



Public Procurement

A Global Management Solution

EPROCUREMENT, Vision for the Future

Global Forum 2011 Brussels, Nov. 7

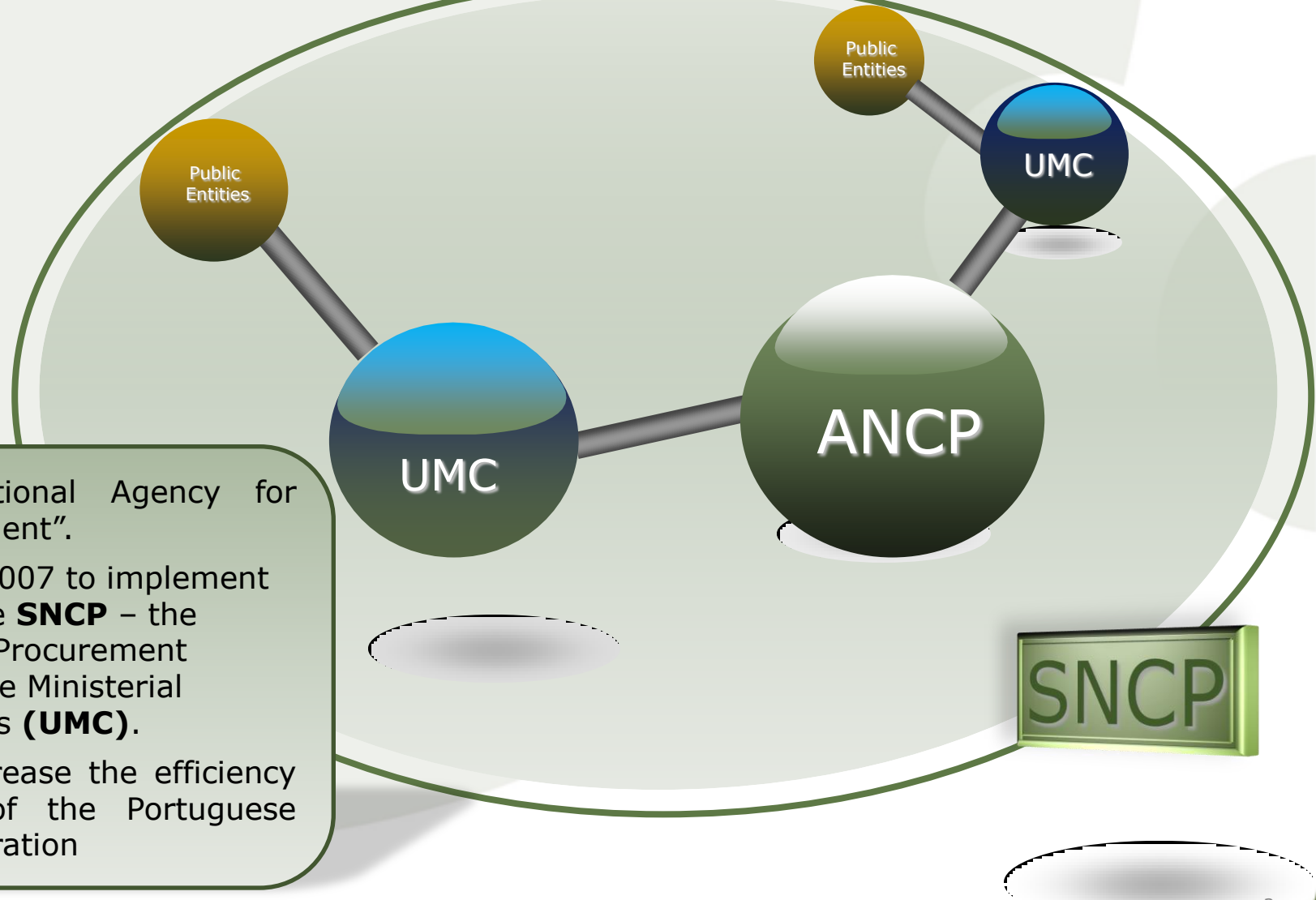


Reformar as Compras Públicas.

