



International  
Public  
Procurement  
Conference

# CONFERENCE PROGRAMME

14TH – 16TH AUGUST 2014, DUBLIN, IRELAND

**6<sup>th</sup> International Public Procurement Conference**  
**August 14 – 16, 2014**  
**Dublin**

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**6<sup>th</sup> International Public Procurement Conference**  
**August 14 – 16, 2014**  
**Dublin**

**THURSDAY 14<sup>TH</sup> AUGUST**

07:30 – 17:30      Registration Desk Open

08:30 – 10:00      **OPENING ADDRESS & PLENARY SESSION - HG20**  
Chris Browne  
*Chief Procurement Office World Bank*

10:00 – 13:00      **INDUSTRY TRACKS (2)**

TRACK 1 – BID MANAGEMENT – HG06

Tendering Together - Consortium Bidding for SMEs  
*Joanne Gillen, Consortia Facilitator InterTradeIreland*

Twelve Tips for Tendering Success  
*Colin Borland , Bid Management Services*

TRACK 2 – TENDER SCOUT – HG07

Padraig Coakley, Operations Director will take an SME – Centric Perspective on

1. Characteristics of a Successful tenderer
2. Prospecting for opportunities
3. Applying Market Intelligence to qualify opportunities
4. Developing consortiums to respond credibly to opportunities
5. Practical Insights into the evaluation process

10:40 – 11:00      Refreshment Break  
Foyer

11:00 – 11:45      **PLENARY SESSION – HG20**  
Allan Watton  
*CEO, Best Practice Group*

11:05 – 12:45      **PARALLEL TRACKS (3)**

TRACK 1 – ECONOMICS OF PUBLIC PROCUREMENT- HG19

- (1) Consumer Choice And The Quality Of Home Care For The Elderly  
Authors: Mats Bergman , Henrik Jordahl, Sofia Lundberg
- (2) Administrative Capacity For Reconstruction Procurement: Lessons Learned From||The Great East Japan Earthquake  
Authors: Toru Sakane
- (3) Public Procurement Of Homogeneous Goods: The Czech Republic Case Study  
Authors: Jan Soudek , Jiri Skuhrovec
- (4) Electronic Procurement Efficacy Metrics \_ A Study Of Indian Railway Achieved Key Performance Indicators  
Authors: Pon Sivalingam
- (5) Firm Participation And Competition In Public Procurement: Evidence From Eastern Finland  
Authors: Jani Sasstamoinen

## TRACK 2 – PUBLIC PROCUREMENT POLICY - HG18

- (1) The Evolution Of The World Bank's Procurement Policy  
Authors: Sope Williams\_Elegbe
- (2) Public-Private Partnerships for Transportation Infrastructure: Challenges for State & Local Government Public Procurement in the United States  
Authors: Lawrence Martin , Joe Saviak, Wendell Lawther
- (3) The Effects Of Favoritism On Tendering Systems In Japanese Local Governments  
Authors: Satoru Tanaka, Shuya Hayashi
- (4) When Practice Met Kraljic  
Authors: David Mc Kevitt, Roisin Killeen
- (5) Public Contracts Between Contracting Authorities  
Authors: Andrea Sundstrand

## TRACK 3 – INNOVATION & LESSONS LEARNED - HG05

- (1) Innovation Partnership In The New Public Procurement Regime - Shift Of Focus From Procedural To Contractual Issues?  
Authors: Marta Andrecka
- (2) Lessons Learned From The Development Of A Procurement Competency Framework For The Public Sector: 'We Don't Know What We Don't Know'  
Authors: Kath Ringwald, Gareth Jones , Gunther Kostyra, Vera Ndrecaj
- (3) Strategies In Public Procurement: A Systematic Literature Review Analysing Past Trends And Future Developments  
Authors: Michael Essig, Markus Amman, Andreas Glas
- (4) Comparative Analysis Of Public Procurement Efficiency Under Different Regulation Regimes  
Authors: Andrey Yakovlev, Andrey Tkachenko, Olga Demidova, Olga Balaeva
- (5) Essential Aspects Of Public Procurement Reform Processes - Lessons Learned From Namibia  
Authors: Anne Schmidt

