

XIII ANNUAL CONFERENCE OF THE INTER-AMERICAN NETWORK ON GOVERNMENT PROCUREMENT

VALUE FOR MONEY IN PUBLIC PROCUREMENT

AGENDA

Venue: Santiago, Chile. October 3 to 5, 2017.

Organizers:

- Inter-American Network on Government Procurement
- ChileCompra
- Inter-American Development Bank
- Organization of American States

Introduction:

Over the past years, a new vision on how to measure success on public procurement has been developed. Procurement decisions based only on price have evolved into a multicriteria approach that considers additional dimensions such as quality and sustainability. A commonly accepted form to express this change is the idea that procurement should achieve the best Value for Money (VfM). In practice, this has been interpreted as the capacity to award contracts taking into consideration economic, environmental and social dimensions of the bids using both monetary and non-monetary criteria. Under competitive procedures or negotiations, the best VfM can be typically formalized in an evaluation formula, a rule that assigns common values to different bid elements that are frequently expressed in different measurement units.

However, VfM, more than a formula, is an approach and a principle which meaning, scope and relevance is still being discussed in different forums. The Inter-American Network on Government Procurement joins the debate and dedicates its XII Annual Conference to discuss the key elements to understand this important concept and its integration to the different stages and modalities of public procurement.

Agenda

Time	Day 1
8:00 – 8:45	Registration
9:00 – 10:00	<p>Inauguration</p> <p>Chilean National Anthem</p> <p>Welcome Messages</p> <p>President Michelle Bachelet</p> <p>Amb. Nestor Méndez, Assistant Secretary General, Organization of American States (OAS)</p> <p>Carolyn Robert, Inter-American Development Bank (IDB) Representative in Chile</p> <p>Amb. Patricia Peña, Canadian Ambassador in Chile (TBC)</p> <p>Trinidad Inostroza, General Director ChileCompra and INGP President.</p>
10:00 – 11:30	<p>Inauguration Panel: The strategic role of public procurement systems in the development of Latin American and Caribbean Countries</p> <p>Summary of the session: <i>This panel will discuss the strategic relevance of public procurement in the economic and social development of Countries. It will provide answers to questions that have been part of the public procurement debate in the past years: is Value for Money (VfM) a principle, a philosophy or an objective of public procurement? Are efficiency, efficacy and economy enough objectives to ensure VfM is achieved? Is VfM compatible with government’s aspirations to achieve secondary objectives such as gender inclusion, Small and Medium Enterprises (SMEs) support, environmental protection, among others? How does public procurement supports the Sustainable Development Goals? Is there any evidence that VfM translates into benefits for procurement entities and the Countries? Is it necessary to have an explicit policy that privileges VfM or is it enough that procurement entities follow a standard methodology?</i></p> <p>Peter Trepte, KeyNote Speaker, Senior Fellow of Public Procurement Law, Nottingham University,</p> <p>Arianne Reza, Viceministra, Servicios y adquisiciones públicas, Canadá</p> <p>Jorge Bermúdez, Comptroller General of Chile and Executive Secretary of the Representative of the Organization of Latin American Caribbean Supreme Audit Institutions (OLACEFS).</p> <p>Paulina Nazal, General Director of International Economic Relations, Ministry of Foreign Affairs of Chile.</p> <p>Trinidad Inostroza, General Director, ChileCompra.</p>
11.30 – 11:50	Coffee Break

11:50 – 13:20	<p>Session 1. Methods and tools to achieve Value for Money in public procurement</p> <p>Summary of the session: <i>Is there only one way to achieve VfM? In this session, experts and procurement practitioners will analyze how can VfM be achieved using new methods and procurement practices. It will also discuss a variety of elements that are fundamental to the VfM approach in public procurement: life cycle, net present value, expected costs and benefits, among others. Finally, it will discuss if VfM implies the consideration of non-monetary attributes and if the approach is exclusive to complex procurement.</i></p> <p>Moderator: Javier Davila, Procurement Specialist, Interamerican Development Bank.</p> <p>Experts: Sangeeta Khorana, Professor of Economics, Bournemouth University. Enzo de Laurentiis, Chief Procurement Officer, World Bank. Peter Trepte, Senior Fellow of Public Procurement Law, Nottingham University. Dag Strømsnes, Chief Procurement Officer, Agency for Public Management and eGovernment of Norway. Sungmin Kang, Director of New Technology & Service Procurement Planning Division, Korea (MMGP) Caribbean Islands representatives (TBC)</p>
13:20 – 14:45	Lunch

