

Technical Report

Project Title:

“Strengthening procurement systems in Latin America and the Caribbean through the use of ICTs and the promotion of MSME participation”

IDRC Project Number:

105243-003

Responsible Institution:

Organization of American States (OAS)/ Inter American Network on Government Procurement (INGP)

Region:

Latin America and the Caribbean

By:

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1. Executive Summary

The project “Strengthening procurement systems in Latin America and the Caribbean through the use of ICTs and the promotion of MSME participation”, developed in the region has completed its management year. The coordination of the different activities by the Technical Secretariat of the INGP was made directly with the national directors of the institutions responsible for government procurement of Latin America and the Caribbean, and the management of 10 to 15% of GDP of their respective countries on average.

The extraordinary importance of the task of each of these institutions makes the fundamental aspects of running a nation such as the level of transparency and credibility of its public sector, the ability to promote small and medium size enterprises or the care for the environment can be enhanced or diminished depending on the efficiency and effectiveness in the functioning of these institutions.

Through the project No. 105243-003, the INGP facilitated the following outcomes and outputs:

1. Horizontal cooperation among INGP members through 12 meeting of the Executive Committee, 5 sub regional and thematic workshops, involving more than 100 participants from 17 countries in the Americas; 3 technical assistances to Colombia, Perú, and Bolivia via Webex; the 8th Annual Conference attended by 26 representatives of countries in the Americas, more than 10 international experts and approx. 700 individuals from the public, private, academic and international organizations;
2. Training of 161 government officials from 12 countries of Latin America in the online course "Management of Government Procurement";
3. Generation and dissemination of knowledge through 13 bimonthly issues of the INGP newsletter published online and distributed to more than 3000 followers of the Network; annual document on the advances of Government procurement in the region, distributed in the 8th Annual Conference; the development of the new website (www.ricg.org) in which 250 documents about government procurement and information from more than 50 international and regional experts were published.
4. Award presented to Brazil for the best regional project innovation in government procurement 2012.

The completion of the tasks assigned by the project was successful, in that it met the goal of generating and disseminating knowledge in the field of government procurement in areas that INGP members have identified as priorities to advance their processes modernization.

2. Problem

The project aims to generate and disseminate knowledge in the field of government procurement in areas that INGP members define as priorities to advance their modernization process through the use of ICT for strengthening procurement systems Latin America and the Caribbean.

Based on the multiple manifestations expressed by INGP members through workshops, annual conference, and other opportunities for exchange and discussion, ***the need for the governments of the Americas to advance in efforts to incorporate and implement new initiatives Public Procurement and ICT support to facilitate the procurement of goods and services in their countries is highlighted.***

It is expected that, through activities such as the exchange of experiences of good practices and lessons learned from the workshops, conferences, Webex sessions, dissemination of knowledge through the INGP newsletter and website, training and other components, ***contributes to generate a relevant impact in the region and to developed new initiatives to provide greater transparency and efficiency and move towards the modernization of government procurement.*** The generation and exchange of information to support effective decision making is certainly a critical success factor to ensure the strategic contribution of government procurement to achieve goals.

3. Methodology

The methodology used in each component/activity was the following:

3.1. Development and distribution of the INGP newsletter

During 2012, the newsletter was developed and published by the Technical Secretariat of the INGP through the INGP website. This publication disseminated in systematic way information about the member countries of the network.

Before the elaboration of the bi-monthly newsletter edition, the following consultations were made:

- Request of the technical secretariat, via email to the national directors in government procurement with the goal of compiling information about the latest news and activities to be organized.
- Request to interview the National Directors, reflecting their vision of government procurement in their countries and the goals achieved.
- Request for an article of interest to international experts of the INGP.

- Request for information to the member countries about government procurement solutions, procurement savings, etc.

The process for the collection of information, the edition of contents, the creation of the newsletter, the distribution and publication through the INGP website, entails a time-frame of approximately a month and a half.

The newsletter is currently developed in Spanish due to the fact that there is not a Budget allowing for its development in the English. Therefore, the countries from the English-speaking Caribbean do not have the access to the information contained in the publication.

The newsletter has positioned itself as an important informational tool for the region because it is one of the means used by the network to publish relevant country information, thus it is recommended to continue with this initiative.

3.2. Preparation of an annual report on the advances of government procurement in the region

Based on the information collected for the Observatory on government procurement during the coordination of the Eighth Annual Conference of the INGP of Panama 2012, the Technical Secretariat of the Network requested the countries of Latin America and the Caribbean information about the advances on government procurement specifically related to the description of its procurement system, achievements of the last year (2011-2012) and Plan of Activities 2012-2013.

The recollection of data process last one month and a half and just twenty of the countries sent the information to the technical secretariat of the INGP.

These reports were compiled into a single document that was delivered to all country representatives during the closed session of the Annual Conference in September 2012. Each country representatives presented their information.

