0:0:0.0 --> 0:0:1.280  
BankSt Floor16 Room30  
In the camera is looking.

0:0:9.260 --> 0:0:10.10  
BankSt Floor16 Room30  
No, no, no, it's.

0:0:12.520 --> 0:0:12.810  
BankSt Floor16 Room30  
I don't.

0:0:16.220 --> 0:0:16.750  
BankSt Floor16 Room30  
Or like.

0:0:18.820 --> 0:0:19.240  
BankSt Floor16 Room30  
Hello.

0:0:31.30 --> 0:0:33.20  
BankSt Floor16 Room30  
Yes, it's connected now.

0:0:47.970 --> 0:0:48.430  
BankSt Floor16 Room30  
It's getting.

0:1:0.850 --> 0:1:1.730  
BankSt Floor16 Room30  
Do you know which?

0:1:2.690 --> 0:1:5.600  
BankSt Floor16 Room30  
High pressure comma you thank you.

0:1:9.930 --> 0:1:10.180  
BankSt Floor16 Room30  
I'm not.

0:1:10.430 --> 0:1:11.450  
BankSt Floor16 Room30  
Do you forget?

0:1:11.630 --> 0:1:13.770  
BankSt Floor16 Room30  
Yeah, you have. OK.

0:1:28.740 --> 0:1:35.910  
BankSt Floor16 Room30  
Can you please try to upload those presentations to the folder while I go downstairs?

0:1:36.20 --> 0:1:40.180  
BankSt Floor16 Room30  
I think if you told me I see for you to do you have the key.

0:1:46.200 --> 0:1:50.990  
BankSt Floor16 Room30  
You know, you know, just for the on the laptop will happen.

0:1:51.350 --> 0:1:55.290  
BankSt Floor16 Room30  
No, because I think it will be because some of them were just sent.

0:1:57.540 --> 0:2:1.670  
BankSt Floor16 Room30  
OK, give me a location here where I can downloads.

0:2:4.180 --> 0:2:7.190  
BankSt Floor16 Room30  
I usually save ohh no it's not.

0:2:9.280 --> 0:2:9.860  
BankSt Floor16 Room30  
Documents.

0:2:19.150 --> 0:2:22.320  
BankSt Floor16 Room30  
And they couldn't print the agenda that I have it on.

0:2:22.330 --> 0:2:24.410  
BankSt Floor16 Room30  
My other laptop can use that.

0:2:26.120 --> 0:2:28.250  
BankSt Floor16 Room30  
Yeah, I have it on my, OK.

0:2:33.950 --> 0:2:34.260  
BankSt Floor16 Room30  
Ohh no.

0:2:50.520 --> 0:2:53.410  
BankSt Floor16 Room30  
I'll ask him to keep the Wi-Fi as well.

0:2:55.340 --> 0:2:56.610  
BankSt Floor16 Room30  
So that it's going to be cheaper.

0:3:46.540 --> 0:3:48.90  
BankSt Floor16 Room30  
Should I have come to lesbian now?

0:3:48.100 --> 0:3:49.260  
BankSt Floor16 Room30  
Critical confidence.

0:3:49.360 --> 0:3:50.820  
BankSt Floor16 Room30  
You know the second stage.

0:3:53.820 --> 0:3:54.90  
BankSt Floor16 Room30  
Tell.

0:3:56.960 --> 0:3:57.260  
BankSt Floor16 Room30  
Oops.

0:3:59.940 --> 0:4:3.390  
BankSt Floor16 Room30  
You that OK? No.

0:4:6.430 --> 0:4:7.410  
BankSt Floor16 Room30  
Yeah, correspondent.

0:4:12.820 --> 0:4:15.420  
BankSt Floor16 Room30  
What we should know create could touch.

0:4:22.480 --> 0:4:23.110  
BankSt Floor16 Room30  
No, there's no.

0:4:24.600 --> 0:4:26.270  
BankSt Floor16 Room30  
OK, come on the.

0:4:36.230 --> 0:4:37.110  
BankSt Floor16 Room30  
Talk GPA.

0:4:37.620 --> 0:4:38.30  
BankSt Floor16 Room30  
I'll meet you.

0:4:38.40 --> 0:4:39.410  
BankSt Floor16 Room30  
What did you change? Keep.

0:5:25.920 --> 0:5:26.110  
BankSt Floor16 Room30  
Which?

0:5:27.760 --> 0:5:28.240  
BankSt Floor16 Room30  
It's working.

0:5:34.380 --> 0:5:34.630  
BankSt Floor16 Room30  
Room.

0:5:36.620 --> 0:5:37.910  
BankSt Floor16 Room30  
Channel did you?

0:5:38.780 --> 0:5:39.330  
Niewiadomska, Eliza  
Hi, guys.

0:5:39.340 --> 0:5:39.930  
Niewiadomska, Eliza  
Good morning.

0:5:39.940 --> 0:5:40.560  
Niewiadomska, Eliza  
Does it work?

0:5:42.750 --> 0:5:43.550  
Niewiadomska, Eliza  
Marian. Hello.

0:5:42.540 --> 0:5:44.540  
BankSt Floor16 Room30  
Hi, good morning this.

0:5:47.430 --> 0:5:48.280  
Klodiana  
Yes, it worked.

0:5:46.340 --> 0:5:48.630  
Niewiadomska, Eliza  
OK, so we are waiting then.

0:5:48.640 --> 0:5:49.210  
Niewiadomska, Eliza  
Thank you.

0:5:53.600 --> 0:5:54.600  
BankSt Floor16 Room30  
Hello, can you hear us?

0:5:57.750 --> 0:5:59.330  
Klodiana  
Yes, hello.

0:5:58.900 --> 0:6:0.500  
BankSt Floor16 Room30  
OK, hello.

0:6:1.280 --> 0:6:2.170  
Klodiana  
Good morning, everybody.

0:6:3.360 --> 0:6:3.880  
BankSt Floor16 Room30  
Morning.

0:6:3.890 --> 0:6:4.490  
BankSt Floor16 Room30  
Morning, everyone.

0:6:47.500 --> 0:6:49.960  
BankSt Floor16 Room30  
Do you require any assistance for connected to teams?

0:6:50.230 --> 0:6:52.420  
BankSt Floor16 Room30  
No, I think we are fine already.

0:6:52.470 --> 0:6:53.240  
BankSt Floor16 Room30  
Yeah, no problem.

0:6:53.250 --> 0:6:54.740  
BankSt Floor16 Room30  
I'm just in the AV room.

0:6:54.750 --> 0:6:57.550  
BankSt Floor16 Room30  
If you guys need any technical, it's not much.

0:21:50.590 --> 0:21:50.770  
BankSt Floor16 Room30  
No.

0:21:53.280 --> 0:21:53.460  
BankSt Floor16 Room30  
No.

0:21:54.950 --> 0:21:59.20  
BankSt Floor16 Room30  
Can you hear us, people listening to us all night?

