

Report

VIII Annual Conference of the Inter-American Network on Government Procurement -INGP-

September 11th – 13th

Panama City

www.ricg.org



CONTENT

1. Agenda

- Public Sessions: Public Presentations and INGP Award Presentations.
- Private Sessions: Presentation of country profiles, activities report 2011-13, and INGP support initiatives .

2. Countries' feedback

3. INGP Governing Bodies' Election

4. Governing Bodies

5. Attachments

1. Agenda

The VIII Annual Conference organized by the Inter-American Network on Government Procurement – INGP –, through the Organization of American States (OAS), the International Development Research Center (IDRC), the Inter-American Development Bank (IDB), and the Office of Public Procurement of Panama (DGCP), took place in Panama City during September 11-13th, 2012. The event covered two types of sessions: **1. Public Sessions**, attended by more than 700 people, among which the participation of INGP representatives of 24 countries of the American Hemisphere, recognized international experts, academic public officials, and representatives of other organizations involved in modernization of public procurement processes in the region is highlighted; and **2. Private Sessions**, for INGP Member States representatives and international organizations that support the Network.

See agenda in [Attachment No. 1.](#)

See list of participants in [Attachment No. 2.](#)

Public Sessions

During the public sessions of the 11th and 12th of September, international experts and heads of the offices of government procurement of the Americas made presentations with the objective of: 1. Disseminating the latest developments and best practices in the modernization of public procurement in the region and the world; and 2. Contributing to the professional development and strengthening of the INGP members abilities..







It was highlighted at the opening of the event, the participation of Mr. Ricardo Quijano, Secretary of Commerce and Industry of Panama, Ambassador Abigail Castro de Pérez, OAS Representative in Panama, Mrs. Ludmilla Butenko, World Bank Representative in Panama, Mr. Tomás Bermúdez, IDB Representative in

Panama, and Mr. Eldis Sánchez, Director of Public Procurement in Panama, Mr. Vicente Fretes, IDB Director of Fiscal and Municipal Management Division, and Mrs. Magali Rojas Delgado, President of the Inter-American Network of Government Procurement.

The topics and presentations made during the open sessions are:

Day 1/ Tuesday, September 11.



1. Trends in public procurement in the region and the world





	<p>Alfonso Sánchez asanchez@asanchez.com</p> <p>International Procurement Expert - <i>Former Public Policy Group Director, World Bank</i></p>	
	<p>Gian Luigi Albano gla@gianluigialbano.com</p> <p>Head of Research and Development at CONSIP Ltda., the National Central Purchasing Body, Italy</p>	

2. Success cases in public procurement





	<p>Eldis Sánchez esanchez@dgcp.gob.pa</p> <p>Director of Public Procurement, Panama</p>	
	<p>Magali Rojas mrojasd@osce.gob.pe</p> <p>Executive President, Superior Organism of Government Procurement, Peru</p>	
	<p>Javier Dávila mrojasd@osce.gob.pe</p> <p>Head of Public Procurement Policy Unit, Mexico</p>	

3. New trends in public procurement research

	<p>Gustavo Piga gustavo.piga@uniroma2.it</p> <p>Professor, School of Economics, University of Rome</p>	
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	<p>Khi Thai thai@fau.edu</p> <p>Professor & Director, School of Public Administration, Florida Atlantic University</p>	
	<p>Klenio Barbosa klenio.barbosa@fgv.br</p> <p>Professor, Getulio Vargas University, Brazil</p>	



4. International practices in public procurement: UNCITRAL and GPA

	<p>Caroline Nicholas caroline.nicholas@uncitral.org</p> <p>International Law Division, Office of Juridical Affairs, UNCITRAL.</p>	
	<p>Roberto Laguado rlaguado@iadb.org</p> <p>Procurement Specialist, IDB Bolivia</p>	

Day 2/ Wednesday, September 12.

5. Public procurement in the different economic sectors: lessons learned





	<p>Enrique Sánchez esanchez@pancanal.com</p> <p>Executive Director, Procurement Division, Panama Canal</p>	
	<p>Trinidad Inostroza Trinidad.Inostroza@chilecompra.cl</p> <p>Director of Public Procurement and Contracting – ChileCompra</p>	



	<p>Jorge Luis González jrlsgonzalez@gmail.com</p> <p>Expert in Government Procurement, Ecuador</p>	
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6. Innovations in public procurement

	<p>Cheryl Mathurin chmathurin@gosl.gov.lc</p> <p>Project Coordinator for the Special Projects Unit / National Coordinator for Public Procurement, Office of the Budget, Ministry of Finance, St Lucia</p>	
	<p>Carlos E. Serrano ceserranor@yahoo.com</p> <p>International Consultant, Costa Rica</p>	
	<p>Mara Angélica Murillo mara.murillo@pnuma.org</p> <p>Deputy Regional Director UNEP, Panama</p>	

7. New Approach to Institutional Development in Public Procurement

	<p>Peter Van de Pol petrus.vandepol@undp.org</p> <p>Policy Advisor, Knowledge, Innovation and Capacity Group Bureau for Development Policy, United Nations Development Program (UNPCDC)</p>	
	<p>Denise Bailey Clark dbclark@csm.edu</p> <p>Associate Vice-President. Human Resources Department, University of Maryland</p>	

	<p>Alexandru Roman aroman@my.fau.edu</p> <p>Researcher. School of Public Administration, Florida Atlantic University</p>	
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8. INGP Awards Presentation

During the Annual Conference sessions, the following INGP awards were presented:



The “Joseph François Robert Marcello” Award to Leadership in public procurement, in its third edition, to **Mr. Javier Dávila, Head of Public Procurement Policy Unit of México** according to the following selection criteria:

- Knowledge generation
- Political management
- Long term vision
- Innovation
- Cooperation with other countries

The following representatives of the Network were the nominees to the award:

- Patricia Navarro from Costa Rica
- Carlos Oviedo from El Salvador
- Dalberg Claude from Haiti
- Cecile Maragh from Jamaica
- Javier Dávila from Mexico
- Eldis Sánchez from Panama
- Magali Rojas from Peru
- Adrián Manera from Uruguay

See video of the Award to the Leadership in Public Procurement [here](#).



region.

