

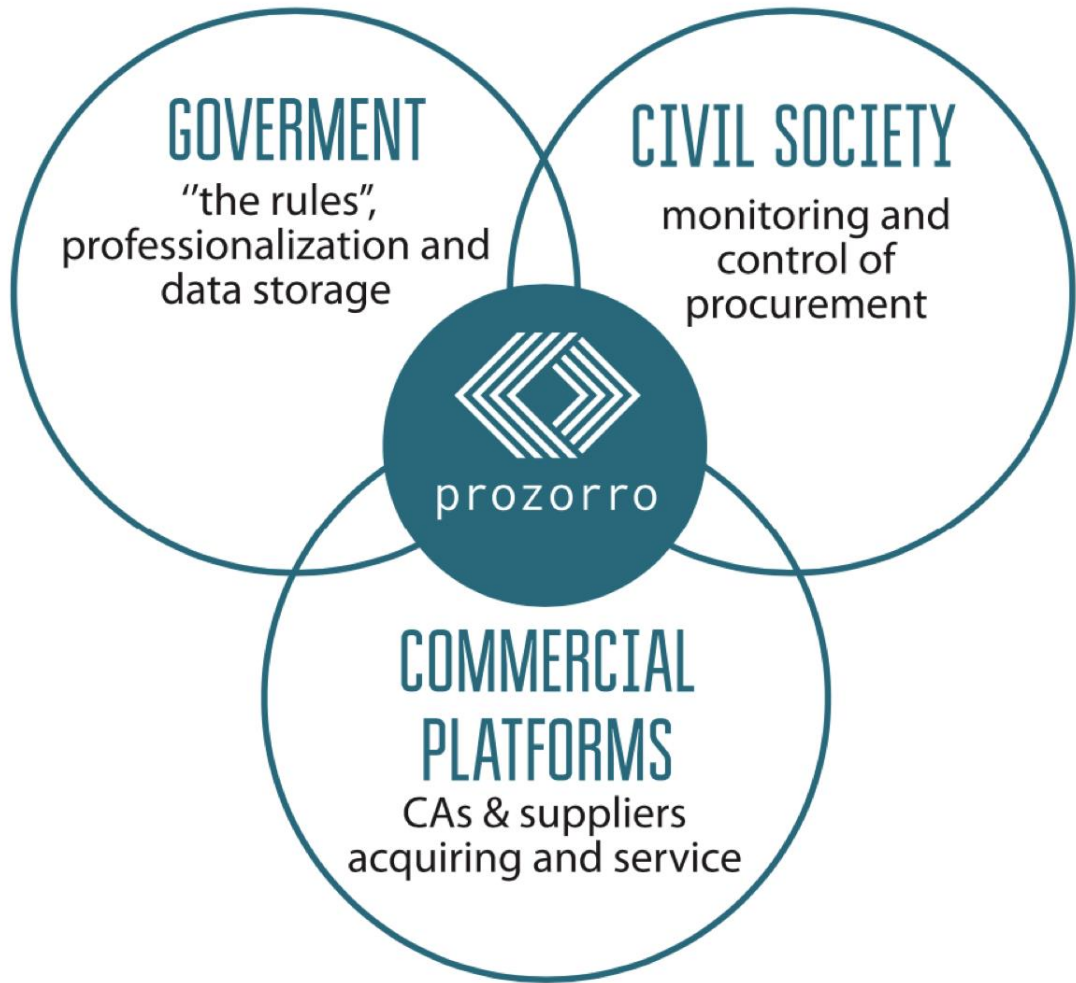
ProZorro: Public Procurement reform in
Ukraine

