



The role of eGP in facilitating regional trade

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Inter-American Network on Government Procurement
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Content

- **Definition and importance of eGP**
- eGP's role in commerce and trade
- Final considerations

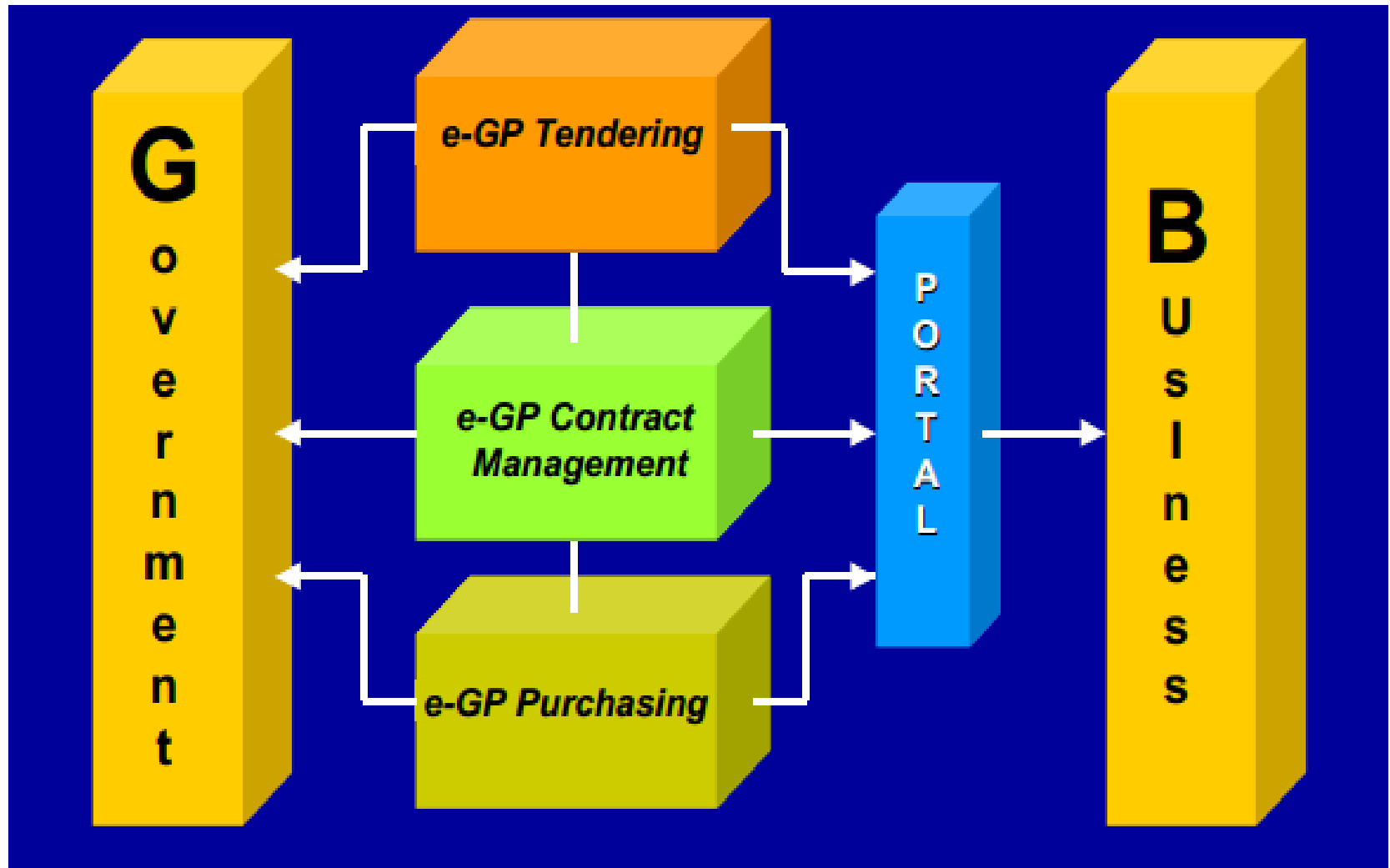
Definition

- e-GP is the use of Information & Communications Technology (especially the Internet) by governments in conducting their procurement relationships with suppliers for the acquisition of goods, works, and services required by the public sector.
- *WB, IDB, ADB, AfDB 2003*