The elaboration of this report is considered indispensable for the INGP government procurement observatory's supply, updating yearly the information regarding the goals achieved and the initiatives of the countries of the region. Likewise, it is considered that because the report of the government procurement of each country is presented at the annual conference, the countries will make a greater effort to present their results during the IX Annual Conference in Montevideo on this 2013.

3.3. Launch of the Award for the Innovation in government procurement for the best solution in procurement of the year.

In order to identify best procurement solutions in the region and encourage the efforts in each country to modernize and reform their national procurement systems, the INGP with

the support institutions, created the annual [award for "Innovation in Government Procurement"](#). (June 2012)

The objectives of the award are the following:

- To support the countries in the region to modernize and reform their national procurement systems.
- Recognize the best policies for process optimization in government procurement at the national level.
- Encourage INGP member countries to strengthen their national procurement systems to achieve better results.

The process conducted for nominations to the Award was composed of the following steps:

- Profile of the Initiative: INGP members completed a form with basic information on the initiative, available on the INGP's website after the announced date (June 2012). The purpose of this was that all initiatives should be online and therefore strengthen the network between member countries. Once information was uploaded it was available to private users of the website (member countries of the INGP).
- Selection of Nominations: The selection of nominations took place through a virtual vote in the website, by all members of the INGP. Each representative of the INGP voted for the candidate that best complies with the established criteria. With this purpose, the website had a form with the names of all the initiative profiles. The vote was secret.
- Publication of Nominees: Once the nomination period is over, the INGP will publish the list of candidates for the Award.

The criteria considered for the winner selection were the following:

- Innovation and creativity: Implementation of new solutions to better the government procurement systems.
- Impact: Demonstration of the impact and improvement of shortcomings in the current system of government procurement. Prospecting: Influence on new actions to improve the currently applicable laws and regulations.
- Beneficiaries: Who benefit directly from the initiative and in what way. Sustainability: The durability of the initiative in the medium and long term
- Replicability, demonstration effect for other countries.

Award selection:

2 Meetings of the Judges:

- The first to agree if they require any additional information and organize (July 2012).
- The second to select the initiative that will be awarded by consensus (August 2012). The initiative awarded was selected from within the top three most voted initiatives. Judges decided to present one honorable in this first edition.

This first edition of the award included the application of 5 projects from the following countries: Brazil, Chile, Costa Rica and Mexico.

Do to he fact that this Award was create 2 month before the Annual conference, the INGP could not reach the regional impact

3.4. Generation of an area of knowledge and dissemination for the INGP

For the development of an area of knowledge for the INGP, the company Garage of Uruguay was hired with joint resources of the OAS, IDRC, and the IDB.

The aim of this activity was to create a dynamic and useful tool for generation and dissemination of knowledge. As part of this website, several tools were developed such as, [the INGP virtual library](#) which will work as a bank of knowledge and consultation of research papers, books and articles by experts and regional and international academics; a [tool of solutions](#) where national and local institutions may publish their good practices and request technical support to a concrete need in government procurement; and a [Database of experts](#) and procurement professionals.

The coordination process started on June 2012 and it was led by the OAS as the Technical Secretariat of the INGP. The process took more time than expected because of the multiple new tools of the website and the migration content process from the old website. The website was launch on May 23, 2013.

3.5. Training of government officials responsible for government procurement in the region

In order to strength institutional capacity of the agencies responsible for government procurement in the region, a special edition of the online course "Management of Government Procurement" was launched, with the financial support of the OAS and IDRC. The course was taken by 161 public officials of 12 Latin-American countries (Bolivia, Colombia, Ecuador, El Salvador, Guatemala, Mexico, Nicaragua, Panama, Paraguay, Peru, Dominican Republic and Uruguay).

This special edition was coordinate as follows:

The INGP requested the participation of 6 public officials per country through a call to participate in the edition that was send to the countries of Latin-American in September, 2012. Each institution after the call had 15 days to send the candidates for the training to the OAS. Nicaragua asked for an exception in the number of participants, and requested to train 100 procurement officials. The solicitude was accepted by the technical secretariat.

Once the OAS had a complete list which all the countries, the list was send to the Virtual Campus of the OAS, through the Campus the participants received the information for access to

the online course. The course was thought by one tutor coordinator and 5 specialized tutors who oriented the participants in the learning process. The course took place during 8 weeks.

The methodology under which the course was developed established the need for the participant to substantially participate in online activities, plus an effort of an average of two hours a day for five days a week, read and analyze the contents as well as the preparation of the work assigned by the tutor and participation in the forums.

3.6. Institutional Strengthening of the INGP

To coordinate the activities contained in the project and encourage the involvement of members of the INGP, the Technical Secretariat (OEA) fulfilled the following functions:

- Support the work of the Executive Committee in the design and implementation of the Annual Plan, the monitoring and evaluation of activities and access management and international opportunities.
- Collaborate with the countries to identify opportunities for cooperation with international finance organisms for development.
- Assist the countries in the identification and management of international cooperation resources.
- Participate in regular meetings of the Executive Committee and prepare the minutes.
- Design and implement specific projects along the lines of the Annual Conference and the Executive Committee, in particular those designed to strengthen horizontal cooperation among member institutions of the INGP.
- Collaborate with the Executive Committee and the Presidency in the preservation of documents and records relevant to the historical memory of the INGP.
- Organize meetings and other activities defined by the Network.
- Coordinate the Network's institutional communications with its members, with funding agencies and other entities with which the Network maintains operational relations.
- Manage the Network's website in order to make it a support tool to the implementation of the Annual Work Plan and the dissemination of knowledge.