14:45 – 16:30	<p>Session 2. Open contracting and open data as a mechanism to ensure transparency in public procurement</p> <p>Summary of the session: <i>This panel will discuss the role of transparency in achieving the best VfM. It will discuss how the publication and use of structured and standardized information can contribute to increase competition and promote the participation of SMEs, to improve quality in the provision of goods and services for citizens, to prevent fraud and corruption, and to promote smart analysis to obtain better solutions to public problems. It will also analyze the trade-off between transparency and competition in public procurement.</i></p> <p>Moderador: Ben Petrazzini, Regional Director for Latin America and the Caribbean, International Development Research Centre (IDRC).</p> <p>Expertos: Paulo Magina, Head of Public Procurement Unit, Organization for Economic Co-operation and Development (OECD). Ruben Cessa, International Expert in Block Chain Georg Neuman, Senior Communications Manager, Open Contracting Partnership Ana Sofia Ruiz, Regional Programme Manager-Open Contracting, HIVOS Juan David Duque, Director, ColombiaCompra Eduardo Bohorquez, General Director, Mexican Transparency.</p>
16:30 – 16:50	Coffee Break

<p>16:50 – 18:00</p>	<p>Session 3. Value for Society</p> <p>Summary of the session: <i>Experts will discuss fundamental issues to understand and clarify the connection between VfM and the social and economic development of Countries. Panelists with different perspectives will provide answers to questions like: how compatible is the traditional vision of VfM with the new vision of Value for Society (VfS)? Are efficiency and efficacy enough to obtain VfM? Can the incorporation of sustainability criteria contribute to achieve VfM? How can policies such as the inclusion of women, SMEs and vulnerable groups contribute to improve the VfS?</i></p> <p>Moderator: Leslie Harper, Fiscal and Municipal Management Specialist, IDB.</p> <p>Experts: Dante Pesce, Expert Member, United Nations Working Group on the issue of human rights and transnational corporations and other business enterprises; Director of Centro Vincular (PUCV) Jasleidy Orjuela, International expert, IADB external consultant Juan Hoyos - Adviser Sustainable and Inclusive Value Chains, International Trade Centre (ITC) Fabián Quiroz, Director of Costa Rica’s public procurement entity Yokasta Guzmán, Director of procurement of Dominican Republic Cecile Maragh, Director of procurement of Jamaica</p>
	<p>End of sessions day 1</p>

Time	Day 2
9:00 – 10:30	<p>Session 4. Is integrity a good business for public procurement?</p> <p>Summary of the session: <i>This panel will discuss the fundamentals of integrity on public procurement. It will analyze different alternatives to ensure proper monitoring on the use of public resources. It will also discuss how Latin American and Caribbean Countries have solved the trade-off between efficiency on public spending and integrity on public procurement. Does the focus on integrity and due process inhibits or promotes better results on public procurement? How does coordination between audit institutions and procurement agencies promote integrity and efficiency on public procurement?</i></p> <p>Moderator: Helena Fonseca, Regional Coordinator of the INGP /, OAS.</p> <p>Experts: Eduardo Bohorquez, General Director, Mexican Transparency. Daniel Tanis, Research Assistant, Cambridge University. Santiago Jure, Paraguay’s public procurement entity Daniel García, General Coordinator of ACCE, Uruguay Trinidad Inostroza, Directora ChileCompra</p>
10:30 – 11:00	Coffee Break
11:00 – 12:30	<p>Session 5. The Digital Economy and the incorporation of technology in public procurement</p> <p>Summary of the session: <i>Digital networks, communications infrastructure, and technological solutions provide a global platform where the different stakeholders of the procurement system create strategies, interact, communicate, collaborate and do business. This panel discusses how, in the context of the digital economy, the development and implementation of technological solutions for public procurement has contributed to achieve fundamental objectives for society such as efficiency, efficacy, transparency, competition and impartiality.</i></p> <p>Moderator: George Lever, Director of the Center for the Study of Digital Economy, Santiago Chamber of Commerce</p> <p>Experts: Luiz Ros, Digital Economy Initiative, IDB. Alex Pessó Stoulman, Legal Director and Corporate Affairs Manager, Microsoft-Chile. Ben Koberna – representative of eauctionservices.com Cassio Salinas, ECommerce Solutions Regional Director for Latin America, Oracle Paulo Cunha, Public Sector Leader, Amazon Cassiano de Souza Alves, Deputy Secretary of Management, Government of Brazil. Craig Milley – Cayman Islands procurement entity representative</p>
12:30 – 14:00	Lunch
14:00 – 15:30	<p>Session 6. National experiences in achieving the best Value for Money</p> <p>Summary of the session: <i>Guided by experts on the subject, a group of procurement practitioners will discuss their experiences in achieving VfM in public procurement. They will talk about the practices and mechanisms that Latin American and Caribbean Countries have developed to put VfM into practice and</i></p>

