APEC
Government Procurement Workshop
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Introductory Address

by
Bertrand Ah-Sue, RMC, World Bank
1. Background

2. Overall Considerations.

• Use of Public Funds
• Need to define rules
• Need to apply them
• Need to establish follow-up and supervision
• Need to provide equal treatment to APEC members
3. Basic Considerations

- Economy and efficiency
- Equal opportunity to eligible bidders
- Transparency in the procurement process
4. Procurement process

• Competitive bidding should be the norm
• Other methods possible for small value or exceptional circumstances
5. Competitive bidding

- Advertising
- Bidding documents
- Time for bid preparation
- Clarification
- Bid submission deadline
- Bid opening
- Bid examination
• Bid clarification
• Bid evaluation
• Contract award
• Pre and postqualification
• Guarantees, securities
6. Government regulations

• Written rules covering

1. Scope
2. Responsibilities
3. Procedures
4. Supervision
5. Audit
Government Procurement Procedures
Stage II: Implementation of Procurement
Topic 1: Prequalification

• When is prequalification needed?
• How to carry out prequalification?
• What are the criteria? Pass/Fail method
• Who should be invited?
• What is the reasonable time?
Topic 2: Solicitation (advertising) of tenders

- How to advertise?
- What information to provide?
- Use of National Language for International Tendering??
- What are the requirements of the Law?
- Bottom price? Goods, works and services?
• Modification after solicitation (advertising/tendering??)
• Is there any restriction on modification?
Topic 3: Tendering Proceedings

• Delivery of tender
• How to deliver the Bid bond?
• Clarification – possible after submission?
• Modification, withdrawal?
• Less than 3 tenders – prequalification/tendering?
• Collusion – who should be responsible?
• Compensation? Necessary? Provision of the Law?
• Rejection of tenders?
• Suspension of tendering?
Topic 4: Opening of tenders

- Reasonable period between closing and opening of tenders/
- Secret opening?
- Public opening – what to declare?
- Withdrawal after opening?
Topic 5: Evaluation of Tenders

- Principles (bid evaluation criteria?) of evaluation.
- Principles defined in tender documents?
- Who in charge of evaluation?
- Members and qualification?
- Composition Secret before tendering?
• Clarification, modification, negotiation after opening of tenders?
• Different opinions?
• Interference of Government officials?
• Preference margins?
Topic 6: Award of contract?

- Lowest/advantageous tender?
- Famous brand?
- Review of decision? By whom?
- Award outcome – published?
- What should be the contents?
- Lowest bid – too low?
Topic 7: Signature of contracts

• How many types?
• Scope and contents?
• Is contract law applied to Government procurement?
• Duration between award and signature?
• Who will sign?
• Performance bond necessary?