Public Procurement Systems: Unpacking Stakeholder Aspirations and Expectations

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Critical Trends

• Globalization
  – Multinational markets
  – Multinational firms

• Harmonization of international procurement norms
  – WTO GPA, EU, OECD
  – UN-UNCITRAL Model Law
  – World Bank, Regional Development Banks
Introduction and Background to Research Agenda: From *Desiderata* to *Goals, Constraints, and Stakeholders*

- How did this project start?
- How did we get to this point?
- Where are we going?
Proposed Framework

• Two-Pronged Approach
  – Goals and Constraints
  – Stakeholder Interests
Goals, Constraints, Aspirations?

- Transparency
- Integrity
- Competition
- Uniformity
- Risk Avoidance
- Wealth Distribution(*)
- Best value
- Efficiency (administrative)
- Customer Satisfaction

Traditional?

Transitional?

Current?
Goals and Constraints

• Customer Service Cluster

• Process-Focused Cluster

• Non-clustered
Goals and Constraints

- Customer Service Cluster
  - End User Satisfaction
  - Economy
  - Best Value
  - Efficiency
  - Risk Avoidance

- Process-Focused Cluster
  - Non-clustered
Goals and Constraints

• Customer Service Cluster

• Process-Focused Cluster
  • Integrity
  • Uniformity
  • Transparency
  • Accountability
  • Competition

• Non-clustered
Goals and Constraints

- **Customer Service Cluster**
- **Process-Focused Cluster**
- Non-clustered
  - Targeted Procurement
  - Social and economic policies
Stakeholder Interests

• Government officials
• Citizens/The Public
• Oversight Community
• Private Sector (Firms/Contractors)
• International Trade Organizations
Why does this matter?

• Procurement Markets

• Tradeoffs

• Making Good Decisions
  – Design, Development, and Reform
Questions?
Comments?
Suggestions?
Ideas?

Our paper is available at: