

PROMOTING VALUE-BASED PROCUREMENT

Botswana Finds Value in GPI

“WATER AND POWER PROJECTS are very expensive, so when their procurement goes wrong, the whole nation suffers.”

Mrs. Bridget Poppy John serves as Executive Chairperson of Botswana’s Public Procurement and Asset Disposal Board, which provides quality assurance for the central government’s public procurement and asset disposal.



The people of Botswana have learned from experience the negative consequences of poorly planned infrastructure procurement and project management. Against this backdrop, Mrs. John and the Board are determined to embrace the use of modern procurement methods to achieve greater value from their investments.

To reach this goal, the Board has partnered with USTDA under the Agency's Global Procurement Initiative: Understanding Best Value (GPI). To kick off the collaboration, USTDA and its GPI partners trained 40 Botswana officials on value-based procurement methods. The Agency then hosted a dozen of those officials in the United States to introduce them to best practices in procurement at the federal, state and municipal levels. To ensure the lessons learned through these programs are incorporated into Botswana's future tenders, USTDA has provided two procurement advisors to the Ministry of Minerals Energy and Water Resources. Today, these advisors are helping the Ministry create more transparent reporting procedures and draft tender documents that incorporate life-cycle cost analysis mechanisms.

The Botswana officials are putting the lessons they have learned from the GPI into practice. Already, leaders from two procuring entities have begun using life-cycle cost analysis in the development and evaluation of their tenders. They believe so strongly in this program and the benefits it will bring to Botswana that they have started training their colleagues using GPI best practices.

Most importantly, the Board has proposed specific amendments to Botswana's national procurement law as a direct result of the GPI training. Moving away from focusing solely on lowest price, the Board is recommending the use of value-based methodologies and a greater focus on contract management. These changes are designed to enhance efficiency, increase transparency and improve outcomes.

Mrs. John and the Board believe that the GPI has given them important tools they can use to achieve the greatest value for public funds. By establishing a more transparent procurement environment that fosters increased competition, the Government of Botswana will be able to acquire high-quality goods and services that can benefit the whole nation.

 TO LEARN MORE ABOUT THIS STORY, SEE USTDA'S VIDEO:
GPI Helps Emerging Economies Understand Best Value
<https://www.youtube.com/watch?v=Hsw0RkpwxDw>

INCREASING VALUE FOR INFRASTRUCTURE INVESTMENTS

The GPI helps public officials in emerging markets integrate life-cycle cost analysis and best-value determination in a fair, transparent manner to promote sustainable investments and to level the playing field for greater competition in public tenders. Since the initiative's launch in 2013, USTDA has developed its customized GPI activities with its partners from the Government Procurement Law Program at George Washington University Law School.



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OFFICIALS TRAINED

The GPI provides public procurement officials access to world-class experts during workshops and study tours.



\$60B

ON PUBLIC TENDERS

Together, the five GPI partner countries spend \$60 billion annually on public procurement.



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TENDERS UNDER REVIEW

In-country GPI advisors help procuring entities put lessons learned into practice.