



10th Conference of the Asia Pacific Public Electronic Procurement Network
e-Government Procurement Conference 2024
11-13 December 2024

Session Feedback

Session 7 – Sharing Good Practice – Group 4

Using Procurement Data for Benchmarking and Value for Money Analyses

- COUNTRY – OBJECTIVES

- Fiji – **process efficiency: time by Ministry, staff, category** >>> GOOGLE LOOK UP STUDIO
- Cooks – **strategic decisions**;
- Malaysia – **level of competition**>>BUSINESS INTELLIGENCE +25,000 SUPPLIERS/YEAR; **cost reduction**>>DEMAND AGGREGATION, BENCHMARKING, CATALOGUE; **improve supplier quality and performance management** >>PERFORMANCE RATING, DEPARTMENT (POLICY-LED); performance >> DELIVERY ON TIME IN FULL, QUALITY (REJECTS)
 - BENEFICIAL OWNERSHIP; PRIVATE DATABASE- FINDING PATTERN, 23 YEARS OF DATA; CONFLICT OF INTEREST

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Using Procurement Data for Benchmarking and Value for Money Analyses

- COUNTRY – OBJECTIVES

- Bangladesh – **reduce corruption** >>SUSPICIOUS PATTERNS, AUDIT,SPEND ANALYSIS, LOOK UP TABLE; **value of money** >>
- ISDB – **competition** >>; **collusion-red flag (monitoring and evaluation)** >>; **vendor management performance** >>

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Using Procurement Data for Benchmarking and Value for Money Analyses

- Actions or Next Steps

- **Process + Efficiency**

- Time savings- capture data for commercial banks tender securities verification
 - Using RPA
 - raising (automate) vendor registration
 - Bank statement evaluation
 - Financial ratio calculation due diligence
 - Manual process improvement then automate
 - AI Analysis
 - Template reports for insights on data
 - Training need analysis

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- Actions or Next Steps

- **Market + Competition**

- Understand the market + competition
 - Better competition
 - Better prices
 - Document download vs. Actual Bids
 - Target 30%
 - Biased specifications
 - Unusually low bidders
 - Special group statistics
 - Regional, women, person with disabilities, indigenous people, veterans
 - Qualification of Bidders
 - Too high
 - Too many disqualified
 - Regional award of contracts
 - Location of suppliers
 - International vs. National

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- Actions or Next Steps

 - **Value for Money**

 - Automatic demand analysis and aggregation
 - Framework agreement/ Central Contracts – Who is using or not?
 - Catalogues – Search and comparison
 - Evaluation criteria
 - Sustainable criteria
 - Cost estimates, data collection and modelling
 - Local content – contract level data
 - Skills, training, materials, subcontract
 - Carbon or “Green goods”
 - Quality ; rejects
 - Amendments tracking

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Using Procurement Data for Benchmarking and Value for Money Analyses

- Actions or Next Steps

- Value for Money (continuation)

- Price analysis for same goods
 - Quality; rejects
 - Amendments tracking
 - Late payment
 - Quality vs. Performance

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- Actions or Next Steps

 - Red flags and Monitoring

 - Build Red flag process + system
 - Open contracting
 - Red flags
 - KPI performance
 - Single bidding(responsive)
 - Lead/process time
 - Approval times