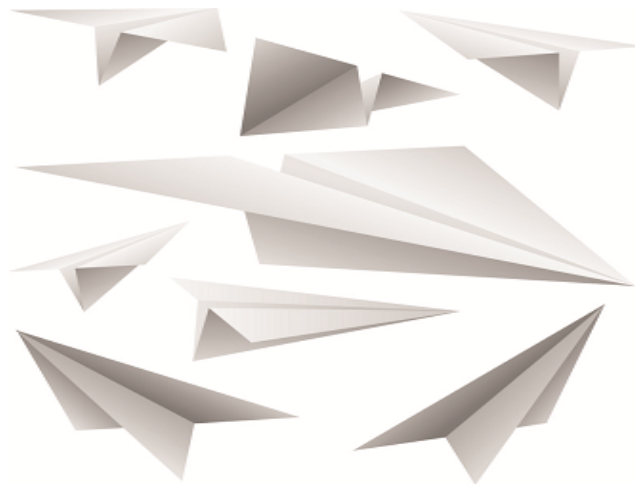


Private Sector Forum VII

Improving Public Procurement

18 April 2013 | Brussels



Welcome and introduction

T. C. Barrett (EIB)

J. Nunes de Almeida (DG MARKT)

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- 09:15** **Welcome and Introduction**
T.C. Barrett, EIB & J. Nunes de Almeida, DG MARKT

- 09:45** **Update on MFF from European Commission**
E. Rømer, DG ECFIN

- 10:15** **Overview on the New Concessions Directive**
P. Silva, DG MARKT

- 10:35** **Questions and Answers**

- 11:00** **Coffee Break**

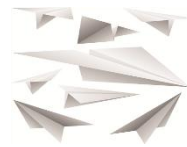
- 11:15** **Private Sector Perspective on PPP Procurement**
V. Piron, FIEC & R. d' Haussonville, VEOLIA
S. Broom, EPEC (discussant)

- 12:20** **Networking Lunch**

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- 13:20** **Case Studies in the EU: Dutch and Irish Cases**
The Netherlands: M. Nijhof, Ministry of Finance & K. Ruiken,
Ministry of Infrastructure and the Environment
Ireland: S. Burgess, NDFA
- 14:10** **Role of Advisers in PPP Procurement**
D. Mac Gray, PwC
A. Carty, EPEC (discussant)
- 15:00** **EPEC Work Programme**
C. Blades, EPEC
- 15:30** **Closing remarks**
T.C. Barrett, EIB



EPEC + Procurement

- Topic of interest to our Members from the very start
- Close co-operation with DG MARKT

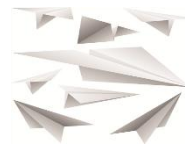




EPEC review of public sector practices for PPP procurement

Key findings:

- Procurement directives have been transposed into national procurement laws
- All four major procurement procedures (open, restricted, negotiated and Competitive Dialogue) are used for PPP
- Competitive Dialogue (CD) by far the most frequently used



EPEC review of public sector practices for PPP procurement

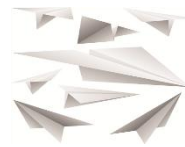
Mixed feelings on Competitive Dialogue:

Positive

- Improved communication between contracting authorities and bidders
- Enhanced competitive tension
- Better price discipline

Concerns

- Complex procedure with a negative impact on procurement times
- Perceived as lacking flexibility



Challenges for the new directive

- **Cross-border participation in EU Public Procedures remains low**
 - Less than 2% of public contracts won by entities from other Member States (and only rises to just over 10% when affiliates are included)
- **Greater flexibility on how PPPs are procured is welcome but any change to include ‘availability-based’ PPPs under the Concessions Directive needs to be carefully handled**