



consip

WORKSHOP 2. IMPROVING PROCEDURES FOR FRAMEWORK AGREEMENTS AND E-PROCUREMENT SOLUTIONS

Session 2: Selecting e-procurement solutions: e-catalogues and Dynamic Purchasing Systems

“The Dynamic Purchasing Systems: Consip’s implementation”

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Athens , September 22-24 2014

art 1.6 and 33 - EU Directive 18/2004

DPS: a **completely electronic procedure**, limited in duration (< 4 years), open throughout its validity to any economic operator which satisfies the selection criteria

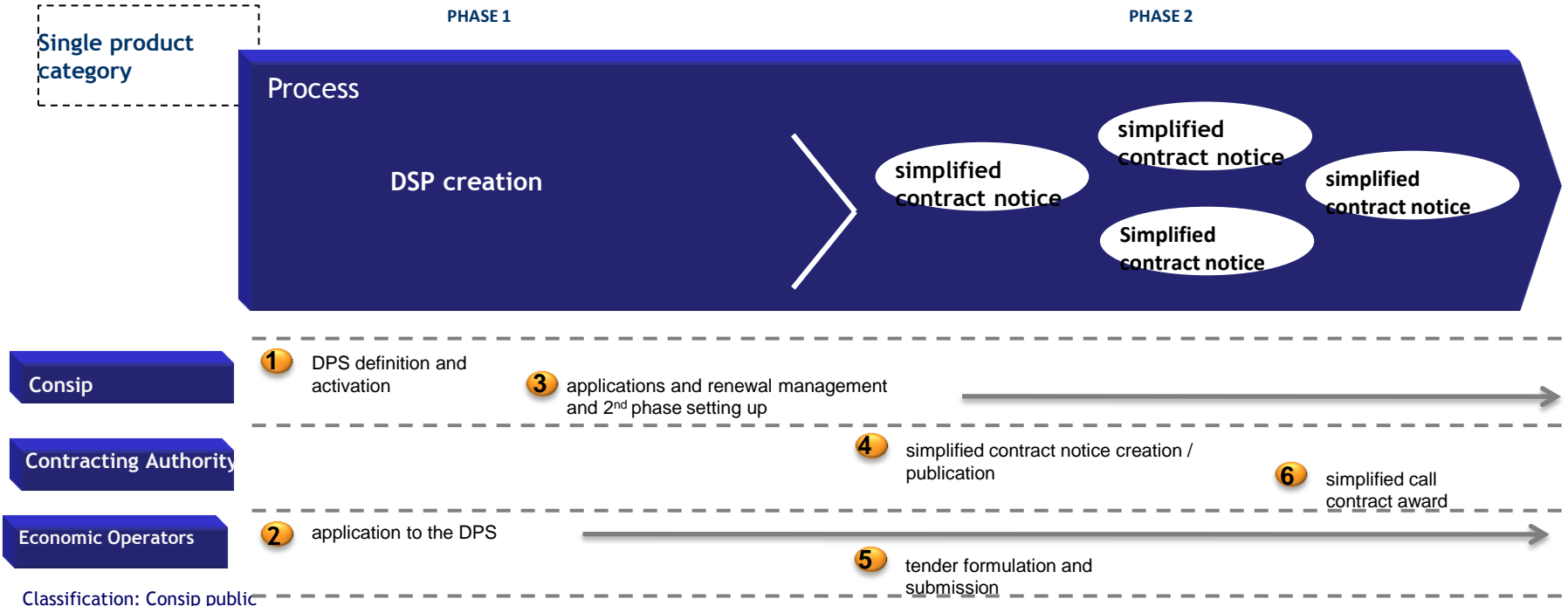
The Italian law completely transposed the text of EU Directive 18/2004:

- ✓ each CA can implement a Dynamic Purchasing system
- ✓ **Consip is allowed to set up a DPS available to all public administrations**

Consip has set up the following DPS up to date:

1. DPS on pharmaceutical products
2. DPS on ICT: hardware and software and ICT services
3. DPS on antiseptic and disinfectant products
4. DPS on food products and disposable materials for catering services
5. DPS on assistive products for persons with disability

two-phase-process: duration and characteristics are set up in the design phase



Consip DPS

1st phase

General DPS

Pharmaceutical-DPS

DESCRIPTION

- 1 During the 1st phase Consip defines:

 - product category tender strategy
 - value estimation
 - duration
 - requirements through which the parties involved (i.e. contracting authorities, tenderers, ..) can act
 - products
 - indicative tender characteristics

These activities are needed to set up the DPS
- 2 After publishing the Instructive SDA notice, economic operators can request the admission to the DPS that includes the indicative tender submission. Consip handles application requests.

