

APEC
Government Procurement Workshop
Kunming, China
July 14 to 18, 1999.
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?