

Final Report

XII Annual Conference of the Inter-American Network on Government Procurement (INGP)

November 29-December 1, 2016
Montego Bay, Jamaica

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Organización de los Estados Americanos
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Organisation des États Américains
Organization of American States



FINAL REPORT

XII Annual Conference of the Inter-American Network on Government Procurement (INGP)

The Twelfth Annual Conference on Government Procurement was held for the first time in an English-speaking Caribbean country, Jamaica (Montego Bay), from November 29 to December 1, 2016. The conference was held under the theme of "Public Procurement – A Tool for Economic Development," emphasizing the importance and complexity of the public procurement function as it accounts for 10 to 28 percent of GDP.



Institutional and financial support for the conference was provided by the Jamaica's Ministry of Finance, the Organization of American States (OAS), the Inter-American Development Bank (IDB), the Caribbean Development Bank (CDB), and the International Development Research Centre (IDRC) of Canada, among others. The event brought together more than 350 participants, including national public procurement directors from 24 INGP member countries, as well as experts from international organizations such as the IDB, OAS, OECD, UNEP, USTDA, IISD, etc. The conference provided an important platform for sharing knowledge, experiences, and lessons learned so as to continue the effort to modernize public procurement in Latin America and the Caribbean.

Following the opening ceremony, the IDB and the INGP Working Group on Promoting Women in Public Procurement signed an agreement for a technical cooperation program, "Promoting the Participation of Women in Public Procurement." This program aims to provide the governments of the region support to develop policies and adopt best practices to help increase women's participation in the public procurement market.



I. Open and Closed Sessions

The event took the form of two types of sessions. **1. Open session**, which drew more than 300 participants, among them representatives to the INGP from 25 countries of the Americas, renowned international experts, public officials, academics, and representatives of other organizations engaged in processes to modernize public procurement in the region; and **2. Closed session**, for representatives of INGP member countries and international organizations supporting the Network.

[See agenda](#)

1. Open session

During the open session, which ran from November 29 to 30, Hope Blake, Deputy Financial Secretary in the Ministry of Finance and the Public Service of Jamaica, opened the conference with an overview of Jamaica's process of modernizing its public procurement system. Blake cited the World Bank's Doing Business Report 2016 which noted that modernization efforts, driven largely by public sector economic reform and transformation programs, had placed Jamaica among the top ten countries around the world.

Her remarks were followed by other opening speakers: Fayval Williams, Minister of State in the Ministry of Finance and the Public Service of Jamaica; Trinidad Inostroza, President of the INGP and Director of *Chilecompra*; James Lambert, OAS Secretary for Hemispheric Affairs; Douglas Fraser, Head of Procurement at the CBD; and Therese Turner Jones, General Manager of the IDB's Caribbean Department.



The OAS' James Lambert underscored the importance of the OAS General Assembly recognition of the INGP – in the Dominican Republic in 2016 – as a technical cooperation mechanism under the inter-American system. He said this recognition “reaffirms the countries’ interest in the issue of public procurement in the region. It gives the OAS secretariat legitimate capacity to act on the issue under this mandate, and reveals the countries’ strengths and challenges, so that space can be made on our agenda to share experiences and best practices; and it lets us identify challenges to recognize as priorities that should be the basis for future technical assistance. It provides countries with a framework for joint action to address the issue while giving it legitimacy based on an OAS mandate to get the highest level of political support.”

The plenary sessions were held on November 28 and 29, and covered important issues that are highly relevant to public procurement modernization in Latin America and the Caribbean, selected by the INGP member countries themselves. Presentations covered: Lessons learned and challenges in public procurement in the Caribbean, governance of public procurement systems, sustainable public procurement, e-procurement, best practices and evaluation of public procurement systems, open data and the strategic use of statistics in public procurement, professionalization of public procurement, new trends, and innovation in public procurement.

The presentations can be viewed on the INGP website, at [link](#).

2. Closed Session

2.1 Participating countries and Quorum:

During the closed session, held on December 1, the following 25 INGP countries of Latin America and the Caribbean, represented by their national directors/heads of public procurement or delegates, met in plenary to share progress, accomplishments, and challenges; and to facilitate a regional cooperation agenda to tackle said challenges.



The following countries took part:

1. Antigua and Barbuda	2. Chile	3. Guyana	4. Panama	5. Saint Vincent and the Grenadines
6. Argentina	7. Dominica	8. Haiti	9. Paraguay	10. Suriname
11. Barbados	12. El Salvador	13. Jamaica	14. Peru	15. Dominican Republic
16. The Bahamas	17. Guatemala	18. Mexico	19. Saint Kitts and Nevis	20. Trinidad and Tobago
21. Belize	22. Grenada	23. Nicaragua	24. Saint Lucia	25. Uruguay

In addition, for a variety of internal reasons, the following countries were unable to take part in the conference:

1. Bolivia	2. Brazil	3. Colombia	4. Costa Rica
5. Ecuador	6. Honduras	7. Puerto Rico	8. Venezuela (has not participated since 2006)

The following countries participated as special guests:

1. Canada	2. Anguilla	3. British Virgin Islands	4. Cayman Islands	5. Montserrat
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2.2 Matrix of progress, challenges, and activities:

Given its dynamics, the closed session was presided over by the OAS as Technical Secretariat to the INGP, along with President Trinidad Inostroza, director of *Chilecompra*.

