



U.S. Trade and Development Agency Global Procurement Initiative: Understanding Best Value

USTDA's **Global Procurement Initiative: Understanding Best Value** educates public officials in emerging markets on how to establish procurement practices and policies that integrate life-cycle cost analysis (LCCA) and best value determination in a fair, transparent manner. Doing this helps them acquire high-quality, long-lasting technologies, while building smart, sustainable infrastructure with overall savings to their governments. These procurement methods also open up markets to greater international competition.

Partner Countries

Colombia Practicing Value-Based Procurement:

Two Colombian municipalities revised their procurement policies and practices following in-country GPI training and a U.S. study tour.

Ethiopia Procurement Success:

USTDA supported GPI training and a U.S. visit for Ethiopian aviation sector entities, which later made best-value airport procurement decisions that led to \$20 million in new contracts for U.S. firm Honeywell.

USTDA helped Panama to professionalize its procurement workforce through an in-country workshop and U.S. study tour.

USTDA's first GPI partner country, Botswana, is emerging as a regional leader in public procurement.

The GPI introduced Indian State of Maharashtra officials to U.S. municipal models of best value procurement.

USTDA is supporting the Philippines' Department of Transportation in integrating best value and LCCA into its procurement processes.

Mexico

Panama

Colombia

Romania

Ethiopia

Botswana

India

Vietnam

Philippines

GPI Partners and Collaborators



USTDA signed a Memorandum of Cooperation with the Government of Japan's Ministry of Economy, Trade and Industry in November 2017 to support the development of sustainable and high quality infrastructure in third countries.



WORLD BANK GROUP

In August 2016, USTDA and the World Bank signed a Memorandum of Understanding that formalized their partnership to promote sound procurement policies in emerging markets.

THE GEORGE WASHINGTON UNIVERSITY

WASHINGTON, DC

USTDA and the George Washington University Law School's Government Procurement Law Program established a partnership in August 2013 to develop the GPI. GPI training programs are designed and led by GW experts.



Inter-American Development Bank



Asian Development Bank



Organization of American States



European Bank
for Reconstruction and Development