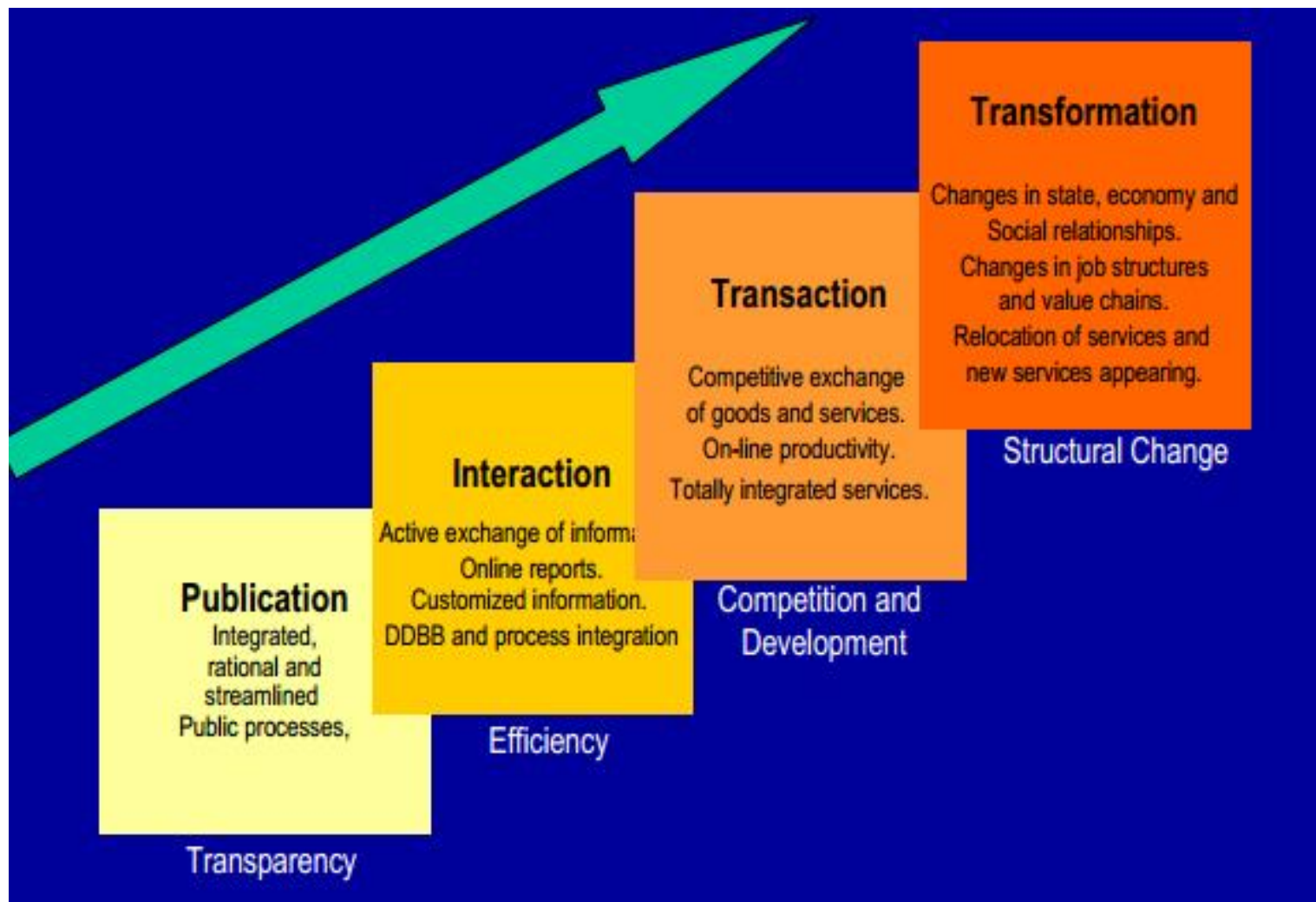
Benefits of e-GP implementations

	Government	Suppliers	Citizenship
Transparency	<ul style="list-style-type: none"> • # Suppliers • + Monitoring • + Decision making • - Corruption 	<ul style="list-style-type: none"> • + Fair competition • + Access market • # SMEs • - Corruption 	<ul style="list-style-type: none"> • # Procurement Information Available • + Monitoring of public expenditure • + Accountability
Competition	<ul style="list-style-type: none"> • - Prices • - Public expenditure • + Fiscal Health 	<ul style="list-style-type: none"> • - Transaction Costs • + Cash flow • # Potential Market 	<ul style="list-style-type: none"> • # Availability of public funds • + Distribution of public resources
Efficiency	<ul style="list-style-type: none"> • - Operational costs • - Procurement cycle 	<ul style="list-style-type: none"> • - Repetitive requirements • # Communication and support 24/7 • - Procurement cycle 	<ul style="list-style-type: none"> • # Communication and support 24/7