0:21:59.440 --> 0:22:0.620  
BankSt Floor16 Room30  
And is that, can you hear us?

0:22:3.780 --> 0:22:6.900  
Xinyue Xue (Birmingham Law School)  
Yes, we can hear the sound.

0:22:6.70 --> 0:22:7.530  
BankSt Floor16 Room30  
OK, that's good.

0:22:9.990 --> 0:22:10.180  
BankSt Floor16 Room30  
Hello.

0:22:8.750 --> 0:22:10.560  
Niewiadomska, Eliza  
Hello, good morning.

0:22:11.80 --> 0:22:11.610  
BankSt Floor16 Room30  
Oh, hello.

0:22:11.620 --> 0:22:12.230  
BankSt Floor16 Room30  
Good morning.

0:22:12.240 --> 0:22:12.910  
BankSt Floor16 Room30  
Good to see you.

0:22:14.690 --> 0:22:19.600  
BankSt Floor16 Room30  
So good morning everybody, and welcome to this workshop.

0:22:20.290 --> 0:22:22.740  
BankSt Floor16 Room30  
And my name is Michel Nussbaumer.

0:22:23.310 --> 0:22:26.910  
BankSt Floor16 Room30  
I am the director of the EBRD legal transition program.

0:22:28.280 --> 0:22:52.750  
BankSt Floor16 Room30  
Inside a real pleasure to welcome you today on behalf of the European Bank for Reconstruction and Development, the EBRD to this technical workshop on the GPA 2012 and on strategic public procurement considerations, I was actually in Geneva for a similar event in November last year and some of you might have been there too.

0:22:54.560 --> 0:22:58.390  
BankSt Floor16 Room30  
Today we are in our new HQ building.

0:22:58.400 --> 0:22:59.930  
BankSt Floor16 Room30  
I hope you will enjoy it.

0:23:0.160 --> 0:23:7.960  
BankSt Floor16 Room30  
Did you used to be one of the greenest buildings in the in the UK and the, you know, sustainability standards?

0:23:8.280 --> 0:23:11.0  
BankSt Floor16 Room30  
We are very proud of it. Umm.

0:23:12.990 --> 0:23:15.460  
BankSt Floor16 Room30  
But first, a little bit of background.

0:23:16.190 --> 0:23:22.180  
BankSt Floor16 Room30  
And as you know, the EBRD is an international financial institution.

0:23:22.490 --> 0:23:38.460  
BankSt Floor16 Room30  
It's based in London and it's mission has been to promote transition to the market economy for its countries of operations, which were originally the former communist countries of Central and Eastern Europe and the former Soviet Union.

0:23:38.590 --> 0:23:42.290  
BankSt Floor16 Room30  
And then gradually expanded into Arab countries.

0:23:42.820 --> 0:23:49.420  
BankSt Floor16 Room30  
Now we are even considering Sub Saharan African countries where we will start operating in 2025.

0:23:51.120 --> 0:23:53.630  
BankSt Floor16 Room30  
So the bank is primarily an investor.

0:23:53.640 --> 0:24:40.160  
BankSt Floor16 Room30  
We inject money in the private sector of these countries to boost the economy, but the bank is also a policy advisor and in particular the EBRD legal transition program that we are in charge of am helps the countries of operations develop legal rules for a transparent and predictable investment climate or these countries and this journal I distributed has a few stories about what we do, how we do it on different topics, not only public procurement, but also insolvency, corporate governance, infrastructure PPP.

0:24:40.170 --> 0:24:43.390  
BankSt Floor16 Room30  
So you you'll find some some good stories in there.

0:24:43.400 --> 0:24:45.500  
BankSt Floor16 Room30  
If you have a chance to to read it.

0:24:48.260 --> 0:25:39.580  
BankSt Floor16 Room30  
So this work aligns closely with the objectives of today's workshop and and I am really delighted to see at the session, in person and online, our partners and friends from the EU Commission, the Trade DG GROW from the OECD, from UNECE, from Sigma with whom we collaborate closely, as well as colleagues from Western Balkan countries, and we have people here in person from understand Kosovo and Bosnia and Herzegovina and online, we have more colleagues from Serbia, N Macedonia and which is the last one I'm going to you can Albania, Albania, Albania.

0:25:39.590 --> 0:25:39.890  
BankSt Floor16 Room30  
Yeah, sorry.

0:25:41.520 --> 0:25:43.20  
BankSt Floor16 Room30  
OK, I don't want to forget anybody.

0:25:45.90 --> 0:25:56.220  
BankSt Floor16 Room30  
So we will join our discussions, focus on the significance of government procurement for trade, shared prosperity and development.

0:25:56.330 --> 0:26:6.800  
BankSt Floor16 Room30  
And we will highlight the importance of sustainable development, keeping in mind the role of the government procurement Agreement, GPA in achieving these goals.

0:26:8.630 --> 0:26:21.870  
BankSt Floor16 Room30  
So the WTO agreement on government procurement, the GPA 2012, lays down the best practices for economies wishing to have open and fair procurement systems.

0:26:24.170 --> 0:26:31.620  
BankSt Floor16 Room30  
It's strengthens transparency and good governance commitments and ensures the protection of the environment.

0:26:31.770 --> 0:26:48.970  
BankSt Floor16 Room30  
It has been recognized as the gold standard for trade agreements covering public contracts, and it results in expanded market access opportunities are very important incentive for companies in our countries.

0:26:48.980 --> 0:26:53.60  
BankSt Floor16 Room30  
Operations to then have access to foreign markets.

0:26:55.330 --> 0:27:8.660  
BankSt Floor16 Room30  
The bank recognized the value of broadening the GPA membership to transition economies and therefore we have established a cooperation facility with the WTO secret GPA.

0:27:8.670 --> 0:27:18.740  
BankSt Floor16 Room30  
Secretariat is called the EBRD GPA technical cooperation facility and since 2014, so already 10 years.

0:27:19.190 --> 0:27:33.610  
BankSt Floor16 Room30  
This APR GPA TC facility has worked hand in hand with the GPA Secretariat and has provided Technical Support to governments seeking GPA accession and we do this in three ways.

0:27:34.360 --> 0:27:51.60  
BankSt Floor16 Room30  
Firstly, we can help address regulatory issues related to GPA accession, including conducting compliance assessment of your domestic procurement regimes VIS a VIS the mandatory policy standards of the GPA.

0:27:52.620 --> 0:28:12.260  
BankSt Floor16 Room30  
Secondly, we can advise on the preparation, negotiation and submission of comprehensive market access, offer acceptable to all GPA parties and finally, thirdly, we can support government delegates during the GPA negotiations in Geneva.

0:28:14.120 --> 0:28:21.940  
BankSt Floor16 Room30  
So we have done this with Montenegro, Moldova, Ukraine and more recently N Macedonia.

0:28:23.480 --> 0:28:37.690  
BankSt Floor16 Room30  
We have had these countries become GPA party and and we are really delighted to see that this base is growing of of of EBRD countries of operations who access the uh GPA.