	<p><i>the valuable lessons they have learned to avoid costly mistakes. They will discuss topics like innovation in public procurement, inclusion policies, evaluations, performance indicators, observatories and other monitoring tools.</i></p> <p>Moderador: Trinidad Inostroza Castro, General Director ChileCompra and INGP President.</p> <p>Expertos: Carlos Mauricio Ortiz, Expert.</p> <ul style="list-style-type: none"> • Edelmira de Molina, Director of Public Procurement Agency of El Salvador • Lorna Prosper, Director General, Public Services and Procurement, Canada • Juan Pablo Bermeo, National Directorate Adviser, Procurement National Service, Ecuador • Blythe Muro, President OSCE Perú • Janice Worrell, Director of Barbados public procurement entity • Juan Manuel Sanchez, Director of Public Works, Chile
15:30 – 16:00	Coffee Break
16:00 – 17:00	<p>Conclusions and next steps</p> <p>Summary of the session: <i>The moderators will present the conclusions, results and recommendations of each panel.</i></p> <p>Peter Trepte, Universidad de Nottingham Javier Dávila, Especialista BID Ben Petrazzini, IDRC (TBC) Leslie Harper, BID Helena Fonseca, OEA George Lever, Santiago Chamber of Commerce Trinidad Inostroza, Presidenta RICG</p>
17:00 – 17:30	Closing Ceremony
	End of public sessions

Private INGP Member Sessions

Agenda

XIII Annual Conference on Government Procurement in the Americas
October 5th, 2017. Santiago de Chile, Chile

Time	Day 3	
08:30-8:45	Helena Fonseca, Technical Secretariat of the INGP/OAS	<i>Quorum call</i>
	Trinidad Inostroza, President of the INGP	<i>Welcome</i>
08:45 - 10:45	Simultaneous Sub Regional Meetings: Presentation of country accomplishments and identification of the needs and common challenges	
	Moderator: St. Lucia/Belice	<i>Caribbean Region</i>
	Moderator: Puerto Rico	<i>North America Region</i>
	Moderator: Chile	<i>South America</i>
	Moderator: El Salvador	<i>Central America and North America</i>
	Coffee available during sessions	
10:45 - 12:15	Countries' Results	
	Moderator: OAS	
	St. Lucia	<i>Caribbean Region (20 mins)</i>
	Paraguay	<i>South America (20 mins)</i>
	El Salvador	<i>Central America (20 mins)</i>
	México	<i>North America (20 mins)</i>
12:15-13:00	Lunch	
13:00 - 14:45	Report of 2016-2017 activities, and presentation of initiatives to support the INGP	
13:00- 13:45	INGP President and OAS	<i>Activities Report presentation 2016-2017 (45 mins)</i> <i>Presentation of the Platform on sustainable public procurement (INGP-UNEP)</i>
13:45-14:15	IDB (FMP- FMM)	<i>IDB initiatives supporting the INGP (30 mins)</i>
14:45-14:45	Countries	<i>Open discussion (30 mins)</i>
14:45 - 15:00	Coffee Break	

15:00-15:45	Election of authorities and new venue 2018	
	<i>Election of the INGP President and conformation of the Executive Committee 2017-2019</i>	
	<i>Selection of the country host for the XIV Annual Conference of the INGP- 2018</i>	
15:45 -17:15	Planning of activities 2017-2018	
	Moderator: OAS	<i>INGP Technical Secretariat</i>
		<i>Presentation of the new Project in Open contracting (IDRC-RICG)</i>
	INGP President	<i>Planning for 2017-2018</i>
	Countries	<i>Feedback</i>
17:15-17:30	Closing of Private Session - XIII INGP Annual Conference	
	INGP President 2017-2019	<i>Remarks</i>
	Helena Fonseca, OAS	<i>Remarks from the INGP Technical Secretariat</i>
	Trinidad Inostroza, Chile	<i>Remarks country host</i>