Anton Poretskov
Kyiv, Ukraine



European Bank
for Reconstruction and Development





GOVERNMENT

“the rules”,
professionalization and
data storage

CIVIL SOCIETY

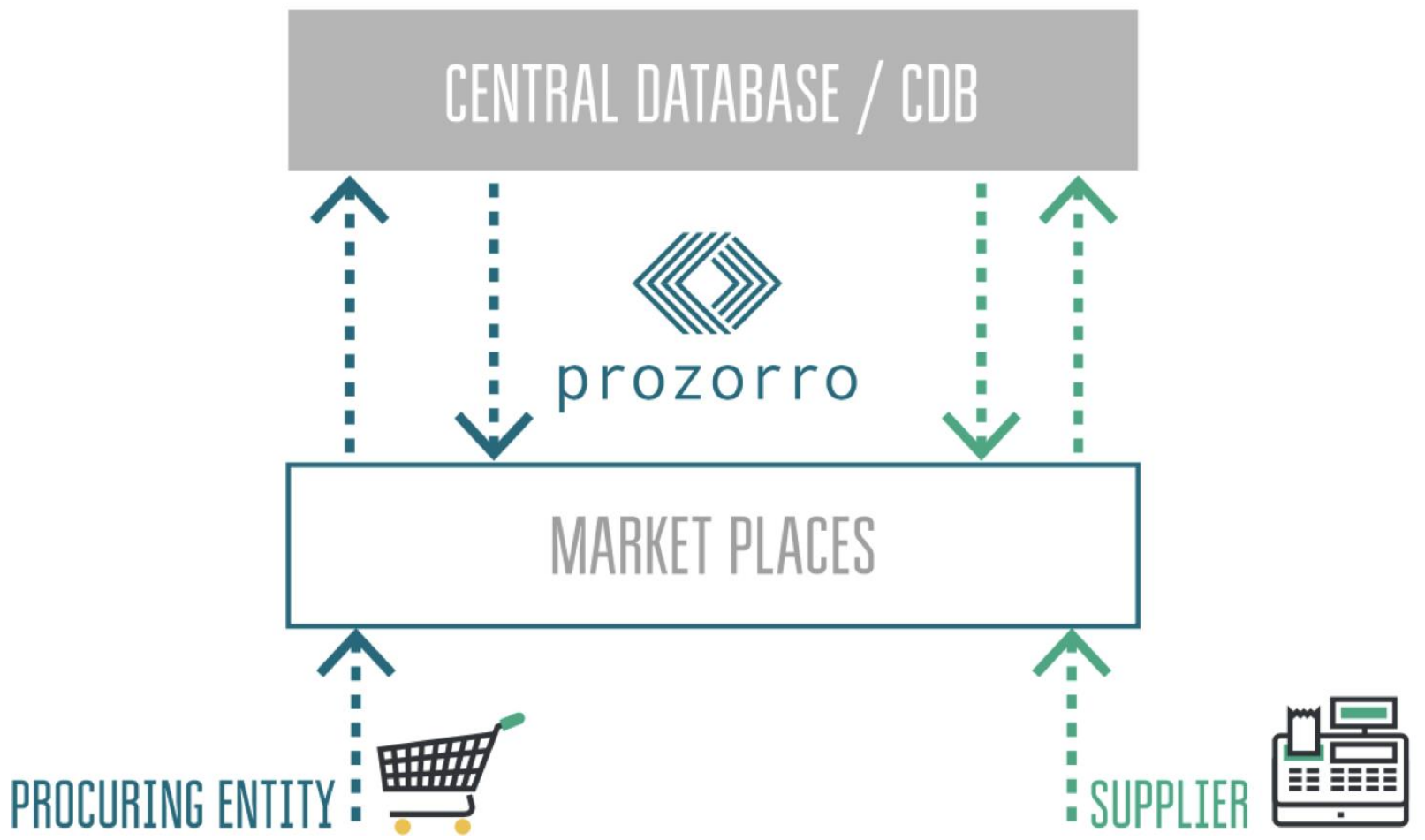
monitoring and
control of
procurement



prozorro

COMMERCIAL PLATFORMS

CAs & suppliers
acquiring and service



CENTRAL DATABASE / CDB



prozorro

MARKET PLACES

PROCURING ENTITY



SUPPLIER



Impact

- Supplier diversification increased (9.4k -> 191k)
- A correlation between responsiveness & success of tenders
- 680 Google queries in Jan 2015 to 191,000 in Feb 2017
- Public bodies & SOEs use data to monitor procurement & feedback (UkrPost, Mairupol & others)
- Quality of complaints grew
- Traffic of complaint grew, but success followed
- Rich ecosystem on top of data
- True potential when linked with other systems (beneficial ownership?)

Integrity

Ukraine: perception of corruption dropped from 54% in 2015 to 29% in 2016.

Transparency International Ukraine and Prozorro survey 2017: 72% of respondents believe that Prozorro reduces corruption in public procurement in Ukraine. 80.8% of respondents said the system has improved with Prozorro.

