

Pooled Procurement Agreements:  
Medición de Costos y Beneficios en los Costos de  
Adquisición Pública

*Oportunidades y Potencialidades de las Compras Públicas Regionales*

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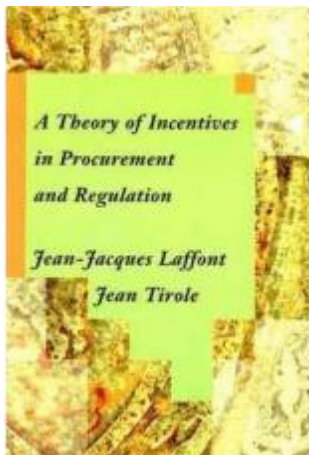
# La Relevancia de la Compra Pública

- Compra Pública
  - Fracción significativa de los gastos públicos
  - 16 % de PIB en UE, y 20 % del PIB de E.E.U.U.
  - Bienes y servicios: construcción, servicios públicos, farmacéuticos...
- Políticas gubernamentales que reducen los costos de adquisición,
  - tienen gran/ importante impacto en el presupuesto público.

**El sector público debe buscar prácticas innovadoras de adquisición.**

# Dos libros interesantes sobre Diseño de Adquisiciones

*Must-ReadBooks*



# Acuerdos de Compra Conjunta

- Qué son los Acuerdos de Compra Conjunta?
- Compra Conjunta: comprar conjuntamente bienes/servicios
- Característica común: proveedor(es) seleccionado(s) proporciona bienes/servicios a un precio único para todos los miembros de la reserva.
- Objetivo de Acuerdos adquisición conjunta:
  - Agregación de la demanda
  - Compradores adquieren conjuntamente grandes volúmenes, y luego pagar el precio unitario más bajo..

# Pooled Procurement Agreements around the World

- Europa: Acuerdos Marco en Europa - Directiva EC 18/2004
  - Bandiera et al. (2009): CONSIP con compras públicas italianas
    - 22 % del total de compras.
- E.E.U.U.: Adquisición al por mayor para la adquisición de productos farmacéuticos
  - NCL (2010): Compras Conjuntas multi-estados: NMPI, TOP, SSDC, ...
- Other countries: Brasil, Perú, Chile, India, Nueva Zelanda
  - Mucha (2010), Huff-Roussell et al.(1996), Tordoff et al. (2005), ...

### **Agregación de Demanda y Efectos de riesgo de crédito en la Compra Conjunta: Evidencia de Brasil**

**Barbosa and Fiuza (2011)**

#### **Objetivo:**

**Medir los costos y beneficios en los acuerdos sobre contratación agrupados en Brasil en términos de precios unitarios pagados.**

- **Efecto de la agregación de la demanda:** Reducción de los precios de adquisición
  - El aumento en el poder de negociación
  - Los proveedores pueden lograr economías de escala / alcance (logística o producción).
- **Efecto de Riesgo de Crédito:** aumento de los precios de adquisición para los compradores de buena reputación
  - Los compradores tienen diferentes capacidades financieras en el pago de proveedores.
  - El precio a pagar para un comprador con bajo riesgo de crédito se incrementa cuando se une a compradores de alto riesgo de crédito en la compra conjunta.

- Análisis Empírico: Efectos en Precios de Adquisición de la Compra Conjunta
  - 1 Agregación de la demanda: efecto de reducción de precios
  - 2 Riesgo de Crédito: efecto de aumento de precio para buenos compradores
- Data:
  - Decentralized procurement contracts of Brazilian public bodies
  - Public purchases of pharmaceuticals and medical supplies
  - Procurement: Pooled and Individual



## ■ Empirical Analysis: Effect of Pooled Procurement on Acquisition Prices

- 1 Demand Aggregation: price reduction effect
- 2 Credit Risk: price increase effect for good buyers

## ■ Data:

- Los contratos de adquisición de los organismos públicos descentralizados brasileños
- La compra pública de productos farmacéuticos y suministros médicos
- Adquisiciones: Conjunta e individual