In addition, the first edition of the **Award to “Innovation in Government Procurement”** was launched and granted to the **Department of Logistics and General Services of the Secretariat of Logistics and Information Technology, Ministry of Planning, Organization and Management of Brazil** lead by **Mr. Alexander Quaresma**, for the **“Sustainable Public Procurement”** initiative’s high-impact on government procurement in the



Also, an honorable mention was given to the project "[*Administration of electronic contracts in public market*](#)" from the Office of Public Procurement and Contracting lead by Mrs. Trinidad Inostroza.

This first edition of the award included the nomination of 5 projects from the following countries:

- Brazil: [Sustainable Public Procurement](#)
- Chile: [Administration of electronic contracts in public market](#)
- Costa Rica: [Implementation of framework agreements](#)
- Mexico: [Implementation of new acquisition models of the Government Procurement system](#)
- Mexico: [Implementation of an electronic procurement system including business intelligence functionalities](#)





See video of the Award to the Innovation in Government Procurement [here](#).



























[Private Sessions](#)

The main objective of the **private sessions** developed during the 12th and 13th of September, was to promote dialogue, exchange of experiences, and the cooperation among the leaders of public procurement in the region. To reach this objective, the following presentations took place:

Country Profiles

The representatives of the Network member states referred to their public procurement systems, their progress and future plans.

Country	Institution	Country Presentation
 Barbados	Ministry of Finance	
 Belize	Ministry of Finance	
 Bolivia	Vice Ministry of Budget and Fiscal Accounting	

 Brazil	Department of Logistics and General Services of the Secretariat of Logistics and Information Technology, Ministry of Planning, Organization and Management	
 Chile	Office of Procurement and Contracting	
 Colombia	National Procurement Agency -Colombia Compra Eficiente-	
 Costa Rica	General Office of Goods Administration and Procurement, Ministry of Finance	
 Dominica	Ministry of Finance	
 Ecuador	National Institute of Public Procurement	
 El Salvador	Directorate of Acquisitions and Contracting, Ministry of Finance	
 Haiti	National Office of Public Procurement	
 Honduras	Directorate of State Contracting and Acquisitions	
 Jamaica	Unit on Policies and Contracting, Ministry of Finance	
 Mexico	Public Procurement Policy Unit, Secretariat of Public Management	
 Panama	General Office of Public Procurement	
 Paraguay	National office of Public Procurement	



 Peru	Superior Organism of Government Procurement	
 St. Kitts y Nevis	Department of Accounting, Ministry of Finance	
 Uruguay	Agency for the Development of Government Electronic Management and the Knowledge and Information-Based Society	

Results of the ICT4GP/IDRC Program, Component I

In the ICT4GP Program activities framework, Component I, the case studies of Mexico, Ecuador, Brazil, and Chile, were presented. In previous years, these have implemented specific policies to promote the access of the SMEs to the public procurement markets with different approaches, but with actual results, lessons learned, and pending challenges that can be of great use to other countries in the region that are in the implementation phase of such policies.





 Guillermo Ruzenwurcel	UNSAM Consultant ICT4GP Program Results	
Renato García	UNSAM Consultant Case SMEs Brazil	
Irma Gutiérrez	UNSAM Consultant Case SMEsChile	
Roberto Salazar	UNSAM Consultant Case SMEs Ecuador	
María José Contreras and Marien Rivera	UNSAM Consultant Case SMEs Mexico	

In addition, the Regional Postgraduate Program in Public Procurement of the University of San Martin (UNSAM) was launched:

 Gabriel Bezchinsky	UNSAM Consultant Launching Postgraduate in Procurement	
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Studies of IDB's "Regional Public Goods Program (BPR)" and the ICT4GP Program progress, Component II

In the BPR Program framework, coordinated by FLACSO-Chile with financing from the IDB, international consultants have developed the following studies:

 Gian Luigi Albano	Expert in Public Procurement, Italy Study: "Towards a Measurement of the Benefits from Electronic Solutions in Government Procurement"	
 Nikos Pasas	Professor of Northeastern University, USA Study: "The Effects of the Fight against Corruption in Public Procurement"	

This last project on the fight against corruption is jointly funded by the BPR and ICT4GP/IDRC Programs.

Moreover, in the ICT4GP Program activities framework, Component II, financed by the IDB/FOMIN, the new initiatives of technical cooperation in the public procurement area were presented during brief presentations by the following countries:

 Leslie Elizabeth Harper Modernization of the State Specialist – IDB	Chile: Trinidad Inostroza El Salvador: Carlos Oviedo Jamaica: Cecile Maragh Peru: Magali Rojas
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Report of Activities 2011-12



The Technical Secretariat of the INGP, managed by the Organization of American States (OAS), commented on the activities of the last period of the Network, held since the VII Annual Conference in Santo Domingo (October 2011) to the VIII Annual Conference in Panama (September 2012). The goals reached by the Network were also highlighted, as well as the recognition of the organizations that supported the realization of their activities.

 Miguel A. Porrúa	Technical Secretary of the INGP Senior Specialist in e-Government Program Department for the Effective Public Management Secretariat for Political Affairs - OAS Presentation of the INGP Report of Activities 2011-12	
 Helena Fonseca	Specialist e-Government Program Department for the Effective Public Management Secretariat for Political Affairs - OAS Presentation of the new INGP website and Public Procurement Observatory	

See Report of Activities in [Attachment No. 3](#).