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Reforming Public Procurement in Portugal – Towards a Sustainable Structure



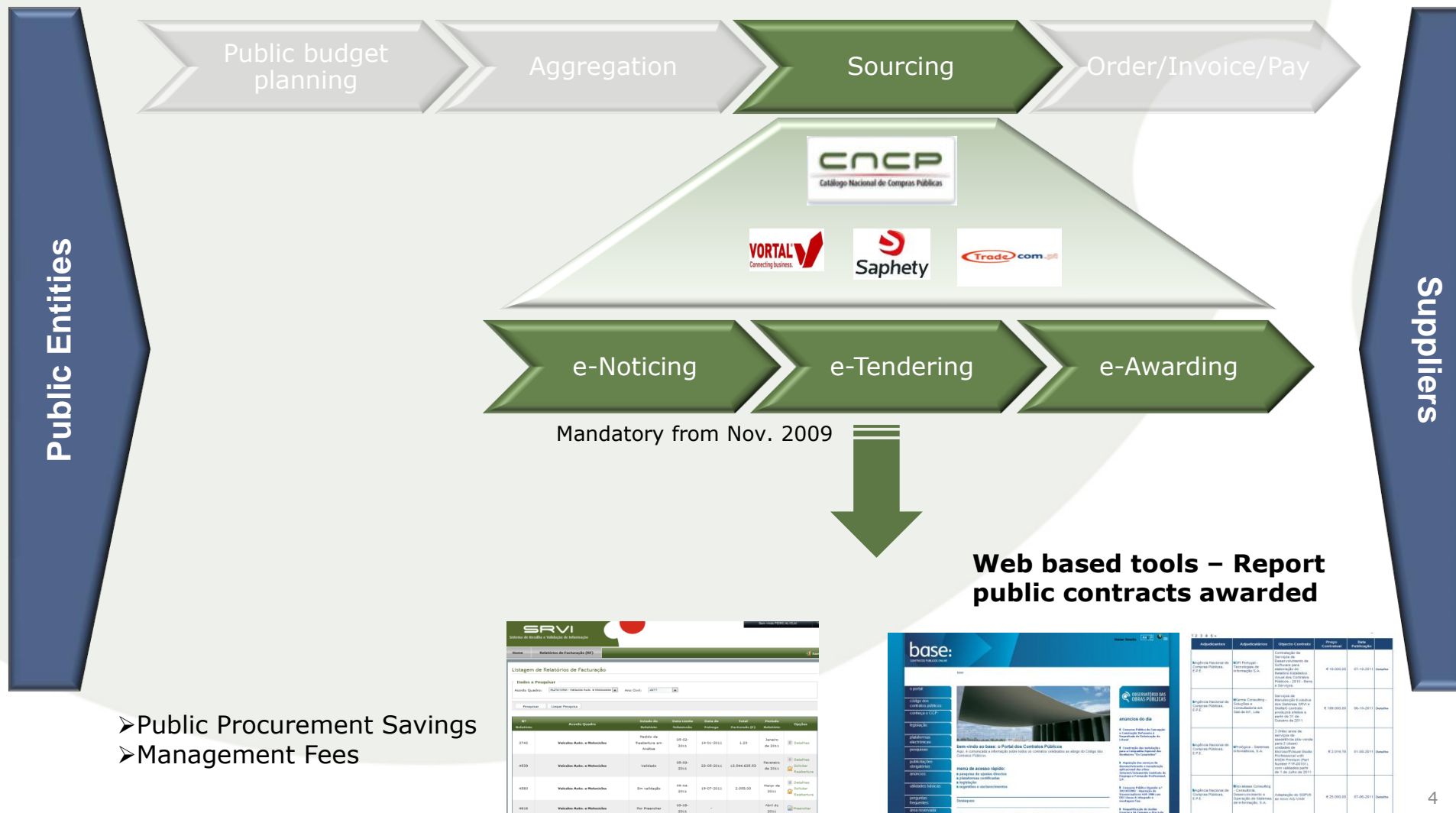
ANCP – “National Agency for Public Procurement”.

Established in 2007 to implement and manage the **SNCP** – the National Public Procurement System, with the Ministerial Purchasing Units (**UMC**).

Mission: to increase the efficiency and savings of the Portuguese Public Administration

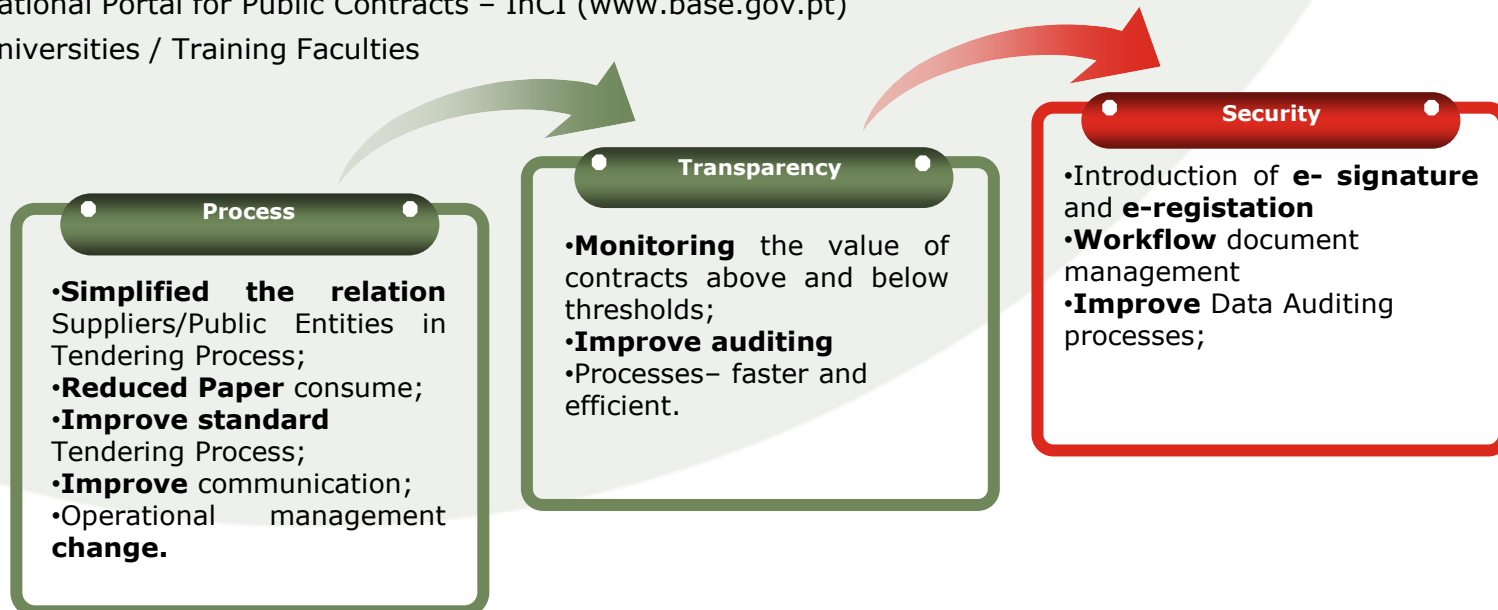


Reforming Public Procurement in Portugal – Focus on E-Tender



Reforming Public Procurement in Portugal – Focus on E-Tender

- **2010 | First full year of mandatory e-Public Procurement**
- The success of the adoption of e-Public Procurement in Portugal was based on the commitment of all stakeholders, namely the **already established Public eTendering platform operators** with several years of experience in the market. All platforms are required to be **certified according to specific legislation**.
- **Players involved:**
 - Contracting Entities + Economic Operators + Public eTendering Platform Operators
 - External Auditors for Platform's compliance auditing
 - National Certification Office of e-tendering Platforms – CEGER
 - National Agency for Public Procurement - ANCP (delivering a framework agreement to contract platforms)
 - National Portal for Public Contracts – InCI (www.base.gov.pt)
 - Universities / Training Faculties





