

VIRTUAL CONFERENCE

November 15-17, 2021

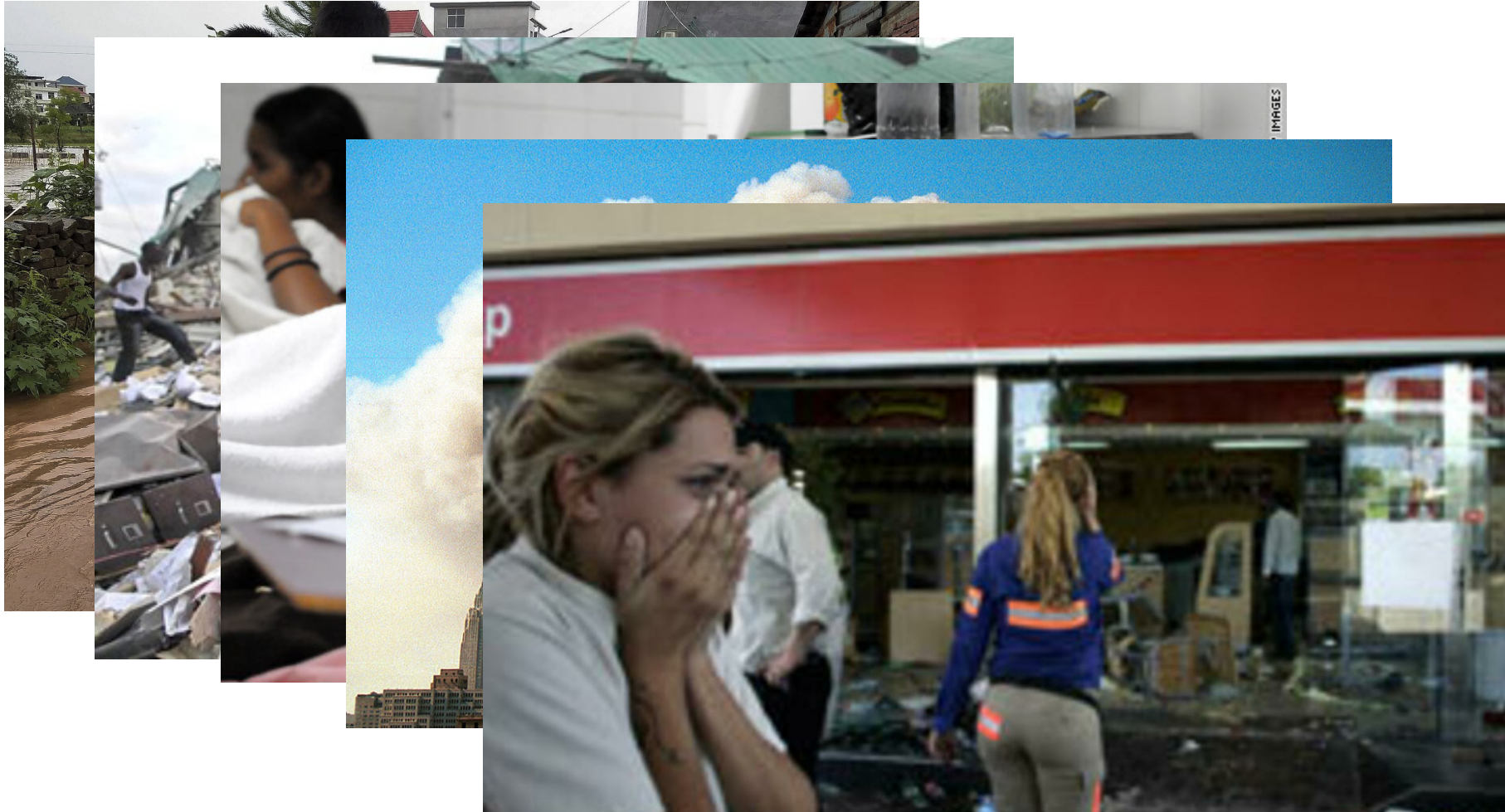
# **Lessons Learned from COVID-19 to Maximize Efficiency, Transparency and Value for Money in Public Procurement**