Results of the Acquisitions Divisions of the IDB

In the framework of the Acquisitions Divisions of the IDB, the Program for the strengthening of the countries' systems of public procurement was presented.

 María Elena Araneo	Consultant Acquisitions Divisions IDB	
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United Nations Program, Operational Excellence for Results that Matter (UNOPS)

UNOPS presented their assessment tool for the efficiency in acquisitions, which is outlined under the objective of developing the national capacity of countries in the field of public infrastructure, project management, and public procurement.

 Jose Moscoso	Global Lead Assessment Services in Acquisitions UNOPS UNOPS' Procurement Efficiency Assessment Tool (PEAT)	
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Project on Sustainable Public Procurement

 <p>Ben Petrazzini Head Specialist Inclusive Growth Support Program – IDRC</p>	<p>In the framework of the activities of the IDRC in collaboration with the OAS, the new project in sustainable public procurement was presented, as a tool for promoting the expansion of green economies in Latin America and the Caribbean.</p> <p>The project, as in the case of its previous edition will emphasize in the support that may be given to the small and medium enterprises, through sustainable procurement, in the public procurement regional market. The initiative will generate empirical knowledge to support the design of policies in sustainable government procurement. It will also generate capacity building for human resources to be able to lead the conception and implementation of the above-mentioned policies.</p>
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Project on the Professionalization of Public Procurement

Under the IDB - OAS cooperation framework, a new project was presented for the training of public procurement officials in the region. This project, seeks to provide a framework to the efforts of public procurement professionalization in the region; promote the access to academic resources about public procurement adapted to the reality of the region, available to instructors, government entities, acquisitions and research personnel; support the capacity building in acquisitions for the different actors of the ecosystem of professionalization, through the material available on training and orientation; expand the knowledge base on Public Procurement and its professionals looking to promote greater effectiveness, efficiency, and quality of operations, among other things.

 <p>Oscar Chinaea</p>	<p>Director of the Latin American Institute of Procurement and State Acquisitions, USA</p>	
 <p>Miguel A. Porrúa</p>	<p>Technical Secretary of the INGP Senior Specialist in e-Government Program Department for the Effective Public Management Secretariat for Political Affairs -OAS</p>	

2. Member States and INGP supporting organizations Feedback

During the closed session on September 13th, countries provided feedback to the INGP presentations and activities as follows:

Uruguay:

- Requested the inclusion of forums and working groups in the Observatory of Public Procurement.
- Proposed to request the contact information from the country officials in charge of each one of the areas of Procurement at an institutional level.

Panama:

As a result of the private session of Central America, the following requests were presented:

- Portals by sub-region. Requests that within the framework of supply and demand, the countries' information by sub-region be available.
- Requests a continuous participation of the ICAP as a training institute.
- Requests that the international organizations, through their country representatives, inform about the available funds to access the assistances.
- Requests that the study made by Enrique Cossich (TTG 5, Component I, ICT4GP program coordinator), which obtained excellent results, be followed up on. Additionally, requests to take it into account for future projects, and also to look for consultants' support in the sub-region.
- Requests that the nominees of the Award to the Leadership be announced at the award presentation and that each country that was nominated be given notice.
- Requests the creation of a sub-regional recognition to motivate countries that made progress, by means of a certificate, etc.

Ecuador:

- Inquires about the mechanism to demand cooperation from the IDB.
- Requests to continue with the use of technology as instrument of exchange.
- Proposes to classify groups of countries with the same needs and groups with assistance offer.
- Proposes the design of a regional system supported by international sponsors that allows developing solutions' base for several countries of the region.
- Proposes to include research that has been done in the Network to be portrayed on the Web.

Technical Secretariat:

- Announces the possibility of making two training workshops with financial and technical support (food, lodging, and local transportation) from the Spanish Agency of International Cooperation for Development –AECID–, and requests to the supporting organizations resources for tickets. It presents as possible topics: Framework agreements, catalogs, ITC, and Public Procurement.

Dominica:

- Requests that the course on 'Public Procurement Management' be in English for the Caribbean region.

Technical Secretariat:

- Informs that the course has already been translated into English and that the only thing missing is the didactic processing on the platform. The course could be ready in a month, from date of resources provision from the IDB or another organization.

IDB:

- Informs how to access IDB's financing for countries' technical assistance.

IDRC:

- Proposes the look for a quick response mechanism for the countries to be offered through government offices.

Nicaragua:

- Requests training in the course on procurement for 300 Nicaraguan public officials.
- Comments that in case of resignation of the President of the Network, the country that holds the presidency keeps it. Does not support the election of another member of the committee.

Technical Secretariat:

- Informs that there are resources to support Nicaragua's request for its public officials training, through to the financial support of the IDRC.
- Accepts Panama's request to include ICAP continuously as training institute.
- Informs that the Network's supporting organizations will notify about the existing funds for the upcoming activities.
- As for the INGP awards, it mentions that the list of nominees is public as it is available on the Website and on the Annual Report. Likewise, the nominees to the award will be announced during the award presentation if they wish, however it is not clearly stated if they all would want to be announced due to the possibility of not being able to win.
- Considers the possibility of creating an award by sub-region.
- Considers the substitution as a possibility in case of resignation from the President of the Network and mentions that the election of president is based in the person and not the country, thus it should be possible to be able to elect another person for it.

Dominica:

- Does not agree that in the case of a resignation, the presidency stays in the same country.

Peru:

- Proposes a panel be organized in the CLAD meeting, where experiences be presented, such as Mexico's, since there may be a group of countries looking to duplicate them.
- Requests the establishment of a point in the bylaws about a transfer process or alternative, in case of resignation of the Network's president. It showed concern for a possible power gap in the event of the president's resignation.