80% of bidders are SMEs in Ukraine, 75 per cent of SMEs bidding on Prozorro won at least one public tender in 2017

80% - openness of the system positively influences SME



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Lowers administration costs



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Ease access to markets



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Lowers time for participation



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Help to establish new connections



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Increase quality of business decisions



prozorro

Overall increase quality of business process

ProZorro covers key procedures and functionalities

Procurement Procedures	
Open Procedure (price & MEAT)	✓
Competitive Dialogue	✓
Negotiation Procedure	✓
Framework Agreements	⚠
Dynamic purchasing system	🔄
Electronic Catalogues	🔄

eProcurement Functionalities	
Web portal	✓
ePlanning	✓
eRegistration	✓
eAuthentication	✓
eNotification	✓
eNotices	✓
eAccess	✓
eSubmission/eTendering	✓
eEvaluation	✓
eAuction	✓
eAwarding	✓
ePurchasing/eOrdering	🔄
eInvoicing	🔄
eContract Management	⚠
ePayments	⚠



available



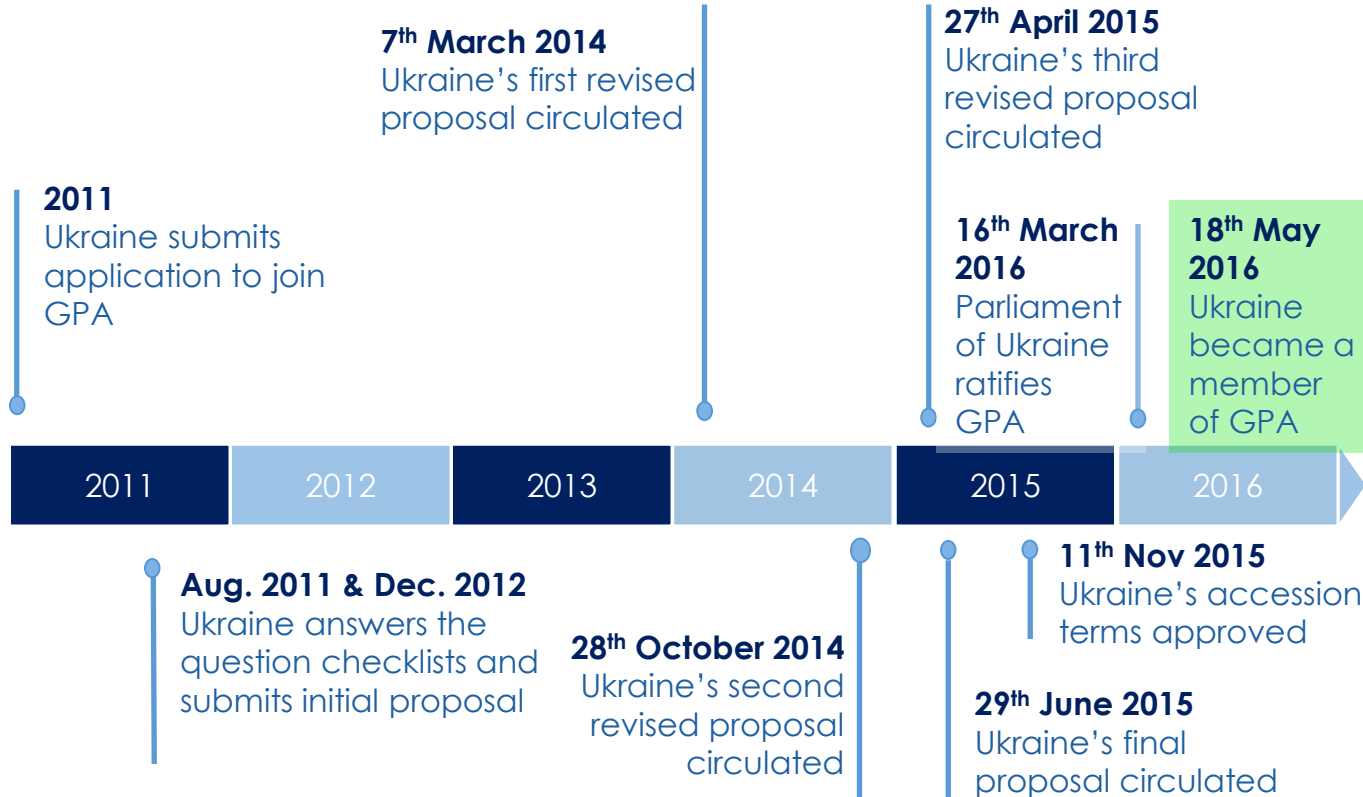
being developed now



to be developed later



Ukraine joined WTO GPA



Prozorro recommended by EBRD as a reform model

- ProZorro considered by EBRD as a **recommended model for eProcurement reform**
- ProZorro is a **showcase & learning** project of the **Open Contracting Partnership**
- Ukraine won the **World Procurement Award** in the Public Sector nomination
- Ukraine won the **Open Government Award** for best cooperation
- Ukraine won the **PRIMO** prize
- **FSA MASTER AWARD 2017**



