

Public Tendering A blessing or a curse?



A PURCHASER'S VIEW

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History



- Until 2008 : Public Tendering only used in case of, by gouvernement, subsidized projects
Used procedure: Public Tender or Public RFP
- From 2008: For university hospitals obligation to apply legislation on public procurement
Extra procedure: Framecontract with the possibility to organise minicompetition
- From 2013: Obligation for all the hospitals, financed by the gouvernement, to apply legislation on public procurement

Evaluation after 7years



Positive:

- ✓ Increase of the formality and documentation of the purchasing process
- ✓ Good overview of the progress of the different projects
- ✓ Good overview of the projects yet to be handled
- ✓ Starting up with formal purchasing of categories of products historically purchased by the “owners” e.g. pharmaceuticals, pacemakers...

Evaluation after 7years (2)



Problems:

- ✓ Increased time consuming
- ✓ Need of specialised personnel
- ✓ Need of a system which can manage the progress of the projects
- ✓ Lack of knowledge by the (potential) suppliers e.g. no reaction after publication or substantial administrative failures

Conclusion



Although the legislation on public procurement, in Belgium, has become, from 2013 on, more flexible and easier to use it still remains difficult for the Belgian purchaser.

To cope with this we see lots of initiatives of grouping between different hospitals

From the supplier side, only now, there is a growing insight that they need extra knowledge, not only from the legal point of view but also commercially to deal with the new situation