Technical Secretariat:

- Mentions that there has not been a time of lack of power because during the 4 days after Jorge Luis Gonzales resigned as President, the Executive Committee had elected an interim president.
- Mentions that if there is a request from the members, a clause may be added in case of resignation of the President, but that does not consider it necessary.

Jamaica:

- Manifests concern in the follow up of activities implemented in case of a change of the country representative.

Technical Secretariat:

- Each country should take this into account, and make the necessary efforts so that the initiatives have continuity.

IDRC:

- Highlights young professionals' presence as a support to the research processes. This activity shall continue and in case a new representative arrives in the country, the continuity of the activities will be supported.

UNOPS:

- Requests their information be available to the members of the INGP.

Dominican Republic:

- Requests that a systematization of the countries' information be created as cases of study, to have quick access to information, given that the majority of the activities of the countries are not documented.

Technical Secretariat:

- Receives the request by UNOPS and expresses the intention to circulate it among the members.
- Informs that the observatory of Public Procurement will be a fundamental tool to respond to the request of the Dominican Republic.

IDRC:

- With regards to the project on Sustainable Public Procurement to be held, mentions the need to create a working group willing to work on the document of the project.

Chile:

- Expresses interest in being part of the group that will work on the Sustainable Public Procurement project.

Costa Rica:

- Expresses interest in being part of the group that will work on the Sustainable Public Procurement project.

Dominican Republic:

- Inquires whether resources will be allocated for the SMEs in the Sustainable Public Procurement project.

IDRC:

- Expresses that work will be continued on the topic of SMEs but with a component on sustainability in the process.
- Mentions that the project will have a quick-response mechanism to respond to the needs of the members.

Technical Secretariat:

- Invites the Member States to be part of the working group of the Professionalization of Public Procurement project.

UNOPS:

- Offers support from their tools, such as contents, practices in the region and the world.
- Offers their support on PNUMA's behalf.

Costa Rica:

Expresses support to this project given that an integrated effort must be made in the training activities (Master in Procurement).

Ecuador:

- Mentions the need of strengthening the knowledge of the leaders due to the fact that training starts by the institutions of each country.
- Inquires about the possibility of creating a project to train suppliers.

Uruguay:

- Requests an illustration of the scope of the project on Professionalization.

Technical Secretariat:

- Mentions the need to still define the project's vision because the professionalization is directed according to levels of training. Until now, the need to carry out the project and the willingness of the IDB and the OAS has been identified. Likewise, it is necessary to define how it will be designed and structured in the future. For this reason, a working group must be created.

UNSAM:

- Manifests the need of a shared commitment by the countries and the organizations to cooperate with this, even with funds contribution.

Flacso Chile:

- Highlights the need that the programs of professionalization be integrated into a framework of creation of civil service for career.

Chile:

- Expresses its interest to be part of the working group of the professionalization project.

3. Election of the Governing Bodies 2012-13

During the private session of September 13th, the election of the next venue of the IX Annual Conference of the INGP and new authorities of the INGP took place, both for the president and the executive committee 2011-2012.

In the process of **voting for the new INGP President, Eldis Iván Sánchez, Director of Public Procurement of Panama, was elected.**

In the process of **voting for the new INGP Executive Committee**, the members of each area met to nominate and designate their unanimous representatives as follows:

Area 1: North America

Javier Dávila, Head, Public Procurement Policy Unit of the Ministry of Public Service, Government of Mexico

Area 2: Central America, Dominican Republic, and Panama

Carlos Oviedo, Head of the Directorate on Procurement and Contracting (UNAC), Government of El Salvador

Area 3: Andean Region

María Margarita Zuleta, General Director of the Agency “Colombia Compra Eficiente” (Colombia Buys Efficiently), Government of Colombia

Area 4: MERCOSUR and Chile

Trinidad Inostroza, Director of Procurement and Contracting, Government of Chile

Area 5: Caribbean

Cheryl Mathurin, National Coordinator for Government Procurement of the Office of the Budget, Ministry of Finance, Government of Saint Lucia

The outgoing Executive Committee was thanked and recognized for the work achieved.



Uruguay was chosen as venue for the IX INGP **Annual Conference, 2013.**

4. Governing Bodies 2012-2013

President



Eldis Iván Sánchez
Director of Public Procurement (DGCP)
Government of Panama

Executive Committee



Javier Dávila
North America Representative
Head Public Procurement Policy Unit, Ministry of Public Service
Government of Mexico



Carlos Oviedo
Central America, Panama, and Dominican Republic Representative
Head of the Directorate on Procurement and Contracting (UNAC)
Government of El Salvador



María Margarita Zuleta
Andean Region Representative
Director of “Colombia Compra Eficiente” (Colombia Buys Efficiently)
Government of Colombia



Trinidad Inostroza
MERCOSUR and Chile Representative
Director of Procurement and Contracting
Government of Chile



Cheryl Mathurin
Caribbean Representative
National Coordinator for Government Procurement of the Office of the Budget
Ministry of Finance
Government of St. Lucia

Representatives of the supporting institutions:

Organization of the American States -OAS-

Department for Effective Public Management, Secretariat for Political Affairs
INGP Technical Secretariat



Miguel A. Porrúa
Technical Secretary of the INGP
Senior Specialist in e-Government Program



Helena Fonseca
INGP Technical Secretariat Management Team
Specialist e-Government Program

International Development Research Center -IDRC-



Ben Petrazzini
Senior Specialist of the Connectivity and Equity Program in the Americas



Guillermo Rozenwurcel
Consultant ICT4GP Program Component I, University of San Martin –UNSAM