0:28:39.30 --> 0:28:51.240  
BankSt Floor16 Room30  
Uh, currently, the facility is assisting the Government of Albania and we are also looking forward to working with governments of Georgia, Jordan and Tajikistan.

0:28:51.300 --> 0:29:4.100  
BankSt Floor16 Room30  
Once they reopen the GPA negotiations, umm as well as to support other Western Balkan countries on their initial steps towards GPA accession.

0:29:6.80 --> 0:29:24.390  
BankSt Floor16 Room30  
So I'm convinced that the GPA 2012 has a role to play in the sustainable economic growth of WTO members, and we at EBRD are proud to support WTO members with creating fair, open and efficient procurement markets for the benefit of all stakeholders.

0:29:26.320 --> 0:29:42.320  
BankSt Floor16 Room30  
And for those of you whose government are not yet ready to become GPA parties, I would encourage you to consider participating in the Committee on Government Procurement as observers.

0:29:42.730 --> 0:29:45.420  
BankSt Floor16 Room30  
This is like a a lesser status.

0:29:46.50 --> 0:30:12.110  
BankSt Floor16 Room30  
It's available to WTO members and WTO observers as well, and becoming a GPA observer allows you to follow existing negotiations, gain access to trade information with no strings attached, and we, together with our partners, we are here to support you in this journey.

0:30:13.540 --> 0:30:15.260  
BankSt Floor16 Room30  
So this is it from me.

0:30:15.440 --> 0:30:15.660  
BankSt Floor16 Room30  
I'm.

0:30:15.670 --> 0:30:18.790  
BankSt Floor16 Room30  
I'm very glad we started this workshop on time.

0:30:18.800 --> 0:30:28.590  
BankSt Floor16 Room30  
It's a bit unusual so we can have a lot of time for discussions today and tomorrow and we will get together for lunch again.

0:30:29.140 --> 0:30:36.170  
BankSt Floor16 Room30  
But in the meantime, I wish you productive discussion and and really a good time here at the EBRD.

0:30:36.800 --> 0:30:37.410  
BankSt Floor16 Room30  
Thank you.

0:30:37.680 --> 0:30:38.670  
BankSt Floor16 Room30  
Thank you very much, Michelle.

0:30:40.440 --> 0:30:41.940  
BankSt Floor16 Room30  
Indeed, now with.

0:30:41.950 --> 0:30:44.770  
BankSt Floor16 Room30  
So nowadays we see it's moving important than ever.

0:30:44.920 --> 0:31:6.270  
BankSt Floor16 Room30  
Focus on promoting sustainability to identify means and ways of how public procurement and how just Peter national taxes to public procurement can help countries increase their economic development and achieve basically sustainable development.

0:31:7.240 --> 0:31:8.800  
BankSt Floor16 Room30  
And in the current time.

0:31:8.810 --> 0:31:19.560  
BankSt Floor16 Room30  
So for some things, challenges when certain countries tend to focus more on protectionist, including in the area of public procurement.

0:31:19.570 --> 0:31:59.510  
BankSt Floor16 Room30  
So it's more than clever, important for international organizations and partners to join efforts and to support actually countries in opening up in increasing cooperation and in increasing the value for money and obviously the value for the citizen money when it comes to to achieving the the ultimate goal of, you know, increasing the wealth and welfare of people, because this is the common objective and obviously GPA is an important milestone and the and the instrument and sport basically in this journey and yeah, I'll be seeing good progress.

0:31:59.520 --> 0:32:20.680  
BankSt Floor16 Room30  
So we have like last year with the accession of North Macedonia, so 49 parties already, but we see that there is still a lot of work to be done and there is a big, big gap between the $164 normally 4095 don't visit still some very reluctance in this area of some of the countries.

0:32:20.790 --> 0:32:36.30  
BankSt Floor16 Room30  
Uh, I think it is very important for us jointly to, to support countries and to help them to achieve the goal and obviously for Western Balkans in particular, it is important, from to look at it from the two fold perspective.

0:32:36.640 --> 0:32:46.900  
BankSt Floor16 Room30  
It is an important means of achieving, you know, regional integration goals, so going towards the EU integration accession.

0:32:48.910 --> 0:33:11.610  
BankSt Floor16 Room30  
You only know me like working together with TPX, so absolutely there is no conflict or any issues from that perspective and we are delighted to have today bogna the team leader of the international procurement or international market access team with us.

0:33:11.660 --> 0:33:22.10  
BankSt Floor16 Room30  
So she will give us a more detailed perspective of how you see is it and and and how they work between and cooperation between GPA and you.

0:33:22.20 --> 0:33:29.20  
BankSt Floor16 Room30  
Accession works very nice together, so now the frontier and just say we have photo here on the shelf.

0:33:29.330 --> 0:33:30.850  
BankSt Floor16 Room30  
Please help yourself, OK.

0:33:34.210 --> 0:33:34.400  
BankSt Floor16 Room30  
Sorry.

0:33:35.910 --> 0:33:41.340  
BankSt Floor16 Room30  
Thank you very much and thank you for for inviting me for such a wonderful organization.

0:33:41.850 --> 0:33:48.940  
BankSt Floor16 Room30  
I extend the thanks also to to Eliza, which I heard could not be here for for medical reasons.

0:33:48.950 --> 0:33:54.730  
BankSt Floor16 Room30  
I hope you will recover soon and it's really a beautiful and impressive buildings.

0:33:54.740 --> 0:34:9.410  
BankSt Floor16 Room30  
I'm very happy that we are all having the the pleasure to be here and indeed I I work for for DG GROW at the European Commission and I'm the EU feed for the GPA agreement in Geneva.

0:34:9.680 --> 0:34:13.180  
BankSt Floor16 Room30  
So I leave the team that is composed of the G grow.

0:34:13.190 --> 0:34:16.140  
BankSt Floor16 Room30  
Did you create officials as well as our officials?

0:34:17.700 --> 0:34:27.170  
BankSt Floor16 Room30  
In Geneva headquarters and there we are indeed engaging with the GPA parties as well as with the GPA.

0:34:28.660 --> 0:34:33.530  
BankSt Floor16 Room30  
Succeeding parties and observers trying to move the GPA.

0:34:35.380 --> 0:34:40.330  
BankSt Floor16 Room30  
Process forward to extend it to be more and more ambitious.

0:34:40.740 --> 0:34:48.410  
BankSt Floor16 Room30  
You will recall that in the last years we have had some impressive accessions to mention.

0:34:48.420 --> 0:35:9.950  
BankSt Floor16 Room30  
Only the few N Macedonia has just joined the GPA, which we believe it's a very good and important signal also for for your countries and we know that, OK, Anya is is moving swiftly to follow this very good example.

0:35:9.960 --> 0:35:23.490  
BankSt Floor16 Room30  
There are already some other countries in the region that are parties to the GPA, and we very much hold count on your active participation at the GPA as also of course the RENA said.