12:45 – 14:00

### **LUNCH**

DCU Restaurant

14:00 – 15:00

### **PLENARY SESSION – HG20**

Bill McCluggage

*Laganview Associates*

14:00 – 15:45

### **PARALLEL TRACKS (3)**

## TRACK1 – INNOVATION & PUBLIC PROCUREMENT - HG19

- (1) Half-Time, Innovation In Rotterdam And Amsterdam Procurement  
Authors: W.B. Ten Haaf
- (2) Cooperation Through Immediate Post Contractual Negotiation  
Authors: Stepha Meijers, Andre Doree , Hans Boes
- (3) Electronic Procurement Warranted Process Re-Engineering \_ A Case Study Of Indian Railways  
Authors: Pon Sivalingam

- (4) Innovation And Public Procurement With Link To Governance  
Authors: Margaret Gilbert
- (5) The Effect Of Collaboration, Strategy, And Procurement Competence On Public Procurement Innovation And Its Effectiveness  
Authors: Daniela Grudinschi , Sanna Sintonen, Jukka Hallikas, Timo Kivisto

#### TRACK 2 – SMALL BUSINESS & PUBLIC PROCUREMENT - HG18

- (1) Market Orientation And Smes' Activity In Public Sector Procurement Participation  
Authors: Timo Tammi, Helen Reijonen, Jani Sasstamoinen
- (2) Efficiency of Simple Homogeneous Goods Procurement under Rigid Governmental Regulation: the Case of Sugar Sand Procurement in Russia  
Authors: Aleksandra Bashina, Andrei Yakovlev, Olga Demidova
- (3) Smes In Public Procurement  
Authors: Johan Stake
- (4) The Role Of Small And Medium-Sized Enterprises In A Sustainable Public Procurement System  
Authors: Anna Górczyńska
- (5) Measuring Efficiency In International Public Procurement  
Authors: Anjali Kumar, Arvind Nair and Juliane Piech

#### TRACK 3 – DEFENCE PROCUREMENT – HG05

- (1) TRUST FUNDS FOR SECURITY. HELPING THE AFGHAN NATIONAL SECURITY FORCES TO BE SELF-SUSTAINABLE?  
Authors: *Ewa M. Suwara*
- (2) DEFENSE SYSTEM INNOVATIONS: HOW PROCUREMENT MAKES A DIFFERENCE  
Authors: *Peter Hall , Robert Wylie*
- (3) DEFENSE MANAGEMENT RESEARCH CAPACITIES AND TOPICS  
Authors: *Christian v. Deimling, Andreas H. Glas, Michael Essig*
- (4) CONTRACT MANAGEMENT AND PERFORMANCE OF ROAD MAINTENANCE PROJECTS IN ARUA MUNICIPALITY  
Authors: *Pross Oluka, Alex Nduhura*
- (5) IMPLICATIONS FOR OFFSETS IN DEFENCE PROCUREMENT DURING AUSTERE TIME  
Authors: Kogila Balakrishnan

14:00 – 16:00

#### **INDUSTRY TRACK (1)**

#### TRACK 1 – GREEN PROCUREMENT – HG06

Olivier Gaillot  
*RX3*

15:45 – 16:00

Refreshment Break  
Foyer

16:00 – 16:45

#### **PLENARY SESSION – HG20**

Nick Grimm  
*CEO, NGIP*

16:00 – 17:45

### **PARALLEL TRACKS (3)**

#### TRACK 1 - PUBLIC PROCUREMENT & TRANSPARENCY – HG19

- (1) Empirical Analysis Of Public Procurement Practices And Cost-Based Pricing Regulation  
Authors: Michael Georgi, Sascha Kemmeter
- (2) Systematic Review Of 16 Years Of Scientific Literature On Public Procurement  
Authors: Sandra Lange , Jan Telgen, Fredo Schotanus
- (3) Auditing Public Procurement: Roles Of Office Of The Auditor General Of Thailand In Ensuring Transparency And Accountability In Public Procurement  
Authors: Sutthi Suntharanurak
- (4) Rationalising Public Procurement Of Complex Construction Projects By The Price Component Selection  
Authors: Pertti Lahdenpera
- (5) Seven Years Of U.S. Defense Acquisition Research: Analysis Of Proposals And Projects  
Authors: Keith Snider , Karey Shaffer