**7th Conference of the Asia Pacific Public Electronic  
Procurement Network**

Disruptive Technology Strategies during the Post-Pandemic Recovery Period

# DISRUPTIVE POWER OF EMERGENCIES IN PUBLIC PROCUREMENT

# Public Procurement in emergencies



# Public Procurement in COVID-19



# Public Procurement during COVID-19

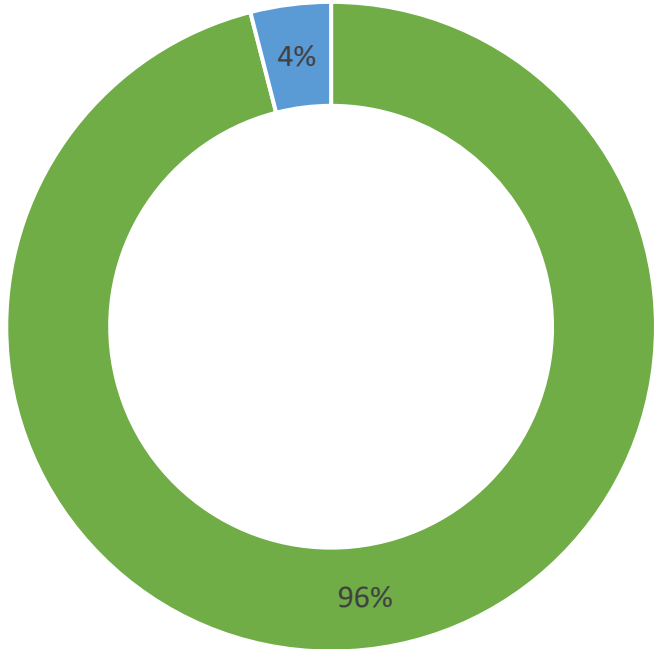
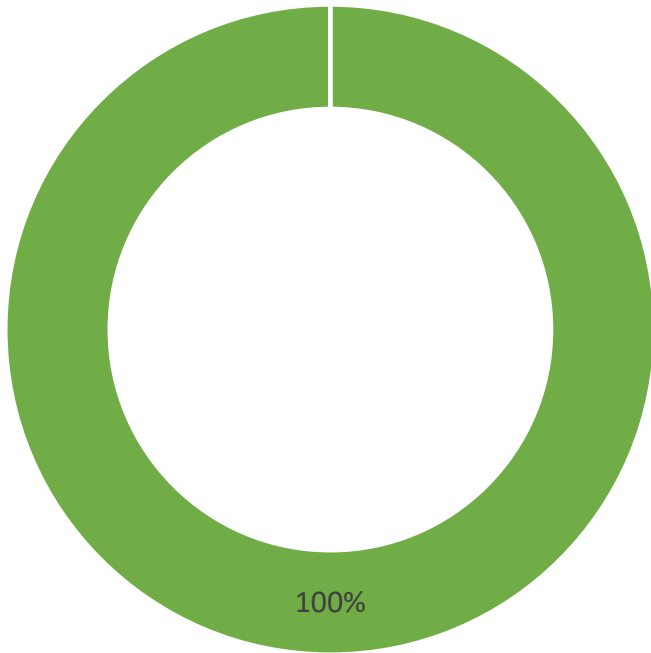
Short-term shortages, speculation and international disruptions in the supply chain, ineffective traditional sourcing strategies.

New dynamics in the supply and demand of emergency supplies, where information and bargaining power are no longer concentrated in the local public buyer, but in the suppliers and intermediaries in the international market.

# Challenge during COVID-19

Develop i) **public policies**, ii) **business models and iii) technological solutions that accelerate** the hiring processes; that minimize the effects of the current market; and that help preserve the principles of **transparency, efficiency, and value for money.**

