



Colombia Compra Eficiente



GOBIERNO DE COLOMBIA





- Procurement as a driver of public sector performance

Paca Zuleta

- 1. Strategic plan 2012-2016**
- 2. Actions to comply with the strategic plan**
- 3. Strategic plan 2017-2020**

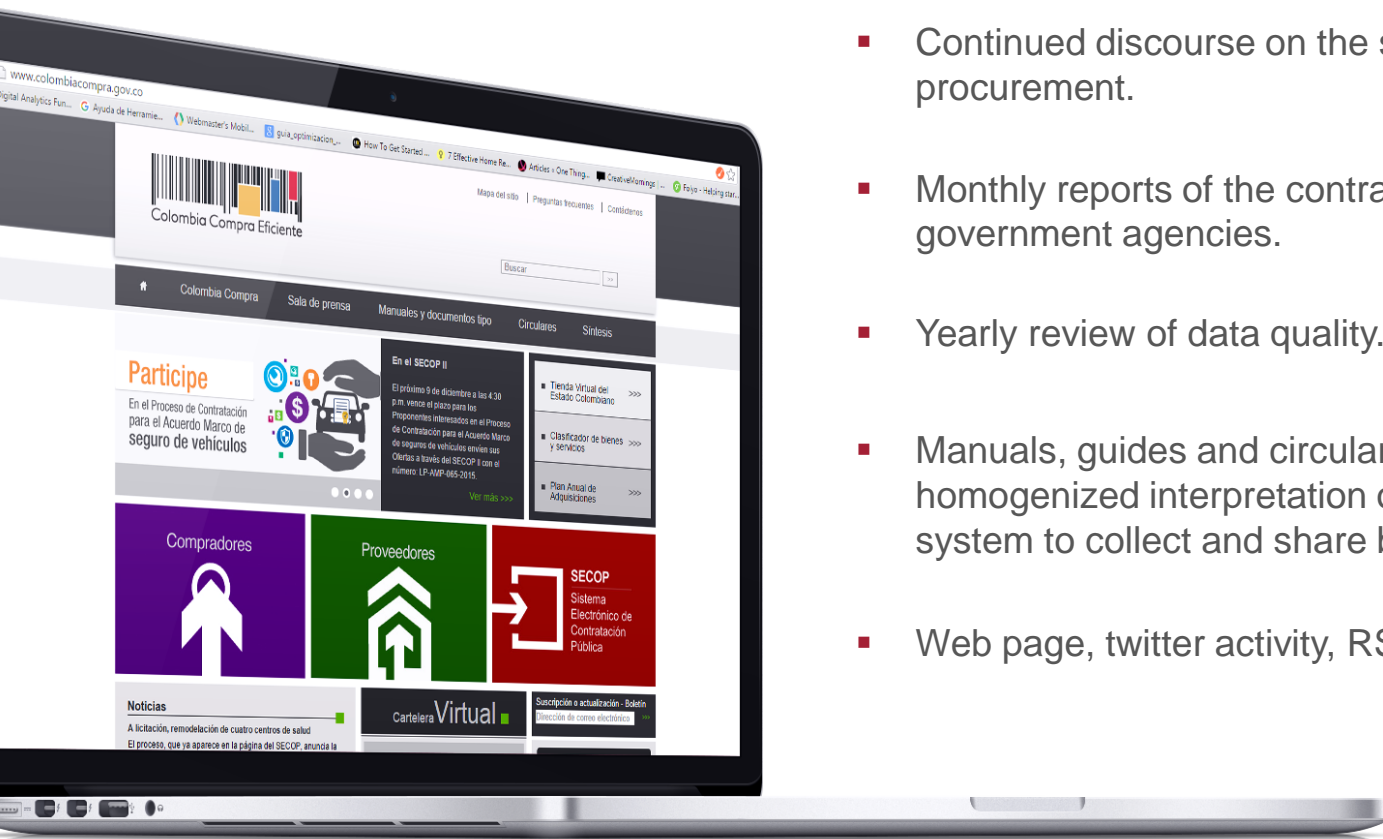
# ■ 1. Strategic Plan 2012-2016



- To make the strategic value of the procurement system for government operations more visible
- To strengthen the competencies of the stakeholders of the procurement system
- E- Procurement.
- Modernization of the legal structure of the procurement system
- Modernization of control mechanisms of the procurement system
- Technical assistance to the stakeholders of the system at the subnational level
- Citizen participation

# Achievements

- Reminder of the obligation to make all data regarding public procurement available.
- Continued discourse on the strategic value of public procurement.
- Monthly reports of the contractual activity registry sent to government agencies.
- Yearly review of data quality.
- Manuals, guides and circulars that aim to give a homogenized interpretation of the law, establishing a system to collect and share best practices knowledge.
- Web page, twitter activity, RSS system for suppliers.