The coordination process of the INGP meetings is described as follows:

Workshops:

During the 2012 the following workshops were organized by INGP:

- Sub-regional Workshop of Central American on government procurement: March 29th, 2012 Mexico City.
- Sub-regional Workshop of South American on government procurement. September 10, 2012, Panama City.
- Workshop on Framework Agreements, November 5-6, 2012, Santacruz, Bolivia.
- Workshop on ICT and Government Procurement: November 19-20, 2012, La Antigua, Guatemala.

- Coordination Workshop of the Project in government procurement and sustainable growth. November 8-9, 2012 in Washington DC, USA

These workshops were organized in order to foster dialogue and contribute to promote technical cooperation and exchange of experiences and good practices between countries, as well as the presentation of progress and needs, and establishing future challenges in the area of government procurement in the region.

1. Sub regional workshops:

Each of the sub-regional Workshops of Central and South America was prepared following the methodology provided below:

- The Technical Secretariat received interest from the countries that were interested in hosting each workshop.
- Once the date and the venue were determined, the next step was to ask the countries about the topics to address on the work agenda.
- Simultaneous to this process, a budget was created with the participation of the supporting organizations, the INGP, and the host country.
- After the topics were received, the agenda was elaborated, defining the countries and the international speakers that would present their experiences.
- The invitations were created and sent to the directors of each country and to the speakers selected on the agenda. Later, the names of the participants were confirmed for each of the countries.
- The logistics preparation was addressed (Hotel, transportation, food, social events, etc.).

The preparation of each workshop lasted approximately 2-3 months and was considered successful events. It is worth mentioning that the countries of each sub-region have shown interest in that at least once a year, they meet in the Framework of the activities of the INGP to discuss the advances and challenges in government procurement. This space has been considered unique and fundamental because there is no other organization or initiative that convenes the countries periodically.

2. Thematic workshops:

In the framework of the INGP agenda, the creation of thematic workshops as an initiative destined to develop and promote spaces for the exchange of experiences and training, with the objective of responding to the needs demonstrated by the members of the INGP for the Exchange of experiences in the topic amongst the countries and International experts

For the Framework Agreement and the Public Procurement Workshops, the technical secretariat of the INGP asked the members of Latin America to express their interest to be trained in the topics mentioned hereby. Thirteen of seventeen countries expressed the need for the INGP to obtain training due to the fact that it is appropriate for the modernization of government procurement in their countries.

These Workshops were organized together with the support of the Spanish Agency for Cooperation and Development (AECID), and the supporting organizations that form the INGP (OAS, IDRC, and IDB).

The developed workshops were relevant for the exchange of regional experiences and good practices among the countries. It was considered that these workshops had an excellent content and adequate participation by the national procurement directors and technicians responsible for the respective subjects. It highlights the lack of time to perform major exercises, but in the future will be taken into account.

3. Coordination Workshop of the Project in government procurement and sustainable growth.

In the frame of the IDRC new Project “Government procurement and sustainable growth”, the IDRC and the OAS joint efforts to organized the first meeting of the project in order to identify best practices and needs of the region in this matter.

During the Annual Conference 2012, the IDRC presented the project and Brazil, Chile, Costa Rica and Panama expressed their interest to participate in the new initiative. In October, the OAS and the IDRC decided to organize a workshop to start the first step to discuss the structure of the Project.

The list of participants was integrated by Brazil, Chile, Costa Rica and Panama which were categorize as spokespersons of other countries of the INGP, the leader institution that will lead and coordinate the implementation of the research component of the project of the project institution, the OAS and the IDRC.

The workshop took place in September 8-9, 2012 in Washington DC, USA.

Eight Annual Conference of the INGP. September 11 to 13, 2012, Panama City.

Five months previous to the conference, there was a consultation made to the members of the INGP in regards to the topics of utmost importance for each one.

Concurrently, the logistics preparation with the government of Panama was addressed. First, the assigned budget by the three financial stakeholders: OAS, IDRC, IDB and the Government of Panama were addressed. Having located the hotel that is most adequate for the event, aspects such as the hall, the number of rooms, and the food were agreed upon. The invitations were issued to the directors of procurement of the INGP member countries and the speakers chosen in the agenda. The confirmation of the name of the participants for each of the countries followed. While the confirmations were made, the tickets were bought and the final number of rooms was determined.

Miscellaneous aspects of the preparation, but necessary for the global success of the event are the elaboration of the banner, the creation of the INGP award, and merchandising (pens, blocks, binders, etc.), as well as the cultural activities

The coordination of each of these details was lead by the technical secretariat of the INGP together with the supporting organizations. The host country, Panama, provided a team of professionals from their Office of Procurement that was indispensable for the development and coordination of the conference.