# PUBLIC POLICY AND REGULATION

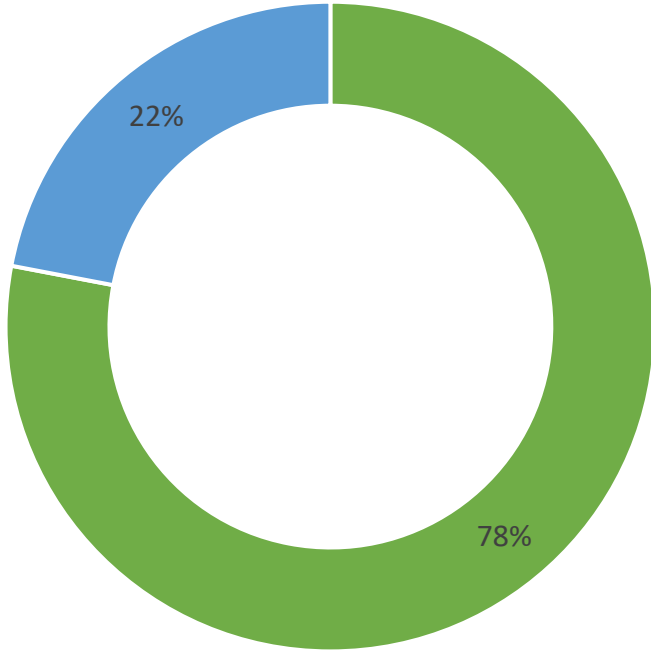


■ Direct Purchasing and Special Procurement Regimes

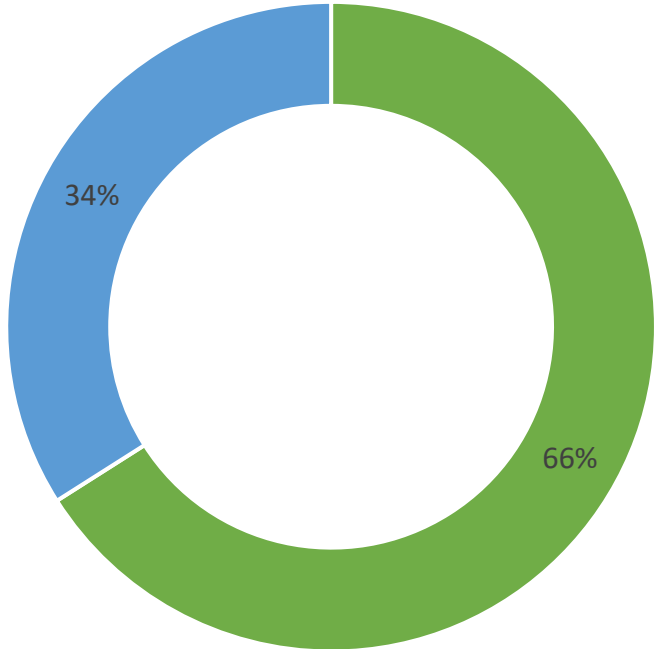
■ Liberalization of tariffs on imports ■ No liberalization of imports

*Analysis by author from:  
i) OECD-BID Government at a Glance LAC 2020 & ii) Emergency regulation for LAC*

