

DIALOGUE FORUM ON SPP

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PRESENTED BY: ANDRES REDIN (ECUADOR)

WEBINAR, OCTOBER / 2020

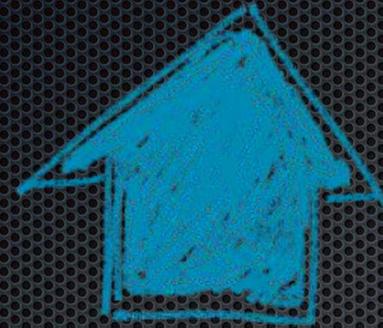
*“Ecuador Social Inclusive eCatalog, a strategy to promote sustainable public procurement.”*

①

PUBLIC  
PROCUREMENT

②

PUBLIC SPEND



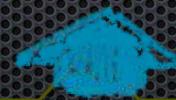
2 Systems

Axis 1: Rights for the whole life  
Axis 2: Economy for the society  
Axis 3: Better society and gov't.

Public policy

*Concerted actions of Gov't to achieve a desired outcome*

- Promoting local production (econ.)
- Social inclusion (social)
- Reducing environmental impact (env.)



Ecuador

National Development Plan

Government pathway (multiyear)

**TENDER MANAGER**  
*Public procurement agency*

**Purchasing strategy**

- Consolidate purchase
- Value for money
- SPP procurement
- eTendering
- Contractual



Entities agreement  
Consolidate demand

BV4M  
based on  
Lifecycle, TCO analysis

Drivers to encourage  
Responsible production and  
consumption  
best practices

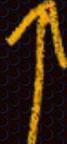
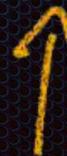
Attribute, charact.,  
Performance, etc.

Joint purchase

Technical  
requirement

Market approach

Spec sheet



P/O Management (ERP)  
*Inclusive Electronic Catalog*



**Awards / Selected vendors**

Delivery terms

Sourcing  
Prequalification of vendors

Long term agreement (2y)  
(convenio marco)