0:35:23.500 --> 0:35:43.0  
BankSt Floor16 Room30  
We are having a good discussions in the context of our bilateral engagements for the neighborhood that have largement policies where we are trying even to be more ambitious and at the GPA because we consider GPA as a basis for discussion and there we can always go further.

0:35:43.10 --> 0:35:44.920  
BankSt Floor16 Room30  
So we could maybe start the presentation.

0:35:46.740 --> 0:35:53.390  
BankSt Floor16 Room30  
I mean, there are a few slides here that are very basic and I'm sure you are already aware of this.

0:35:53.820 --> 0:35:56.90  
BankSt Floor16 Room30  
What is the GPA?

0:35:56.740 --> 0:36:0.970  
BankSt Floor16 Room30  
So you will have here a binding international agreement.

0:36:0.980 --> 0:36:9.220  
BankSt Floor16 Room30  
It's a revised GPA which promotes the access to other GPA parties, procurement markets and good governance.

0:36:9.420 --> 0:36:20.690  
BankSt Floor16 Room30  
So what is important here are all the rules and shrined in the GPA, such as transparency for competition, prevention of corruption.

0:36:20.700 --> 0:36:25.770  
BankSt Floor16 Room30  
There are of course other elements that I will be talking about a little bit later.

0:36:25.900 --> 0:36:31.660  
BankSt Floor16 Room30  
Value for money, integrity for treatment or non discrimination.

0:36:31.670 --> 0:36:36.650  
BankSt Floor16 Room30  
And as you see here, the GPA is composed of two parts of.

0:36:36.660 --> 0:36:47.0  
BankSt Floor16 Room30  
These are rules, which is the text of the agreement, the so-called TBA agreement, the revised 2012 GPA agreement, and the market access commitment.

0:36:47.780 --> 0:36:59.470  
BankSt Floor16 Room30  
There is actually also a third leg of it, because it's once you become a party to the GPA, you need to ensure a proper enforcement of those rules.

0:37:0.700 --> 0:37:4.810  
BankSt Floor16 Room30  
Beat the rules of the text and also the market access commitments.

0:37:7.920 --> 0:37:11.750  
BankSt Floor16 Room30  
And there you see how the GPA functions.

0:37:12.100 --> 0:37:25.310  
BankSt Floor16 Room30  
So in terms of the market access, what is important is that the market access opening is not or it's not by default the same to each of the party.

0:37:25.440 --> 0:37:52.900  
BankSt Floor16 Room30  
It depends on reciprocity of the opening, so we consider that the EU has the widest GPA opening throughout throughout the annexes, both in terms of value as well in terms of the opening, what we are always looking at are the opportunities, which means what we offer, not really in terms of the value because we are on equal terms there.

0:37:52.960 --> 0:38:3.360  
BankSt Floor16 Room30  
There are parties that are smaller and there are parties that are bigger in terms of the value of the economy or service, but each of them has one.

0:38:4.40 --> 0:38:6.890  
BankSt Floor16 Room30  
UH-1 voice.

0:38:7.160 --> 0:38:11.70  
BankSt Floor16 Room30  
And it's not about the value, it's about the opportunity.

0:38:11.180 --> 0:38:31.650  
BankSt Floor16 Room30  
And then what can happen is that while the EU provides the widest opening to the other GPA parties, the other parties have provide some wood more reserved opening so they don't provide everything that the EU is providing.

0:38:31.660 --> 0:38:42.790  
BankSt Floor16 Room30  
So what we are doing there, we are introducing so-called reservations to those parties where we consider that the opening is narrower than ours.

0:38:43.80 --> 0:39:9.550  
BankSt Floor16 Room30  
I mean in case of the latest accession, for example, of North Macedonia, given the particular tuition of North Macedonia as a candidate country to the EU accession and the market access opening mirrors to one of the EU, which means that the market access opening is more or less the same as the one of the EU.

0:39:9.560 --> 0:39:11.690  
BankSt Floor16 Room30  
Therefore, we have not including it.

0:39:11.700 --> 0:39:36.560  
BankSt Floor16 Room30  
We have not included any reservations towards our Pasadena and we are providing the widest opening, closable, equal to the one that, for example, we are providing to the ether countries or the UK, and there each party has a coverage schedule and this coverage is scheduled in seven annexes.

0:39:36.570 --> 0:39:46.40  
BankSt Floor16 Room30  
The last one containing the general nodes, the general reservations, and then the other one starting with the procuring entities.

0:39:46.290 --> 0:40:8.930  
BankSt Floor16 Room30  
The central sub central and other entities from Annex one to three and then good services and construction services covered by the GPA from Annex 4 to 6, and there each of the annexes has its own treshold bad use, and they're also you can see that among the parties, sometimes the thresholds vary.

0:40:9.240 --> 0:40:10.810  
BankSt Floor16 Room30  
You will have a.

0:40:10.960 --> 0:40:13.870  
BankSt Floor16 Room30  
You will have the of default.

0:40:13.880 --> 0:40:22.110  
BankSt Floor16 Room30  
Tries calls that are provided by most of the countries, but you might have others that are providing slightly higher trust holds.

0:40:22.390 --> 0:40:44.580  
BankSt Floor16 Room30  
For those you will also have the EU reciprocating for the difference in the transcode, yes, and there in the last bullet you will see that once we, once the GPA parties decide that the and this is a unanimous decision that we agree on the accession of a new GPA.

0:40:44.870 --> 0:40:53.90  
BankSt Floor16 Room30  
Marty, we concerned, we we consider that such a country is GPA compliant both in terms of the tax.

0:40:53.100 --> 0:41:8.340  
BankSt Floor16 Room30  
So both in terms of the rules, the legislation that is binding in the country in question and also in terms of the market access and there at the very beginning, I was also speaking about the third leg.

0:41:8.470 --> 0:41:14.640  
BankSt Floor16 Room30  
So what what I mean is, it's not only important that you have rules on paper.

0:41:14.650 --> 0:41:17.460  
BankSt Floor16 Room30  
It's also important that you enforce them.

0:41:17.550 --> 0:41:28.390  
BankSt Floor16 Room30  
So I would say the first rule is the sound legal system in place, the market access and then also how you enforce these rules.

0:41:28.810 --> 0:41:34.500  
BankSt Floor16 Room30  
And there it's important that you have a well working and robust remedy system.

0:41:34.650 --> 0:41:50.250  
BankSt Floor16 Room30  
So in case if a if a contracting authority is not agreeing with the decision, you can go to the court and you have a sound transparent and non discriminatory review procedure.

0:41:54.620 --> 0:42:23.270  
BankSt Floor16 Room30  
There I was speaking about it already, so there are some basic principles and elements of the GPA, one of them being the national treatment and the non discrimination for the suppliers of party to which the agreement applies to, which means that you will need to grant the same treatment, the same national treatment to the suppliers from 1/3 GPA countries as you are giving to your nationals.

