

**The 12th Procurement,
Integrity, Management
and Openness (PRIMO) Forum**





**Professionalization
as a basis for efficient
procurement**

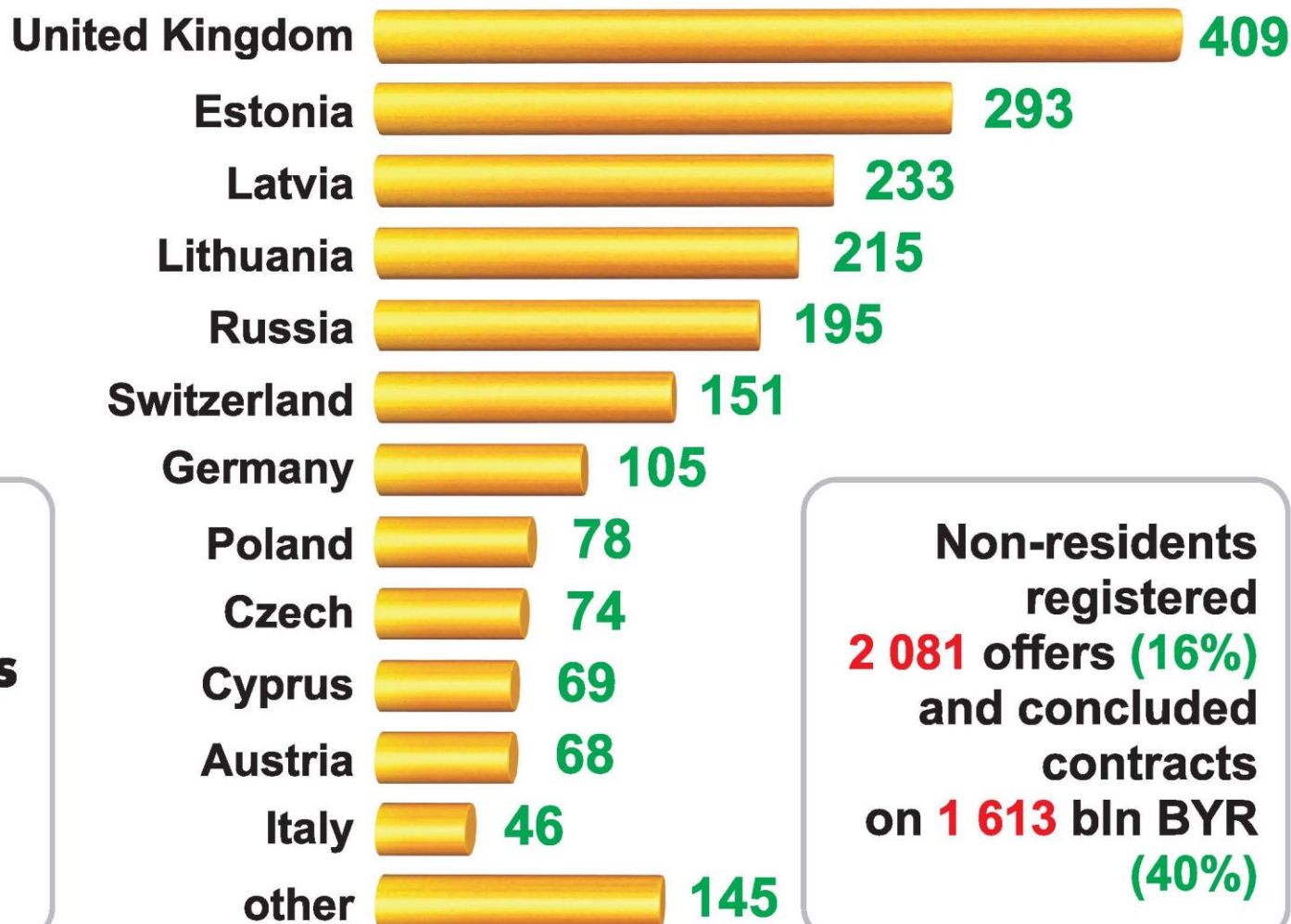
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Government Procurement System

