



Recent large reform of State Public Procurement in France

Main data concerning public procurement in France

- Public Procurement at large (including utilities sector and PPP) = 10% GNP, 190 billion Euros (23 000 bYen)
- Public Procurement at Central and Local Government
 - State : 27.7Md€ 22 246 contracts
 - Local Government 27.6Md€ 86 431 contracts
- Supplies 19.5 Md€
- Public works 19 Md€
- Services 16 Md€

First step : creation of the Agency for public procurement (ACA) within the Ministry of Finance (2004)

■ Objectives

- ❖ Centralisation of procurement to get lower prices
- ❖ More professionalism among procurement agents
- ❖ Develop and use modern techniques and tools

■ Achievements : more than 100 M. Euros economy a year (5%)

■ Thanks to

- ❖ Standardization
- ❖ Size of contracts
- ❖ More frequent and larger competition
- ❖ E-procurement, e-ordering, e-payments

■ Especially in telecommunication and information system

E-procurement by ACA

- French general context for e-procurement

- ❖ **Legal context**

- Start in 2005 on a mandatory basis : contracting authorities have to make it possible for companies to go through e-tendering

- Electronic signature corresponding to paper signature in the civil code

- free choice of the electronic platform

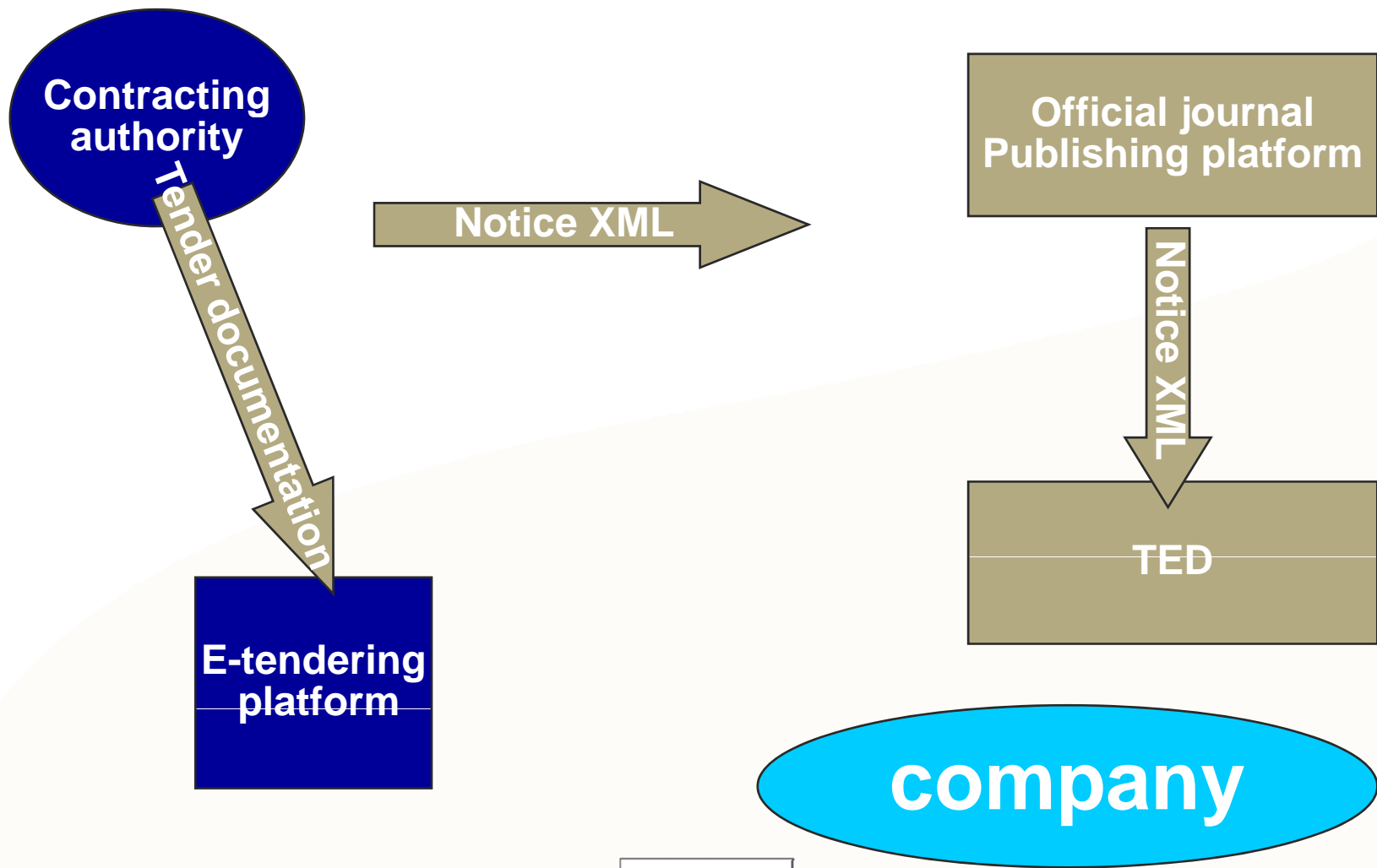
- guaranties to be given to the e-tenderers