#### TRACK 2 - PUBLIC PROCUREMENT GOVERNANCE – HG18

- (1) Differentiation Of Strategic And Tactical Contracting Actions By U.S. State Governments: Criteria Used, Measures Taken, And Lessons Learned  
Authors: Don Buffum, Douglas Buehne, Stephen B. Gordon
- (2) Protesting Local Government Procurements In The United States  
Authors: Brendan Hefty
- (3) The Model Of Quasi-Corruption: Public Procurement Case  
Authors: Andrei Ivanov
- (4) Public Procurement Issues And Challenges In Nepal  
Authors: Rajendra Prasad
- (5) Examination Of The Effects Of Personal And Purchasing Unit Characteristics On||The Types Of Problems Experienced And Types Of Contracts That Are Problematic  
Authors: Bill Davison , Anna Komarnitskaya, Nina Ershova

#### TRACK 3 - PUBLIC PROCUREMENT GOVERNANCE – HG05

- (1) Public Contracts Between Contracting Authorities  
Author: *Andrea Sundstrand*
- (2) Public Procurement Mechanisms For Public-Private Partnerships  
Authors: *Elena Shadrina, Larisa Kokareva*
- (3) Legal Foundation Of Electronic Procurement: Comparison Among Uncitral, European Union, United States And Korea  
Authors: *Dae-In Kim*
- (4) Status Of Procurement And E-Procurement At Local Government In Indonesia's Decentralized Procurement System  
Authors: *Achmad Nurmandi*
- (5) Public Ict Procurement - Maximising Quality Whilst Minimising Risk  
Authors: *Robert Gandy , Mike Hennell*

19:30

### **CONFERENCE DINNER**

1838 Club, DCU

Tickets must be purchased in advance

## **FRIDAY 15<sup>TH</sup> AUGUST**

08:00 – 17:30 Registration Desk Open

### **09:00 – 11:10 PLENARY SESSION – LEGAL PROCUREMENT – HG20**

Opening Remarks

*Dermot Cahill, Chairman*

Rethinking Procurement

*Sue Arrowsmith*

Procurement Convergence between the EU and US

*Joshua Schwartz, Professor of Law, George Washington University*

Panel Discussion/ Q&A

### **09:00 – 10:40 PARALLEL SESSIONS (3)**

#### **TRACK 1 – INNOVATION & PUBLIC PROCUREMENT – HG19**

- (1) Innovative Procurement Processes And Their Use In Social And Healthcare Sector  
Authors: Timo Kivisto , Daniela Grudinschi, Jukka Hallikas
- (2) The Impact Of Rapidly Changing Technology On The Government Supply Chain  
Authors: Elizabeth Gibson , Darin Matthews
- (3) Municipal Partnering Initiative - Mixed Contracting In Local Government Procurement  
Authors: David Rauch
- (4) Procure To Pay - The Introduction Of An E-Procurement System To The Republic Of Kenya  
Authors: Mathias Muehle , Jerome Ochieng
- (5) Multi-Lingual E-Procurement Systems -- Contours And Related Challenges  
Authors: Jitendra Kohli