A segment of the session involved the countries sharing progress and challenges, therefore the INGP developed a matrix of progress, challenges, and activities as a tool to measure progress made by the countries of the region based on 12 principles drawn from the recommendation of the Organization for Economic Co-operation and Development's (OECD) Council on Government Procurement. Those recommendations take into consideration international best practices in public procurement from a strategic, integrated perspective. They are also a reference point for the modernization of procurement systems. Besides measuring progress by country, the tool gives us an overview of the region and identifies challenges countries face in their modernization process and therefore issues of particular interest in promoting cooperation and technical assistance. Detailed below are the 12 principles to be considered:

1. Transparency
2. Integrity
3. Access to procurement opportunities
4. Balanced primary and secondary objectives
5. Effective communication
6. Efficiency
7. Electronic procurement
8. Professionalization
9. Performance evaluation
10. Risk management
11. Accountability
12. Integration

The following link contains the replies from the 13 countries that filled out the questionnaire for the matrix: Belize, Chile, Dominica, Dominican Republic, El Salvador, Guatemala, Guyana, Mexico, Nicaragua, Panama, Paraguay, Peru, and Uruguay.

[Country management results - Matrix of progress and challenges](#)

The other countries that did not reply spoke about their progress and challenges at the session.

2.3 Consensus on needs among the subregions:

The 25 countries attending the Annual Conference used three meeting rooms according to the subregion to which they belonged, to share on progress they had made during the last term, and to forge a consensus on common challenges and needs. As the lone participant for North America, Mexico shared space with Central America. Canada as a guest, along with representatives of Caribbean small islands such as Anguilla, British Virgin Islands, Cayman Islands, Montserrat, and the Turks and Caicos Islands, joined the Caribbean member countries at their meeting.

The following common needs were identified by the countries of the region, grouped by subregion:

a. Central America and Mexico:

- Professionalization and certification in public procurement
- Support for implementation of policies to benefit MSMEs and women in public procurement
- Implementation of sustainable procurement
- Risk and contract management
- Implementing framework agreements
- Improving electronic procurement systems

b. The Caribbean:

- Policy support
- Professionalization: CIPS certification and virtual training. Training is needed in areas such as purchase cycle, contract management, budget and procurement planning, e-GP, and data management.
- Legislative reforms: establishment of procurement offices, incorporation of the CARICOM protocol into national public procurement laws, technical assistance for implementation of laws, and legislation on sustainable procurement.
- Electronic procurement (e-GP): Systems diagnosis and evaluation, development of electronic platforms, e-GP policy formulation, framework agreements.

c. South America:

- Open data on public procurement
- Risk management and contract administration (Procurement planning)
- Management of collaborative procurement (Framework agreements and joint procurement)
- Professionalization of civil servants in public procurement
- Sustainable public procurement
- Support for increased participation of women and MSMEs in public procurement

2.4 2015-16 activities report and support agencies

Speaking on behalf of the Technical Secretariat, a role performed by the Organization of American States (OAS), the INGP Coordinator commented on the activities carried out during the Network's last reporting period, from the Eleventh Annual Conference in Santo Domingo, Dominican Republic (October 2015) to the Twelfth Annual Conference in Jamaica (November 2016). The IDB and the INGP Chair also referred to what their institutions accomplished through the Network.

[See Activities Report](#)

2.5 New INGP members

During the private session, Saint Lucia's/Caribbean region representative on the INGP executive committee asked for the following small islands to be included as members of the INGP: Anguilla, British Virgin Islands, Cayman Islands, Montserrat, and Turks and Caicos Islands.

The informal request was addressed preliminarily by The Presidency and the Technical Secretariat, whom mentioned that the request will proceed as long as the INGP statutes allowed it. Also they reminded the audience the importance of following INGP protocols to include new INGP members which starting point is receiving a formal letter from the solicitor (Saint Lucia's/Caribbean region representative.)

2.6 Election of officers of the INGP Executive Committee and the next host of the Annual Conference

Given that under the Network's Statutes the chair and the executive committee are both elected to a two-year term, the focus is on their work from 2017 until the INGP holds its Thirteenth Annual Conference.

INGP President 2014-2017: Trinidad Inostroza, Director of *ChileCompra*

Executive Committee

Area 1: North America

Carlos A. Mendoza, Administrator General
General Services Administration
Commonwealth of Puerto Rico, United States of America

Area 2: Central America, Dominican Republic, and Panama

Edelmira de Molina, Head of the Regulatory Unit for Procurement and Contracting (UNAC),
Ministry of the Treasury
Government of El Salvador

Area 3: Andean Region

María Margarita Zuleta, National Director, Colombia *Compra Eficiente* Agency
Government of Colombia

Area 4: Mercosur and Chile

Santiago Jure
National Director of Public Procurement (DNCP)
Government of Paraguay

Area 5: Caribbean

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



Chile was chosen to host the XIII Annual Conference of the INGP, in 2017.

II. INGP support agencies

Organization of American States (OAS)

INGP Technical Secretariat



Silverio Zebral
INGP Technical Secretariat
Senior Specialist for e-Government Program



Helena Fonseca
INGP Coordinator, INGP Technical Secretariat e-Government Program



Sofía Quiñonez
OAS/INGP Consultant

Inter-American Development Bank (IDB)

IDB Procurement Division



Javier Dávila
Senior Procurement Specialist



Roberto Laguado
Procurement Specialist

Adriana Salazar
Procurement Consultant

Fiscal and Municipal Management Division



Leslie Elizabeth Harper
State Modernization Specialist



Daniel Sánchez
Financial and Public Management Team