Appropriation

Allocation

Spending

**BUDGET**

**TRANSACTIONS**



Debt



Wages and pensions



Transfers to the territories



Subsidies



Judgements and settlements

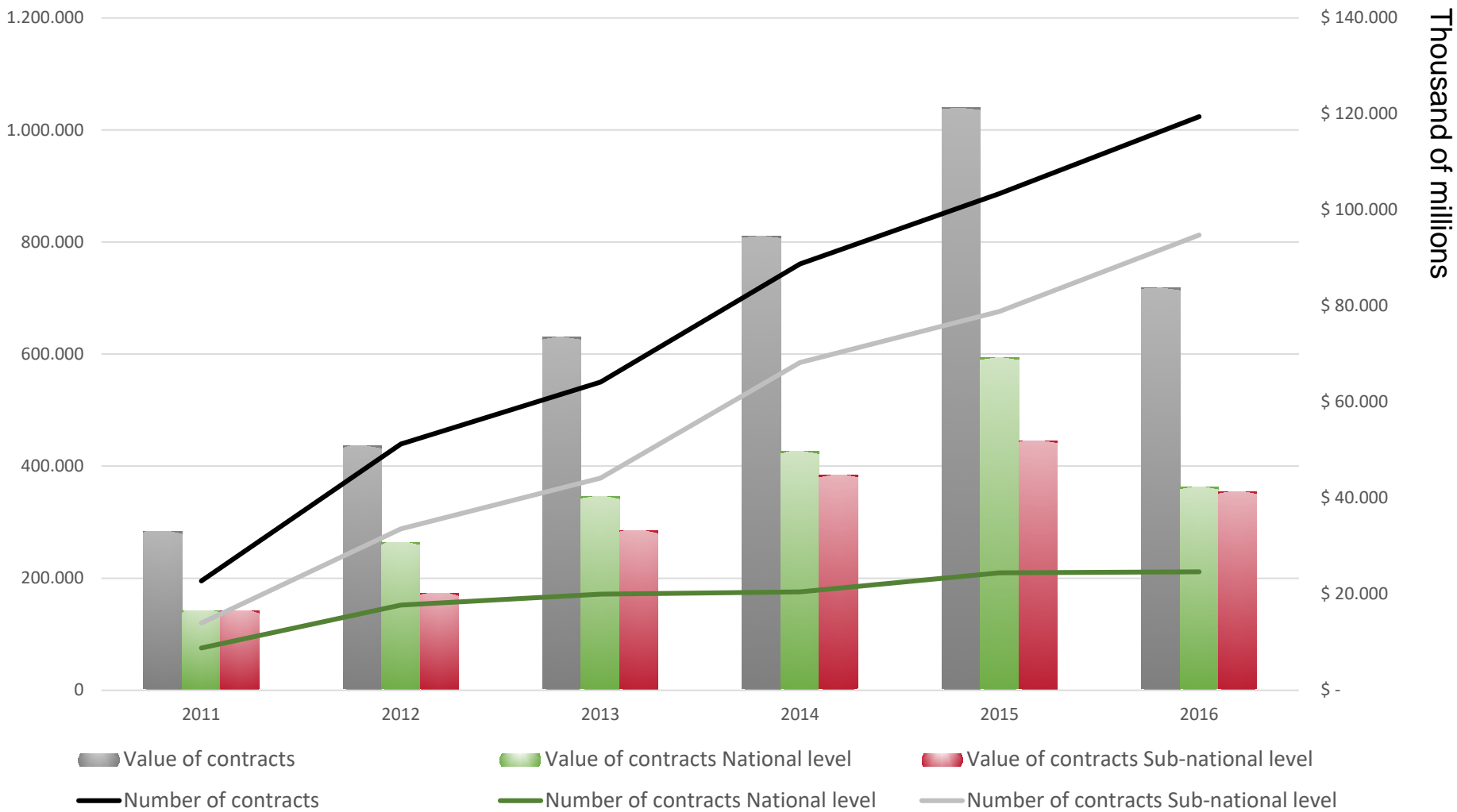


Public procurement system

Wages and pensions

Public procurement system

# SECOP Data



# Public procurement indicators

## KPIs of the public procurement system



### Value for money

- To obtain value for money in the public procurement system, allowing agencies to fulfill their mission.



### Integrity and transparency in competition

- To ensure competitive processes, equal treatment to participants and equal access to information.



### Accountability

- To make data related to suppliers and buyers available and verifiable.



### Risk management

- To minimize the risks associated to planning, selection, contracting and performing of procurement process.



## ■ Tools to strength skills of procurement officers



### Public procurement officers' educational program

- Understanding the profile of the public procurement officers.
- Designing a complete educational program for public procurement officers, defining the profiles and training sessions
- Training the trainers (first group)
- Transformation through education and training, Medellin case.