#### **TRACK 2 – ECONOMICS OF PUBLIC PROCURMENT – HG18**

- (1) Using Spatial Econometrics To Detect Collusive Bidder Behavior In Public Procurement Auctions  
Authors: Johan Lundberg, Sofia Lundberg, Mats A. Bergman, Johan Y. Stake
- (2) Ex-Ante Contracts And Ex-Post Performance In Public Procurement: Theory And Evidence From Sweden  
Authors: Sofia Lundberg, Mats Bergman
- (3) The Economics Of Public Procurement On Infrastructure Project Delivery In Developing Countries: A Case Study Of Central Bank Of Nigeria  
Authors: Muhammed Shuaib, Alhassan Dahiru, Nura Jibo
- (4) Efficient Pure Project Alliance In The Public Sector  
Authors: Said Boukendour
- (5) Evaluation Of Process And Goal Achievement For Transportation Public Private Partnerships: Implications For Public Procurement  
Authors: Wendell Lawther, Lawrence Martin

### TRACK 3 – PANEL DISCUSSION – HG05

*Professor Ruediger, University of the German Federal Armed Forces*

European Defence Aerospace Collaborative Procurement - A Brief History  
*Professor Keith Hayward*

Challenges to the Systematic Study of International Cooperation in  
Defence Procurement  
*Professor Trevor Taylor*

Collaboration in Defence Procurement - What if....  
*Professor Elisabeth Wright*

10:40 – 11:00 Refreshment Break  
*Foyer*

11:00 – 12:45 **PARALLEL SESSIONS (2)**

### TRACK 1 – PUBLIC PROCUREMENT & TRANSPARENCY – HG19

- (1) Transparency Notices In The EU Public Procurement Regime: Safe Harbour For Illicit Direct Awards Or Disclosure Of Sectors Outside The Scope Of Meaningful Application Of Public Procurement Rules? An Empirical Study Of The Use Of Transparency Notices In Denmark, Ireland, Norway, Sweden, And UK  
Authors: Grith Skovgaard Ølykke
- (2) Improving The Effectiveness Of Bid Protest Mechanisms In Public Procurement System In Indonesia  
Authors: Richo Andi Wibowa
- (3) Missed Opportunities In Public Procurement: What Is Inside The Blackbox  
Authors: Christine Tonkin
- (4) Customers Preferences In Municipal Waste Services Procurement  
Authors: Allesandra Ancarani, Carmela Di Maura , Francesco Mascali
- (5) The Impact of Changing Patterns of Commercial Card Use by the U.S. Government on Governmental Efficiency and Cost Savings  
Authors: Richard Palmer, Mahendra Gupta, Geraldine J. and Robert L. Virgil, Nathan Palmer

### TRACK 2 – PUBLIC PROCUREMENT POLICY – HG18

- (1) The Use Of Indicators To Measure Best Practices In Public Procurement: The Benchmarking Public Procurement Experience  
Authors: Sophia Pouget, Federica Saliola, Tania Ghossein, Elizabeth Danon
- (2) The Development And Application Of An International Model Of Public Procurement Maturity  
Authors: Karen Beamish, Tina Borger, Brent Maas, Ian Schollar
- (3) Federal Government Of Nigeria Versus The State: A Comparative Analysis Of BPP's Procurement Act 2007 And Jigawa Due Process And Project Monitoring Bureau's Procurement Law And Guidelines  
Authors: Rabi'u M Shuaib, Nura Jibo



- (4) In-House Public Service Delivery In Liberalized Markets: Improving A Dutch Paradox?  
Authors: Willem A. Janssen
- (5) Public Procurement Training And Education In East Africa: A Preliminary Study  
Authors: Pross Oluka , Benon Basheka