0:42:23.800 --> 0:42:42.210  
BankSt Floor16 Room30  
At there for some particular countries which are the developing at least developed countries, you can provide special and differential treatment for a usually it's for a period of time because our idea is that everybody follows the same rules.

0:42:42.400 --> 0:42:53.810  
BankSt Floor16 Room30  
But for those countries we are trying to give some transitory period be for example, slightly higher trust calls that they will face out in time.

0:42:54.170 --> 0:43:11.810  
BankSt Floor16 Room30  
And then the idea is that the requirements regarding the procurement process are supposed to be transparent and done in a competitive manner that do not discriminate against the good services and suppliers of other parties.

0:43:16.720 --> 0:43:24.930  
BankSt Floor16 Room30  
OK, there following a principles and elements I was talking about the transparency already there.

0:43:24.940 --> 0:43:29.180  
BankSt Floor16 Room30  
You have the modification that rectification of the countries parties coverage.

0:43:30.510 --> 0:43:31.440  
BankSt Floor16 Room30  
You will.

0:43:31.530 --> 0:43:42.380  
BankSt Floor16 Room30  
You will note that once the coverage is offered in terms of withdrawing such a coverage, you might do it, for example in in only a very limited list of cases.

0:43:42.610 --> 0:43:49.580  
BankSt Floor16 Room30  
So for example, if an entity is being privatized, we consider it that it's up for a withdrawal.

0:43:49.730 --> 0:44:20.310  
BankSt Floor16 Room30  
But should you for example, this side to withdraw a coverage without any particular justification or be or saying it that it's important or your economy and you just want to withdraw it, you would need to provide a proper compensation for this that we have had in the past one attempt of Saja behavior with the with the US trying to withdraw some coverage on some medical products and component.

0:44:20.450 --> 0:44:30.380  
BankSt Floor16 Room30  
But then in the end it turned out to be to be that complex that in the end they have withdrawn their request for withdrawing this market access.

0:44:30.800 --> 0:44:34.100  
BankSt Floor16 Room30  
So we are trying let let's put it in this way.

0:44:34.110 --> 0:44:36.350  
BankSt Floor16 Room30  
That's once something has been committed.

0:44:36.540 --> 0:44:40.310  
BankSt Floor16 Room30  
We are trying to keep it and then in the future even extended.

0:44:40.720 --> 0:44:56.170  
BankSt Floor16 Room30  
And then what I was telling about very important domestic review procedure, so that you have a, a, a robust review system and there you also have a so called building agenda for improvement of the agreement.

0:44:56.620 --> 0:45:11.150  
BankSt Floor16 Room30  
So you know that the agreement has already been revised once and we are currently by means of working in so-called small groups, all these small and medium enterprises on sustainable procurement and on statistics.

0:45:11.160 --> 0:45:16.100  
BankSt Floor16 Room30  
We are trying to work in between the parties to take some stock for possible future reform.

0:45:19.180 --> 0:45:20.310  
BankSt Floor16 Room30  
And then you have a map.

0:45:20.360 --> 0:45:23.350  
BankSt Floor16 Room30  
I mean you you are of course very well aware of it.

0:45:23.360 --> 0:45:25.550  
BankSt Floor16 Room30  
What are the parties and what are the observers?

0:45:25.560 --> 0:45:42.480  
BankSt Floor16 Room30  
We can move to the next slide and here you will have the 22 GPA parties with the EU of course conflict as one and you have the observers and we are currently having ten parties that are actively participating in the accession process.

0:45:44.530 --> 0:45:51.440  
BankSt Floor16 Room30  
I mean, you might have heard that we have had some very intense discussions with Brazil before the change of the government.

0:45:51.590 --> 0:45:55.260  
BankSt Floor16 Room30  
Unfortunately for the moment, this discussions have been stalled.

0:45:55.750 --> 0:46:13.140  
BankSt Floor16 Room30  
We are, of course, discussing for a long period already with China and the two accession processes of the Republic and Tajikistan are quite well advanced, but they're just needing the latest push in order to complete this.

0:46:13.150 --> 0:46:24.730  
BankSt Floor16 Room30  
So we are hoping for this Kostakou fan is about to start it and we have some very good developments with with Albania and I believe Costa Rica is missing also on that list.

0:46:24.740 --> 0:46:28.420  
BankSt Floor16 Room30  
I will need to ask to add it so they've recently also reached out.

0:46:28.430 --> 0:46:42.150  
BankSt Floor16 Room30  
So at the moment I would say that the two ones that are very promising except of those that I've mentioned are Albania and Costa Rica, both of them filing the replies to the so-called checklist of issues.

0:46:42.160 --> 0:47:6.520  
BankSt Floor16 Room30  
So this is the important this is the information on their legislation and all their administrative build up and we are waiting for them to submit their first market access offer hopefully still before the March committee meeting and the there as you know we are usually meeting 3 \* a year.

0:47:6.710 --> 0:47:43.440  
BankSt Floor16 Room30  
So we are meeting in spring and summer and autumn, usually around March, June and October and this is where we have the opportunity to meet the acceding parties, but also discuss in between the parties, the, the, the biggest lines and developments for the future and going back to the opportunities as, as you were already saying, the GPA for sees an opportunity to become an observer and this is what what I could call a low hanging fruit because it doesn't really cost you anything.

0:47:43.750 --> 0:48:19.980  
BankSt Floor16 Room30  
Not only you do not need to be imparted to the WTO because we have a number of observers already that are only in their WTO accession process and it it really doesn't cost you anything, so first you can show to the international community at also to the other countries in the region that you are interested in the work of the GPA and you become the observer and at the time when you've become an observer, you don't yet need to be compliant with the GPA rules.

0:48:20.210 --> 0:48:21.90  
BankSt Floor16 Room30  
You just learn.

0:48:21.580 --> 0:48:26.970  
BankSt Floor16 Room30  
You listening and you try to move forward to the GPA.

0:48:28.280 --> 0:48:29.230  
BankSt Floor16 Room30  
Objectives.

0:48:29.640 --> 0:48:45.270  
BankSt Floor16 Room30  
Then, hopefully once you get familiarized with this, then you basically can formally launch the accession process with completing the replies to the checklist of issues and with starting with the market access opening.

0:48:45.360 --> 0:49:7.850  
BankSt Floor16 Room30  
So for those of you who have not yet asked for the observership, I would very much encourage you to do you know you will see the very positive shift in the region and a number of countries that are already parties to the GPA, others that are in the accession process.

0:49:7.860 --> 0:49:32.220  
BankSt Floor16 Room30  
For those that are not yet in this accession process, as I'm saying, it doesn't cost you anything, you can just request the observer and with time get familiar with that and ask you were about saying at the beginning we of course our neighborhood like that largement process and there we are pursuing a different leg.

0:49:32.290 --> 0:49:34.500  
BankSt Floor16 Room30  
Which one doesn't exclude each other?