4. Project Activities

The activities supported under the project were the following:

4.1. Cooperation via Webex:

In order to satisfy the requests made by the representatives of the member countries in our sub-regional workshops on the exchange of experiences and good practices between them, the Technical Secretariat of the INGP, through the tool 'Adobe Connect' from the OAS, has facilitated the interaction space for this purpose as follows:

- a. [Assistance to Peru on the topic](#) "Forms of drug procurement." 2012. The following countries participated to the meeting with their experiences: Ecuador and El Salvador.
- b. [Assistance to Colombia on the topic](#) "[Institutional Capacity](#)" and "[Catalog of goods and services](#)." 2011 to 2012. The following countries participated with their experiences: Chile, Mexico and Peru.
- c. [Assistance to Bolivia on the topic](#) "Supplier Registration". 2011. The following countries participated with their experiences: Chile, Ecuador and Peru.

4.2. Workshops:

- a. [Sub-regional Workshop of Central American on government procurement: Mexico City:](#)



The workshop was organized by the Government of Mexico, through the Unit of Government Contracting Policy of Secretary of Public Affairs, the OAS, the IDB, and IDRC on March 29th, 2012 in Mexico City. The event included the participation of 30 public sector professionals, representatives of countries and international experts. The participation of the representatives of Chile, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua and Panama is highlighted. Among the topics discussed the most relevant were as follows:

- Analysis of experiences in Framework Agreements and Catalogs of Goods and Services in the Region.
- Government Procurement Electronic Systems.
- Certification and Accreditation of civil servants in Government Procurement.
- Scheduling Countries.

Supported documents:

- [Agenda](#)
- [List of participants](#)
- [Presentations](#)

b. [Sub-regional Workshop of South American on government procurement. Panama:](#)



The workshop was organized by the Government of Panama, through the Directorate General of Government Contracting, the OAS, the IDB, and IDRC. This workshop took place under the framework of the Eight Annual Conference of the INGP, September 10, 2012. The participation of the representatives of de Bolivia, Brazil, Chile, Colombia, Ecuador, Panama, Paraguay, Peru and Uruguay is highlighted. Among the topics discussed the most relevant were the following:

- Capacity Building and Certification / Accreditation in Government Procurement.
- National Procurement and MSMEs Procurement.
- Measurement of savings and efficiency in government procurement.
- Ecosystem for the professionalization of government procurement: training, certification and accreditation.
- Exchange of knowledge and experiences: Open discussion.

Supported documents:

- [Agenda](#)
- [List of participants](#)
- [Presentations](#)

c. [Coordination Workshop of the Project in government procurement and sustainable growth.](#)



In order to define the project in participation and dialogue with the countries in the region, the workshop was held with the working group for the sustainable government procurement project formed by Chile, Costa Rica and Brazil, which are categorized as spokespersons of other countries of the INGP. The event was held from November 8-9, 2012 in Washington DC, USA.

During the workshop the progress, experiences, needs and requirements of the countries of the American hemisphere in sustainable government procurement were presented, as well as the definition of the key issues and components of the new project.

- [Agenda.](#)
- [List of participants.](#)
- [Presentations.](#)
- [Report.](#)

d. [Workshop on Framework Agreements.](#)



The Workshop on Framework Agreements was organized and funded jointly by the INGP, through the OAS, IDRC and the IDB, and the Spanish Agency for International Cooperation for Development-AECID-in Bolivia. The event was held from November 5-6, 2012 in Santacruz, Bolivia.

The workshop was coordinated and led by Jorge Luis Gonzalez, international expert in government procurement of Ecuador, with support from the experiences of Chile, Panama and Peru, through Lorraine Caro, Head of Division(s) on Framework Agreements of ChileCompra of Chile, Ana Marissa Diaz, Coordinator of Framework Agreements of PanamaCompra of Panama,

and Dennis Resoagli, Supervisor of Framework Agreements of the sub-directorate on Special Processes of the OSCE of Peru.

At the conclusion of the workshop, the need for governments in Latin America to advance their progress in implementing framework agreements actions to facilitate the procurement of goods and services in their countries was highlighted. At this time, it was also proposed the possibility to work in structuring a project of Supranational Framework Agreements involving several buyer countries.

- [Agenda.](#)
- [List of participants.](#)
- [Presentations.](#)
- [Final report.](#)

e. [Workshop on ICT and Government Procurement:](#)



The Workshop on ICT and Government Procurement was organized and funded jointly by the INGP, through the OAS, IDRC and the IDB, and the Spanish Agency for International Cooperation for Development-AECID-in Guatemala. The event was held from November 19-20, 2012 in La Antigua, Guatemala. The workshop was coordinated and led by Javier Dávila, Chief of the Unit for Government Contracting Policy of the Mexican Secretary of Public Affairs with support from the experiences of Chile, Ecuador and Mexico, through Marco Vera Chief of the Technology Division of ChileCompra, Francisco Paez, National Coordinator of Technological Innovation of the INCOP of Ecuador and Francisco Lorenzana, Electronic Procurement Director, Unit of Government Contracting Policy of Mexico.