# SECOP

**Exclusive site to record procurement transactions**

Procurement process documents



**SECOP II**

Transactions online



**TIENDA VIRTUAL  
DEL ESTADO COLOMBIANO**

Transactions on line



**SECOP**

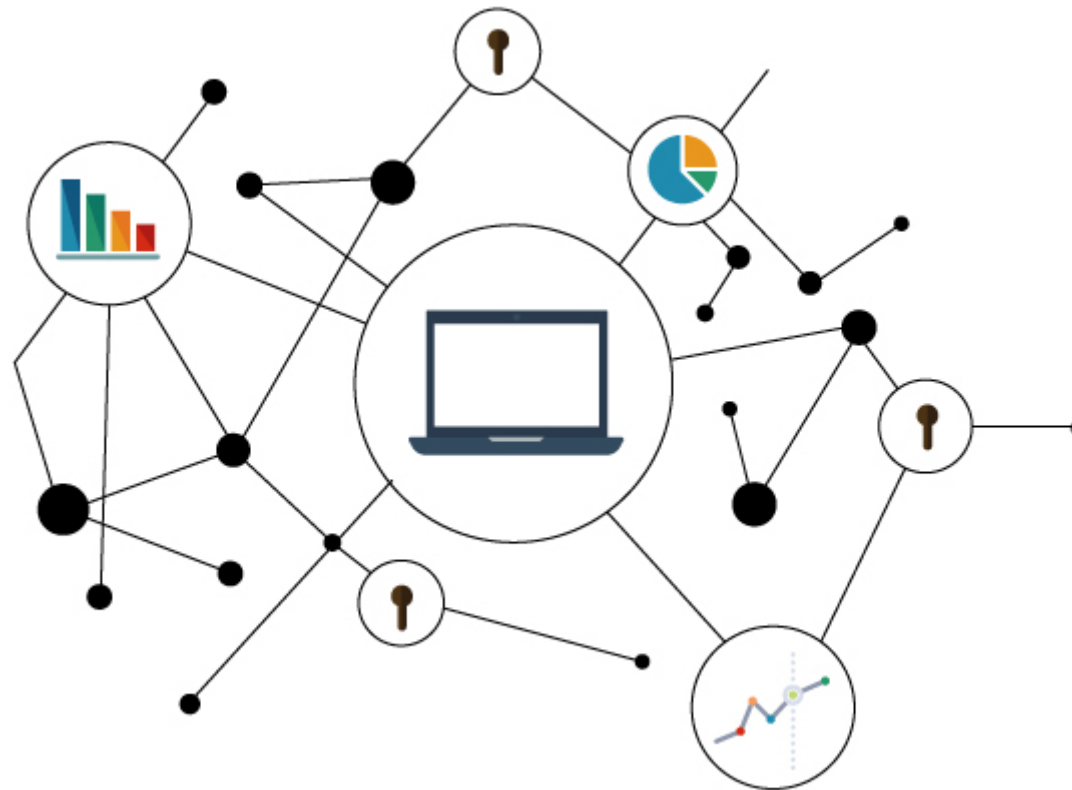
Recording documents

Framework agreement



Retail stores

## SECOP data is open data

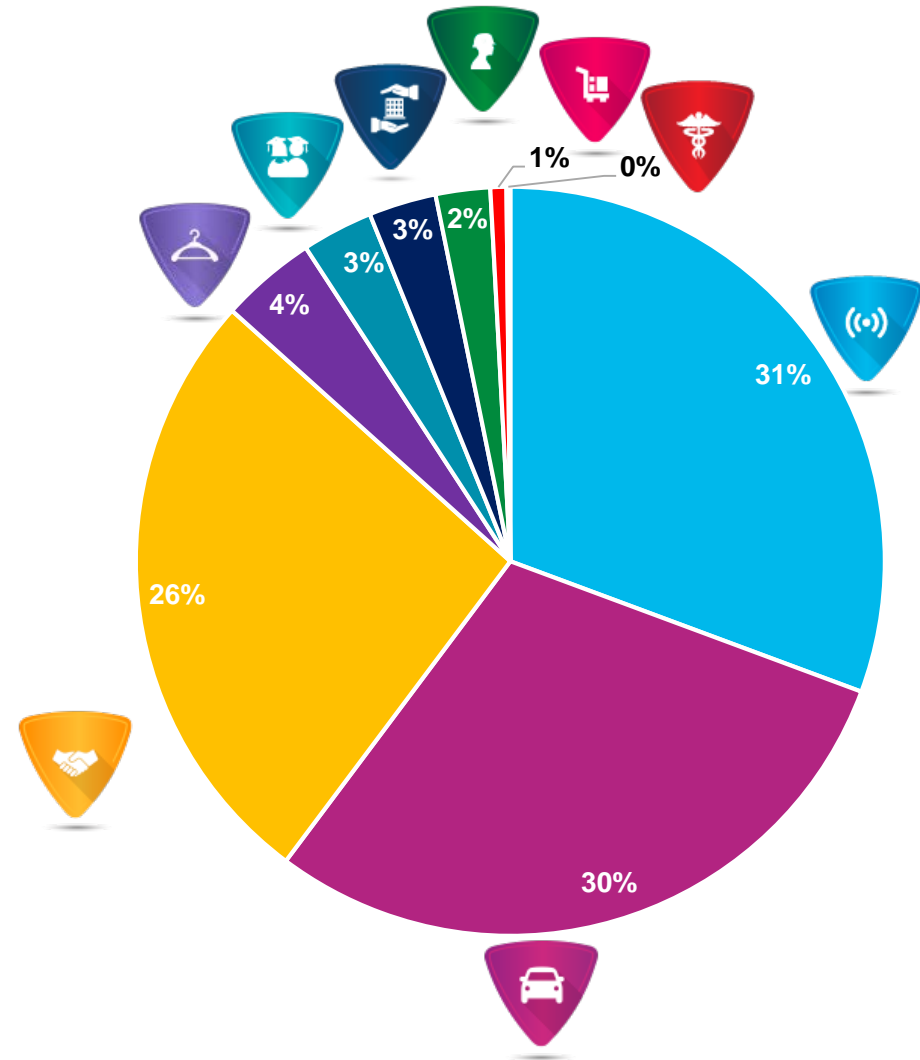


<http://www.colombiacompra.gov.co/transparencia/gestion-documental/datos-abiertos>