PROZORRO RESULTS



**2.36M
Tenders**



**33.6k
contracting
authorities**



**191k
bidders**



**EUR 1,7bn
expected
value**

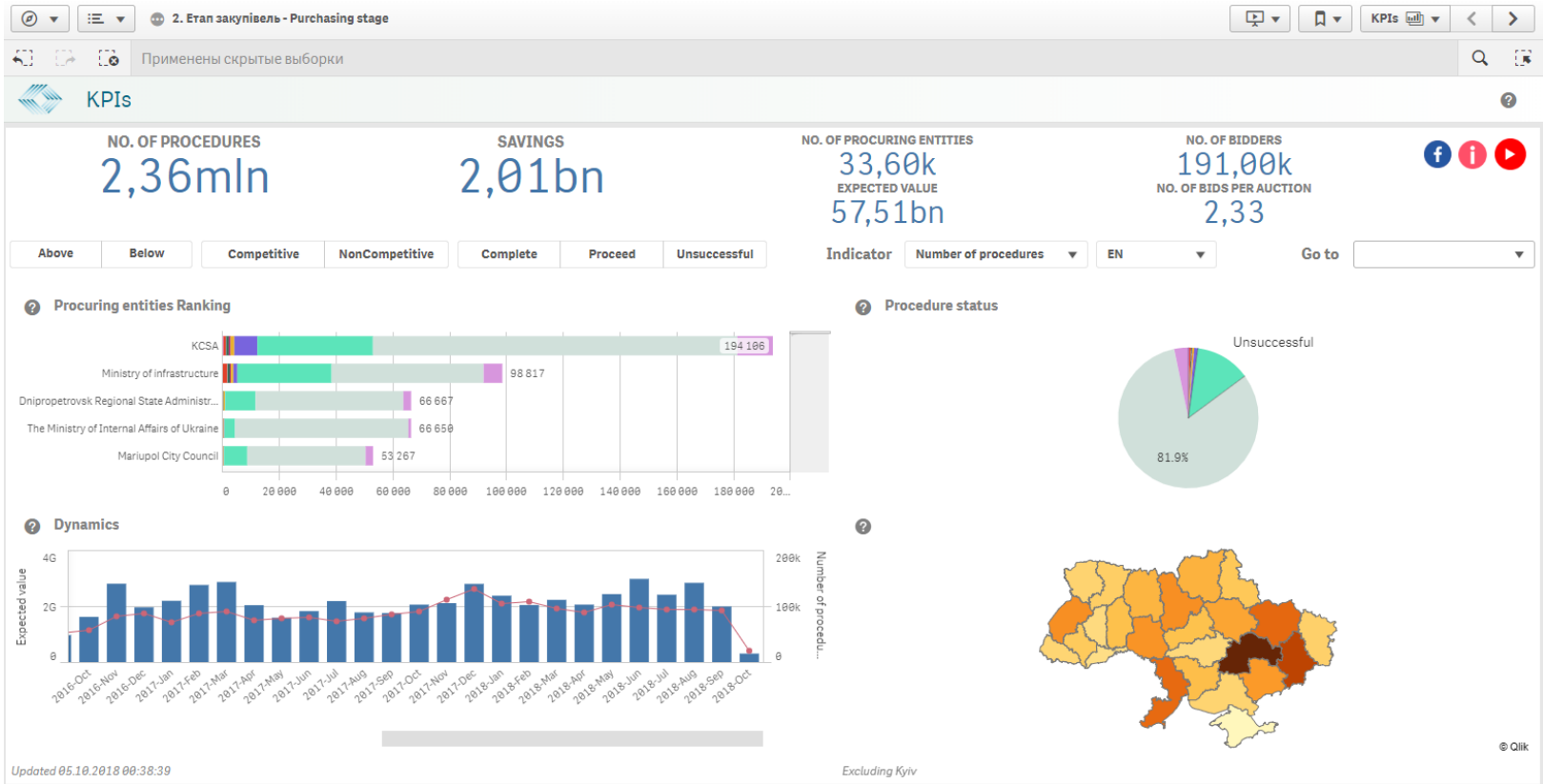


**15/85
Above/below
Threshold
tenders**



**UAH 60.8b
savings**

PROZORRO RESULTS



<http://bi.prozorro.org>

Awards of international bidders

2. Етап закупівель - Purchasing stage

Применены скрытые выборки

GPA analysis

NUMBER OF PROCEDURES

288

SAVINGS

55,42mln
VALUE OF CONTRACTS
236,95mln

NO. OF PROCURING ENTITIES

53
EXPECTED VALUE
718,57mln

NO. OF BIDDERS

148
BIDS PER AUCTION
2,07

Днів від оголошення/Days since procedure ...

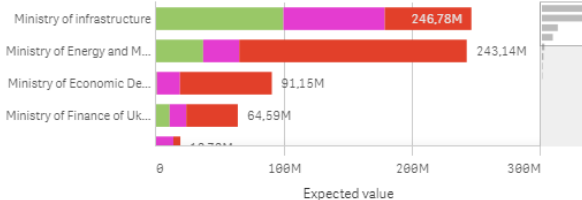
Complete Proceed Unsuccessful

Indicator

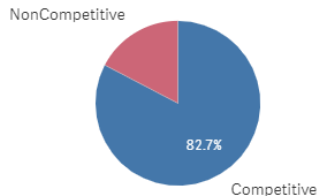