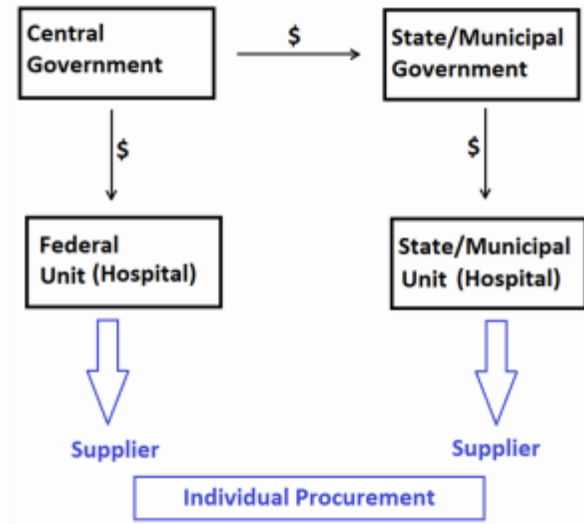
- Standard/Individual Procurement:

- Law nº8.666/93
- most of public acquisitions rely on competitive bidding
  - 5 types: from open electronic auction to invited bidders
- others: direct purchases (low value, patents) and exceptions (emergency)

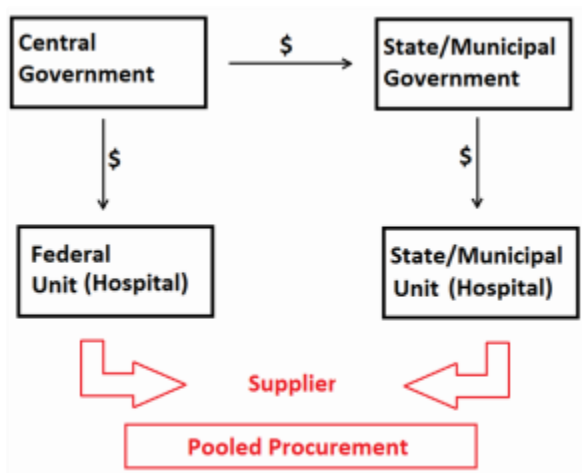
- Price Registration System:

- any group of public buyers (federal, state, municipal) can organize a PP
  - managing participant and non-managing participants
- all acquisitions **must** rely on competitive bidding
  - open electronic auction, standard and hybrid competitive bidding
- selected supplier: goods/services at uniform prices for all members
- buyers' additional demand: new selection no needed for 12 months

# Decentralized Procurement System in Brazil



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# Credit Risk in Brazilian Public Bodies

## BuyersHeterogeneity

- Payment to Suppliers: occurs after delivery of products/services
- Delay Payment: big issue in public procurement in Brazil
  - Suppliers frequently complain that public bodies do not pay for goods services according to the contracts
- Heterogeneity in Credit Risk:
  - bodies are different concerning financial capabilities, budget, and reputation in paying suppliers

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# Measuring Credit Risk

- State and municipal units: higher credit risk than federal ones
- States are different with respect to liquidity and solvency
- Some public bodies are located in areas with limited contract enforceability (Doing Business Brazil)

- Source: ComprasNet
  - All public federal bodies procurement transactions.
- Our Data: Pharmaceuticals and medical supplies
  - all products are fully described, standardized and codified
  - 95,403 procurement transactions: 2004-2009
  - 5,248 different products: panel data
  - awarding procedure: only PP's procedure
    - the same product is purchased by the same public body, year, by PP or individual procurement
- Buyers: public bodies (agencies and units)
  - pooled (federal, state, municipal bodies) and individual procurement (federal bodies).

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# Conclusions

- Preliminary Findings:

- Lower unit prices in pooled procurement: up to 15 percent

- Good buyers joined by Bad ones pay higher prices in pooled procurement  
it may offset the aggregation effect gains

- Limits for pooled procurement!!!

pooling buyers does not always reduce unit price paid

- Policy Consideration:

- mechanism to pool similar buyers is needed

- supplier's price discrimination in a pool may lead to more pooled procurements: potential "lemon effect".

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**Thank you !!!!**

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