## ¿what government agencies buy in the e-store?

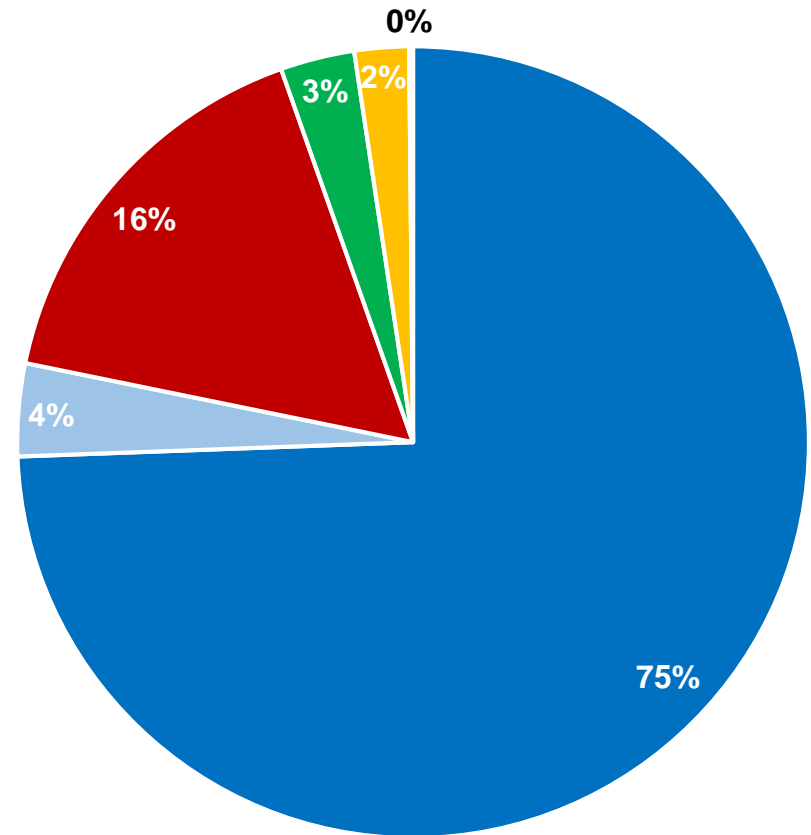
Category	Value of purchase orders	Savings
Technology	\$ 1.230.105	\$ 611.696
Transport	\$ 1.186.313	\$ 186.364
General Services	\$ 1.060.578	\$ 165.891
Outfit	\$ 165.838	\$ 26.225
Education	\$ 123.395	\$ 3.030
Insurance	\$ 117.004	\$ 22.447
Intendance	\$ 94.290	\$ -
Retail stores	\$ 27.741	\$ 6.546
Health	\$ 6.610	\$ 207
<b>Grand total</b>	<b>\$ 4.011.874</b>	<b>\$ 1.022.406</b>

