



# Flanders

State of the Art

Flanders International  
**Business  
Weeks** /2023



# PUBLIC PROCUREMENT IN AFRICA

## Tips & Tricks



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## Should you target public procurement or not?

- It will cost you a lot in terms of money and time, and you will need some dedicated personnel
- What is your sector of activity? Are your goods, services, works needed for public purposes?
- Head contractor versus minor partner in a joint venture or even subcontracting? Are you mentioned in the contract – what are your responsibilities?
- Public procurement may vary from simple to complex
  - ✓ Goods, services, consultancy, works
  - ✓ Investment projects versus institutional/corporate procurement
  - ✓ Financed by World Bank or other multilateral development bank (MDB) or not



# World Bank loans – largest borrowers

**TABLE 28 IDA TOP COUNTRY BORROWERS, FISCAL 2022**

MILLIONS OF DOLLARS

COUNTRY	COMMITMENTS	COUNTRY	COMMITMENTS
Nigeria	2,400	Niger	1,728
Bangladesh	2,161	Uganda	1,715
Congo, Democratic Republic of	2,125	Tanzania	1,650
Ethiopia	1,904	Mozambique	1,287
Kenya	1,800	Cameroon	1,120

**TABLE 22 IBRD TOP COUNTRY BORROWERS, FISCAL 2022**

MILLIONS OF DOLLARS

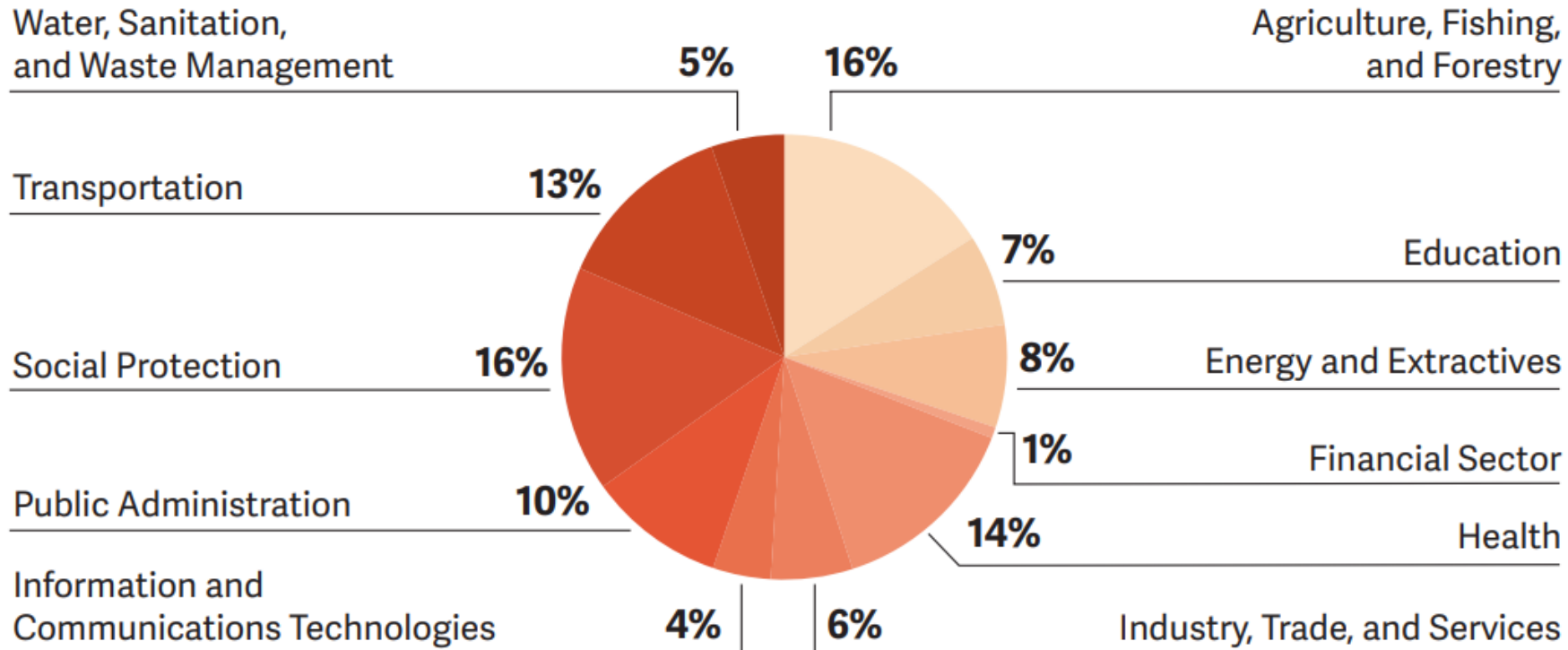
COUNTRY	COMMITMENTS	COUNTRY	COMMITMENTS
India	3,986	Türkiye	1,591
Indonesia	2,604	Philippines	1,578
Colombia	2,130	Ukraine	1,572
Morocco	1,830	Angola	1,310
Argentina	1,795	South Africa	1,230



# World Bank loans - sectors

## IBRD AND IDA LENDING BY SECTOR • FISCAL 2022

SHARE OF TOTAL OF \$12.6 BILLION





# Advantages of public procurement in Africa?

- The needs and opportunities in Africa are enormous - billions of euros procured by governments each year
- Wide variety of sectors and a demand for specializations
- From big contracts to small SME oriented contracts (but, small = local procurement!)
- Most countries French or English - Belgian companies may be an alternative for French companies in French speaking countries
- In case of MDB financed procurement, bigger chance of fair treatment and high certainty of payment,...



