



Embajada Británica
Ciudad de Panamá



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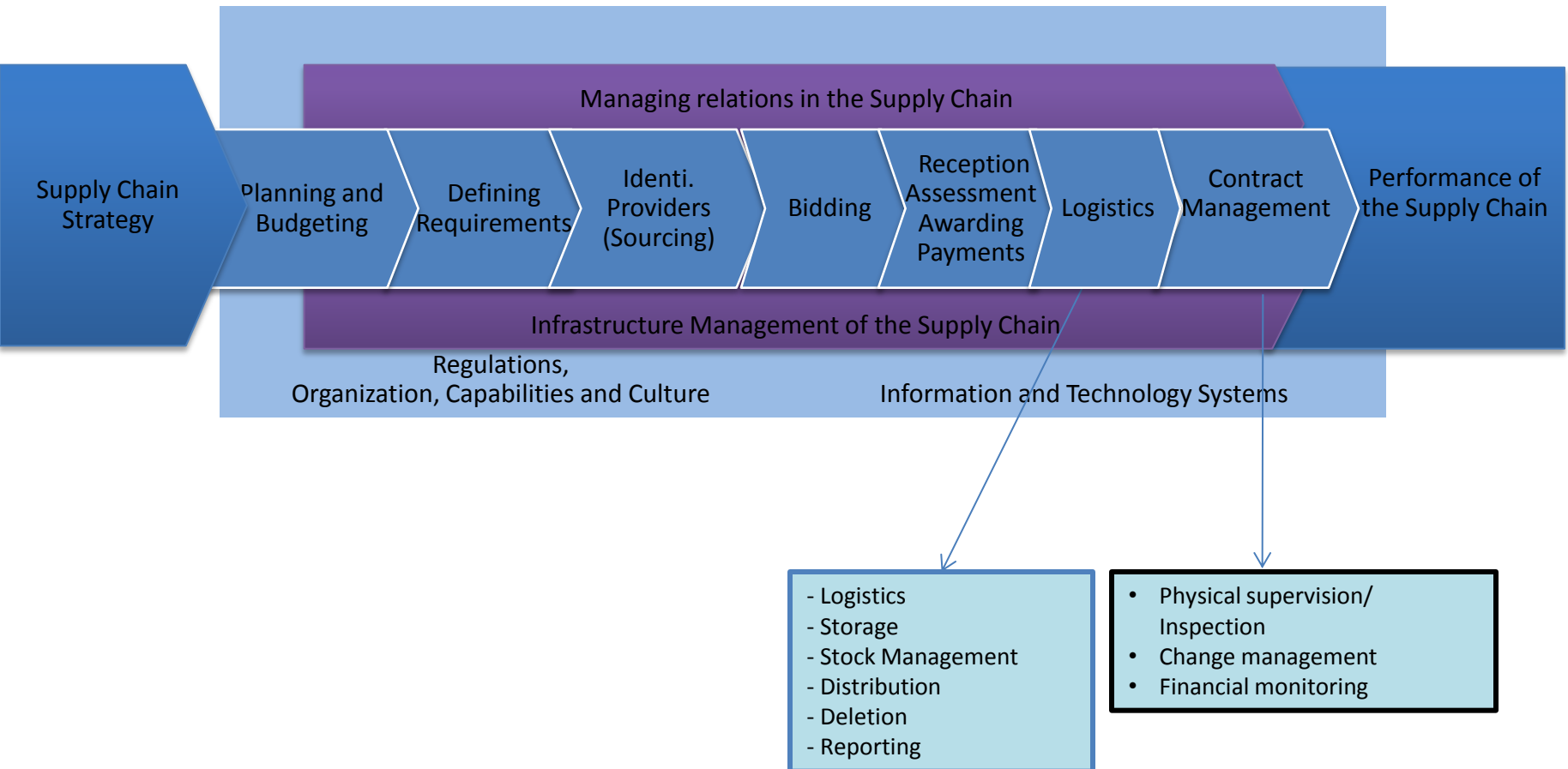
Determining Potential Opportunities of Corruption at Each Stage of the Public Contracting Process

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Supply Chain Model



I. Pre- bidding stage

- Defining needs/ requirements
- Planning the procurement process
- Choosing the procurement methodology
- Defining Technical Specifications or TDRs
- Bid packages and submission terms
- Qualification requirements
- Payment terms and conditions
- Specifications Clarifying Process

II. Bidding Stage

- Bid Opening
- Bid assessment
- Treatment of bid protests
- Contracting Deals

III. Contract Management Stage

- Acceptance of unjustified higher costs
- Sub standard quality
- Unaccounted economies
- Modifying contracting parameters

Case Study – Procurement of Medical Equipment

- A centralized purchase by Ministry of Health
- Estimate value: USD 16.4 million
- There is existing equipment (GE, Siemens)
- Technical specifications by Chiefs of Service
- Domestic Bidding
- Installing and training operators
- Warranty and technical service for 3 years

Case Study – Contracting Civil Works

- Construction of a 300-bed hospital in a seismic zone.
Estimate cost: USD 18.8 million
- Design and Construction Methodology
- A lump-sum, fixed price contract
- Term: 24 months
- Domestic Bidding w/o pre-qualification
- 20% advance payment; justified
- Reserve funds: 5%, bond or security after provisory reception.

Many thanks for your attention!

Questions and Clarifications

Jorge Claro – José Moscoso