# PUBLIC POLICY AND REGULATION



■ Abbreviated processes   ■ No abbreviation

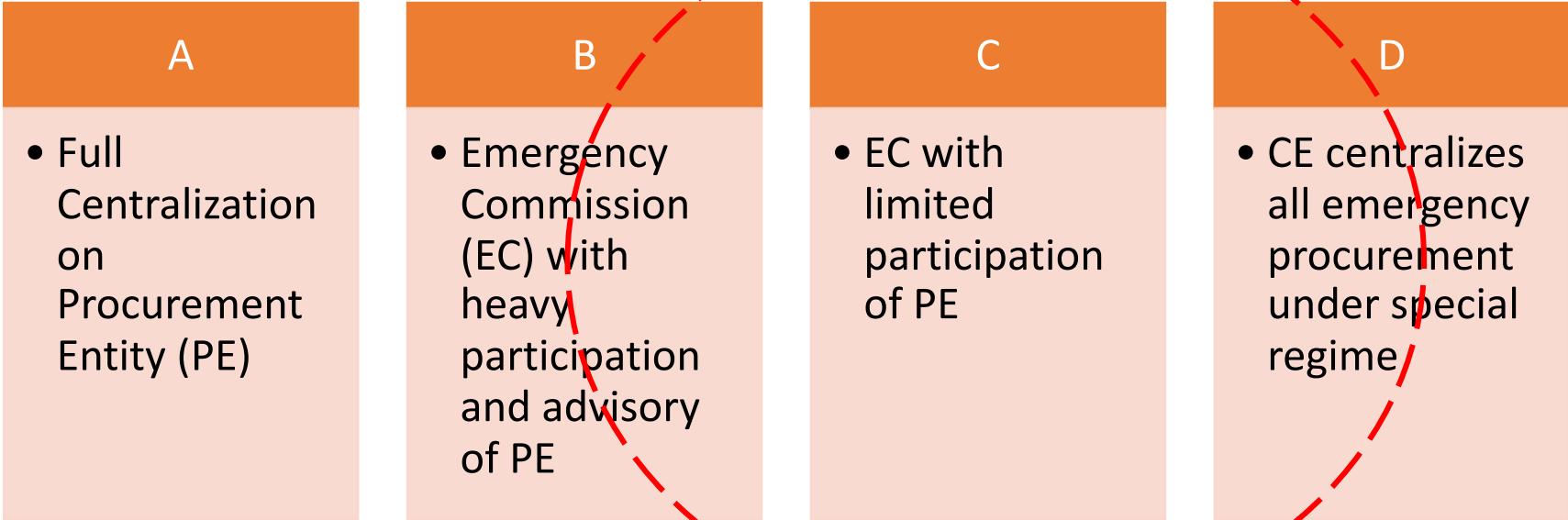


■ Centralization of demand   ■ No centralization

*Analysis by author from:  
Emergency regulation for LAC*

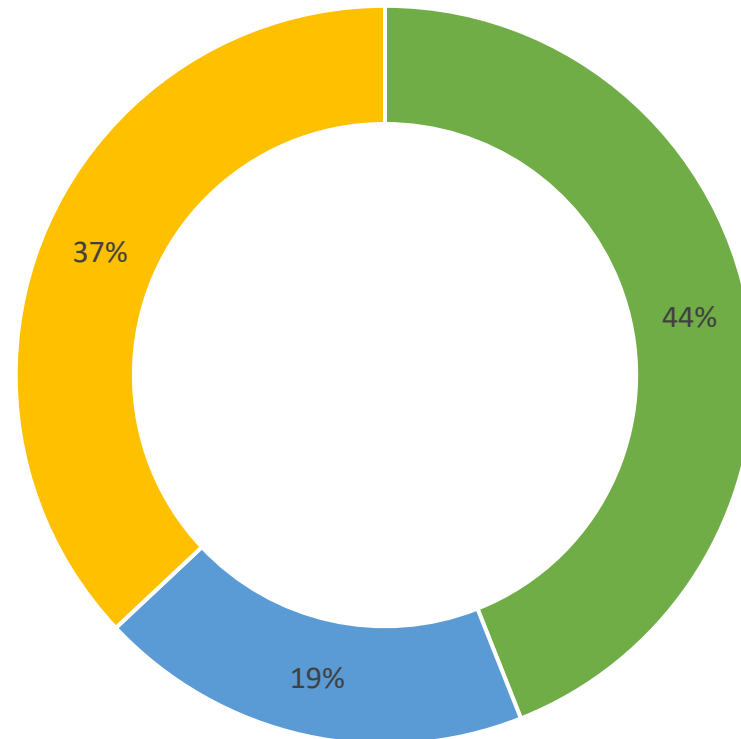


# BUSINESS MODELS



*Analysis by author from:  
GWU model for subnational procurement in the US during COVID-19*

# TECHNOLOGICAL SOLUTIONS



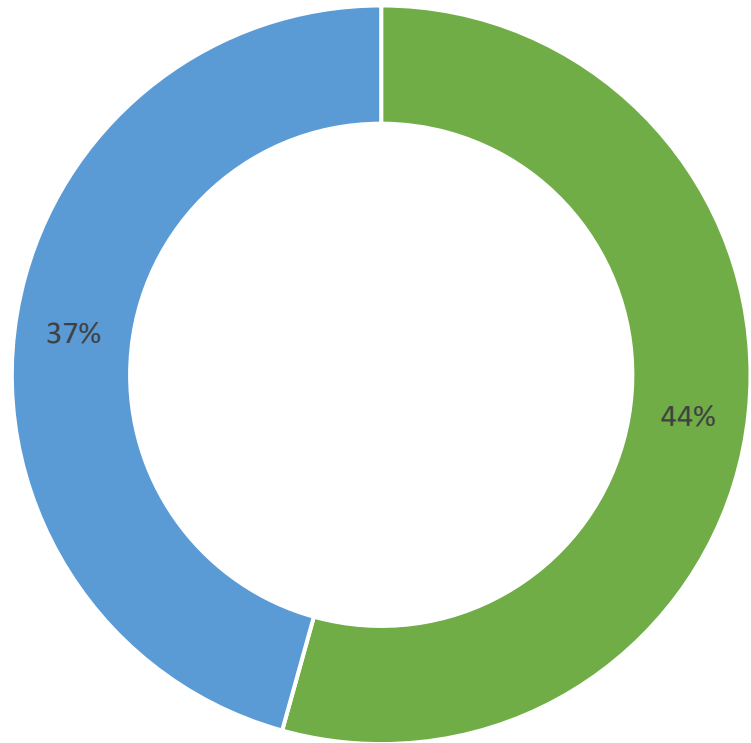
■ Specific procurement portals ■ New digital platforms ■ No specific solution