Source: e-store at 31st May 2017



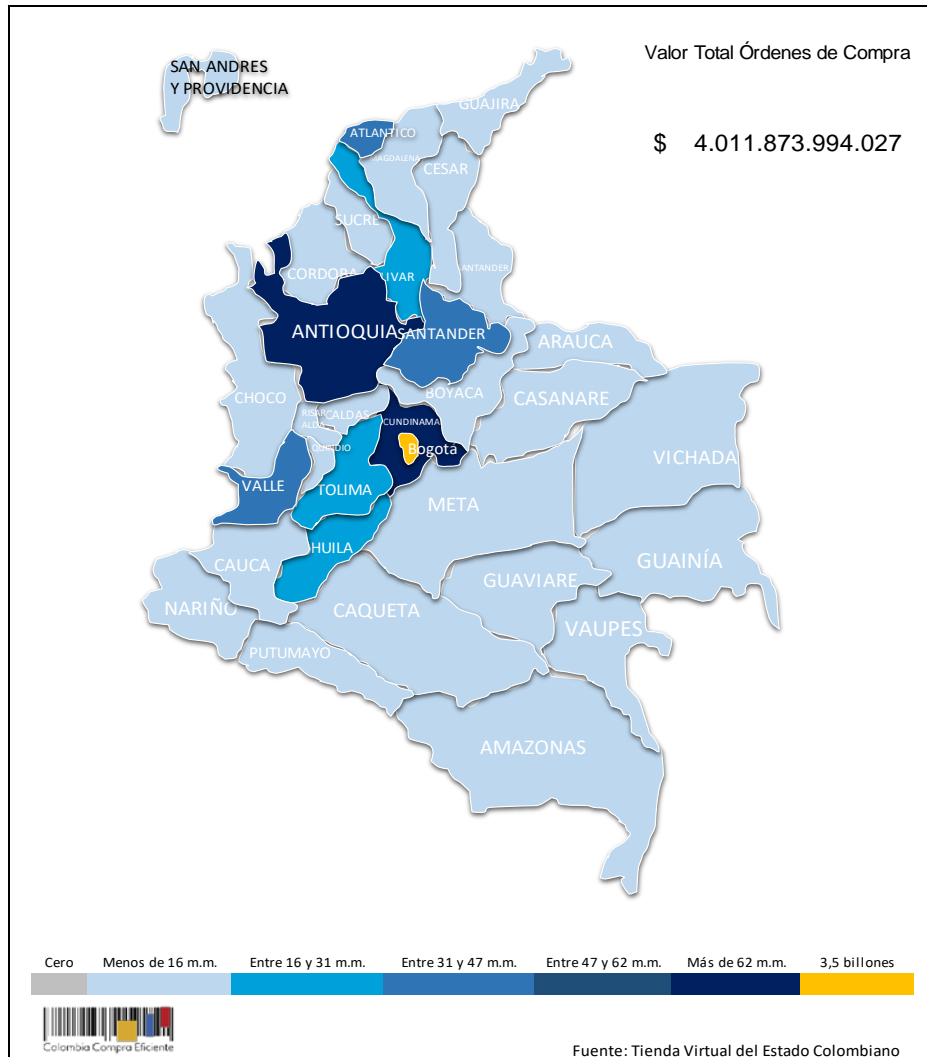
## ¿What kind of agency buys in the e-store?

Level of public entity	Value of purchase orders
National Executive Branch	\$ 2.985.726.545.044
National others	\$ 151.728.527.159
Capital District	\$ 657.380.601.919
Municipalities	\$ 121.485.980.650
Departments	\$ 89.208.404.487
CAR	\$ 6.343.934.768
<b>Grand total</b>	<b>\$ 4.011.873.994.027</b>