0:49:34.510 --> 0:49:53.120  
BankSt Floor16 Room30  
I would even call their absolutely highly complementary because the GPA is, I would say the international standard and there we are trying to get even a higher quality to move to the rules that we are having in the EU and that you are also obviously parted portal.

0:49:53.440 --> 0:49:55.190  
BankSt Floor16 Room30  
So that would be it from my side.

0:49:55.200 --> 0:50:0.490  
BankSt Floor16 Room30  
I don't know if we want to have any discussion at this stage or we can do it later.

0:50:0.580 --> 0:50:1.490  
BankSt Floor16 Room30  
Thank you very much, mother.

0:50:1.500 --> 0:50:8.490  
BankSt Floor16 Room30  
I think if at least I don't mind, so we'll have the discussion and question and answers after your presentation as well.

0:50:8.500 --> 0:50:12.880  
BankSt Floor16 Room30  
So we'll have like basically in in one block, if that's OK.

0:50:12.950 --> 0:50:13.660  
BankSt Floor16 Room30  
Yes, of course.

0:50:13.670 --> 0:50:14.740  
BankSt Floor16 Room30  
I mean, for me, it's fine.

0:50:15.210 --> 0:50:18.240  
BankSt Floor16 Room30  
Thank you very much for and.

0:50:18.370 --> 0:50:42.540  
BankSt Floor16 Room30  
Yeah, it it's a pity that we don't have a leader here in person and we if you speedy recovery, Lisa, but it's a pleasure to have you with us and you are the basically the heart and the you know the not only the operation leader but but indeed the the the main person I just supporting the the reform and promoting the idea of the reforming public procurement around regarding countries of operation.

0:50:42.710 --> 0:50:53.560  
BankSt Floor16 Room30  
So Eliza will tell us today about he regulatory enablers for cross border trade in public procurement markets and they are give us on that.

0:50:53.700 --> 0:50:54.830  
BankSt Floor16 Room30  
So head on the floor to you.

0:50:56.800 --> 0:50:58.0  
Niewiadomska, Eliza  
Thank you so much, Dorina.

0:50:58.10 --> 0:51:7.300  
Niewiadomska, Eliza  
Good morning to everyone and I hope that technology works and you can hear me and you can see the presentation coming.

0:51:7.540 --> 0:51:10.610  
Niewiadomska, Eliza  
Umm, uh, coming up.

0:51:10.820 --> 0:51:16.980  
Niewiadomska, Eliza  
I am so sorry that I am not with you because I was looking forward very much to.

0:51:19.30 --> 0:51:19.530  
Niewiadomska, Eliza  
Uh.

0:51:20.590 --> 0:51:36.380  
Niewiadomska, Eliza  
This session, unfortunately, as things happen, I have simply broken a leg and this means that I am online only because my leg is in a lovely plaster cast for next couple of weeks.

0:51:36.650 --> 0:51:45.670  
Niewiadomska, Eliza  
So I'm very sorry for not meeting you in person and Many thanks for making an effort to to to join us in person.

0:51:45.680 --> 0:51:58.140  
Niewiadomska, Eliza  
Thank you so much for those of you who are joining online and my job today is to look at the and and GPA agreement from a slightly.

0:51:59.820 --> 0:52:10.520  
Niewiadomska, Eliza  
A different angle of regulatory off regulatory and a considerations and I am very happy that the.

0:52:12.600 --> 0:52:15.940  
Niewiadomska, Eliza  
A content that we have for today.

0:52:16.770 --> 0:52:43.260  
Niewiadomska, Eliza  
We have started from the status of umm, that GPA today because the GPA is growing and my job about putting in front of you at the regulatory considerations that have been brought to cross border trade in public procurement markets by the latest regulatory standards is much easier.

0:52:43.670 --> 0:52:50.590  
Niewiadomska, Eliza  
So, uh, starting from why we, uh, why we have it here in London?

0:52:50.950 --> 0:52:52.400  
Niewiadomska, Eliza  
The answer is very simple.

0:52:52.410 --> 0:52:57.420  
Niewiadomska, Eliza  
As you know very well, EBRD is investing in transition economies.

0:52:57.770 --> 0:52:59.430  
Niewiadomska, Eliza  
We have a dedicated.

0:53:0.760 --> 0:53:11.680  
Niewiadomska, Eliza  
International investor programs that are facilitating trade opportunities among transition economies, and this is of course, targeting primarily the.

0:53:13.750 --> 0:53:43.300  
Niewiadomska, Eliza  
Commerce so that commercial investment and projects, but considering the importance of the public procurement markets and infrastructure projects for the transition economies, they beard is very keen to make sure that I cross border trade is a happening not only from developed countries to the less developed countries but also between the transition economies in the countries where the bank is working.

0:53:43.510 --> 0:54:11.860  
Niewiadomska, Eliza  
And this is the reason why we have been reaching out to countries to highlight the value of the WTO agreements for commercial and for the public sector projects, and this is one of the reasons we are promoting it to the EBRD countries of operations, as we see it, and essential part of encouragement to global economic.

0:54:13.40 --> 0:54:53.490  
Niewiadomska, Eliza  
Integration and promotion of sustainable development efforts, and this is the reason why tomorrow we will be looking mainly at how the global markets and cross border trade in public procurement are relating to sustainability and we have invited colleagues from leading research entities to share with us that vision for the uh adjustments in the global trading systems to embrace climate change policies.

0:54:54.10 --> 0:55:0.470  
Niewiadomska, Eliza  
So the starting point for bank is obviously the GPA as a trade instrument.

0:55:2.970 --> 0:55:3.150  
BankSt Floor16 Room30  
I'm.

0:55:0.930 --> 0:55:4.0  
Niewiadomska, Eliza  
It does relate to market access.

0:55:4.10 --> 0:55:36.10  
Niewiadomska, Eliza  
It does relate to competition, but this is perhaps a first and biggest WTO agreement, that is highlighting what is embrace as a term of good governance and behind this good governance you will find regulatory standards which are applying regarding transparency of procurement, competition as well as making sure that the regulatory frameworks are aiming to reduce corruption risks.

0:55:36.620 --> 0:55:58.800  
Niewiadomska, Eliza  
So from this unique perspective, the WTO GPA 2012 is very special because it's a pushing one way the trade agenda and is pushing in the other way the regulatory and governance standards that are reinforcing each other.

0:55:58.870 --> 0:56:12.680  
Niewiadomska, Eliza  
And this is something that we care at EBRD for very much and this is one of the reasons we think that GPA processes bringing to the economies very good opportunities for the.

0:56:14.520 --> 0:56:16.420  
Niewiadomska, Eliza  
Sustainable development.

0:56:17.880 --> 0:57:3.730  
Niewiadomska, Eliza  
How the GPA is promoting good governance it's, uh, touching upon basic components of public procurement policies and mainly relates to making sure that there is a no a discrimination that we have transparency that that we have the competition happening in, the procedures that there is some standardization of procurement methods that is helping international trade to reduce transaction costs and that we have clarity what is the minimum standard and why this minimum standard is so important because this minimum standard behind GPA is binding.