- ❖ **Next steps**

- e-tendering mandatory for information system > 90 000 euros**

- possibility for contracting authorities to enforce e-tendering**

Global picture



Second step : Decision to create the State Government procurement agency (SAE)

- **An interministerial audit was conducted in 2006**
 - ❖ **Lack of professionalism**
 - ❖ **Possibility to capitalise on recent improvement in specific areas**
 - ✓ Finance and Defense successfull experience
 - ✓ Achievements in centralisation of procurement of mobile phones and gasoline

- **Decision made within the vast reform of State services organisation which is currently taking place.**

the policy

ambition

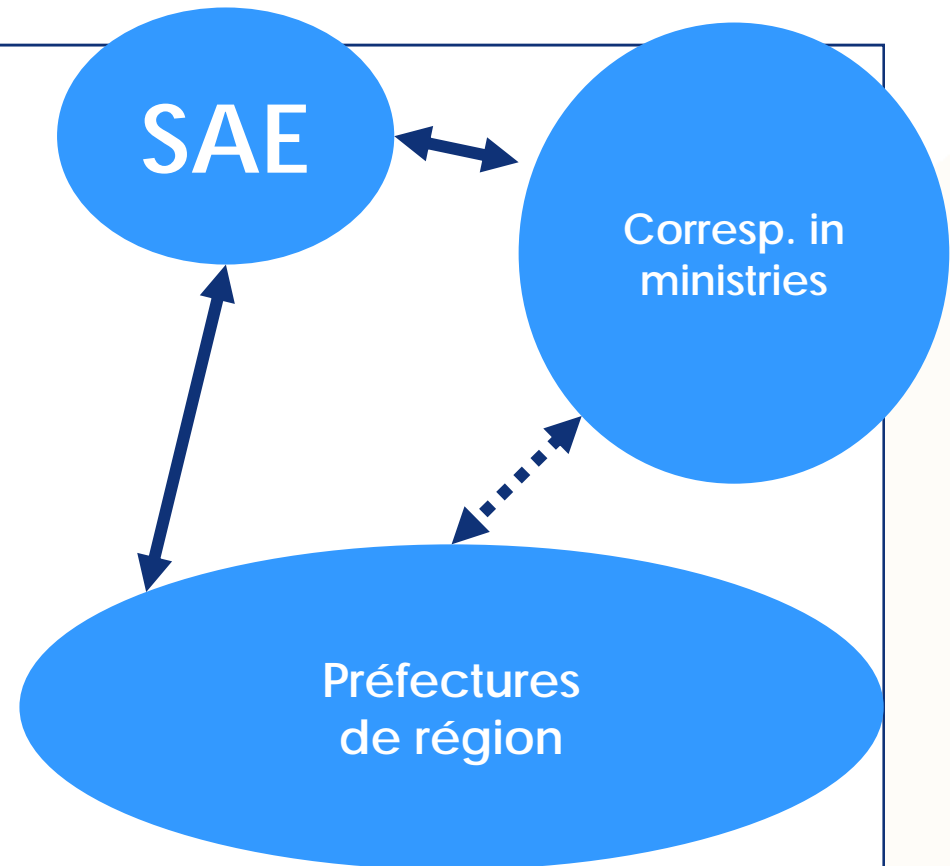
To improve professionalism in State procurement

Objectives

- **Save money :**
 - ❖ Reduce costs of procurement by 10 % on current spending
 - ❖ Reduce administrative burden
- **Develop eco and social responsible procurement**
- **Facilitate SMEs accession to public contracts,**
- **Improve management of human resources dedicated to procurement.**

A totally new organisation

- SAE, by the Ministry of Budget
- correspondants in the ministries :
 - At central level
 - In the administrative regions
- SAE in charge of :
 - Design of the procurement policy
 - Designation of body in charge when not implementing by himself



E-procurement – the right tool

- Specific responsibility for SAE – the PMI platform