



# GPI

GLOBAL PROCUREMENT INITIATIVE

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UNDERSTANDING BEST VALUE

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# Importance of Public Procurement



- Represents 15-20% of GDP
- Mechanism to deliver goods and services to population

# Global Trends in Public Procurement



# Global Procurement Initiative

The GPI works with emerging economy partners to establish procurement practices that integrate **life-cycle cost analysis** and **best-value determinations** in a fair, transparent manner.



# Key Issues Addressed

- Best-value determinations
- Life-cycle cost analysis
- Objective evaluation
- Professionalization



# Overarching Goals

**Sustainability**

**Improved  
Outcomes**



# Our Model

## Training



715+ officials trained

## Study Tours



11 U.S. cities visited

## Advisory Support



14 tenders under review

# Partner Country Criteria

Commitment to integrating best-value determinations in tenders

Openness to fair and transparent international competition

Dedication to the long-term professionalization of their procurement workforce



# Country Stakeholders

Decision-makers responsible for procurement at both the policy and practitioner levels

- Local and national government officials
- Ministries
- Public Procurement Agencies
- Procuring Entities
- Legislators/Auditors/Courts
- State-owned enterprises



# Partnerships

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Professors provide technical expertise and advisory for development of programs and instruction at workshops and study tours



Collaboration to strengthen institutions and build capacity and contribute to country-level and global efforts to professionalize procurement staff

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# Collaboration



# Training in International Best Practices

- Acquisition Planning
- Market Research
- Writing Specifications
- Framework Agreements
- E-Procurement
- Use of Non-Price Criteria
- Life-Cycle Cost Analysis
- Helping Domestic Industry
- Contract Management
- Procurement Complaints
- Staff Development and Retention
- Public-Private Partnerships



# Study Tours



## Washington, DC

- USTDA Meet & Greet
- U.S. Government Procurement System
- George Washington University Training
- Life-Cycle Cost Analysis Workshop
- Best Practices in Public-Private Partnerships
- Dept of Energy & Transportation Meetings
- Multilateral Development Bank Meeting

## Boston, Massachusetts

- MIT Department of Civil and Environmental Engineering
- Massachusetts Department of Energy Resources

## New York City

- NY Metropolitan Transit Authority
- NY State Office of General Services
- NYC Mayor's Office, Procurement Dept

## Los Angeles, California

- LA Department of Water and Power
- LA Metropolitan Transportation Authority

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# GPI Partner Countries



Vietnam



Philippines



Mexico



Colombia



Romania



Botswana



Ethiopia

# Mexico

SFP

SECRETARÍA DE  
LA FUNCIÓN PÚBLICA



## September 2016:

- MOU signing
- Workshop in Mexico City

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# Colombia

**July 2016:** MOU signed

**October 2016:** Phase I workshop  
in Bogotá

**March 2017:** Study tour to the  
United States



Colombia Compra Eficiente

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# Upcoming Activities

December 2016:

- Signing of MOU with Government of Panama
- Three-day, in-country workshop under the partnership with the Dirección General de Contrataciones Públicas



# Upcoming Activities

- New LAC partners
- Regional activities
- Life-cycle cost analysis curriculum and manual



# The GPI Team



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