At the conclusion of the workshop, it was stressed the need for governments in Latin America to advance and implement actions to incorporate ICT in Government Procurement to facilitate the procurement of goods and services in their countries, and that through the effective development of an e-Procurement platform, a government or public company can gain advantages: such as more transparent procurement processes, reduce transaction costs and the administration expenses of notices and announcements, simplify and improve the efficiency of the process, standardize processes and procedures, reduce or eliminate unnecessary procurement, increase contract compliance, reduce procurement and implementation time of procedures, save inventory costs, among others.

- [Agenda.](#)
- [List of participants.](#)
- [Presentations.](#)
- [Final report.](#)

4.3. Eight Annual Conference on Government Procurement of the Americas, Panamá 2012.



The [Eight Annual Conference](#) was 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). The event took place in Panama City from September 11-13, 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 26 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.

Public Session:

- Diffusion of latest advancements and presentation of the most memorable experiences in the modernization of public procurement in the region.
- Contribution to the professional development and strengthening of the capacities of INGP members.
- Generation of lively dialogue, exchange of experiences and cooperation between public procurement leaders in the Americas.

Private Session:

- Presentation of the progress of Latin American countries in public procurement.
- Presentation of the 2012 report on procurement and a revision of the Work Plan for 2012-2013.
- Renovation of the INGP governmental bodies.
- Sub regional workspaces. The Technical Secretariat of the INGP coordinated these spaces for interaction and exchange.

During the public sessions, 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.

- [Agenda.](#)
- [List of participants.](#)
- [Presentations.](#)

At the end of the public meetings, the first edition of the **“Innovation in Government Procurement” Award** was presented to the Department of Logistics and Information of the Secretariat of Logistics and Information Technology, Ministry of Planning, Organization and Management, headed by Mr. **Alexander Quaresma.**, for the high impact of his initiative *“Sustainable Government Procurement”* in government procurement in the region. This opportunity was used to give an honorable mention to the project *“Application of Electronic Contract Management in Public Market”* of The Directorate of Government Procurement and Contracting of Chile.

The private session promoted dialogue, exchange of experiences, and the cooperation among the leaders of public procurement in the region. During this session, the INGP member’s countries presented the description of the Procurement System, procurement progress and needs during 2011-2012, and the future plan for the 2013.

The Project on Sustainable Government Procurement in Green Economy was presented, and explained by Ben Petrazzini who mentioned that the project will place special emphasis on support on that through sustainable procurement small and medium sized enterprises can be given the ability to the participate in the government procurement market in the region. The initiative will generate empirical knowledge that supports the design of sustainable government procurement policies, and training of human resources capable of leading the design and implementation of these policies.

At the end of the day, voting took place for the election of new INGP authorities for president and the executive committee for 2011-2012, also for the host for the Ninth Annual INGP Conference.

- Eldis Ivan Sanchez, General Director of Government Procurement of Panama was elected as the **President of the INGP 2012-2013.**

In the election for the new Executive Committee of the INGP members from each area met to nominate and unanimously appoint their representatives in the following manner:

- **Area 1: North America**
Javier Dávila, Chief of the Unit for Government Contracting Policy of the Secretary of Public Affairs, Government of Mexico.
- **Area 2: Central America, Dominican Republic and Panama**
Carlos Oviedo, Chief of the Normative Unit for Contracting and Acquisitions (UNAC), Government of El Salvador.
- **Area 3: Andean Region**
María Margarita Zuleta, Nacional Director of the Colombia Buys Efficient. Government of Colombia.
- **Área 4: Mercosur and Chile**
Roberto Pinedo, General Director of Government Procurement and Contracting, Government of Chile.
- **Área 5: The Caribbean**
Cheryl Mathurin, National Coordinator for Government Procurement of the Budget Office, Ministry of Finance, Government of St. Lucia.



Uruguay was selected as the host of the IX Annual Conference of the INGP, 2013.

4.4. Launch of the Award for the Innovation in government procurement for the best solution in procurement 2012.

In the framework of the Eighth Annual INGP Conference 2012 the first edition of the award for "Innovation in Government Procurement" was launched, in order to identify best procurement solutions in the region and encourage the efforts in each country, annually recognizing the country which has implemented the best solution related to a key issue of government procurement management.

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

- Brazil: [Sustainable Government Procurement.](#)
- Chile: [Electronic Contract Management Application in Public Market.](#)
- Costa Rica: [Implementation of Framework Agreements in Costa Rica.](#)
- México: [Implementation of new contracting models in the Government Procurement System.](#)
- México: [Implementation and intelligent exploitation of the components of electronic government procurement system.](#)

The award of Innovation was given to the ***Department of Logistics and Information of the Secretariat of Logistics and Information Technology, Ministry of Planning, Organization and Management of Brazil, represented by Mr. Alexander Quaresma***, Director (ag), because of the high impact of the initiative “Sustainable Government Procurement” in the region.