11:00 – 15:30

### **INDUSTRY TRACK (1)**

#### TRACK 1 – TENDER TEAM – HG06

Reform of the Public Tendering Market

*Wayne Dignam*

Submitting a winning tender

*Thomas Byrne*

Lunch

Pitch to Win

*Andrew Keogh*

Questions & Answers

11:30 – 13:00

### **PLENARY SESSION – LEGAL PROCUREMENT – HG20**

Promoting Transparency

*Jenny Mellerick, McCann Fitzgerald*

Panel Discussion

Accountability in Public Procurement - Effective Review Mechanisms

Eamonn Conlon, A&L Goodbody

Panel Discussion/ Q&A

12:45 – 14:00

### **LUNCH**

DCU Restaurant

14:00 – 14:45

### **PLENARY SESSION – HG20**

Vincent Campbell

*Policy Director, Office of Government Procurement Ireland*

14:00 – 15:45

### **PARALLEL TRACKS (2)**

#### TRACK 1 – SUSTAINABILITY & PUBLIC PROCUREMENT – HG19

- (1) Sustainable Procurement: Strong Enough As A Policy Instrument?  
Authors: Abdullah Korkmaz
- (2) Examining The Relationship Between The Barriers And Current Practices Of Sustainable Procurement: A Survey Of Un Organizations  
Authors: Jacob Hasselbalch , Nives Costa , Alexander Blecken
- (3) Sustainable Public Procurement In Brazil: Results, Challenges And Perspectives  
Authors: Daniel Teixeira
- (4) Sustainable Public Procurement In The Netherlands; A Cross Case Comparison Of Change Agents In Procurement Projects  
Authors: Jolien Grandia

## TRACK 2 – SUSTAINABILITY & PUBLIC PROCUREMENT – HG18

- (1) Promoting Cleantech In Public Procurement And Investments In Finland  
Authors: Katriina Alhola, Ari Nissinen, Jyri Sepaala
- (2) Sustainability And Public Procurement: Lessons Learned In The University Of Edinburgh  
Authors: Karen Bowman
- (3) What Are The Challenges To Sustainable Procurement In Commercial Semi-State Bodies In Ireland?  
Authors: Joey Gormly
- (4) Promoting Human Rights Policy Considerations Through Public Procurement: The New European Directives  
Authors: Myrthe Vogel
- (5) The Reform To EU Utilities Procurement: Smart, Sustainable And Inclusive?  
Authors: Eleanor Aspey

14:00 – 17:30

### **INDUSTRY TRACK (1)**

#### TRACK 1 – CIPS SUSTAINABILITY INDEX – HG05

Mark Scanlon  
*Sourcedogg*

15:45 – 16:00

Refreshment break  
Foyer

16:00 – 16:45

### **PLENARY SESSION – HG20**

Arjmandbanu Khan  
*Programme Analyst | UN Women, Kenya Country Office*

16:05 – 17:45

### **PARALLEL TRACKS (2)**

#### TRACK 1 – PUBLIC PROCUREMENT AS A SOCIAL/ECONOMIC TOOL – HG19

- (1) SME Policies In Public Procurement (PP): Time For A Rethink?  
Authors: Caroline Nicholas
- (2) Is Public Procurement An Effective Development Policy Tool?  
Authors: David Salazar , Maria Eugenia Roca
- (3) CARICOM: Small Market \_Big Money  
Authors: Sharlene Shillingford Mckimon , Shirley Gayle Sinclair
- (4) Contract Management Innovation In Public Procurement: The Costa Rican Experience  
Authors: Ileana Palaco, Waldemar Nunez, Alicia Avendana
- (5) Collaborative Public Procurement: A Comparative Review Of International Practices On Pooled Procurement  
Authors: Sandeep Verma

#### TRACK 2 - PUBLIC PROCUREMENT GOVERNANCE – HG18

- (1) Contract Management According To The Public Procurement Law Of Kosovo  
Authors: Ilaz Duli, Safet Hoxha

- (2) Legal Issues Of The Procurement In Latvia. Complements Made In The Conditions Of Austerity  
Authors: Lolita Celma
- (3) Examining Professionalization In Public Administration: The Case Of Public Procurement Practitioners  
Authors: Joshua Steinfeld, Clifford Mccue, Eric Prier
- (4) Why And How Politicians Matter In Effective Public Procurement Systems In Africa: A Democracy-Theoretical Framework.  
Authors: Basheka Benon
- (5) Procurement Conspiracies And Procurement Governance: Some Lessons From Thailand  
Authors: Sirilaksana Khoman

18:30 – 23:00

### **OPTIONAL IRISH NIGHT**

Coach will pick up from DCU at 18:30 sharp and will return to campus after the event

