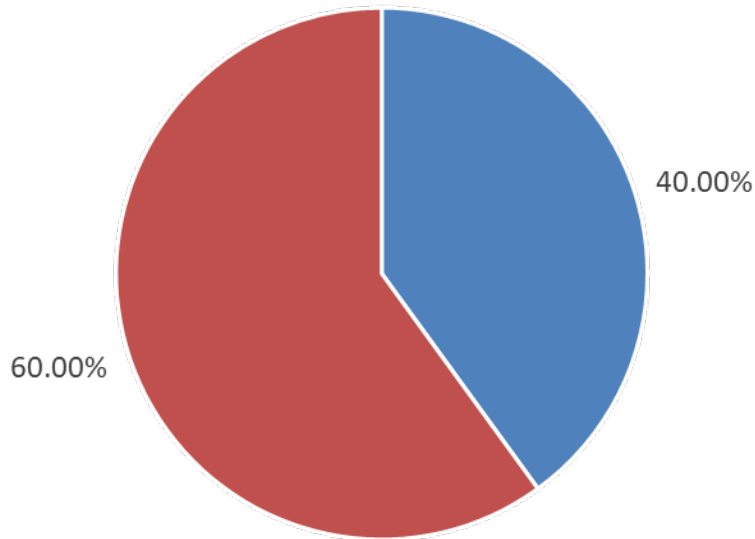
III. Despite improvements, still a long way to go.....



Worldwide, less than one percent of the estimated \$10 trillion spent annually on global public procurement is awarded to women-led businesses

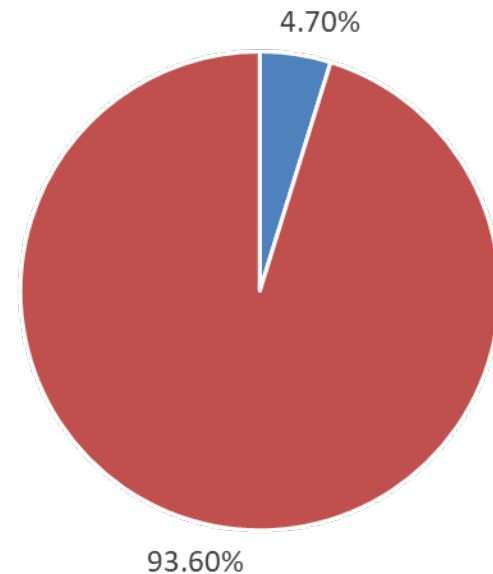
III. Despite some advances, there is still a long way to go.....

United States % private sector



■ Women-Owned Businesses ■ Men-Owned

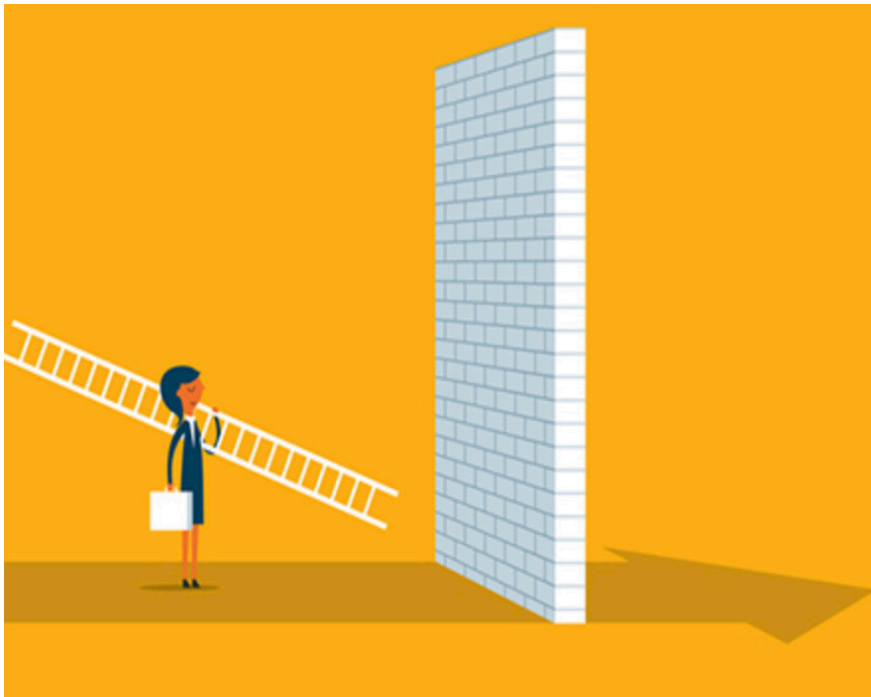
United States % public procurement suppliers



■ Women-Owned Businesses ■ Men-Owned



IV. What are some of the barriers to women's participation in the public procurement market?



- 1) Design of the tender
- 2) Size and qualifications
- 3) Access to information
- 4) Business capabilities
- 5) Payment behavior

V. Measures to promote women in public procurement

Public Sector

Private Sector

Vertical Measures (policies)

- Policies affirming that women-owned businesses are a priority

- Quotas
- Targets

Horizontal Measures (reducing barriers to entry)

- Simplification of procedures
- Payments on time
- Electronic Government Procurement

- Information about opportunities to sell to the government
- Training for women-owned businesses

V. Measures to promote women in public procurement: example of eGP

Barrier	Support to women-owned business
<ul style="list-style-type: none">• Access to information	<ul style="list-style-type: none">• Improved access to public procurement information• Information on sub-contracting opportunities• Communication anywhere/anytime• No geographical constraints within a country
<ul style="list-style-type: none">• Business capabilities	<ul style="list-style-type: none">• Lower transaction costs of developing a bid• Simplification/ elimination of repetitive tasks• Improved cash flow
<ul style="list-style-type: none">• Data	<ul style="list-style-type: none">• Supplier registry that enables system to identify women-owned businesses

VI. Steps to take to implement a program to promote women in public procurement

- 1) Have an official definition of a woman-owned business**
- 2) Market study**
- 3) Identification of stakeholders**
- 4) Diagnostic assessment/ Identification of barriers**
- 5) Action plan and decision on which type of measure you are going to implement**
- 6) Implementation of measures**



VII. Country examples

United States

- Federal Acquisition Streaming Act (FASA) 5% government procurement goal for women-owned businesses



U.S. Small Business
Administration

VII. Country Examples

Chile

- Sello “Empresa Mujer”.
- Awareness building
- Seminars and training programs
- Directive No. 20 that promotes the participation of women in public processes



Result: an increase by 25% in terms of women participating in public procurement

VII. Country Examples

Dominican Republic

- Law – preference for women-owned businesses
- Registry and catalogue of women suppliers with more than 11 thousand women registered.
- Promotion of women-owned businesses in non-traditional sectors like Works, PPPs etc.



Result: the participation of women in the public market increased from 14% to 26% for a total of 16% of total public procurement awards.

VII. Country Examples

Argentina (City of Buenos Aires)

- Women owned business registration program
- First program at subnational level
- Will reward not only ownership, but also firms that have gender sensitive practices.



Expected to raise participation of women-owned businesses in public procurement from 15% to 45%

VIII. Challenges

- Digital gender gap
- Limited data
- Need for capacity building

IX. Future