This decision was based on the analysis of the jury composed of one representative from each of the agencies supporting the INGP: OAS, IDRC and IDB. The award was aimed at an institution from a member country of the INGP, and for the purposes of analyzing applications they were assessed at based on the level of impact of the initiative in the 2 calendar years immediately prior to the awards, regardless if it has been commenced prior.

Likewise, this opportunity was used to give an honorable mention to the Project “Application of Electronic Contract Management in Public Market” of The Directorate of Government Procurement and Contracting of Chile, represented by Mrs. Trinidad Inostroza, Director of the Agency.



In order to present the Award during the annual conference of Panama, the INGP elaborated a [video](#) to show the vision of the award.

4.5. Annual report on the advances of government procurement in the region

During the private session of the annual conference 2012, the member’s countries of the INGP presented their report with the description of the Procurement System, procurement progress and needs 2011-2012, and the future plan for 2013.

This session was very useful but it was considered very intense so the INGP is looking for another method to present the result of the countries.

4.6. 10th Edition of the online course "Management of Government Procurement"

Through the OAS Virtual Campus, 161 public officials from 12 countries of Latin America (Bolivia, Colombia, Ecuador, El Salvador, Guatemala, Mexico, Nicaragua, Panama, Paraguay, Peru, Dominican Republic and Uruguay) were trained in the online course "Management of Government Procurement".

The course took place during 8 weeks, supervised by a tutor coordinator and directed by 5 specialized tutors hired for this purpose. The tutors assisted and oriented the participants in the learning process.

The methodology under which the course was developed established the need for the participant to substantially participate in online activities, plus an effort of an average of two hours a day for five days a week, reading and analyzing the contents as well as the preparation of the work assigned by the tutor and participation in the forums.

Through this course the participants benefited in the following:

- Acquisition and consolidation of the main concepts of Government Procurement.
- Induction of an overview of the development and implementation of projects of this nature.
- Analysis of the criteria that define government contracting.
- Development of a project to modernize government procurement according to the appropriate territorial and jurisdictional scope selected by the participant.

At the end of the course each participant presented a project in a government procurement area according to the jurisdictional and territorial environment of their countries.

5. Project Outputs

5.1. INGP Newsletter:

There were 13 bimonthly publications published online and distributed to more than 3000 followers of the Network among which include public officials of the member countries of the Network, national and international experts, academics and private sector. The newsletter is developed in Spanish.

Within the year of the agreement, the following issues (ISSN 2224-4956) were elaborated and published, through the website, by the technical secretariat (OAS) of the INGP:

[Newsletter No. 13](#) (November 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with Magali Rojas, Executive President of the OSCE, Peru.
- New Challenges about Framework Agreements - Jorge Luis Gonzalez
- National procurement system-CompraNet-Mexico-Experience in Business Intelligence.
- Amounts ChileCompra 2012
- USD 2,318,514.17 in savings during 2012. CompraRed, Costa Rica-
- News

[Newsletter No. 12](#) (September 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with Eldis Sanchez, Director General of Government Procurement of Panama.
- Economic Impacts of Innovation in Government Procurement - Florence Ferrer.
- National procurement system - PanamaCompra-Home-present and projected.
- New phase of the Government Procurement Observatory.
- ChileCompra \$ 280 million in savings in 2011.
- News

[Newsletter No. 11](#) (July 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with Eduardo de Gasperi, former Director General Procurement of Paraguay.
- Towards an ecosystem of qualification, accreditation and certification of government procurement for Latin America and the Caribbean - Oscar Chinaea.
- Electronic System of State Procurement (SISCAE)-Nicaragua
- Modernization of the Government Procurement and Contracting of El Salvador.
- Savings of USD 3.124 billion in Procurement in the UK.
- News

[Newsletter No. 10](#) (May 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with Jose Maria Saravia, Procurement Director General of Nicaragua.
- Corporate Social Responsibility and Government Procurement - Barbara Matamala.
- National procurement system - Electronic downward Auction Paraguay -.
- Towards harmonized procurement systems.
- 66% Increase in savings levels in Peru.
- News

[Newsletter No. 9](#) (March 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with Guillermo Bellingi, Director of ArgentinaCompra - Argentina.
- Considerations for the implementation of a focused procurement policy for MSMEs -David Lamb from Valdes
- National procurement system - Compr@ Red-Costa Rica -.
- Latin America: The social aspects in Government Procurement.
- Savings in acquisitions: The case of Mexico
- News

[Newsletter No. 8](#) (January 2012)

Content:

- The Technical Secretariat.
- Activities.
- Interview with the Vice Minister of Honduras, Carlos Borjas.
- UNICITRAL Law and Government Procurement - Jorge Claro.
- National procurement system-Ecuador -.
- The Sustainable Procurement in Central America.
- Procurement from CONSIP, Italy.
- News

The INGP newsletter has been an important source of information of articles in government procurement, news and activities to the Latin American countries. The Caribbean countries