Expected value

NONRESIDENTS RESIDENTS

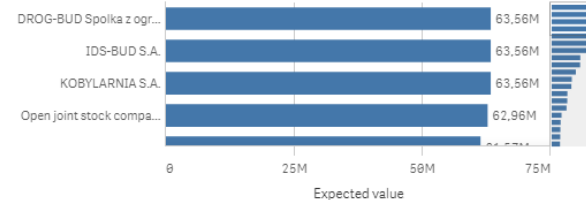
Procuring entities Ranking by Expected value



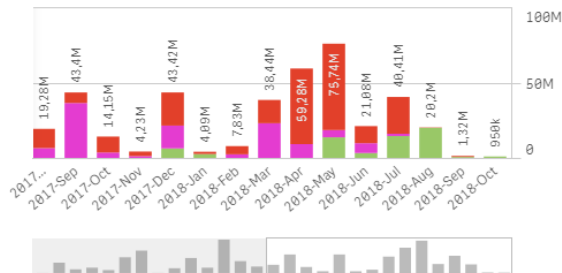
Procedures classification



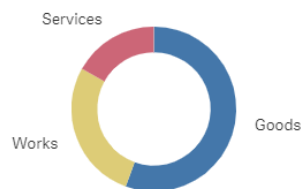
Rating of tenders - Top 20



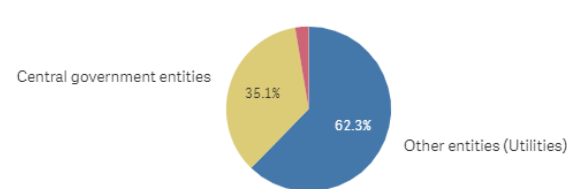
Dynamics



CPV Classification - Top 10



GPA Procuring entities type - Top 10



Awards of international bidders

2. Етап закупівель - Purchasing stage

Применены скрытые выборки

Bidders

2001 2015 2016 2017 2018 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Procedure publication date Procedure status

Bidder's card (Bids) 7 30 60 90 180 365 Above Below Competitive NonCompetitive Procurement Method Type