# Challenges of public procurement in Africa?

- Red tape, slow processes
- Unreasonable low prices, state support or untransparent practices (China, India,...)
- Political influence & deals, putting foreign experts on key positions within or close to procuring agencies
- Corruption: if you give in once, it may become a part of your business model!
- Also, you may get debarred by the multilateral development banks (MDB)





## Do's

- You have to know the country well –political and socio-economic developments, local laws and habits and the development of the project
- Prepare a toolkit in advance with knowledge and references; don't wait until the tender is published
- Focus well & combine your country experience with technical experience
- Deadlines and formal aspects are crucial (Terms of Reference, signatures, lay-out, annexes,...)
- In case of doubt & questions, contact the procuring authority
- Take embassies and economic representatives in the loop



## Dont's

- Never underestimate the time and effort you have to put in public tendering, esp. in the beginning
- As a contractor, consultant or provider of technical services you have to follow the project from the start
- For your first offer, don't take the lead but rely on a strong partner (joint venture or subcontracting)
- If you copy-paste from earlier proposals, take care to adapt to the project/tender
- Don't think layout & language are not important – put yourself in the position of an evaluator!



# What can FIT do for you in the field of public procurement?



Support you with the decision to enter in the market of public procurement or not and decide on your strategy



Support you in navigating the websites of the MDB: don't lose your time finding the right info



Info on new public procurement practices of MDB and governments,...



Seminars and workshops in Brussels



Trainings on strategy, writing a good proposal,...



Organize field missions to African countries with a focus on MDB and government projects



## Payment issues

Many payment problems in SSA are caused by governments/central banks (lack of foreign currency)

You don't know your client well: 100% advanced payment or documentary credit (expensive); Credendo

Trusted client: limited advanced payment; Credendo

World Bank, African Development Bank, UN, EU: procurement is monitored and you are sure you will be paid



# Spam

Beware if spam seems to come from international organizations, even if they look professional (copied websites!)

Is the first message personalized? Did you initiate the contact?

It makes sense to bid through a *trusted* partner, not someone who acts as an intermediary on short notice

International organizations do not buy consumer products or industrial equipment



# Case study Rwanda



## Rwanda assessment

### Pro

- Central procurement agency: [Rwanda Public Procurement Authority](#)
- Alignment to IFI public procurement rules; E-Procurement

### Contra

- Non competitive methods used a lot, esp. for lower value contracts



### Rwanda On-Line E-Procurement System

Procurement Plan

Bid Notice

Goods Search

Product Search

Law

PKI

Blacklist

#### Service Assistant



- Welcome remark
- What is UMUCYO ?
- Procurement Glossary
- Supplier Registration Guide
- Questions & Answers
- Contact us
- Call us(3131)

#### Tender notices

All	Works	Goods	Consultant ...	Non-Consu...	+
Goods	Supply of medical consumables				23/08/2023
Goods	Supply for uniforms to Plenary Service U ...				23/08/2023
Consultant Services	Consultancy services for supervision of ...				23/08/2023
Non Consultant Services	Annual provision of 3 star hotels servic ...				23/08/2023
Non Consultant Services	Hotel services for accommodating meeting ...				23/08/2023

#### News/Event



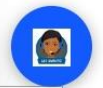
**Umucyo new login interface**

Dear Umucyo users, There is now a new log in interface for Umucyo system, with 2 options: either to log in with a digital certificate, or with One Time Password (OTP). OTP login is reserve ...

#### Announcements

Admin Announcement	Procuring Entity Announc...	Tender Awarded	+
Contract	Invoice Approval (CBM) - Video		19/04/2022
Contract	Receive and Process Invoice (Contract Ma ...		19/04/2022
Contract	Invoicing (Supplier) - Video		19/04/2022
Contract	Delivery Approval (CBM) - Video		
Contract	Delivery Inspection and Receipt (Contrac ...		

Thank You for using the E-procurement for Rwanda.





# PANEL DISCUSSION

## Public procurement in Egypt, Morocco and South Africa

Panel:



**Hager MAGDI**  
Flemish Economic  
Representative  
Cairo



**Sam ABOSI**  
Flemish Economic  
Representative  
Casablanca



**Luc FABRY**  
Flemish Economic  
Representative  
Johannesburg



**Johan MALIN**  
Project Manager IFI





# Q & A SESSION



Any questions?

**FLANDERS  
INVESTMENT  
& TRADE**