5.2. Annual Document on the state of Government procurement in the region:

- The annual report was elaborated as a tool to monitor the progress of the member's countries and therefore as a basis in the design of their government procurement policies, and international organizations that support the theme as a basic tool for planning activities of the INGP.
- The annual report of each country can be reach in the following table:

Country	Institution	Country Presentation
 Barbados	Ministry of Finance	
 Belize	Ministry of Finance	

 Bolivia	Vice minister of Budget and Fiscal Accounting	
 Brazil	Department of Logistics and Information of the Secretariat of Logistics and Information Technology, Ministry of Planning, Organization and Management	
 Chile	The Directorate of Government Procurement and Contracting	
 Colombia	National Agency of Contracting-Colombia Buys Efficient	
 Costa Rica	The Directorate General of Administration of Goods and Administrative Contracting, Ministry of Finance	
 Dominica	Ministry of Finance	
 Ecuador	National Institute of Government Contracting	
 El Salvador	Normative Unit for Contracting and Acquisitions, Ministry of Finance	
 Haiti	National Coordination of Government Procurement	
 Honduras	Normative Office of State Contracting and Acquisitions	
 Jamaica	Policy and Contracting Unit, Ministry of Finance	
 Mexico	Unit of Government Contracting Policy, Secretary of Public Affairs	
 Cuba	Directorate General of Government Contracting	

Panama		
 Paraguay	National Directorate of Government Contracting	
 Peru	Supervisory Agency of Government Contracting	
 St. Kitts y Nevis	General Department of Accounting, Ministry of Finance	
 Uruguay	Agency for the Development of the Government of Electronic Management and the Society of information and Knowledge	

5.3. Award “Innovation in Government Procurement”:

- Recognized Brazil for the [best regional initiative](#) in government procurement and the effort to modernize and reform in their national procurement system.
- During the presentation of the award at the event, a climate of stimulation was generated for the governments to involve them in giving visibility to the innovation of their countries on the subject of procurement.

5.4. Generation of a space for the diffusion of knowledge:

- A new website (www.ricg.org) was developed with more dynamic and useful tools for the dissemination of knowledge. As part of this website, several tools were developed for the dissemination of knowledge such as, [the INGP virtual library](#) which will work as a bank of knowledge and consultation of research papers, books and articles by experts and regional and international academics; a [tool of solutions](#) where national and local institutions may publish their good practices and request technical support to a concrete need in government procurement; and a [Database of experts](#) and procurement professionals.
- 250 documents on the subject of government procurement were collected and are being uploaded to the virtual library of the INGP.
- Information from more than 50 experts in the region was collected, which is located in the expert base of the INGP.

5.5. Training in the online course “Management in Government Procurement”:

- 161 government officials from 12 countries in Latin America (Bolivia, Colombia, Ecuador, El Salvador, Guatemala, Mexico, Nicaragua, Panama, Paraguay, Peru, Dominican Republic and Uruguay) was trained in the online course "Management of Government Procurement", through the Virtual Campus of the OAS. [See report of the 10th edition of the course.](#)
- 161 projects were developed by each participant of the course according to the jurisdictional and territorial environment of their countries.

5.6. Institutional Strengthening of the INGP:

- There were 12 meetings of the Executive Committee for the coordination, monitoring and evaluation of activities of the INGP and the management and access of international cooperation opportunities for member countries.
- The following projects were designed under the INGP, following the statements made by the member countries. The project on "Sustainable Government Procurement in a green economy" funded by IDRC, and the Project on "Professionalization of government procurement in the region" funded by the IDB.
- Five workshops were successfully coordinated and conducted, involving more than 100 participants, including representatives from 17 countries in the Americas, experts and international organizations in order to exchange experiences of best practices and lessons learned aimed at addressing priority needs on procurement.
- The Eight Annual Conference of the INGP was successfully coordinated and performed, attended by 26 representatives of countries in the Americas, more than 10 international experts and approx. 700 professionals from the public, private, academic and international organizations.
- 3 technical assistances took place via Webex, to support the modernization of government procurement in Bolivia, Colombia and Peru.
- Creation of two [sub-networks](#) within the operations of the INGP. The framework agreements sub-network composed of 18 representatives from 11 countries in Latin America, and the Government Procurement and ICT sub-network composed of 15 representatives from 13 countries in Latin America.

Some of these results referred to above are expressly requests by countries during the annual conference of Panama 2012, as shown below as an example:

Ecuador:

- Requested to continue the use of technology as a means of exchange.

- Proposed to design a regional system, supported by international sponsors, that allows the development of a solutions base for several of the countries in the region.
- Proposed to rescue research that has been done in the Network to incorporate them in the Web.
- Mentioned the need to strengthen the knowledge of the directors since the training begins with the institution of each country.

Nicaragua:

- Requested training in the procurement course for 100 Nicaraguan officials.

Dominican Republic:

- Requested that a systematization of information from countries as case studies be performed in order to have quick access to information since the activities of most countries are not documented.