*Analysis by author from:  
Emergency regulation for LAC*

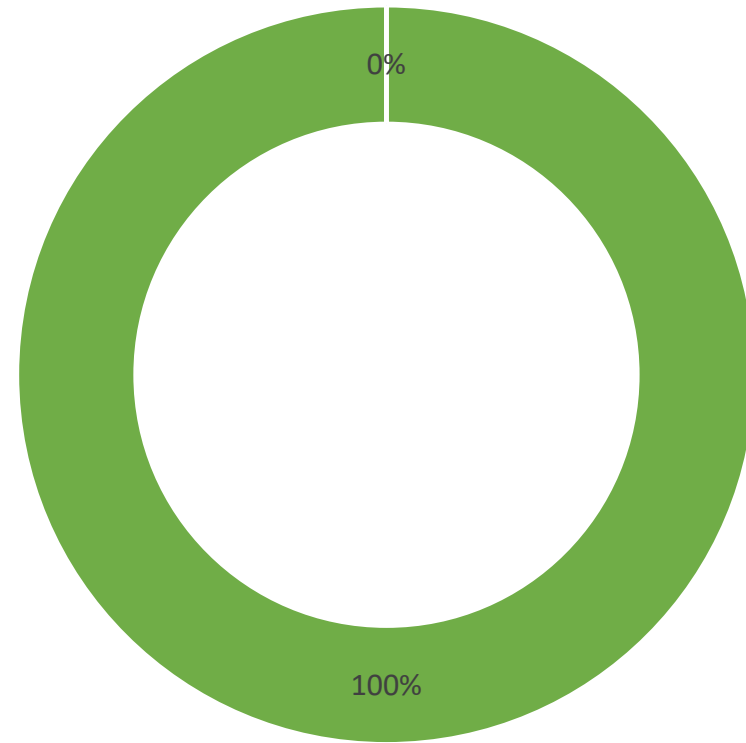
Video break

# RESULTS

# TRANSPARENCY



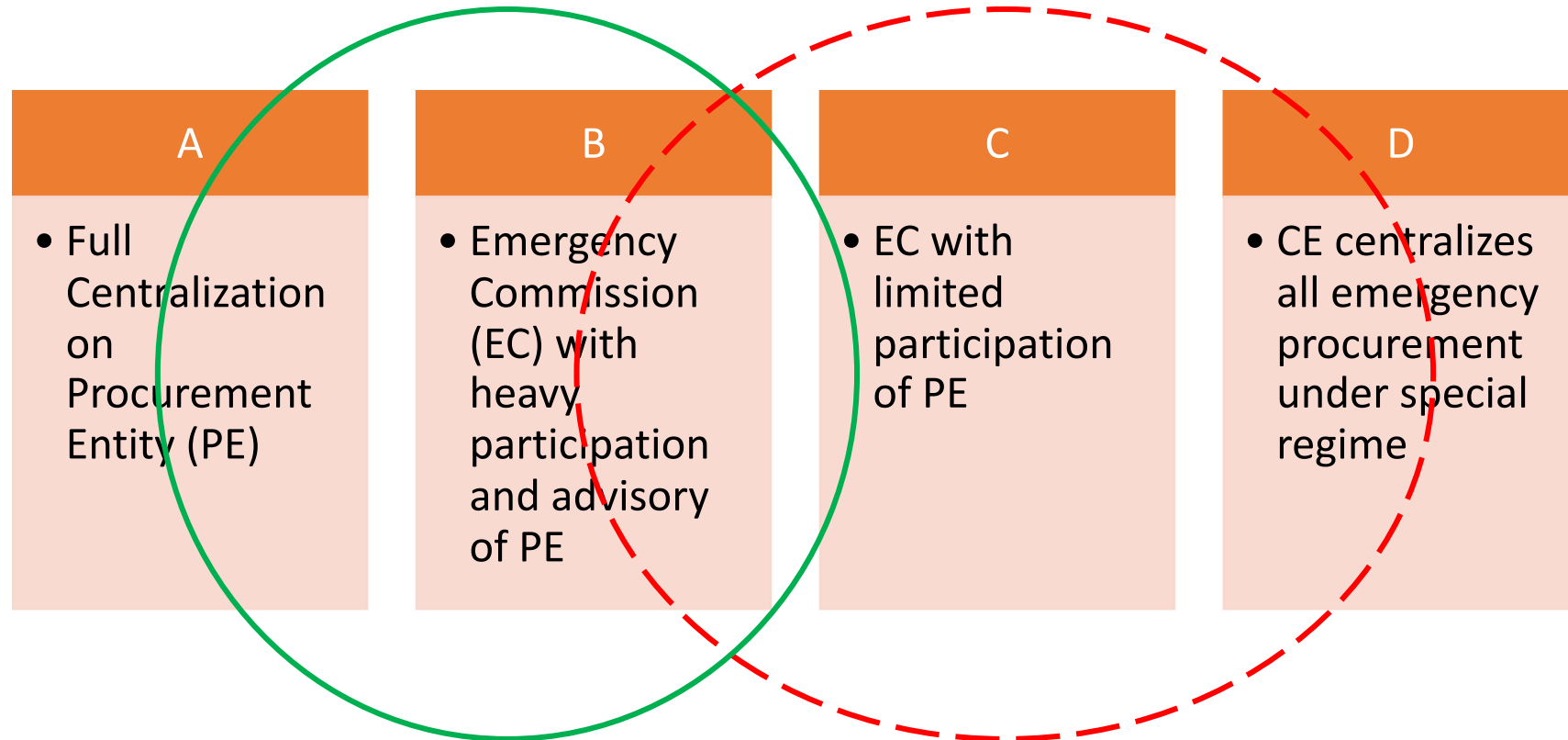
■ Specific procurement portals   ■ No specific solution



