

OUR ACTIVITIES

The Construction Procurement Institute is an independent foundation, founded by Bouwend Nederland, whose goal it is to enhance the quality of public procurement procedures in the building industry. This goal is set up in two ways:

1 Monitoring

Registration of the characteristics and analyzing of defects in all 3000 publicly announced procurement procedures every year;

2 Actions

Direct actions against awarding bodies during the procedure to correct defects.

Publications from Procurement Institute



'Opgelost'

A collection of columns, published in the Dutch daily construction newspaper



'Stilte voor de storm'

Yearly booklet full of statistic results.

The Construction Procurement Institute:

ENHANCING THE PROCUREMENT PRACTICE

Monitoring

- 1 Every announcement for work contracts is analyzed;
- 2 Characteristics and defects are put in a database system;
- 3 Serious defects become Actions;
- 4 Every year 'the state of the procurement practice' is published in a booklet;
- 5 Conclusions create the input for lobby on national level;
- 6 Whenever needed 'procurement profiles' are made of an individual awarding body, to help regional lobby activities;
- 7 Information from these monitoring activities help to create new procurement legislation, in which transparency and proportionality play more important roles.

Actions

- 1 Input from Monitoring (67%) or from (potential) bidders (33%) leads to Actions;
- 2 An Action starts with a letter to an awarding body concerning an ongoing procedure;
- 3 The Action describes:
 - A What is the problem;
 - B Why it is a problem, and;
 - C What should be done to solve it.
- 4 The tone of voice is always constructive, since it is the awarding body's own choice to cooperate (or not to cooperate);
- 5 Success rate is 67%: in these cases at least one of the remarks leads to a change during the ongoing procedure;
- 6 Long lasting changes occur, due to increased insight from individual actions;
- 7 All actions are published on www.aanbestedingsinstituut.nl and therefore available to the entire building industry.

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ENHANCING THE PROCUREMENT PRACTICE

Why it works in The Netherlands?

- Good advice is always welcome – no matter where it comes from;
- Awarding bodies generally have the ambition to tender in a professional way;
- Respect from awarding bodies for the professionalism of Procurement Institute and Bouwend Nederland;
- Respect from Procurement Institute for the specific situations and difficulties of awarding bodies regarding public procurement.

Additional activities

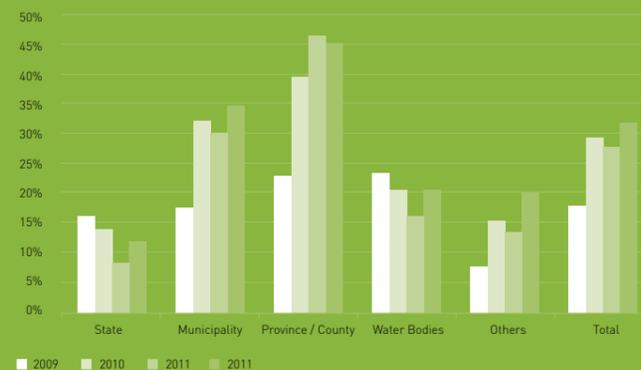
- Organizing courses for awarding bodies;
- Organizing courses for members of Bouwend Nederland;
- Part of technical and legal committees involving procurement issues on both regional and national level;
- Publishing columns and articles in regional and national newspapers;
- Lecture on various subjects during congresses and at universities;
- Organizing yearly congress on current issues in procurement practice.

Why an Independent Foundation?

- ... allows to speak for itself;
- ... prevents internal conflicts within Bouwend Nederland;
- ... allows to operate independently;
- ... allows the goal to be sector-wide, including awarding bodies;
- ... gives extra and unique possibilities to act in public.

Technical requirements lack objectivity

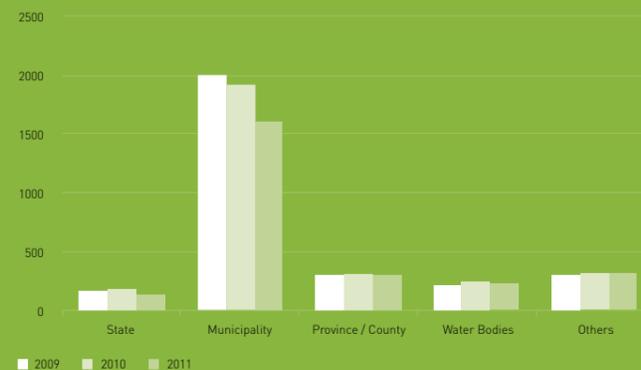
Per type of awarding body, 2008 – 2011



'A technical requirement lacks objectivity if it doesn't state clearly what requirements are to be met by the participants. 'A reference similar to the contract that is object of the procedure' is not objective enough. Both different participants and the awarding body can have different opinions about whether a reference does or does not meet the requirement. 'The reference must contain the renewal of at least 300 meters of sewerage, with drains of at least ø 500mm.' is sufficiently objective. It is very clear whether a reference meets this requirement or not.'

Number of public announcements

Per type of awarding body, 2009 – 2011

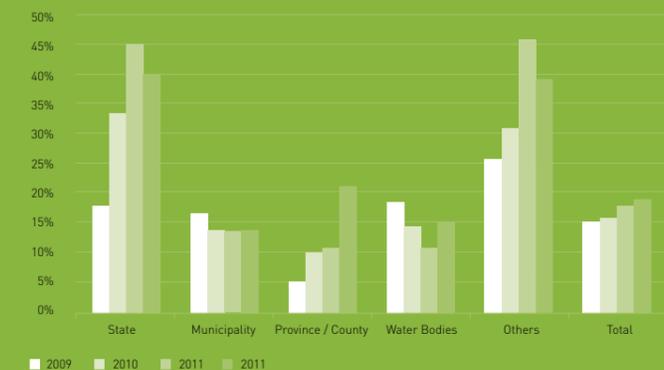


'Every year we measure around 3000 public announcement of contracts for works. Around 30% of these are EU-procedures, and therefore published on TED. The rest is published solely on national websites. The total sum of all these contracts combined is about 5 billion Euro's.'

3000 PUBLIC ANNOUNCEMENT OF CONTRACTS FOR WORKS EVERY YEAR.

The use of the economically most advantageous criterion

In #, per type of awarding body, 2008-2011



'The use of the Lowest Price as awarding criterion in tenders is still over 80% in Dutch public procurement practice, despite all the effort in recent years of Bouwend Nederland and the Procurement Institute to change this situation. This information has been one of the important reasons for a dramatic change on this point in the Public Procurement Law. From 1 April 2013 on, awarding bodies are obliged to use the Economically Most Advantageous criterion for all their tenders (both European and National), unless they have a good motivation to choose for the Lowest Price. It is expected that we will see a sharp increase in the use of the Economically Most Advantageous criterion from 2013 onwards.'