6. Project Outcomes

6.1. The following government procurement reforms were made in Latin America in part thanks to the contribution of the INGP.

- **Colombia** created the National Agency Colombia Compra Eficiente and launches the information portal on procurement in Colombia. [Link.](#)
- **Bolivia** issued Decree No. 1497 to accelerate the procurement of goods and services, and budget execution. [Link.](#)
- **Nicaragua** will replicate the electronic catalog system of Ecuador. [Link.](#)
- **El Salvador** approved the new Procurement Law-RELACAP ([Link.](#)), and launched its new electronic procurement system COMPRASAL II. It is estimated that by the end of 2013 it will be operating for: Procurement by Retail Process (Small Claims), Supplier Registration, Procurement Plans and acquisition applications. We are also working on redesigning the current graph Public Portal for publications, notifications and submission of bids by bidders.
- **Paraguay** obtained the validation of the assessment of the National Procurement System. [Link.](#)
- The Cabinet Committee on Governance of **Barbados** approved the draft Procurement Bill, and has been submitted, along with the technical note, to the Chief Parliamentary Council (CPC) for review.
- In **Jamaica** an Electronic Government Procurement System is being pursued to automate procurement processes for greater efficiency. Also, MSME procurement Policy framework is being pursued with the objective of increasing participation by MSME in public procurement opportunities.

- **Uruguay** created the National Agency of Procurement (ACCE) and launches the information portal on procurement. [Link](#). Also, the Decree of Register of Suppliers of the State (RUPE) has been approved. [Link](#).

6.2. The training of public official in the online course generated the following outcomes:

- Generation of knowledge that has allowed them to progress in their daily tasks in government procurement.
- The development of skills to solve complex situations.
- The ability to lead and make the right decisions for the benefit of the organization.

6.3. The organized workshops were strategic to Government Procurement modernization in the Americas. These work spaces have been conceived as an opportunity for the exchange of experiences, mutual support and joint efforts among government procurement specialists at the sub regional levels. Also, through these meetings the region could identify specific issues of common interest for the modernization of Government Procurement.

6.4. Through the new website, the INGP will present in an orderly and friendly way all the documentation generated through the research activities of the Network, as well as other regional or international entities that generate knowledge about procurement.

Through the developed tools, the Network will focus on coordinating actions of exchange and cooperation between countries, always trying to prioritize horizontal relations as a work with a vision for the future, aimed at transferring the national and local developments of leading countries in the process that can be taken as reference for their management. Similarly, news and activities of the member countries are constantly disseminated through the website and the INGP newsletter.

6.5. The INGP through the Project has contributed to create awareness at the highest levels of governments of the importance of modernizing government procurement practices for integral development and of the contributions made by the implementation of electronic government procurement systems to increase transparency, efficacy and efficiency.

6.6. The presentation of the Award “Innovation in Government Procurement” encouraged all INGP member countries to strengthen their national procurement systems to achieve better results.

6.7. The Annual Conference has established as the most relevant work space for coordination, technical cooperation, knowledge exchanges, implementation of agreements and professional development of the members countries of the INGP.

7. Overall Assessment and Recommendations

7.1. The several activities developed were mutually reinforcing. They provided a cohesive structure that facilitated the organization and implementation of joint technical

cooperation activities among countries. This has allowed a comprehensive response to the INGP member's needs.

- 7.2.** The identification of best practices, lessons learned and priorities for cooperation led by Senior Government procurement executives to an in-depth analysis of the impact of government procurement on the various dimensions of national development and to the current perception of good government procurement practices as a key policy instrument for integral development. Conversely, this analysis has also shown that bad government procurement practices are a major deterrent to development.
- 7.3.** A high involvement and peer-to-peer interaction of the Senior Government Procurement Executives of the Americas allowed an accurate identification of priorities for technical cooperation to support modernization of E-Government Procurement Systems in the region.
- 7.4.** The INGP sustainability has been facilitated by the support the institutions that participate in the Inter-American Government Procurement Network, a Network that makes possible for Government Executives of the member countries to associate, to share, to exchange and to communicate lesson learned and best practices and receive benefits and mutual support according to the pace and approach of each country modernization strategy.
- 7.5.** It is recommended to continue to strengthen the role of the INGP, as the instance of horizontal cooperation as an essential channel for members to have a mechanism for technical support to help them energize relations with the countries of the region in the exchange of experiences.
- 7.6.** It is recommended to continue the training activities to certify the public officials of the American region on government procurement. Also, to generate other courses on more specific topics such as green procurement, ICT and government procurement, etc.
- 7.7.** It is recommended to continue the annual award for innovation in order to promote and encourage the development of new innovative initiatives in the countries of Latin America and the Caribbean in support of the modernization of government procurement.
- 7.8.** It is recommended to continue to support and creating spaces for knowledge sharing among members of the INGP, such as workshops, annual conferences and technical assistance online via Webex or onsite.
- 7.9.** It is recommended to generate a cooperation fund in order to have a quick response mechanism with financial and technical support for the countries that will seek a solution from another country suitable for its procurement system.