Source: e-store at 31st May 17

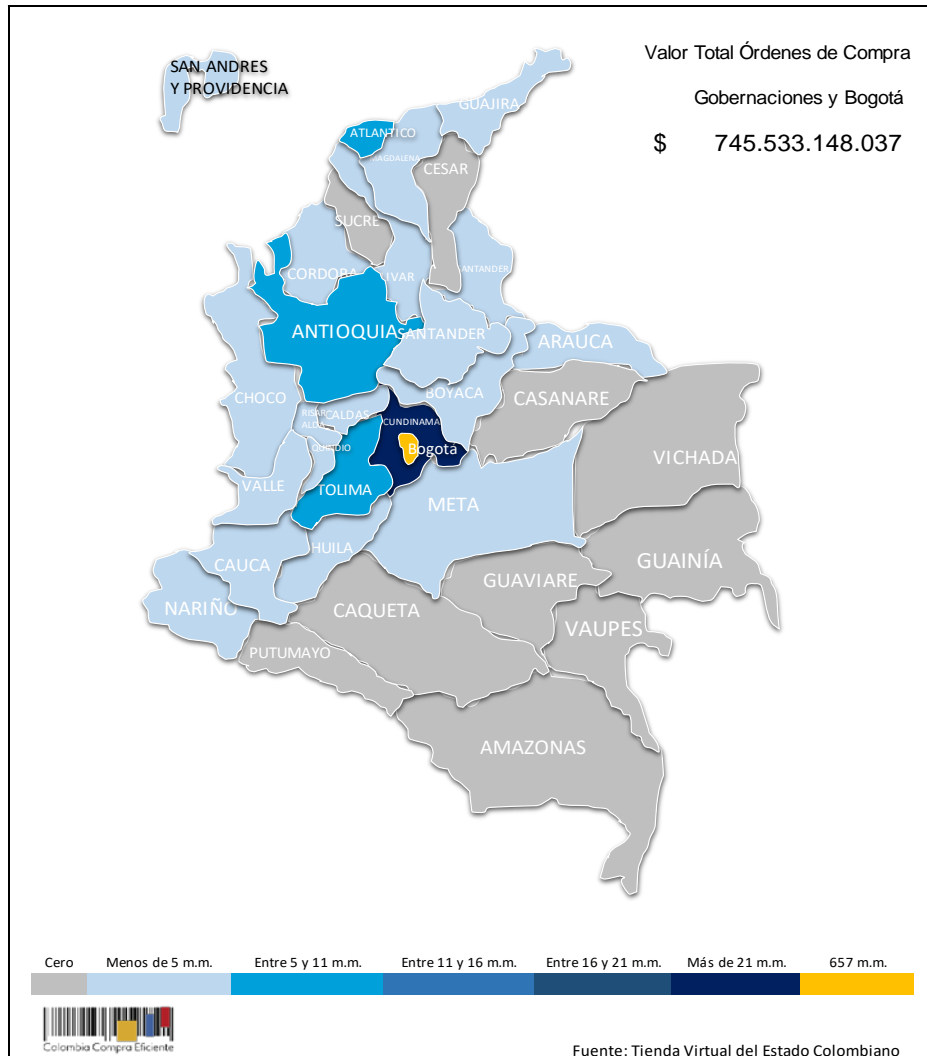
# Delivery place of e-store transactions



Valor de la Órdenes de Compra	
1	Bogotá, D. C. \$ 3.531.261.506.181
2	Antioquia \$ 77.936.386.173
3	Cundinamarca \$ 76.045.034.976
4	Valle del Cauca \$ 45.284.535.742
5	Atlántico \$ 36.485.631.422
6	Santander \$ 34.861.010.712
7	Tolima \$ 31.097.083.437
8	Bolívar \$ 22.594.793.331
9	Huila \$ 22.302.264.395
10	Boyacá \$ 15.575.554.037
11	Meta \$ 14.460.328.578
12	Quindío \$ 13.114.782.327
13	Caldas \$ 11.374.692.901
14	Cauca \$ 11.215.245.161
15	Nariño \$ 8.865.405.783
16	Norte de Santander \$ 7.948.723.843
17	Córdoba \$ 7.825.650.028
18	Magdalena \$ 7.744.989.954
19	Risaralda \$ 6.844.044.734
20	Sucre \$ 6.683.423.606
21	Cesar \$ 4.572.682.374
22	La Guajira \$ 3.345.525.881
23	Chocó \$ 2.787.151.425
24	Caquetá \$ 2.614.030.538
25	Casanare \$ 2.176.981.510
26	Putumayo \$ 1.633.878.053
27	Guaviare \$ 1.305.934.043
28	San Andres \$ 1.269.065.166
29	Arauca \$ 1.249.366.062
30	Amazonas \$ 521.146.385
31	Vichada \$ 413.939.021
32	Guainía \$ 322.831.781
33	Vaupés \$ 140.374.468

