Government procurement system in the Republic of Belarus. The electronic trajectory of development

Ministry of Antimonopoly Regulation and Trade of the Republic of Belarus
Legal regulation of the government procurement in the Republic of Belarus

- The relationships in the area of government procurement are regulated by the Law as of 13 July, 2012 № 419-3 "On Government Procurement of Goods (Works, Services)" (effective from 1 January, 2013).

- In the course of preparation of the Law on Government Procurement, the principles of UNCITRAL Model Law on Public Procurement were taken into account.

- National legislation on government procurement has been brought in compliance with the norms of the Protocol on Public Procurement to the Treaty on the Establishment of the Eurasian Economic Union.

- The authorized state agency for government procurement is Ministry of Antimonopoly Regulation and Trade of the Republic of Belarus.
Outcomes of the government procurement reform in 2015

- All competitive procurement procedures are conducted in the electronic format.
- Free access to the information on the procurement procedure.
- Information about complainant and results of complaints handling is published on the official website.
- Information about all agreements and respective additional agreements and the results of the execution of the agreements is published on the official website.
Government Procurement System

Government Procurement Law provides the following types of procedures:

<table>
<thead>
<tr>
<th>Number of procedures, (%)</th>
<th>Form</th>
<th>Type of procedure</th>
</tr>
</thead>
<tbody>
<tr>
<td>20.0%</td>
<td>Electronic</td>
<td>Electronic auction</td>
</tr>
<tr>
<td>4.0%</td>
<td></td>
<td>Request for quotation</td>
</tr>
<tr>
<td>8.0%</td>
<td></td>
<td>Open tender</td>
</tr>
<tr>
<td>0.3%</td>
<td></td>
<td>Exchange trades</td>
</tr>
<tr>
<td>67.7%</td>
<td>Paper</td>
<td>Purchase from a single source with a single supplier</td>
</tr>
</tbody>
</table>
All information on government procurement in the Republic of Belarus is collected on the official website
www.icetrade.by

Electronic trading platform to conduct electronic auctions and place requests for quotations:
www.goszakupki.by      www.zakupki.butb.by

Exchange auctions are conducted in the dedicated trading system
www.butb.by
Registered offers of the participants of non-residents (figures for 2015)

<table>
<thead>
<tr>
<th>Country</th>
<th>Offers</th>
</tr>
</thead>
<tbody>
<tr>
<td>The United Kingdom</td>
<td>409</td>
</tr>
<tr>
<td>Estonia</td>
<td>293</td>
</tr>
<tr>
<td>Latvia</td>
<td>233</td>
</tr>
<tr>
<td>Lithuania</td>
<td>215</td>
</tr>
<tr>
<td>Russia</td>
<td>195</td>
</tr>
<tr>
<td>Switzerland</td>
<td>151</td>
</tr>
<tr>
<td>Germany</td>
<td>105</td>
</tr>
<tr>
<td>Poland</td>
<td>78</td>
</tr>
<tr>
<td>Czech</td>
<td>74</td>
</tr>
<tr>
<td>Cyprus</td>
<td>69</td>
</tr>
<tr>
<td>Austria</td>
<td>68</td>
</tr>
<tr>
<td>Italy</td>
<td>46</td>
</tr>
<tr>
<td>Others</td>
<td>145</td>
</tr>
</tbody>
</table>

Total 372 companies from 33 countries

Non-residents registered 2,081 offers (16%) and concluded contracts on 1,613 bln BYR (40%)
Electronic trading platform

Advantages of the electronic procedures:

**EXPENSES**
Documents are submitted in the electronic format

**CORRUPTION RISKS**
Possibilities to replace the documents and forge the results of the procurement procedure are excluded

**PARTICIPATION IN THE PROCUREMENT PROCEDURE**
Possibility to submit quotations 24 hours per day from any location in the world

**CONTROL**
- Clarity and transparency
- Computer-aided control
In order to optimize the government procurement and reduce the costs it is envisage that:

- **Government procurement is centralized** (concerning the subject of the procurement and customers)

- **Organizers of the government procurement procedures are engaged** (organizations with professional personnel in the field of conducting government procurement procedures)
Professionalization through the centralized procurement institution

Centralizing of procurement ensures:

- Achievement of reduction in the price of the goods by means of putting together the needs of several customers, and thus increasing the efficiency of such procurement procedures (not only in terms of the price owing to the scale effect but also in terms of quality)

- Increase in the number of bidders of the centralized procurement, including as a result of attracting the biggest foreign manufacturers

- Participation of small and medium-sized businesses through a separate lot
Structure of the procurement procedures conducted by the organizers (based on the example of the electronic auctions)

- Customers' auctions
  - 41%

- Organizers' auctions
  - RUE "Belmedtehnika"
  - RUE "Belfarmatsia"
  - Unitary Enterprise "Tender Center of Mingorispolkom"
  - State Union "Belresursy"
  - Others...
Areas of development:

- Raise the number of bidders of government procurement as much as possible in order to increase the competitiveness (involvement of major manufacturers).

- Increase professional capacity of bidders to ensure appropriate preparation of quotation documentation.

- Increase the number of training seminars and workshops for the members of government procurement evaluation committees.

- Create an educational system based on the higher education to ensure a continuous preparation of qualified specialists in government procurement.
Reform of the government procurement system

Objectives of the system:

- Formation, processing, storage and presentation of the data on the government procurement procedures;
- Computer-aided monitoring of government procurement procedures starting from the moment of publishing the annual procurement plan until the execution of the contract;
- Signing all documents including contracts with the help of the electronic signature;
- Automated transfer of contracts from the government procurement information management system into the information system of the State Treasury agencies of the Ministry of Finance to be further paid.
Thank you for your attention!