Кількість учасників = 1 013

TendererEN	Investigate (OpenData...)	Representative of a bidder	Tenderer city	Tenderer region	Num... of lots	Expected value of lots	No. of winning bids	Value of winning bids	No. of procuring entities	No. of Disqualificati...	Value of disqualified bids	N
Total					2 172	2 892 584 796,78	1 675	1 487 945 670,48	502	128	459 707 870,26	
Airbus Helicopters SAS 352383715		Even Bruno	Marseille Provence	-	1	555 000 000,00	1	555 000 000,00	1	0	0,00	
G-Drilling SA 0000441101		Arkadiusz Biedulski	Poland, Warszawa	-	15	466 553 686,47	0	0,00	1	3	102 804 980,72	
KCA Deutag Drilling GmbH HRB130813		Henk Zwartscholten	Germany, Bad Bentheim	-	15	466 553 686,47	0	0,00	1	3	99 121 331,42	
Xinjiang Beiken Energy Engineering Co., Ltd 650200060000050		Peng Wenjun	Carmi	Nonresident	25	371 757 756,94	20	240 664 113,13	1	0	0,00	
Hydro Drilling Srl 02508760390		Marco Pellei	Italy, Alessandria	-	10	362 536 148,87	0	0,00	1	3	103 632 770,08	
Zhongman Petroleum and Natural Gas Group Corp., Ltd 913100007514799050		ziqi zhao	Shanghai, PRC	-	16	269 008 699,13	4	42 086 315,83	1	0	0,00	
SE "Republican Unitary pidpryyemstvo" Production Association "Byelorusnyeft"		Константин Алексеев	Belarus, m. Gomel	-	42	232 644 076,79	10	37 487 873,46	2	2	16 453 814,20	
China Harbour Engineering company Ltd.		China Harbour Engineering	BEIJING	-	12	128 996 520,66	4	72 779 903,62	7	1	5 624 007,17	

How to start

The screenshot shows a procurement page on Prozorro.gov.ua. It details two lots:

- Lot 1:** "Elektrické zariadenie pro spínání a ochranu elektrických obvodů, kód 31210000-1 podle DK 021. 2015 (sada elektrických zařízení)". Estimated value: 25 758 000,00 UAH.
- Lot 2:** "Služby opravy a údržby strojů (hlavní opravy s prodloužením životnosti bloku GTD DR-56L v továrně, GPA-10-01)". Estimated value: 39 840 000,00 UAH.

Both lots are scheduled for publication on 4. října 2018.

<https://prozorro.gov.ua/en/>

The screenshot shows the 'Bidders' table for a procurement procedure. The table lists the following data:

Investigate	Representative of a bidder	Tenderer city	Tenderer region	Num. of bids	Expected value of bids	No. of winning bids	Value of winning bids	No. of procuring entities	No. of Disqualified...	Value of disqualified bids
Total				2172	2 092 354 794,78	1 979	1 487 945 676,45	692	128	458 787 676,24
Albus Helicopters SAS	Evan Bruno	Malatya	Provence	1	555 000 000,00	1	555 000 000,00	1	0	0,00
G-Drilling SA (8888441101)	Arkadiusz Bednarski	Poznan	Wielkopolska	15	466 593 056,47	0	0,00	1	3	102 804 800,72
VCA Drilling Group (HSE138813)	Henk Zwierschoten	Guriny, Bad Bitterheim	Northrhine-Westphalia	15	466 593 056,47	0	0,00	1	3	99 121 331,42
Xinjiang Beilan Energy Engineering Co., Ltd (6020808080808)	Peng Wang	Cairn	Northwest China	29	371 797 756,04	20	248 664 115,12	1	0	0,00
Sheny Doring Int'l (6758164598)	Maria Patel	Saty, Assam	Assam	10	303 530 148,87	0	0,00	1	3	103 632 770,00
Zhongnan Petroleum and Natural Gas Group Co., Ltd (9110808751479950)	Dai Zhao	Shanghai, PRC	Shanghai	16	269 068 699,13	4	42 800 315,83	1	0	0,00
SE "Association of Energy Enterprises" Production Association "Bystritskyi" (1)	Константин Александрович	Belarus, M. Gomel	Belarus	42	232 644 676,70	10	37 487 873,46	2	2	10 453 814,20
China Harbour Engineering company Ltd.	China Harbour Engineering	BEIJING	Beijing	12	126 906 236,06	4	72 779 040,62	7	1	5 624 009,17

<http://bi.prozorro.org>

A variety of Partners makes the reform possible



FOR SUPPLIER

FOR PROCURER

ABOUT THE REFORM

MONITORING

REGISTER



FOR THE SUPPLIER



TENDER SEARCH



FOR PROCURER

PARTNERS



МІНІСТЕРСТВО
ЕКОНОМІЧНОГО РОЗВИТКУ
І ТОРГІВЛІ УКРАЇНИ

Anton Poretskov Managing Partner RBC Group

Qlik 

RBC
group

RBC Group

UA: +380 67 4057390

CZ: +420 608 457390

www.rbcgrp.com

poretskov@rbcgrp.com