



Session 1: PPPs in the Renovation of the *Palais des Nations*

Procurement issues in PPPs

Moderator: *Jan van Schoonhoven*, UNECE

Key Issues in a Typical PPP Procurement Process:
the Public and Private Sector perspective



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Procurement of PPP projects

Speakers of today:

Frans Deeleman, Ministry of Housing, the Netherlands

Pedro Neves, Structured Business Director, Andrade Gutierrez

Richard Stolbach, Partner, Patton Boggs

Ghislain Lorthiois, Head of PPP, Samsung

Touraj Etezady , Exec. MBA, Dr. sc. Managing Director Marti Invest AG

Procurement



- The Law's and Regulation's:
 - The rules of the game
- Procurement
 - The most powerful instrument of a government (or company) to reach its goals

In professional organisations



- The procurement law is quite strict and stable to ensure integrity and transparency
- Procurement is in place **to support the goals** of an organisation
 - The goals are changing
 - The partners are changing
- Procurement rules are **in motion** and **adapt** to the partners and innovates

Marks for a professional organisation:

- Regular contact with the partners and own organisation
- Professional procurement organisation (constant training, high skilled)
- At least every 3-5 years adaption of the procurement rules to latest standard
- External audits and peer reviews on Procurement Rules
- Understand the difference and dynamics between procurement law and procurement procedure



History proofs

George Spadoro, Mayor,
Edison, New Jersey

"I have to be very positive about the future of PPPs. I don't think there's a panacea, I don't think there's a pot of gold, but I think there is a tremendous amount to be gained by government going through this process

NOTE:

- All organisations shown in these examples **had to change their procurement** procedures and in most cases also small changes to the procurement law.
- All procurement divisions in these government organisation started with the remark: PPP is **not possible**.

BUT IN THESE CASES:

- All projects present the proof the opposite
- All procurement departs in these government organisations promoted PPP afterwards
- All government procurement divisions were situated at a higher strategic level



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