Fuente: TVEC a 31-may-17. Cálculos Colombia Compra Eficiente

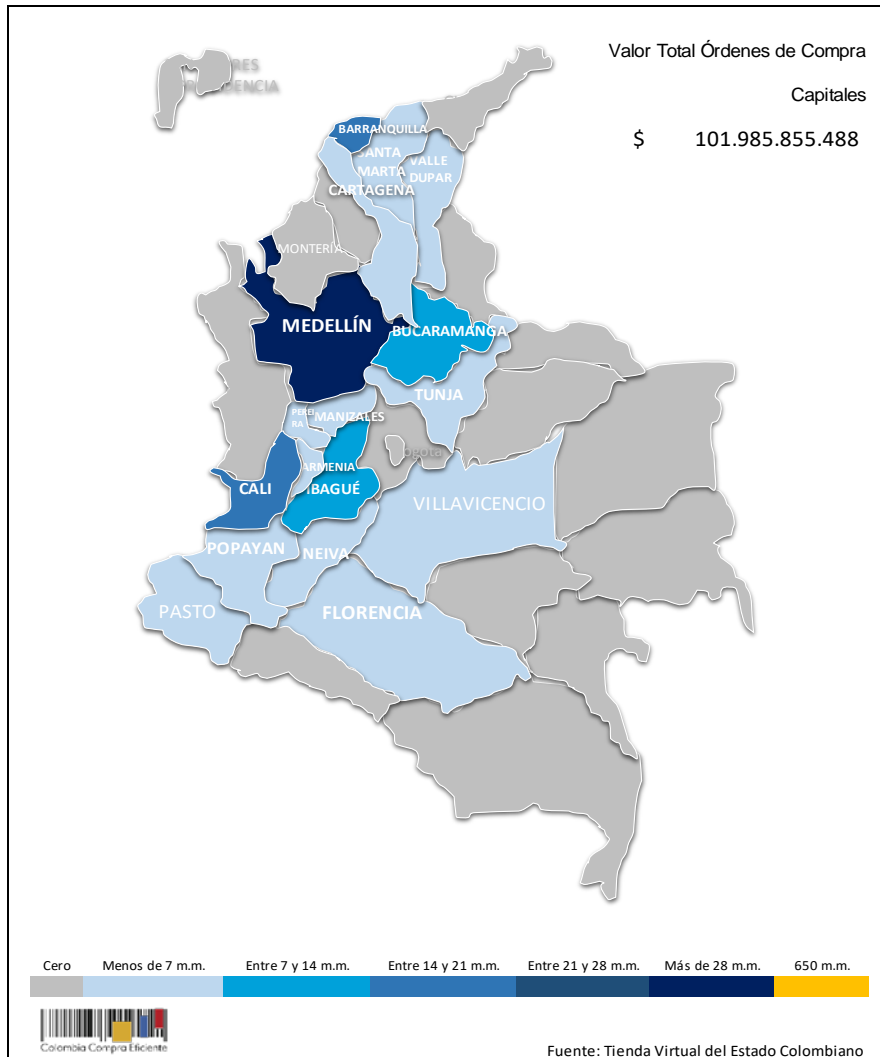
# Departments and Bogotá buying at the e-store



Valor de la Órdenes de Compra	
1	Bogotá, D. C. \$ 657.380.601.919
2	Cundinamarca \$ 26.333.884.440
3	Antioquia \$ 9.793.044.248
4	Tolima \$ 8.555.344.343
5	Atlántico \$ 5.394.910.965
6	Huila \$ 5.137.694.378
7	Bolívar \$ 5.073.878.561
8	Norte de Santander \$ 4.340.405.511
9	Cauca \$ 3.785.022.074
10	Nariño \$ 3.366.667.527
11	Caldas \$ 3.313.437.024
12	Boyacá \$ 2.651.933.184
13	Valle del Cauca \$ 2.346.116.159
14	Magdalena \$ 1.890.131.959
15	Meta \$ 1.752.654.359
16	Santander \$ 924.137.606
17	Chocó \$ 881.766.192
18	Córdoba \$ 655.268.271
19	Quindío \$ 635.561.992
20	Risaralda \$ 487.298.410
21	Arauca \$ 335.280.004
22	La Guajira \$ 329.161.480
23	San Andres \$ 168.947.430

Fuente: TVEC a 31-may-17. Cálculos Colombia Compra Eficiente

# Capital cities buying at the e-store



Valor de la Órdenes de Compra		
1	Medellín	\$ 33.998.127.811
2	Cali	\$ 19.357.164.011
3	Barranquilla	\$ 14.439.332.097
4	Bucaramanga	\$ 7.705.846.585
5	Ibagué	\$ 7.389.568.533
6	Neiva	\$ 5.956.335.397
7	Cartagena	\$ 3.616.576.963
8	Manizalez	\$ 1.666.157.273
9	Armenia	\$ 1.649.066.306
10	Pasto	\$ 1.442.687.904
11	Tunja	\$ 668.079.207
12	Santa Marta	\$ 579.256.657
13	Pereira	\$ 556.424.891
14	Popayán	\$ 499.957.129
15	Villavicencio	\$ 405.991.000
16	Valledupar	\$ 335.537.335
17	Florencia	\$ 68.772.600

Fuente: TVEC a 31-may-17. Cálculos Colombia Compra Eficiente



## Modernization of the legal framework



**SÍNTESIS**  
NORMATIVA Y JURISPRUDENCIA  
EN CONTRATACIÓN



Laudos



Sentencias



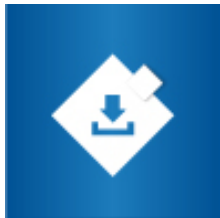
Fichas



Síntesis



Regulation



Manuals, standard documents  
(templates for contracts and terms  
of reference)

- 21 Guides and manuals
- 25 Circulars setting standards and best practices.
- Standard documents (templates)



Revision of regulation and draft a new one in 2013 – plain language and simplicity

Proposed a new bill. Reform based on data analysis and best practices.