Gabriel Bezchinsky
Consultant ICT4GP Program Component I, University of San Martin –UNSAM

Inter-American Development Bank –IDB-

Acquisitions Division



Tomás Campero
Acquisitions Head Specialist



Edwin Tachlian-Degras
Acquisitions Consultant



María Elena Araneo
Acquisitions Consultant

Fiscal and Municipal Management Division



Leslie Elizabeth Harper
Modernization of the State Specialist



Daniel Sánchez

Financial and Public Management Team



Ana Cristina Calderón

Financial and Public Management Team



Claudio Reyes

FLACSO Chile- IDB Project Coordinator

5. Attachments

Attachment No. 1: AGENDA

VIII Annual Conference on Public Procurement in the Americas

September 11-13, 2012, RIU Plaza Hotel, Panama City

Day 1, Tuesday September 11, 2012

Public Session: RIU Plaza Hotel

7:45-8:15	Participant Registration
8:15-9:00	Official Welcome
Mr. Eldis Sanchez	General Director, General Directorate of Public Procurement, Panama
Ms. Magali Rojas	INGP President / Executive President of the Superior Organism of Government Procurement, Peru
Amb. Silvia Cesaratto	Canadian Ambassador to Panama
Mr. Vicente Fretes	Fiscal and Municipal Management Division Chief, Inter-American Development Bank -IDB-
Mr. Tomas Bermudez	IDB Representative in Panama
Ms. Ludmilla Butenko	World Bank Representative in Panama
Amb. Abigail Castro de Perez	Organization of American States -OAS- Representative in Panama
Mr. Ricardo Quijano	Minister of Commerce and Industry, Panama
9:00-10:30	Keynote Panel: Trends in Public Procurement in the Region and the World
Moderator: Leslie Harper	Modernization of the State Specialist - Fiscal and Municipal Management Division, Inter-American Bank -IDB-
Gian Luigi Albano	Head of Research and Development - CONSIP, Italy
Alfonso Sanchez	International Procurement Expert - Former Public Policy Group Director, World Bank
Commentator: Vicente Fretes	Fiscal and Municipal Management Division Chief, Inter-American Development Bank -IDB-
	Q&A
10:30 -11:00	Coffee break
11:00-12:30	Case studies in Public Procurement
Moderator: Miguel A. Porrua	Technical Secretary of the INGP. Senior Specialist in e-Government, OAS
Eldis Sanchez	General Director of Public Procurement, Panama
Magali Rojas	Executive President of the Superior Organism of Government Procurement, Peru
Javier Davila	Head, Public Procurement Policy Unit, Mexico
	Q&A
12:30- 14:00	Lunch
14:00-15:30	New trends in public procurement research
Moderator: Claudio Reyes	Program and Project Coordinator, FLACSO
Gustavo Piga	Professor. School of Economics. University of Rome
Khi Thai	Director School of Public Administration Florida Atlantic University
Klenio Barbosa	Researcher, Getulio Vargas University, Brazil
	Q&A

15:30-16:15	International Practices in Government Procurement: UNCITRAL and GPA
Moderator: Cecile Maragh	<i>Head of Procurement & Asset Policy Unit, , Public Expenditure Policy Coordination Division, Ministry of Finance and Planning, Jamaica</i>
Caroline Nicholas	<i>International Law Division, UNCITRAL. "The New Law Model of UNICITRAL"</i>
Roberto Laguado	<i>Procurement Specialist, IDB. "Towards a Global Procurement Market: GPA/WTO and developing countries"</i>
	Q&A

16:15-16:30	Coffee
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16:30-18:15	Public Procurement in Different Economic Sectors: Lessons Learned
Moderator: Tomas Campero	<i>Lead Procurement Specialist, IDB</i>
Enrique Sanchez	<i>Executive Director, Procurement Division, Panama Canal. Infrastructure Sector</i>
Trinidad Inostroza	<i>Director of ChileCompra. Sustainable public procurement</i>
Jorge Luis Gonzalez	<i>Expert in Government procurement: Health Sector</i>
	Q&A

18:15	End of first day Public Session
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Day 2, Wednesday, September 12, 2012: AM

Public Session: RIU Plaza Hotel

9:00-10:30	Innovative Alternatives in Public Procurement
Moderator: Maria Margarita Zuleta	<i>Director of Colombia Compra Eficiente (Colombia Buys Efficiently)</i>
Cheryl Mathurin	<i>Project Coordinator for the Special Projects Unit / National Coordinator for Public Procurement, Office of the Budget, Ministry of Finance, St Lucia</i>
Carlos E. Serrano	<i>International Consultant, Costa Rica</i>
Mara Angelica Murillo	<i>Deputy Regional Director UNEP, Panama</i>
	Q&A

10:30 -11:00	Coffee
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11:00-12:30	New approach to Institutional Development in Public Procurement
Moderator: Sharlene Shillingford	<i>Specialist in procurement, IDB</i>
Peter Van de Pol	<i>Policy Advisor, Knowledge, Innovation and Capacity Group Bureau for Development Policy United Nations Development Program (UNPCDC)</i>
Denise Bailey Clark	<i>Associate Vice-President. Human Resources Department - University of Maryland</i>
Alexandru Roman	<i>Researcher. School of Public Administration - Florida Atlantic University</i>
	Q&A

12:30-13:00	Presentation of Awards in Public Procurement
Miguel A. Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
Tomas Campero	<i>Lead Procurement Specialist, IDB</i>
Ben Petrazzini	<i>Principal Specialist in the program "Support to the Inclusive Growth" IDRC</i>
	<i>Presentation of the "Joseph François Robert Marcello" Award in Public Procurement</i>
	<i>Presentation of the "Innovation on Government Procurement" Award</i>