Tickets must be purchased in advance

## **SATURDAY 16<sup>TH</sup> AUGUST**

08:00 – 13:00

Registration Desk Open

09:00 – 11:10

### **PARALLEL TRACKS (2)**

#### **TRACK 1 – INNOVATION IN PUBLIC PROCUREMENT/ MEDICAL & HEALTH PROCUREMENT – HG19**

- (1) Public Procurement For Innovation Policy - Competition Regulation, Market Structure And Dominant Design  
Authors: Ruyi Wan
- (2) Factors Influencing The Choice Of Incoterms In Selected Semiconductor And Electronics Companies Of Philippine Economic Zone Authority In Calabarzon Towards A Logistics Management Model  
Authors: Renalyn Estiller, Alex Gonzaga, Zeny Lontoz, Joseph Estiller
- (3) Exploring Legitimacy In Major Public Procurement Projects  
Authors: Collette Russell, Joanne Meehan
- (4) Evolution And Challenges Of Electronic Government Procurement In China  
Authors: Zhiyuan Bai, Ping Wang, Jun Song
- (5) Interaction Between EU Public Procurement Law And Contract Law In The Framework Of A Regulated Tendering Procedure  
Authors: Sophie Prent

#### **TRACK 2 – STRATEGIC PROCUREMENT & LESSONS LEARNED – HG18**

- (1) Re-Examined E-Procurement In Decentralized-Indonesia's Local Government Procurement System  
Authors: Achmad Nurmandi, Suhnyuk Kim, Arrachman Mardiansyah , Zuly Qodir
- (2) Extra-Judicial Complaints Review: First Experiences Of The Dutch Public Procurement Experts Committee  
Authors: Chris Jansen, Joop Jansen, Jacobien Muntz-Beekhuis

- (3) Study Of E-Procurement Strategic Management To Be Compliant With The Islamic Sharia Provisions  
Authors: Muhammed Maddi
- (4) Room For Improvement The Effectiveness Of The Remedies System For Public Contracts: Lessons Learned From The Spanish Case.  
Authors: Miguel Angel Bernal, Jose Maria Gimeno, Pedro Bueso, Maria Hernando