# Modernization of the legal framework

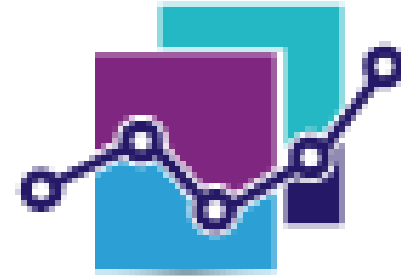
Auditing online

Use of indicator for auditing purposes



Understanding of electronic procurement documents and files

Electronic signature



Performance indicators of the Public Procurement System



Students meals Bogotá 2015 y 2017



Insurance and insurance related services framework agreements



Open  
Contracting  
Partnership



Strategic plan 2012-2016



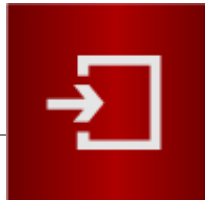
The World Bank proposed candidate  
for the anticorruption medal from  
Congress

## ■ 3. Strategic Plan 2017-2020



- Deployment of SECOP II
- To strengthen Colombia Compra Eficiente ability to offer accurate and opportune information to the public procurement stakeholders
- Promotion, management and maintenance of e-procurement platforms.
- Training programs
- Secondary policy objectives
- Review and adjustment of Colombia Compra Eficiente organizational architecture

## Challenges and pending tasks



SECOP



e-store



**SÍNTESIS**  
NORMATIVA Y JURISPRUDENCIA  
EN CONTRATACIÓN



Manuals, standard documents  
(templates for contracts and  
terms of reference)

- To implement SECOP II in 4100 agencies.
  - To interconnect the procurement system with the budgetary and financial systems of public agencies.
  - To manage and update the platforms used to support the e-procurement strategy.
  - To guarantee system security.
  - To undertake actions to encourage data quality
- To guarantee open data standards in the public procurement data
  - To consolidate the registry of suppliers within SECOP II.
  - To incorporate the standard documents prepared and promoted by Colombia Compra Eficiente into SECOP II.
  - To implement a business intelligence platform.

## Challenges and pending tasks



Tienda Virtual del  
Estado Colombiano



Framework  
agreements



Small acquisitions  
(Retail Stores)

- To continue the design, structure, promotion and management of framework agreements to cover operational acquisitions of government agencies.
- To include goods and services relevant for defense, education, health and social welfare sectors in the portfolio of framework agreements.
- To maintain active participation of the subnational level in the framework agreements.

## KPIs

- To continue monitoring the performance of the public procurement system and the effectiveness of Colombia Compra Eficiente measured through the Key Performance Indicators (Base line: 2014). The periodicity of the measure shall be in accordance with the timing of the KPI.

## ■ Challenges and pending tasks



### Economic studies team

- To design tools to speed up the information management process.
- To define a methodology to evaluate framework agreements performance and results.
- To engage the stakeholder to use the open data of public procurement system
- To draft guides to improve the quality of the registry of public procurement data
- To make procurement analysis by sector and categories of expenditure.
- Case studies .



## ■ Challenges and pending tasks



### Public procurement officers' career

- To implement a system to offer the designed training to public procurement officers.
- To implement a system to certify the public procurement officers that have undergone the training.



### Financial sustainability of Colombia Compra Eficiente

- To organize a sustainable system to fund Colombia Compra Eficiente to ensure the required income needed in order to maintain the high profile of the team and constant updates of the platforms.

## ■ Challenges and pending tasks



### Implementation of policy objectives through the public procurement system

- To incorporate the public policies of the peace process with the regulation of the public procurement system, particularly the ones related with agricultural production at a small scale.
- To communicate and implement the policy to drive innovation throughout the public procurement system.
- To develop a policy and practical tools to continue with the implementation of sustainable public procurement policies covering SME participation in the system.

## ■ Challenges and pending tasks



### Regulation

- To promote a new procurement law with no special regimes for public procurement (with the exception of SOE competing with private sector) following the best practices of the EU regarding procurement modes and simplifying the regulation in general.
- To keep a constant review of the regulation and issue soft regulation to drive better practices in the public procurement system and create incentives to increase the quality of the data regarding public procurement.
- To organize Colombia Compra Eficiente's consultant role in public procurement to the National Government.
- To issue and promote new standard documents (templates of terms of reference and contracts) and other documents that can be used in procurement processes.

## ■ Challenges and pending tasks



### Other aspects

- To undertake actions to strengthen integrity in the public procurement system in accordance with OECD review and matters identified in the monitoring activities of Colombia Compra Eficiente and by the controlling authorities.
- To implement a quality management system for services delivered by Colombia Compra Eficiente.



Colombia Compra Eficiente

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GOBIERNO DE COLOMBIA



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