■ Corruption cases   ■ No Corruption

*Analysis by author from:  
Emergency regulation and government information agencies from LAC*

# EFFICIENCY

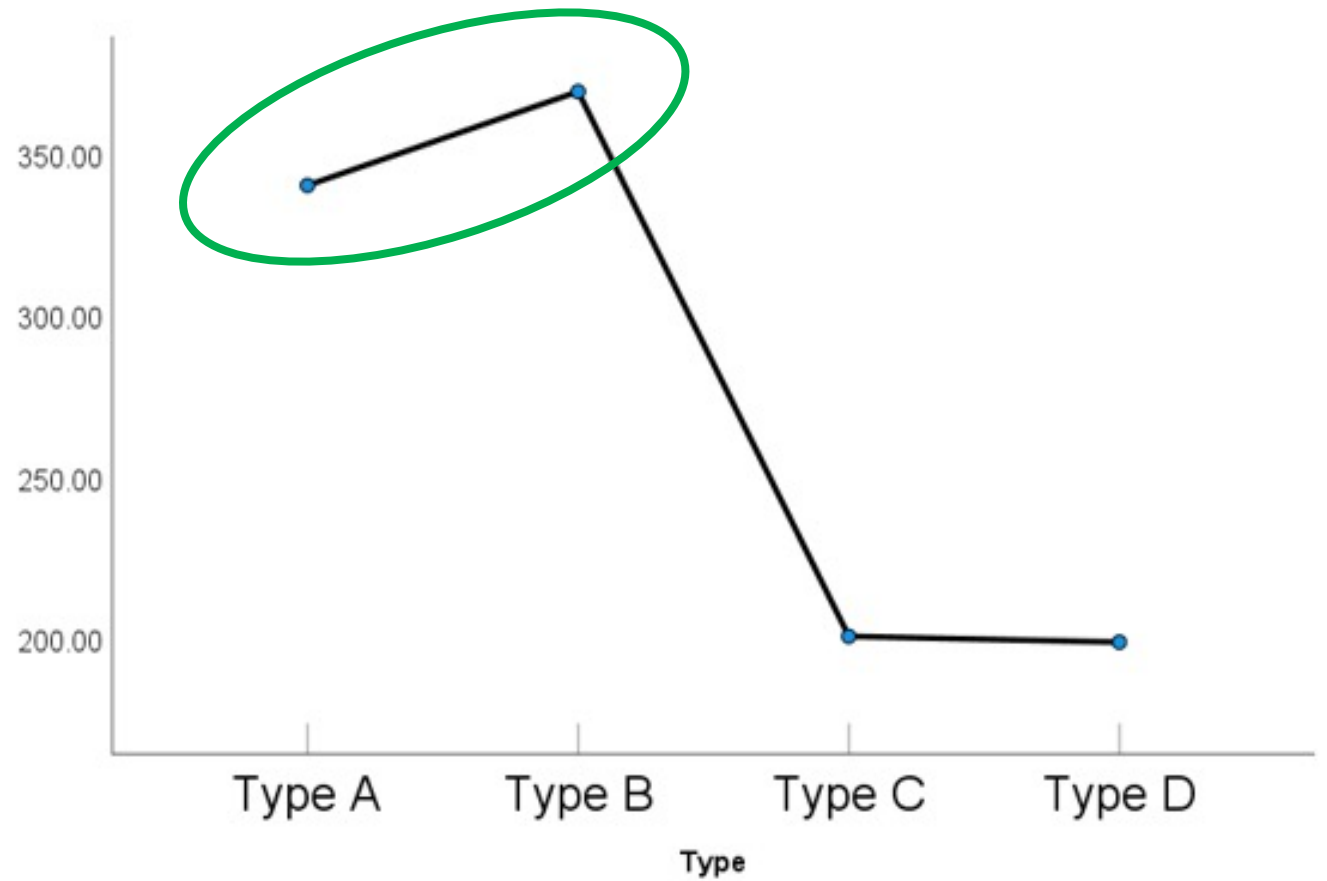


*Analysis by author from:  
GWU model for subnational procurement in the US during COVID-19*

# Efficiency

(GWU study US. States)