3 Each economic operator admitted is automatically invited to any simplified contract notice

On October 2011 Consip has published the Instructive call notice, that had defined:

 - product category as “pharmaceutical products (medicines, infusion solutions, blood products, vaccines ..)”
 - value at 12 billion €
 - 3 years duration
 - no economical-financial requirements
 - indicative tender as the “capability of the tenderers to produce pharmaceutical products” (price information isn’t required)

Consip DPS

2nd phase set up

General DPS

3

Consip provides support to the single contracting authority, setting up:

- product characteristics
- negotiation models
- standard documentations

Each items above are implemented on electronic tools (i.e. Data Base, IT System, ..). Tenderers, Consip and contracting authorities interact trough e-procurement platform managed by Consip.

Pharmaceutical-DPS

Pharmaceutical DPS defines **medical products** using 4 characteristics:

- ATC codes (Anatomical Therapeutic Chemical classification system)
- active ingredients
- form
- dose

A preliminary list of medical products, identified by the 4 characteristics, is attached SDA institutional document

The negotiation model is base on lowest price award criteria.

Standard documentations are draw in order to facilitate the construction of the simplified contract notice for contracting authorities.



Consip DPS

2nd phase

DESCRIPTION

General DPS

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Contracting authorities realize their own simplified call defining:

- evaluation criteria (technical and economical)
- lots using the set of characteristics defined in 1st phase
- timing, including the request admission deadline for economic operators to play a role in the simplified call

Tenderers can request admission during the whole validation period of the DPS

5

All admitted tenderers are automatically invited to take a part in each simplified call and to submit a tender.

6

Contracting authority awards the supply, using IT systems functionalities (i.e. report on best tenders, ..) and checking the tenders.

Pharmaceutical-DPS

Pharmaceutical DPS defines that:

- the evaluation criteria is the lower price
- only contracting authorities can ask to add products to the medical product list
- the list has to be implemented on IT systems

Consip is implementing a special functionality for uploading/downloading information, by spreadsheet (i.e. excel format), regarding:

- lots information (quantity, auction starting prices, ..)
- tender information (tender price, Italian pharmaceutical agency registration price of each product, ..)

Consip DPS

Expected Goals

DESCRIPTION

Strategic

- ✓ Availability of negotiation data, in order to perform analysis, on:
 - negotiation price
 - quantity
 - separating data for each contractual authority and other dimensions (i.e. active ingredients, ...)
 - new strategies

Management

- ✓ Time acquisition reduction (-20%) respect to traditional way
- ✓ Cost reduction, for the contracting authorities, in terms of FTE dedicated to purchasing activities

Key numbers

Through the pharmaceutical DPS have been published **11 specific procurement procedures** corresponding in value at **2. 875 million €**

The economic operators admitted to pharmaceutical DPS are 150

6 of the 11 procedures have been awarded (the others are still in progress):

- **640 active ingredients** were negotiated corresponding, in value, at **384 million €**
- Respect the auctions price, **the savings** are **18%**
- **113 economic operators** submitted their offer through the system
- The lot average per procedures is 700. The average number of offers, per lot, is 1,7

The process, carried out on the electronic platform, has assured a considerable saving of time for Contracting Authority, particularly during the awarding phase: the electronic platform produces automatically the ranking of the best tenders and validate the offers (with reference at the economics rules).

In order to allow CA to take full advantage of the possibilities afforded by the DPS, the **new Directive on public procurement** has “adjusted” and simplified some rules

The main changes are:

- ✓ in order to award a specific contract under DPS, **CAs shall follow the rules of the restricted procedure**
- ✓ **the minimum time limit for receipt of tenders shall be at least 10 days** from the date on which the invitation to tender is sent
- ✓ **indicative tender has been eliminated**, in fact it has been identified as one of the major burdens associated with Dynamic Purchasing Systems
- ✓ **abolition of the maximum duration of the DPS**: Public Administrations shall indicate the period of validity in the contract notice
- ✓ The examination of the admission requests to participate should normally be performed within a maximum of 10 working days. This deadline may be extended to 15 working days in individual cases where justified, in particular because of the need to examine additional documentation or to otherwise verify whether the selection criteria are met. .