0:57:4.80 --> 0:57:7.90  
Niewiadomska, Eliza  
So the legal stuff.

0:57:7.340 --> 0:57:20.790  
Niewiadomska, Eliza  
Legal rules in embedded in preamble principles compliance, set valuation rules, transparency requirements, domestic review procedures and other procedural obligation.

0:57:20.800 --> 0:58:1.10  
Niewiadomska, Eliza  
Which today translate into online notices, electronic participation in tenders and increased transparency when it comes to managing the corruption risks, conflict of interest and beneficial ownership, these minimum standards that are in the GPA, they are binding and they are non negotiable and this is an enormous value when you look at public procurement policies on the national level as these minimum terms, they apply from GPA down to other international instruments.

0:58:1.20 --> 0:58:22.740  
Niewiadomska, Eliza  
The difference between and GPA and uh EU directive is that GPA is perhaps a less detailed and less particular about specific standards, but these standards, they are aligned and this is what we highlight very much to the countries where the EBRD works.

0:58:23.270 --> 0:58:50.210  
Niewiadomska, Eliza  
In particular, it's important to the countries which are progressing the EU harmonization path to to understand and to promote the knowledge of a GPA baseline being a milestone for compliance with the EU directives, and we are also working with United Nation Commissions for international trade law in these areas.

0:58:50.220 --> 0:59:17.210  
Niewiadomska, Eliza  
We were countries don't have the EU integration ambitions to and make this understanding very common that the GPA is giving the minimum standards on transparency, on competition and on procedural fairness and looking at what maybe GPA is promoting, we have put for you.

0:59:17.220 --> 0:59:22.10  
Niewiadomska, Eliza  
I'm not gonna talk you through this because it's extremely boring, but you will find it in the materials.

0:59:22.720 --> 0:59:25.390  
Niewiadomska, Eliza  
Uh, Dorina and Antonella.

0:59:25.400 --> 0:59:25.610  
Niewiadomska, Eliza  
Who?

0:59:25.620 --> 0:59:31.270  
Niewiadomska, Eliza  
Who smoke, hopefully joining us soon have helped me to put together the the highlights.

0:59:31.280 --> 1:0:17.220  
Niewiadomska, Eliza  
How the GPA aligns with other international binding regulatory instruments for public procurement, in particular in both context, where we have the a requirement to further define a general level requirement which is introduced as binding by the agreement because frequently the requirement in GPA will be very uh generally uh prescribed and domestic legislation and other international instruments that are binding for countries they would provide a detailed picture of how this requirement should be embedded in domestic public procurement legislation.

1:0:17.570 --> 1:1:7.560  
Niewiadomska, Eliza  
So for from the bank perspective, what we try to highlight it is that GPA is a trade instrument, but it covers much more and it's helping the governments to focus on value for money on increased public confidence in government decisions on public spending and most recently adds to this to these benefits and new angle at sustainability that is subject to the working group's effort at the WTO, which are looking into how embed as a best practice into the GPA process, this attainability requirements for public procurement markets and the overall objective is obviously the economic growth, so.

1:1:7.790 --> 1:1:14.0  
Niewiadomska, Eliza  
What we hope is a possible to highlight to the transition economies.

1:1:14.10 --> 1:1:51.130  
Niewiadomska, Eliza  
It is that a combination of the new trading partners, trade liberalization on a regional or global level, institutional reforms and decreased risks of corruption, they are building us the guiding us toward economic growth for the economies on a domestic and on a regional level and Western Balkans here is for EBRD an excellent example how markets are interlined and how they make a work together for the benefit of countries.

1:1:51.760 --> 1:2:16.530  
Niewiadomska, Eliza  
Uh, in this region and I and the last message that I wanted to put in front of you, it is this highlight of the values behind regulatory backbone which is binding in the in the GPA agreement that we have, the trade liberalization program.

1:2:16.540 --> 1:2:58.70  
Niewiadomska, Eliza  
And this is what is applicable when you negotiate the GPI and you become a an agreement party and open your market to obtain the same or equivalent access to other GPA parties and the good governance model which is providing us with the minimum binding legal standards for public procurement policies and results in attracting the new suppliers in ensuring that value for money and sustainability agenda can be effectively implemented by the national governments.

1:2:58.330 --> 1:3:2.70  
Niewiadomska, Eliza  
So this is the this is all from me.

1:3:2.790 --> 1:3:4.100  
Niewiadomska, Eliza  
Uh, what?

1:3:4.110 --> 1:3:19.860  
Niewiadomska, Eliza  
What I would like, if you would like to look at this PowerPoint, I hope that you will take from this PowerPoint this last line which says that the WTO GPA 2012, it is the governance.

1:3:20.960 --> 1:3:40.410  
Niewiadomska, Eliza  
Recognition for the quality of the national policies from the global umm and international investor institutions, as well as global markets and a milestone on the EU accession process, where this accession is being progressed by the governments.

1:3:40.940 --> 1:3:41.640  
Niewiadomska, Eliza  
Thank you so much.

1:3:42.560 --> 1:3:43.490  
BankSt Floor16 Room30  
Thank you very much, Eliza.

1:3:44.890 --> 1:3:51.690  
BankSt Floor16 Room30  
No move for discussion and questions regarding bonus presentation and regarding illegal.

1:3:53.630 --> 1:3:56.940  
BankSt Floor16 Room30  
I have a couple of comments, maybe a questions as well.

1:3:57.640 --> 1:4:5.540  
BankSt Floor16 Room30  
First of all, this presentation that Eliza just gave is it in the platform, it will be fine.

1:4:5.190 --> 1:4:6.640  
Niewiadomska, Eliza  
Uh, yeah, it should be there.

1:4:6.650 --> 1:4:9.690  
Niewiadomska, Eliza  
If not, we will refresh and it will be showing it's there.

1:4:10.200 --> 1:4:11.150  
BankSt Floor16 Room30  
OK, great.

1:4:11.200 --> 1:4:11.870  
BankSt Floor16 Room30  
Thank you.

1:4:12.360 --> 1:4:17.70  
BankSt Floor16 Room30  
My question is really first of all, just to introduce myself.

1:4:17.80 --> 1:4:17.920  
BankSt Floor16 Room30  
I'm Luan dalipi.

1:4:18.10 --> 1:4:26.970  
BankSt Floor16 Room30  
Chief of staff to Prime Minister of Kosovo and I'm here with my colleagues from E2.

1:4:27.40 --> 1:4:32.270  
BankSt Floor16 Room30  
Very relevant institutions, the procurement review body is visa gardina.

1:4:32.280 --> 1:4:40.150  
BankSt Floor16 Room30  
Majane had the board and the Public Procurement Regulatory Commission, Messers Osman, Vishaj Avni Sahiti.

1:4:42.360 --> 1:4:58.20  
BankSt Floor16 Room30  
We, as Kosovo, interested to look into prospects of becoming an observer Member, and I would just initially appreciate if anyone can perhaps.