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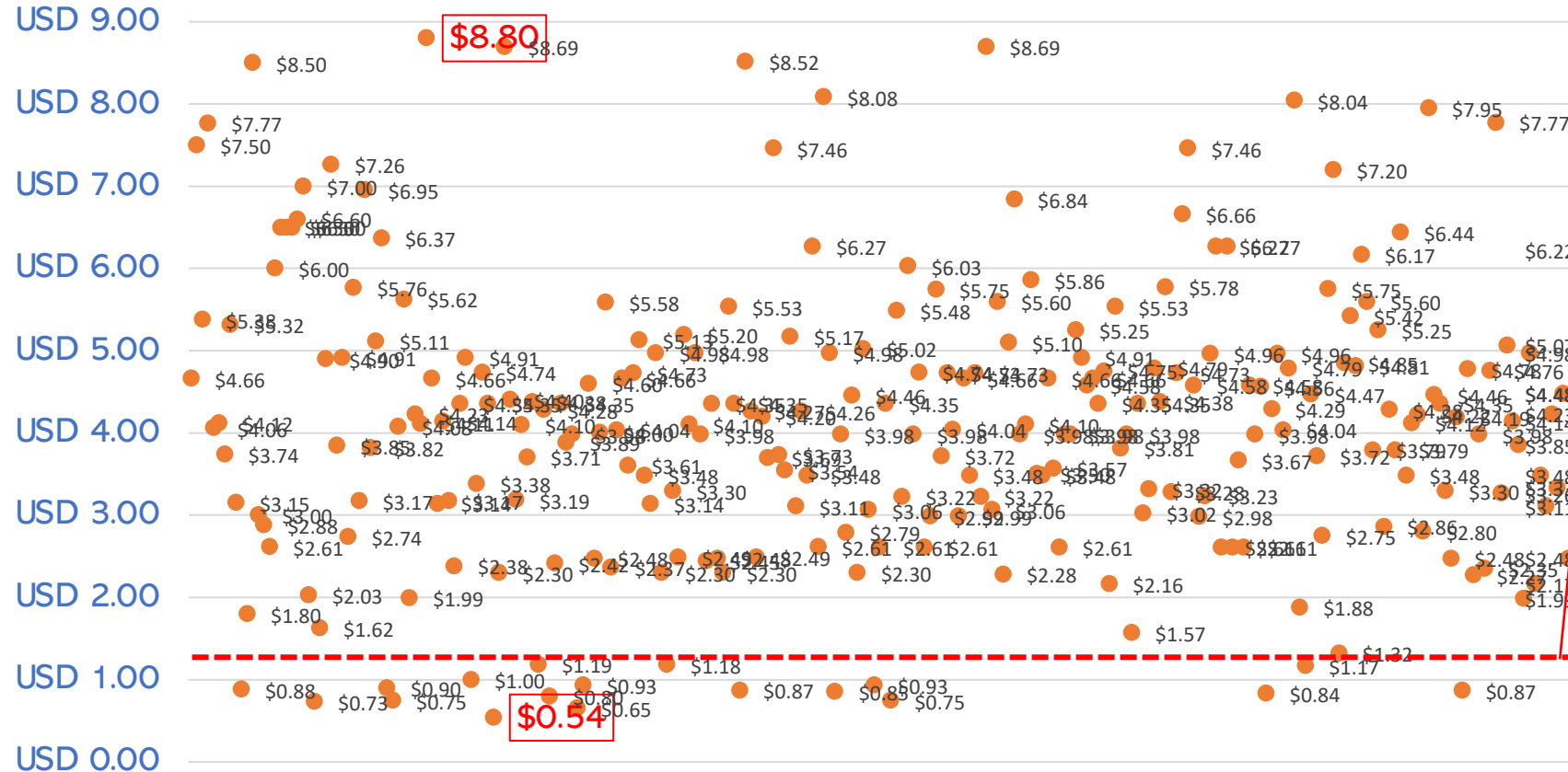






# EFFICIENCY & VfM

## Awarded prices for N95 masks in 10 LAC countries



**Suggested price from  
manufacturer  
01/05/2020**

*Author's analysis with data from 10 countries in LAC*

## EXPENDITURE RESULTS

(SAMPLE: 10 countries LAC, 2 high demand standard items)

### Awarded prices 05/2020

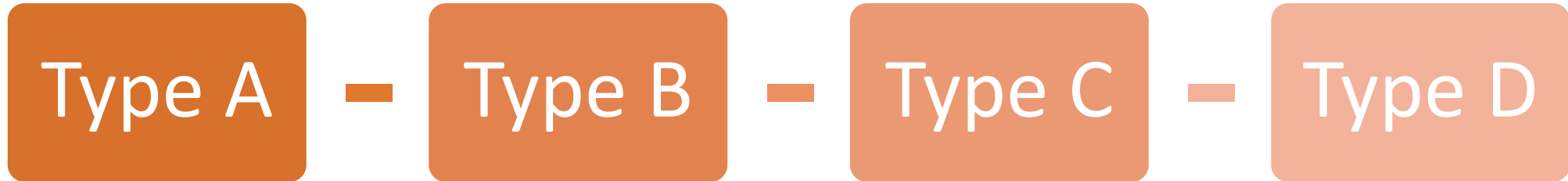
- 3ply masks: \$1.10
- N95 masks: \$2.35

