

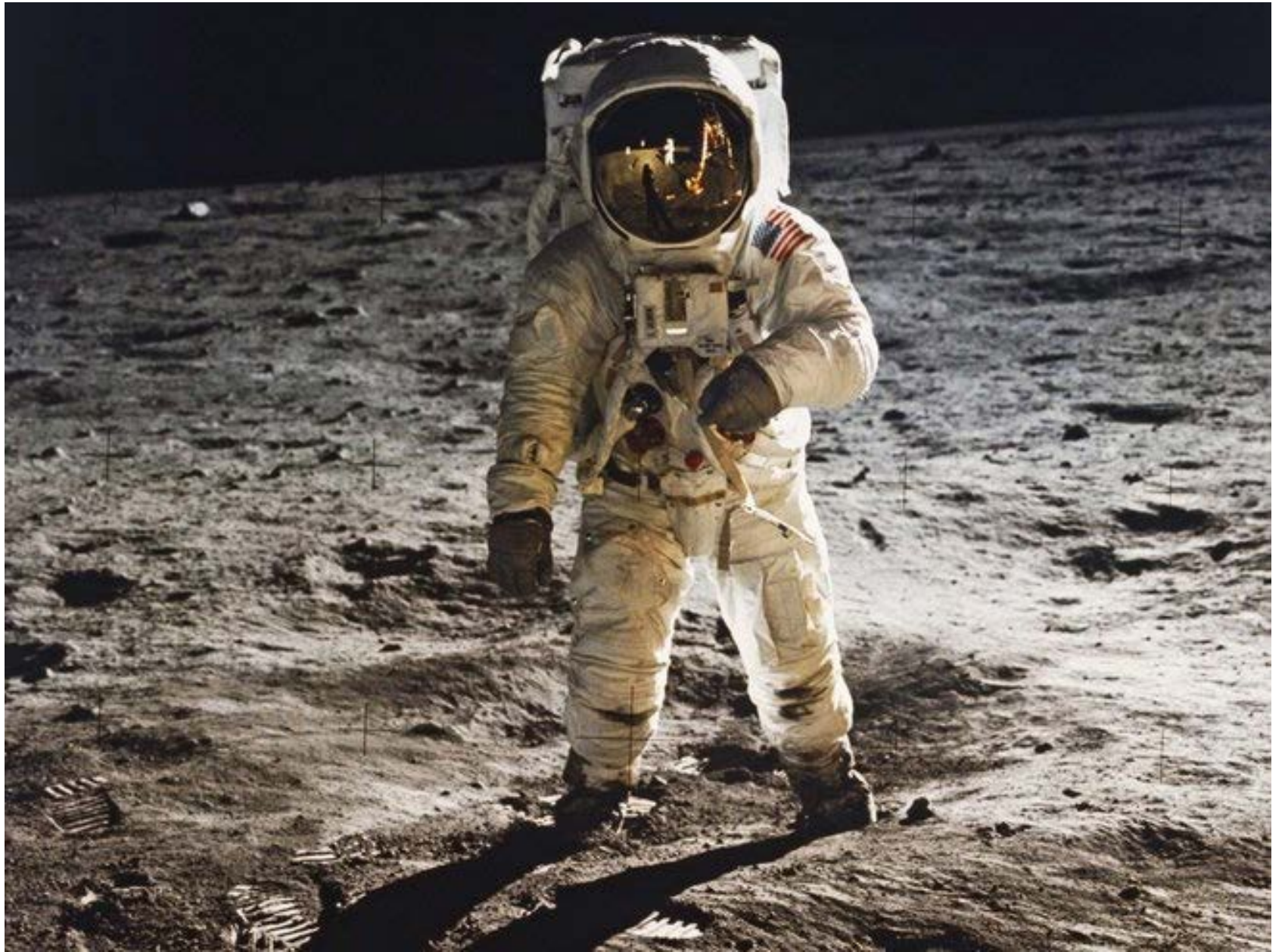
# Successfully Collecting, Collating and Sharing Data