13:00-13:15	Closure of the Public Session
Eldis Sanchez	<i>General Director, General Directorate of Public Procurement, Panama</i>
Miguel A. Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
Ben Petrazzini	<i>Principal Specialist in the program "Support to the Inclusive Growth" IDRC</i>
Leslie Harper	<i>Modernization of the State Specialist of the Fiscal and Municipal Management Division, IDB</i>
Tomas Campero	<i>Lead Procurement Specialist, IDB</i>

13:15	Lunch
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14:45-15:00	Welcome
Eldis Sanchez	<i>General Director, General Directorate of Public Procurement, Panama</i>
Magali Rojas	<i>INGP President / Executive President of the Superior Organism of Government Procurement, Peru</i>
Miguel A. Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
15:00-17:30	Country Presentations
Moderator: Miguel Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
	<i>Country presentations (5 minutes each)</i>
17:30-17:45	Coffee
17:45-19:00	Presentation of the IDB/INGP studies 2012
Moderator: Claudio Reyes	<i>Program and Project Coordinator, FLACSO</i>
Gian Luigi Albano	<i>Expert in Government Procurement, Italy. Presentation of the Savings Study e-GP</i>
Nikos Passas	<i>Professor of the Northeastern University, USA. Presentation of the Anti-Corruption Study</i>
19:00	End of First Day Private Session

8:30-12:00	Simultaneous Meetings
Representatives of the INGP	<i>Sub-Regional meetings: Central America, South America, Caribbean</i>
Coffee	<i>During the sessions</i>
12:00-13:30	Presentation of the results of the ICT4GP Program
Moderator: Ben Petrazzini	<i>Principal specialist in the Program "Support to the Inclusive Growth", IDRC</i>
Gabriel Bezchinsky	<i>Consultants of the ICT4GP Program, UNSAM</i>
Guillermo Rozenwurcel	<i>Presentation of the study cases in SMEs and Public Procurement in the following countries:</i>
	<i>Brazil: Renato Garcia.</i>
	<i>Chile: Irma Gutierrez.</i>
	<i>Ecuador: Roberto Salazar.</i>
	<i>México: Maria José Contreras y Marien Rivera.</i>
13:15-13:30	<i>Launch of Latin American Post graduate program in Public Procurement</i>
13:30-14:30	Lunch
14:30- 15:00	Activity Report 2011-2012
Miguel A. Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
Helena Fonseca	<i>Official in e-Government Program, OAS</i>
15:00- 16:00	Activity Plan 2012-2013
Miguel A. Porrua	<i>Technical Secretary of the INGP. e-Government Senior Specialist, OAS</i>
Leslie Harper	<i>Modernization of the State Specialist, Fiscal and Municipal Management Division, IDB</i>
	<i>New initiatives of the IDB in Government Procurement technical cooperation</i>
	<i>Country presentations:</i>

	Chile: Trinidad Inostroza El Salvador: Carlos Oviedo Jamaica: Cecile Maragh Peru: Magali Rojas
Tomas Campero	Lead Procurement Specialist, IDB. Strengthening Program in Government Procurement Systems
	INGP Website and Observatory of Government Procurement
Country representatives	Presentation on advancements, obstacles and needs

16:00- 16:15	Coffee
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16:15-16:45	Presentation of the “Public Procurement: An effective tool to leverage green growth” Project
Ben Petrazzini	Principal specialist in the program “Support to the Inclusive Growth”, IDRC

16:45- 17:30	Presentation of the Project: “The Ecosystem of certification in Public Procurement in Latin-American and the Caribbean Countries”
Tomas Campero	Lead Procurement Specialist, IDB
Oscar Chinaea	Director of the Latin-American Institute in Public Procurement (ILCAE)

17:30-18:00	Election of new Executive Committee authorities 2012-2013
Miguel A. Porrua	Technical Secretary of the INGP. e-Government Senior Specialist, OAS

18:00	Closure of the 2012 INGP Annual Conference
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Day 4, Friday September 14 2012

Exclusive for INGP Members and International organizations of the INGP

The DGCP invites the INGP Members to visit the Panama Canal Expansion Project for the following activities:

10: 30-16:00	Visit to the Panama Canal Expansion Project
	Lunch
	Presentation of the bidding process of the Panama canal.
	Presentations of the Panama canal Providers.

Attachment No. 2: INGP LIST OF PARTICIPANTS

INGP Member States

Country	Name	E-mail	Title	Institution
Antigua & Barbuda	Joy-Marie King	joymarie.king@gmail.com	Research Officer, Responsible for Public Procurement	Ministry of Finance Department of Trade, Industry & Commerce
Barbados	Jasmin Cozier	cozieria@gob.bb	Senior Supply Officer	Ministry of Finance
Bolivia	Franz Quisbert Parra	franz.quisbert@economaiyfinanzas.gob.bo	Director of Public Management Policies	Vice-Minister of Budget and Fiscal Accounting
Brazil	Alexandre Silveira	alexandre.silveira@planejamento.gov.br	Director of Department of Logistics and General Services	Secretariat of Logistics and Information Technology, Ministry of Planning, Organization, and Management
	Wilson Dotta	-	Technical Analyst	Court of Auditors of Santa Catarina
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	Ms. Tricia Chin	Tricia.Chin@phe.gov.tt	Research Fellow via IDB Loan	Ministry of Planning and Sustainable Development
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Uruguay	Jose Saavedra	jose.saavedra@dni.miem.gub.uy	Member of the Board of Directors of the State Procurement and Contracting Agency	

Speakers

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Representative Organizations of support to the INGP

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Attachment No. 3: REPORT OF ACTIVITIES 2011-12

This report contains the activities from the last Annual Conference in the Dominican Republic in October 2011 to the present Annual Conference in Panama in September 2012. It constitutes an executive briefing of the Network's annual activity and will be complemented with the details of each activity that will be presented by each project manager in the space provided for it during the conference's workshop. Supporting members and organizations should visit the Website www.ricg.org and use it as a tool to access the following information.

