



**USTDA**  
U.S. TRADE AND DEVELOPMENT AGENCY



**GPI**  
GLOBAL PROCUREMENT INITIATIVE  
UNDERSTANDING BEST VALUE

## Promoting Value-Based Procurement as a Tool for Economic Growth

The establishment of sound procurement policies and practices is fundamental to ensuring a fair and level playing field in international tenders. Transparent procedures for awarding contracts for goods and services establish accountability and encourage the cost-effective use of public funds, which creates stable, efficient markets. Nevertheless, throughout many emerging economies, low-cost procurement policies pose an impediment to fair competition and to sustainable economic growth. By relying on low-cost as the determining factor for award, governments often fail to consider the benefits that can be gained from high-quality products and services.

In an effort to improve the overall outcome of public procurements in emerging economies, USTDA launched the Global Procurement Initiative: Understanding Best Value (GPI) in 2013. The GPI helps public officials utilize tools such as life-cycle cost analysis to guide their procurement decisions and consider the total cost of ownership of their infrastructure investments.

### Supporting Organizations

USTDA develops its customized GPI activities with its partners from the Government Procurement Law Program at George Washington University Law School. The Agency also works with technical specialists in the energy, transportation and IT sectors who provide in-depth training on conducting life-cycle cost analyses. USTDA collaborates with the major multilateral development banks in the planning and execution of the GPI, and is in the process of formalizing its GPI partnership with the World Bank.

**THE GEORGE  
WASHINGTON  
UNIVERSITY**  
WASHINGTON, DC

The Agency's goal is to provide each GPI partner country with the access, opportunity and support they need to structure sound infrastructure tenders that can foster sustainable economic growth.



### Access

To world-class procurement experts during training workshops and study tours

**440 officials trained**



### Opportunity

To see how U.S. procurements are structured at federal, state and municipal levels

**7 U.S. cities visited**



### Support

To procuring entities through in-country advisors who help put lessons learned into practice

**14 tenders under review**

## Where we are headed



## Partnership Criteria

USTDA seeks to partner with countries that are:

- Committed to integrating best-value determinations in tenders
- Open to fair and transparent international competition
- Dedicated to the long-term professionalization of their procurement workforce

## Contact us for more information

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