Abby Semple  
Principal Consultant  
Public Procurement Analysis

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# Overview

1. Output based specification
2. Where we are now
3. What other countries are doing
4. What needs to change



# In an ideal world...

- Perfect information about the market: who, what, when, where, how much
- Perfect information about performance of previous contracts
- Details of companies that *didn't* tender, and why
- Opportunities and constraints on potential bidders: resources, timing, ability to secure partners
- ALL the information that the incumbent holds

# Ideal world continued

- How specifications influence quality, quantity and cost of tenders
- How selection and award criteria influence quality, quantity and cost of tenders
- Do horizontal policies (environmental, social, SMEs etc) achieve their objectives? Do they add to costs?
- Does more competition = better results?
- Access to information across UK/EU/internationally

# Obligatory Voltaire Quote

“If this is the best of all possible worlds,  
what are all the others?”

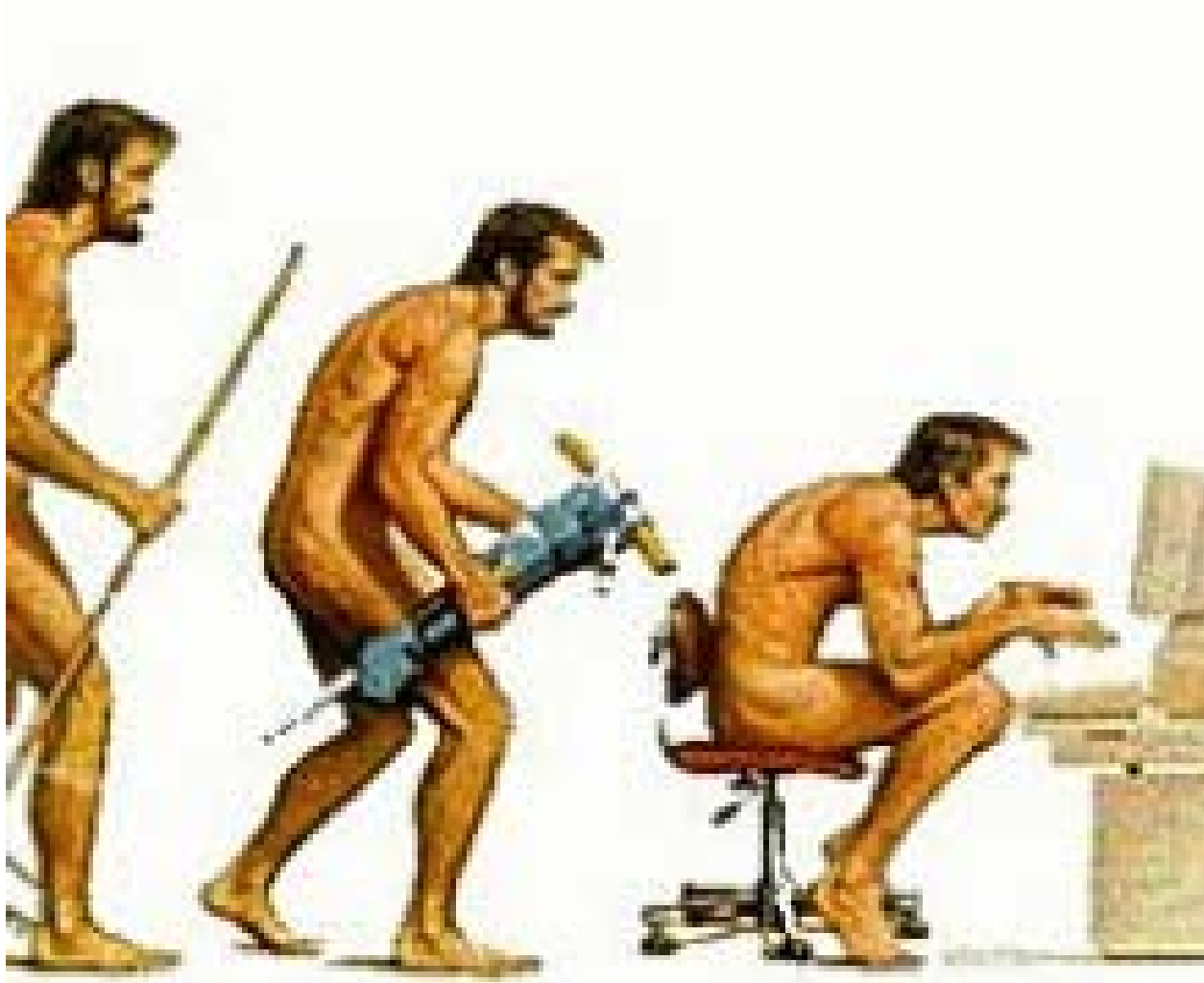
– *Candide*, ch vi



# Reality

- Access to public spending datasets has improved, but these tend to be limited to short description/CPV, supplier, amount and (sometimes) SME status
- Usually **no** information about procurement process or contract delivery in spend statistics
- Spend data can be cross-referenced with award notices; this often reveals inconsistencies/missing data
- Data is collected to meet audit/transparency requirements, not to analyse & improve procurement practices

# Collect, Collate, Share





# Collect

- Decide what we want to measure
- Known unknowns vs. Unknown unknowns – do we currently have the information in any form?
- Known unknowns should decrease with increase in electronic procurement (i.e. the data is there in some form, we just have to extract it)
- Unknown unknowns remain constant unless we add questions to PQQs, post-tender feedback forms, or get procurement officers to record on contract file
- Are there any reasons not to collect it?

# Collate

1. Right data in right format
2. Theory (What does it mean? What doesn't it mean?) *There is no “neutral approach”*
3. Mining/Analysis
4. Presentation



