



**NEW ZEALAND
GOVERNMENT PROCUREMENT**

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E-procurement and trade

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Te Kāwanatanga o Aotearoa
New Zealand Government

Pre internet chat room using An old version of windows...



NZ: Procurement for the future

- **From** poor data collection, limited transparency, incompatible technology, and no agreed standards
- **To** an integrated procurement platform that produces high quality data and insights
- **The goal:** A one-stop procurement platform, where information, tools and opportunities are accessible, timely and targeted
- **Stage one:** a market place where buyers and suppliers can transact for common use goods and services

Why trade is important to New Zealand



A small market, a long way from everywhere

We won't get rich selling to ourselves; we need to trade and to export!

Value of trade in government markets

- Governments buy lots of different things – significant commercial opportunities
- If a trade agreement doesn't cover GP, its overall value to business is diminished
- Many countries restrict their government contracts to domestic suppliers
- Government is almost always subject to domestic rules – can't just buy directly from supplier
- Opens opportunities to export, especially in niche markets



But trade agreements aren't always popular...

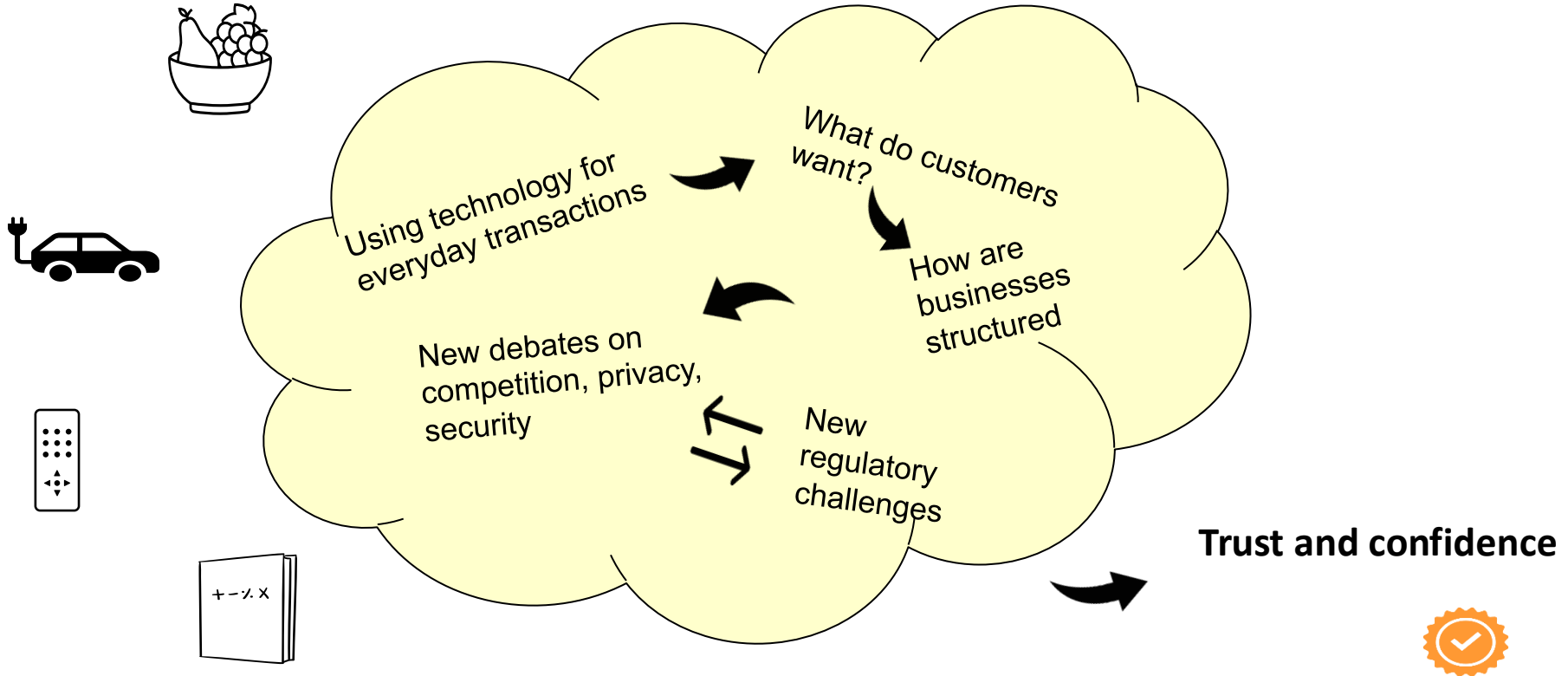
Concerns about:

- Giving away one's sovereignty
- Big business will prevail
- Loss of jobs / jobs go offshore

It's all about trade offs!



The Digital Economy is the Economy!



Digital Economic Partnership Agreement

- Agreement between Chile, Singapore and New Zealand
- Common basic obligations to remove barriers to digital trade
- Covers: cooperation, information sharing, promoting online trust and security, paperless trading, encourage innovation, digital identities and more
- GP is carved out – but placeholder to negotiate in future



DEPA can inspire e-procurement, open competition and trade

- General commitments to non-discrimination, transparency
- Prohibition of technology transfer as a condition of production
- Cross-border transmission of information electronically
- Secure exchange of information/data – eg certifications, financial statements, tax information, etc
- Paperless transactions – e-sourcing, e-signatures, e-contracts, e-payment
- Interoperability based on international standards, eg Peppol
- Enabling digital identities

Inherent right of government to regulate for legitimate policy reasons!



Final reflections

- Efficiencies and innovation from good technology
- Impact on energy consumption and space
- AI is lurking – need to watch for new barriers
- Change and the human element



Digital economy is here to stay



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Thank you.

Questions?

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