### Manufacturer Suggested Price (3M) sugerido 05/2020

- 3ply masks: \$0.25
- N95 masks: \$1.10

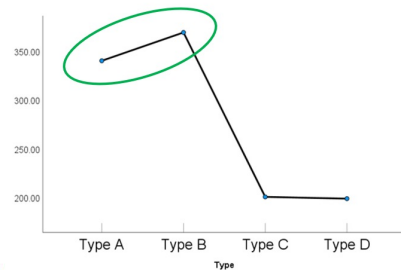
# Lessons Learned

# Business Model and Regulations

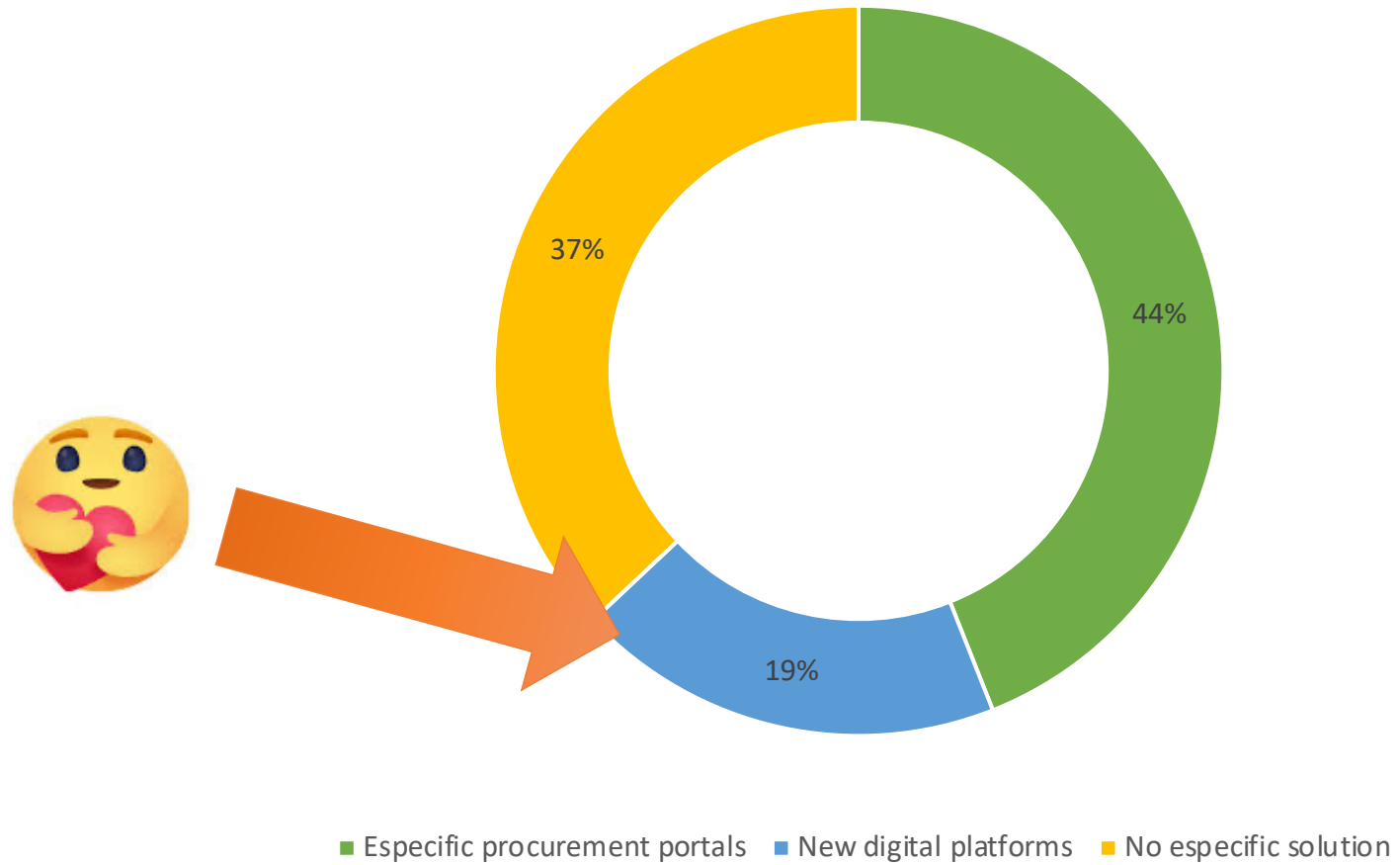


+ Agregación de demanda

- Agregación de demanda



# THE BIG TECH LEAP FROG



*Analysis by author from:  
Emergency regulation for LAC*

Thank You