Government Procurement Law provides the following types of procedures:

Number of procedures, (% , 2015)	Form	Type of procedure
20.0%		Electronic auction
4.0%		Request for quotation
8.0%		Open tender
0.3%		Exchange trades
67.7%	Paper 	Purchase from a single source with a single supplier





Registered offers of the participants of non-residents



Total
372
companies
from
33
countries

Non-residents
registered
2 081 offers (16%)
and concluded
contracts
on 1 613 bln BYR
(40%)

Results of reformation in the system of public procurement in 2015:

-  **all competitive procedures hold in electronic format**
-  **all information about the procedure is in public access**
-  **information about entry and results of consideration of complaints issued on official web-site**
-  **information concerning all the contracts, supplementary agreements, results of their fulfillment also issued on official web-site**

Customer committee needs professionals!

Customer must include in the committee specialists in the sphere of the object of state purchases and provide annual rotation of not less than 1/3 of permanent committee, including the head of the committee.



Education system on public procurement today:

- **short-term extension courses for specialists in the sphere of public procurement hold by institutions of higher education (5 days)**
- **seminars and trainings hold by educational centers (1-2 days)**



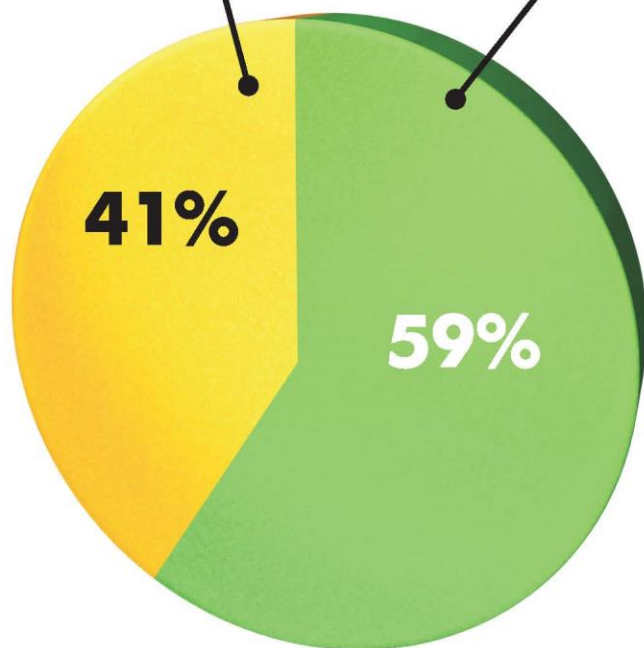
Professionalism through the prism of the organizer institute

- specialists of the organizer have enough knowledge and experience in the sphere of public procurement
- attraction of the organizer allows minimizing costs on holding a procedure, increasing quality of holding procedures and also avoiding mistakes



Structure of public procurement hold by the organizers (on the example of electronic auctions)

Customers
auctions



Organizers
auctions

SUE "Belmedtehnika»

SUE "Belfarmatsia»

MUE "Tender Center of
Mingorispolkom»

SU "Belresursy»

and other...

Professionalization through the institute of centralization of public procurement

Centralization of public procurement allows:

- **minimizing price of the goods through joining up of demand of several customers and as a result increasing of efficiency of such purchases (not only on price criteria through scale effect, but also on quality)**
- **increasing quantity of participants of procedures of centralized public procurement, also due to attraction of huge foreign producers**
- **providing possibility of participation for SME through lot dedication**

Prospective goals in the sphere of professionalization:

- generation of educational system on the basis of institutions of higher education, that will allow training and extension-courses for specialists in the sphere of public procurement**
- increasing quantity of educational seminars and trainings for members of customer committees**
- prevention of corruption in the sphere of public procurement through verification procedures, requirement for professional training for personnel responsible for public procurement, generation of monitoring system above the process of public procurement, contract fulfillment and professional competence of personnel**



Thank you for your attention!