I. Activities Up-to-Date

As of October 2011, supporting organizations of the INGP have continued the execution of their programs keeping a permanent coordination with each other. Among these activities the following are highlighted:

1. **Workshops:** With the goal of generating opportunities for dialogue and contributing to the cooperation among countries, workshops have been held to encourage the exchanging of experiences and good practices; such as presentation of progress, needs, and the exposition of future challenges relating to the topic of government procurement in the region.
 - a. **Sub-regional Workshop of South America relating to government procurement.**
Panama: This workshop that originally had to be held in Argentina and subsequently in Paraguay, for reasons beyond the control of the organizing entities, will take place simultaneously with the VIII INGP Annual Conference on September 10th, 2012.
 - b. **Sub-regional Workshop of Central America relating to government procurement.**
Mexico City: Co-organized by the Government of Mexico through the Public Procurement Policy Unit of the Ministry of Public Service, the OAS, the IDB, and the IDRC. It will include the participation of 30 professionals from the public sector, country representatives, and international experts. March 29, 2012, Mexico City.
2. **INGP Newsletter:** This newsletter is published bi-monthly by the Technical Secretariat of the INGP (OAS) with the support of the Executive Committee, through Javier Dávila and the valuable collaboration of the members and friends of the Network. The newsletter has turned out to be a useful and entertaining tool for information and updating. So far, 12 editions of the INGP Newsletter (ISSN 2224-4956) have been published.
3. **Online Instructing of Public Officials:** Aiming to improve the qualification of the human resource of the institutions of Governments belonging to the area of public procurements, the online course "*Public Procurement Management*", has been created, implemented and managed by the OAS through its Virtual Camp. Throughout this course, participants acquired and consolidated main concepts, methods, and good practices towards the modernization of the government procurement systems.
 - 7 editions of the online course in Spanish, training 480 public officials from 17 countries in the region.
 - The launching of the course "*Public Procurement Management*" in French, instructing 320 public officials in Haiti, in July 2012, with the support of the IDB.
 - Since 2010, the OAS has granted approximately USD \$180.000 in scholarships for the training in government procurement of 800 public officials and during 2012, USD \$89.100 in scholarships for 396 officials of the region.
4. **Technical Cooperation to Costa Rica:** In response to the interest of the Government of Costa Rica for the creation of a greater synergy of the electronic systems of the Costa Rican government procurement, the Inter-American Network of Government Procurement (INGP), through the

Organization of American States (OAS) and the Inter-American Development Bank (IDB), responded its solicitation by means of a consultation for the design of a proposal of integration of the Costa Rican National System of Government Procurement. This has been done according to the models and existing markets and based on the interoperability of the solutions.

5. **Web Cooperation:** Aiming to respond to the requests presented by member states representatives in our sub-regional workshops, about exchanging experiences and good practices among them, the Technical Secretariat of the INGP, with the help of the tool 'Adobe Connect' of the OAS, has created a platform for interaction, for that purpose, as follows:
 - a. **Assistance to Colombia** in the topic of "Catalog of Goods and Services" in July 2012, where the following countries have participated sharing their experiences: Chile, Mexico y Peru.
 - b. **Presentation of Project RELAIS** in the topic of acquisition of Software and Services in July 2012, where Brazil, Colombia, Ecuador, Mexico, Peru, and Uruguay participated.
6. **INGP Website www.ricg.org.** The launching of the new INGP website in its beta version.
7. **Study "The state of sustainable government procurement in Latin America and the Caribbean" (Phase I Latin America)**, elaborated by Bárbara Matamala and financed by the OAS in November 2011.
8. **Elaboration of a new phase of the Government Procurement Observatory.** The INGP with the support of the OAS, the IDB, and the IDCR moved forward in the new process of starting a new phase of the observatory of government procurement. The definition of the structure of the information to include in the observatory was concluded and the hiring of the enterprise that will develop the application, with new modules of information and based on the questionnaire elaborated by the supporting organisms of the Network and some of the countries in the region, took place.
9. **VIII Annual Conference about Government Procurement in the Americas.** The conference is a meeting platform for coordination, the reach of agreements, and the professional development of the countries belonging to the INGP. Just as it was done in the Annual Conference in Peru in 2010, the activity combined the public meetings with topics emerging from the development of public procurement in Latin America and the Caribbean, along with a private reunion of coordination with the members of the INGP. As part of the agenda of the private session, the progress of the different regional programs in support of the INGP from the Organization of American States, the Inter-American Development Bank, and the International Development Research Center will be presented. Likewise, it will go on to the renovation of the government organs through the electoral process established in the statutes. In defining the agenda of this Annual Conference, the request of various countries to facilitate platforms by sub-regions was responded to.
10. **Third edition of the 'Joseph François Roberts Marcello' Award to the Leadership in Public Procurement.** This edition included the presence of eight (8) representatives of the member states of the Network: Costa Rica, El Salvador, Haiti, Jamaica, Mexico, Panama, Peru, and Uruguay.
11. **Responding to the suggestions presented during the VII Annual Conference, the first Edition of the "Innovation in Government Procurement" Award** was launched. This edition included the nomination of five projects presented by the following countries:
 - a. Brazil: Sustainable Public Procurement
 - b. Chile: Application for Electronic Contract Management in Public Market
 - c. Costa Rica: Implementation of Marco Agreements in Costa Rica
 - d. Mexico: Implementation of new hiring models of the Public Hiring System