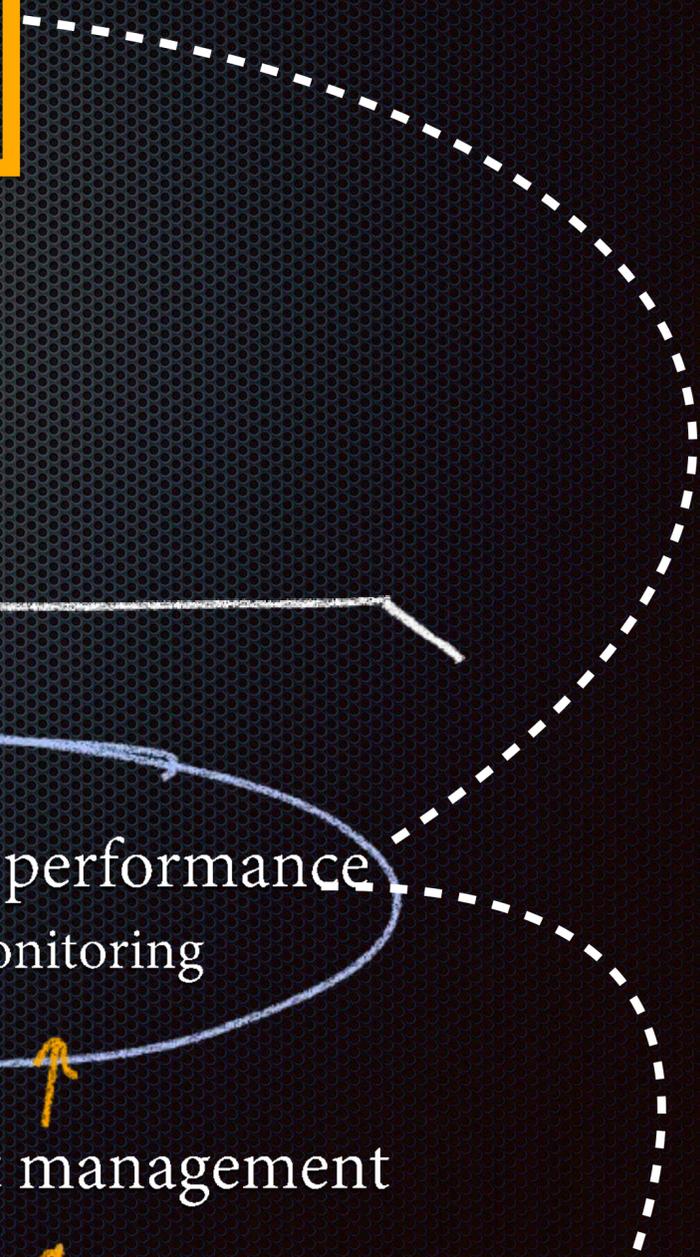
Vendor performance  
monitoring

Supplier management

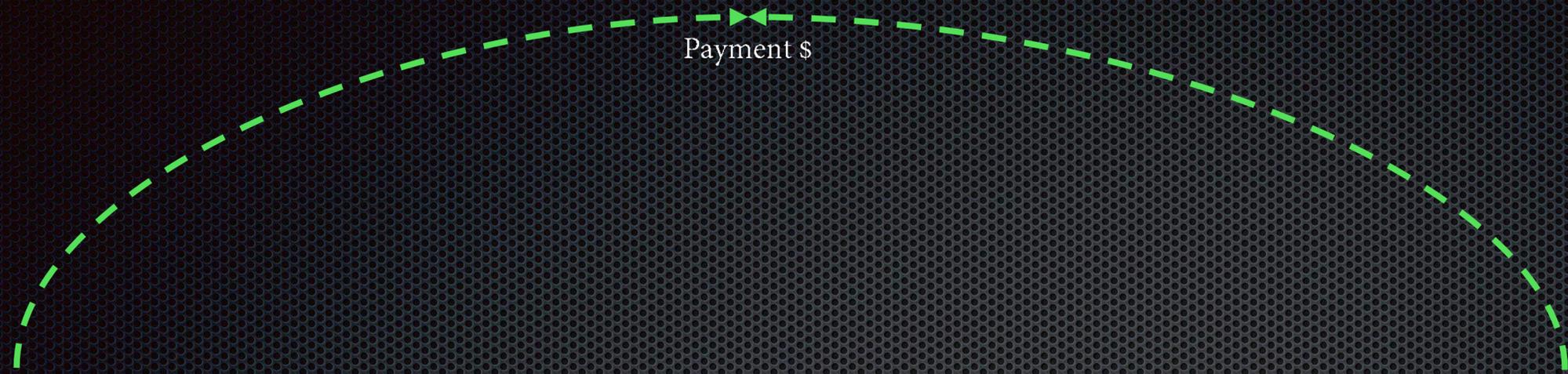
Tender solicitation

Contract management

QA



# ERP workflow



Vendor compromised to delivery the P/Os on each requester units. Signed P/Os is necessary to start payment process

**Entities / Buyer**  
Public schools system /  
National Health Network, Etc..

Entregas en el sitio convenido.  
Entities are logged on to place (submit) orders instead of create a new tender process. Product and Price have already agreed with the vendor during 2 years.

**Vendors**

Delivery of goods



eCatalog

Order Request

Purchase orders

Information solution (ERP) that creates and manages Purchases Orders from entities (buyers) and to selected vendors

# Country Initiative

# “Hilando el Desarrollo” Social inclusive eCatalog



Initiative started on 2013, supply of school uniforms for public school students in rural areas through local suppliers (SME) authorized to receive purchase orders from schools.

**SPP Approach:**  
 Economic → 40%  
 Social → 50%  
 Environmental → 10%

**Results / outcomes\*:**  
 SME awarded → +1000  
 Total amount → +USD 15 mil.  
 Beneficiaries → +500 k students

**Hilando el Desarrollo**  
**Uniformes Escolares**

**Antecedentes**  
El programa Hilando el Desarrollo del GdE establece un modelo inclusivo de los actores de la EPS a través de procedimientos de contratación eficientes y ágiles para generar órdenes de compra. Coordinación interinstitucional para reducir las barreras de ingreso escolar mediante la entrega gratuita de uniformes escolares para niñas y niños de escuelas fiscales de la sierra y amazonia.

**Convocatoria 2013**  
 Entidad contratante: Min. De Educación  
 Kits escolares: 549,017  
 Artesanos participantes: 1.141  
 Monto del programa: \$14 millones 170 mil

**Resultados**  
 1. Inclusión a los actores de la EPS (Cerca de 1000 pequeñas unidades productivas venden al Estado)  
 2. Bienes normalizados en el CATALOGO ELECTRONICO ARTESANAL  
 3. Apoyo a la universalización de la educación básica.  
 4. Beneficiarios directos: 4.500 artesanos / 550.000 escolares.  
 Beneficiarios indirectos: 17.100 familiares\*  
(\*En base al núcleo familiar de 3.8, fuente INEC)



**SERCOP** SERVICIO NACIONAL DE CONTRATACIÓN PÚBLICA

Buscar

CATÁLOGO ELECTRÓNICO [Volver al SOCE](#)

[← Volver](#)

**KIT DE UNIFORME ESCOLAR RÉGIMEN SIERRA Y AMAZONÍA**

Provincia:  Precio:

Cantón:




Proveedores

<b>Nombre convenio</b>	PROVISIÓN DE PRODUCTOS DE CONFECCIÓN TEXTIL
<b>Código</b>	CDI-SERCOP-001-2016
<b>Descripción</b>	PROVISIÓN DE PRODUCTOS DE CONFECCIÓN TEXTIL
<b>Objeto</b>	SELECCIÓN DE PROVEEDORES PARA LA PROVISIÓN DE PRODUCTOS DE CONF
<b>Fecha de Adjudicación</b>	28-01-2016
<b>Fecha de Expiración</b>	31-12-2020

# Thank you!

Links for more information

[https://www.oneplanetnetwork.org/sites/default/files/ecuador\\_action\\_plan.pdf](https://www.oneplanetnetwork.org/sites/default/files/ecuador_action_plan.pdf)

<https://catalogo.compraspublicas.gob.ec/>

<https://slideplayer.es/slide/10282127/>