Main components of e-GP



Gradual approach to e-GP implementation



Content

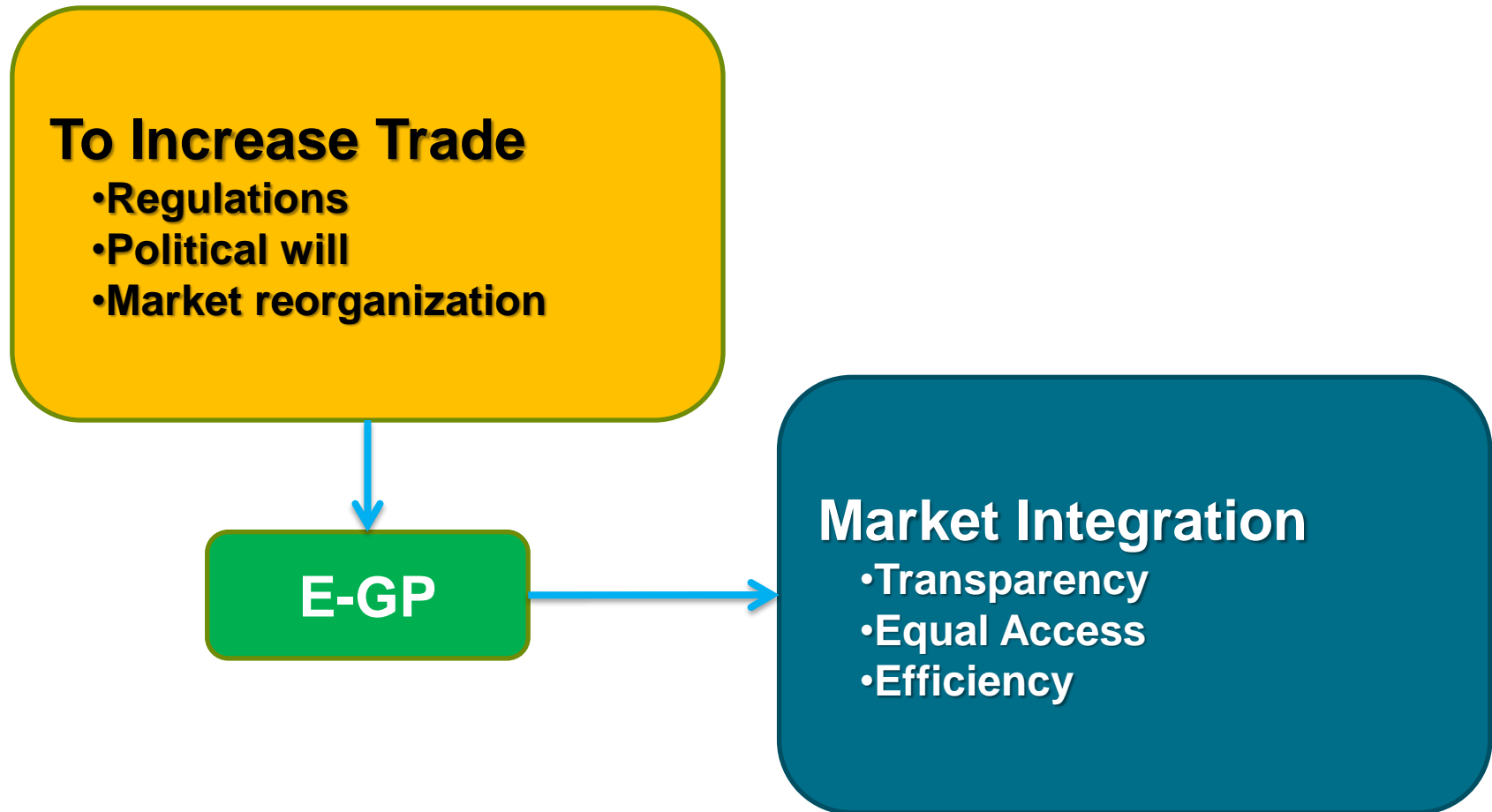
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FTAs and eGP

Free Trade Agreements that mention and promote use of electronic systems to facilitate public procurement:

- MERCOSUR
- CAN
- CARICOM
- MCCA
- GPA

eGP Tool for regional integration



What are the benefits of e-GP for trade?

Transparency

- More opportunities in new markets
- Fair competition
- More data published on processes and trends of an specific market

Equal access

- No barriers because of nationality of eligibility
- Reducing cost based on geography or time-zone
- Increase access of SME (information on subcontracting, bidding support)

Efficiency

- Reducing time for the offers, evaluation and awarding
- Efficiency in payments and certification (registry of suppliers)
- Standardization: catalogues, bidding documents and protocols.

Key eGP areas to facilitate trade

- Standard Catalogues
- Standard Bidding Documents
- Regional Supplier Registries
- Contract Award Information
- Generation of data and statistics on public procurement

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Final Considerations

Governments:

- Include public procurement entities and officials in trade agreement negotiations
- Make sure eGP implementations take into account an international trade perspective.

International Organizations:

- Promote dialogue on how to better use eGP to facilitate free regional trade.
- Monitor and promote procurement initiatives with regional integration potential.

Institutions for People

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