Eprocurement – Set a New Trend of Public Management

Eprocurement as support IT Tool to procurement management

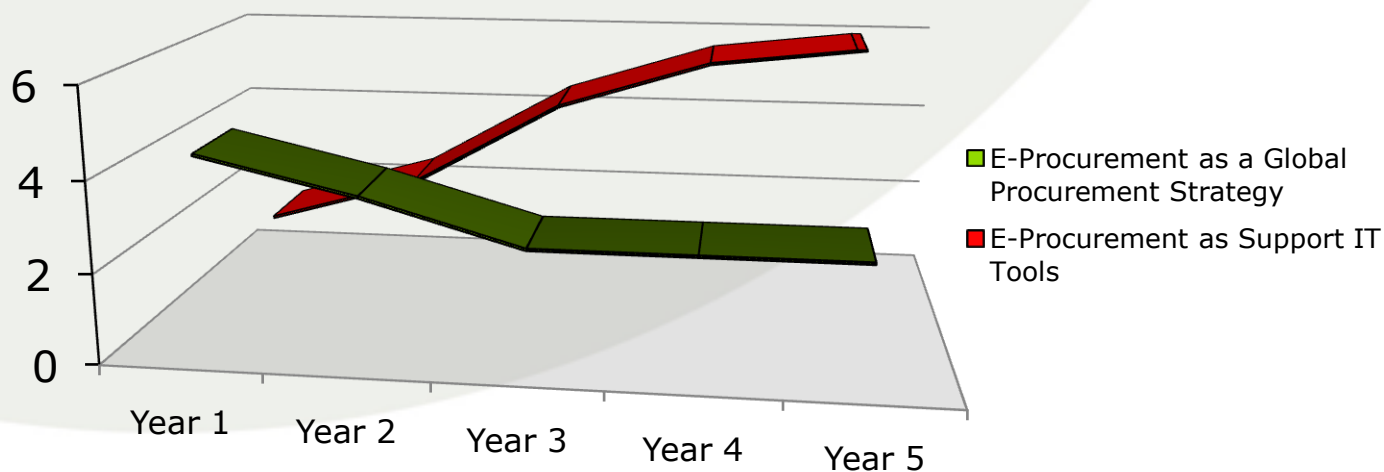
- ✓ Each public entity invests in technology, processes and control;
- ✓ Investment in IT integration instead of Process Optimization;
- ✓ Be reactive in data management instead of pro-active;
- ✓ Each public entity invests in their own human and functional skills.

Eprocurement The Next Step

Eprocurement as part of public procurement strategy

- ✓ Build common processes based on functional design, business process & supplier interfaces
- ✓ Create a shared value sustainable solution reducing investments for the Government;
- ✓ Manage Procurement as a strategy area of Government
- ✓ Promote corporate Governance in electronic Public Procurement.

Global E-Procurement Investment needs (M€)





EProcurement Interoperability Platform



Interoperability: From a Problem to a Solution

- ❑ Identify the key interoperability data from Procurement Process that needs to be exchanged (e.g. Consulting a contract, receive a order buy, update a e-catalogue...);
- ❑ Define Standard base solutions for IT Providers;
- ❑ Integrating effective systems.

API

Service Oriented Architecture – Provide a Set of Services related with Public Procurement Business – **Innovation Market Value.**

e-sourcing

e-aggregation

e-tendering /
e-awarding

e-contract

e-catalogue

e-ordering

e-invoicing

e-payment



Conclusions from eprocurement experience and learnings

Key factors to eprocurement

EProcurement as a new approach to define Public Procurement Strategy and not an "IT Tool support to public procurement" investment.

Investing in a Global Shared EProcurement model optimizes management and decreases waste and redundancy spends.

E-Procurement success depends firstly on simplicity, transparency, trustable Processes and People skills, and only then on Technology issues.

EProcurement is not just "Savings", it is also "Profits."

Critical Success Factors and Dimensions

Governmental Top-Down Project, transforming procurement from tactical to strategic.

Political

Create a Corporate Governance model to Eprocurement and adapt Legislation to the new global trend.

Financial

Improve a change management plan focused on Implementation.

Social

Deliver value and service (full visibility into cost, risk, performance) to the Stakeholders and get economic and business compliance.