# Share

- Relying too much on our own data may be misleading – past  $\neq$  future
- Exchange may help to close gaps in data, e.g. matching company to number of employees
- What works and what doesn't work in terms of promoting competition, horizontal policies, lowering costs and/or improving quality of outcomes
- Data complements rather than replaces case studies
- Publish and be damned?

# Examples from elsewhere

**Czech Republic:** zIndex ranks contracting authorities based on I I procurement indicators including transparency, competitiveness, frequency of cancelled contracts

**Germany:** Very decentralised system, but 2016 federal regulation on PP data & common e-procurement standard, creating central database

**Philippines:** Civil works performance evaluation based on combination of quantitative and qualitative data (interviews)

**Ukraine:** Prozorro system shows all tender data including bidders, prices in e-auctions, challenges to awards

**USAID:** Developed I I performance indicators for health sector procurement including cost, quality, time, productivity, integrity

# What needs to change I

## Public authorities need to...

1. Specify their procurement data requirements and gaps
2. Identify benefits and risks in collecting, collating and sharing information
3. Integrate procurement data into relevant strategies (digital, cost saving, environmental/social, economic development)
4. Ensure e-procurement and contract management systems are fit for purpose – if not, are separate apps available?
5. Adopt targets for collection, collation and sharing

## Suppliers need to...

1. Provide requested data
2. Pay attention to published data

# What needs to change II

## Legislators and/or regulatory/audit bodies need to...

1. Encourage development and deployment of standard data formats
2. Provide resources and expertise for data analysis
3. Avoid penalising public sector bodies based on their enhanced publication of data
4. Penalise bodies which don't collect/publish any data (?)
5. Use the data gathered to develop more intelligent procurement law and policy

# Thank you.

## Questions/Discussion



**Web:** [www.procurementanalysis.eu](http://www.procurementanalysis.eu)  
**E-mail:** [abby@procurementanalysis.eu](mailto:abby@procurementanalysis.eu)

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