- e. Mexico: Implementation and intelligent exploitation of the components of the electronic system of government procurement.
12. In the context of the program of Regional Public Good of the INGP coordinated by FLACSO-Chile, with financing of the IDB, the following activities have been developed:
- a. Production of the course “Public Procurement Management” in French for the training of 320 public officials in Haiti in July 2012.
 - b. Study “Towards a Measurement of the Benefits from Electronic Solutions in Government Procurement”, elaborated by Gian Luigi Albano, Ph.D. July, 2012.
 - c. Study “The Effects of the anticorruption fight in public procurement, elaborated by Nikos Passas and Jorge Claro. August 2012.
 - d. Support to the VIII Annual Conference on Government Procurement in the Americas. Two panels have been organized with high-caliber, International Experts participating for the first time in an INGP meeting. Financing has been provided to facilitate the participation of the members of the INGP and to support the DGCP of Panama in the organization and logistics.
 - e. Support to the Sub-regional Workshop of South America on government procurement in Panama. Financing has been provided to facilitate the participation of the sub-regional members of the Network and the participation of international experts.
13. In the context of the Component II of the Program ICT4GP coordinated by the IDB with financing from the FOMIN, the following progress have been made:
- a. Continuation of the execution of the programs in the Bahamas, Chile, Ecuador, Nicaragua and the regional cooperation to the Caribbean.
 - b. Two new programs have been developed, which are to be approved in 2012 in El Salvador for the modernization of the procurement portal Comprasal and in Peru for a program for the development of capacities managing the hiring of the States.
 - c. Operations with Colombia, Haiti, and Dominican Republic have been started.
14. In the context of the Program ICT4GP coordinated by the UNSAM, the following activities have been developed:
- a. Junior investigators have been hired to act as a link between the responsible entity of Public Procurement in their countries and Program Coordination, with the objective of achieving a better bond between the investigation and management. Currently, 4 junior investigators are working in Jamaica and Barbados, in the context of the TTG 4, also known as the Registry of Providers in the Caribbean Countries, coordinated by Lorenzo Grant; Nicaragua and El Salvador, in the context of the TTG 5 about the Development of Institutional Capacities linked to the public procurement is being coordinated by Enrique Cossich. The junior investigators of the offices of Argentina, Ecuador, Paraguay, and Uruguay, continue working supporting the diffusion as a result of the program in their offices, and at this point they are systemizing the good practices and recommendations that have resulted of their work.
 - b. The last call for proposals has been launched titled “Access of the Small and Medium Enterprises to Public Procurement in Latin America. National and Sub-national level.”
 - c. Study Case: “Access of the Small and Medium Enterprises to Public Procurement in Latin America”.
 - d. The end of the second phase of the study conceived to function as a “picture” of the current situation of the procurement systems of the countries of the region (Scoping study), that may serve as a baseline for comparisons and eventually as a base to extend the observatory about electronic public procurement (which the INGP has already

developed with the support of the IBD) towards other relevant aspects of the PC systems that are not covered currently.

- e. Formation of the Academic Network and design of a Masters in Public Procurement.
- f. Publication of two Policy Briefs:
 - 1. How much do you save with the introduction of ITCs in Public Procurement?
 - 2. Beyond the national borders, the International dimension of Public Procurement.
- g. Publication of two new documents: 1. Access to the SMEs to the Electronic catalog of the INCOP by David Aviles (Ecuador) and 2. Savings derived of the introduction of ITCs in Government Procurement: methodology and study of the cases of Paraguay and Uruguay by Sofia Mannise (Uruguay).

II. Governing Bodies

Presidency

Jorge Luis González

Executive President of INCIOP, Ecuador

October 2011-July 2012

His term with the Government of Ecuador concluded in July 2012. The Executive Committee elects Magali Rojas, as Interim President until the VIII Annual Conference of Panama.

Magali Rojas Delgado

Executive President of OSCE, Peru

July-September 2012

Executive Committee

Representatives elected by the countries:

Javier Dávila

North America Representative

Head Public Procurement Policy Unit

Ministry of Public Service of Mexico

Eldis Sánchez

Central America, Panama, and Dominican Republic Representative

Director

Office of Public Procurement of Panama

Magali Rojas

Andean Region Representative

Executive President

Superior Organism of Government Procurement of Peru

Guillermo Bellingsi

MERCOSUR and Chile Representative

National Director

National Office of Procurement of Argentina

Cheryl Mathurin

Caribbean Representative

National Coordinator for Government Procurement
Office of the Budget of the Ministry of Finance of St. Lucia

Representatives of the supporting institutions:

Miguel A. Porrúa

Senior Specialist in e-Government Program
Department for Effective Public Management
Secretariat for Political Affairs
Organization of American States OAS

Helena Fonseca

Official e-Government Program
Department for Effective Public Management
Secretariat for Political Affairs
Organization of American States OAS

Ben Petrazini

Senior Specialist of the Connectivity and Equity Program in the Americas
International Development Research Center- IDRC

Gabriel Bezchinsky

ICT4GP Program Component I
University of San Martin –UNSAM

Guillermo Rozenwurcel

ICT4GP Program Component I
University of San Martin –UNSAM

Tomás Campero

PDP Program
Acquisitions Specialist
Inter-American Development Bank- IDB

Leslie Elizabeth Harper

BPR and ICT4GP Programs Component II
Modernization of the State Specialist
Fiscal and Municipal Management Division
Inter-American Development Bank- IDB

Daniel Sánchez

BPR and ICT4GP Programs Component II
Fiscal and Municipal Management Division
Inter-American Development Bank- IDB

Ana Cristina Calderón

BPR and ICT4GP Programs Component II
Fiscal and Municipal Management Division
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Claudio Reyes

BPR Program
IDB Program Coordinator
FLACSO – Chile