10:40 – 11:00 Refreshment Break  
Foyer

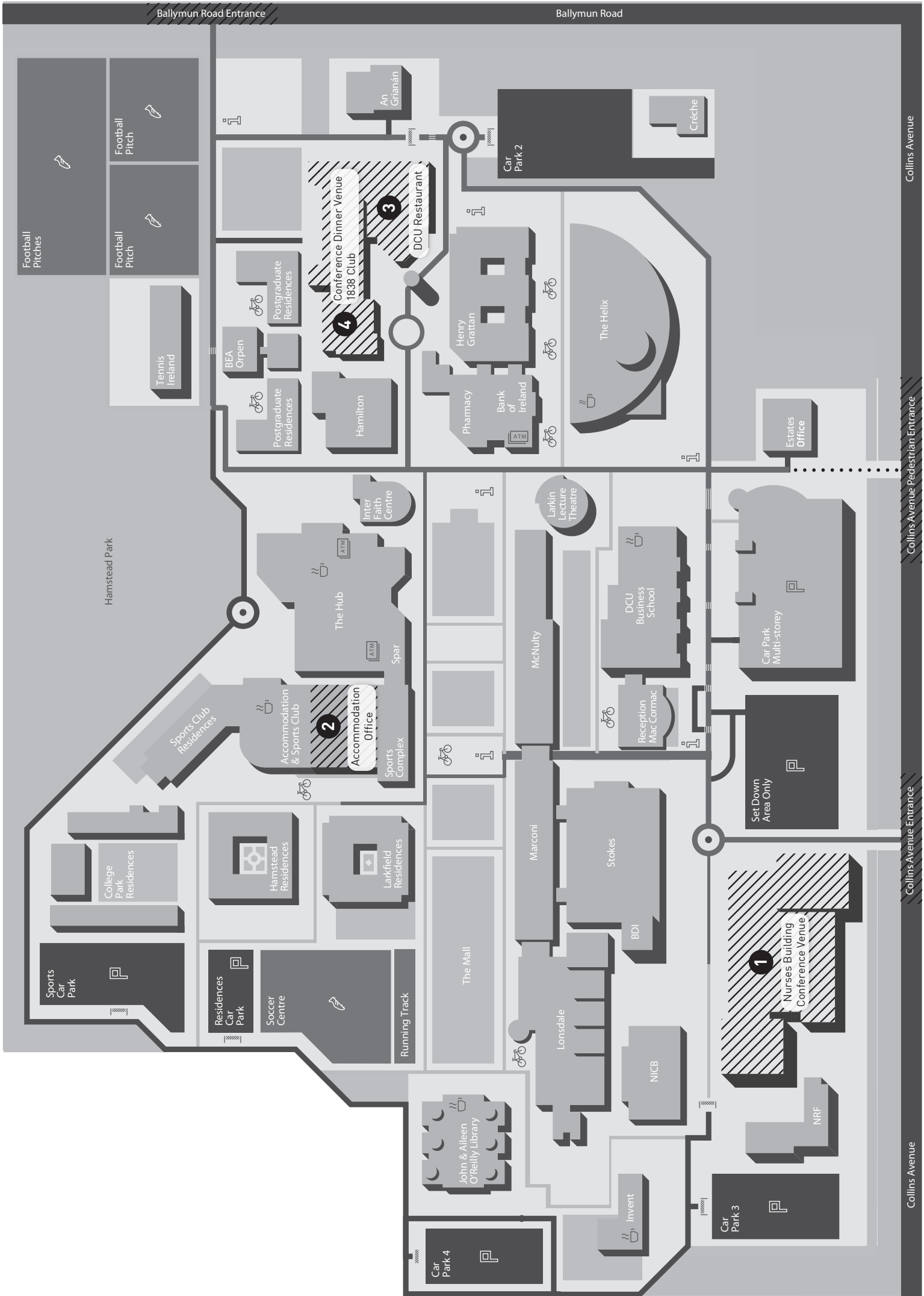
11:00 – 12:05 **PARALLEL TRACKS (2)**

TRACK 1 – PUBLIC PROCUREMENT POLICY – HG19

- (1) Knowledge Management For Public Sector Procurement – Exploratory Study And Model Development  
Authors: Henrico Plantiga
- (2) SME Policies In Public Procurement: Time For A Rethink?  
Authors: Caroline Nicholas, Michael Fruhmann
- (3) Construction Procurers' Perceptions Of Value For Money  
Authors: Warren Staples

TRACK 2 – SUSTAINABILITY & PUBLIC PROCUREMENT – HG18

- (1) Policy Implementation Of Sustainable Public Procurement In China  
Authors: Conghu Wang, Xiaoming Li
- (2) Assessing The Need For Standardizing Sustainable Public Procurement  
Authors: Eric Prier, Ed Schwerin
- (3) Towards Sustainable Public Procurement: Case About The New EU Directives
- (4) Authors: Tunde Tatrai



Ballymun Road Entrance

Ballymun Road

Collins Avenue

Collins Avenue Pedestrian Entrance

Collins Avenue Entrance

Collins Avenue

Football Pitches

Football Pitch

Football Pitch

Tennis Ireland

Hamstead Park

College Park Residences

Hamstead Residences

Larkfield Residences

Residences Car Park

Soccer Centre

Running Track

John & Aileen O'Reilly Library

Car Park 4

The Hub

Accommodation Office

Accommodation & Sports Club

Sports Club Residences

Inter Faith Centre

Hamilton

Postgraduate Residences

BEA Orpen

Postgraduate Residences

Conference Dinner Venue 1838 Club

DCU Restaurant

Henry Grattan

Pharmacy

Bank of Ireland

ATM

The Helix

Car Park 2

Crèche

Larkin Lecture Theatre

McNulty

Marconi

Stokes

Reception Mac Cormac

DCU Business School

Car Park Multi-storey

Set Down Area Only

Nurses Building Conference Venue

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Car Park 3

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Estates Office

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