1:4:59.760 --> 1:5:5.170  
BankSt Floor16 Room30  
No, this cruising KRYSINSKA bogna bogna.

1:5:5.180 --> 1:5:6.910  
BankSt Floor16 Room30  
Sorry, yes, bogna.

1:5:6.920 --> 1:5:21.620  
BankSt Floor16 Room30  
Yes, because bogna or EU Lisa perhaps can explain what are some of the challenges that are faced by exceeding countries in aligning their procurement policies with GPA standards.

1:5:23.660 --> 1:5:34.110  
BankSt Floor16 Room30  
Yeah, I mean, I can start maybe and then at least I can take it up from from there because I I know that the EBRD is providing a lot of guidance in terms of of the legislation.

1:5:34.300 --> 1:5:59.440  
BankSt Floor16 Room30  
So I mean, the official tool elements for the accession to the GPA is the legislative framework and the the market access opening in terms of the legislative framework, when the accession process is being launched, what you are, what you are doing, you are filling in the so-called replies to the checklist of issues.

1:5:59.450 --> 1:6:16.270  
BankSt Floor16 Room30  
So this is a form which kind of makes the synthesis of all your legal and administrative background and there you are also providing the the legislation that is in force.

1:6:16.770 --> 1:6:26.330  
BankSt Floor16 Room30  
Uh, now, of course, this is only the translation of what is happening in your in your legislation internally.

1:6:26.420 --> 1:6:32.150  
BankSt Floor16 Room30  
So you will see and and Eliza head is also on her slides.

1:6:32.160 --> 1:6:33.630  
BankSt Floor16 Room30  
And I had it on my slides.

1:6:33.940 --> 1:6:49.810  
BankSt Floor16 Room30  
Then in order for me to, for, for, for your legislation to be compliant with the with the GPA standard, you will need to have a transparent system and 3rd treatment of suppliers and non discrimination.

1:6:50.60 --> 1:6:54.440  
BankSt Floor16 Room30  
So what we don't like are for example offsets.

1:6:54.450 --> 1:6:59.980  
BankSt Floor16 Room30  
What we don't like are price preferences for your domestic countries.

1:6:59.990 --> 1:7:10.610  
BankSt Floor16 Room30  
What we don't like are, for example, SME set asides for your particular the national EA companies.

1:7:11.60 --> 1:7:18.210  
BankSt Floor16 Room30  
So with this in mind, your legislation, you are free to shape your legislation the way you want.

1:7:18.600 --> 1:7:23.70  
BankSt Floor16 Room30  
It just needs to be in line with the GPA prerogatives.

1:7:23.340 --> 1:7:45.880  
BankSt Floor16 Room30  
With all these minimum standards that are foreseen with that, still the GPA for sees in its in its article some possible exclusions, like for example the provisions of Article three of the GPA where you have a security exception for example.

1:7:45.890 --> 1:8:0.680  
BankSt Floor16 Room30  
So there are still some flexibilities in shrine and for the developing countries there are some possibilities of some transitory period, for example in relation of of threshold.

1:8:0.730 --> 1:8:22.120  
BankSt Floor16 Room30  
Still, this being said, I mean looking at the examples of of of the countries in the Balkan regions, they were able to to meet all the requirements and the and then there is this specific issue as you are also in the process of of being a candidate country to the to the EU.

1:8:22.130 --> 1:8:32.930  
BankSt Floor16 Room30  
What is very important is that your market access scheduled so the second pillar ohm viewers, the EU offer.

1:8:33.260 --> 1:8:34.210  
BankSt Floor16 Room30  
Why?

1:8:34.260 --> 1:8:39.790  
BankSt Floor16 Room30  
Because should you, for example, imagine offer more than we do.

1:8:40.0 --> 1:8:58.970  
BankSt Floor16 Room30  
And please let me remind you that, for example, for some countries to whom the their opening is not that wide, let's say, for example, the US, they have on a sub central level important carve outs in terms of the state.

1:8:58.980 --> 1:9:1.750  
BankSt Floor16 Room30  
They don't cover all the states, whereas we do.

1:9:2.560 --> 1:9:5.130  
BankSt Floor16 Room30  
We do cover the that's 1/2 and three.

1:9:5.140 --> 1:9:34.330  
BankSt Floor16 Room30  
So for example, to the US, we don't offer everything you are for sure, mindful of of the fact that with N Macedonia the the process has been stalled for quite some time just because of this issue that the US didn't want that N Macedonia introduces this reservation towards a the the US, as the EU is doing.

1:9:34.340 --> 1:9:38.530  
BankSt Floor16 Room30  
So there we have come into a so-called creative solution.

1:9:38.540 --> 1:9:39.450  
BankSt Floor16 Room30  
Of course, the stars.

1:9:39.460 --> 1:9:40.40  
BankSt Floor16 Room30  
Pasadena.

1:9:40.50 --> 1:9:44.550  
BankSt Floor16 Room30  
That was negotiating that and this was agreed by the parties.

1:9:44.560 --> 1:10:5.540  
BankSt Floor16 Room30  
This was put forward by North Macedonia and agreed by by us, by all the GPA parties that by the time that N Macedonia becomes that member of the EU, those reservations to the other GPA parties will not apply.

1:10:5.550 --> 1:10:7.880  
BankSt Floor16 Room30  
But once it becomes, it will start to apply.

1:10:7.890 --> 1:10:18.620  
BankSt Floor16 Room30  
But I see on the call Alexander and I'm sure that he will be able to to explain the after because I see that he's also one of the panelists of the today's event.

1:10:18.730 --> 1:10:22.700  
BankSt Floor16 Room30  
So he knows much more than me in this in this respect.

1:10:22.770 --> 1:10:33.910  
BankSt Floor16 Room30  
But what I'm saying, being a candidate country to the you makes that you will need to mirror your offer based on our on our offer.

1:10:33.920 --> 1:10:42.490  
BankSt Floor16 Room30  
Because should you offer more, it could expose us to a compensation request in the future. Yes.

1:10:42.640 --> 1:10:45.430  
BankSt Floor16 Room30  
So these are the two pillars.

1:10:45.440 --> 1:10:55.110  
BankSt Floor16 Room30  
Then, as I was saying, there is also also the forcement and the reboot the robust a review procedure pillar and these are, I don't know if you want to add.

1:10:57.640 --> 1:10:59.160  
Niewiadomska, Eliza  
Uh, thank you so much.

1:10:59.440 --> 1:11:15.90  
Niewiadomska, Eliza  
Just to comments, so from the regulatory compliance perspective, it is very important to to understand that GPA minimum standards, they are absolutely no different that directive minimum standards.

1:11:15.500 --> 1:11:33.360  
Niewiadomska, Eliza  
So the countries which are progressing the harmonization path, they already know what is the requirement and they just need to match it between the progress achieved so far and direction that has been provided by them GPA text.

1:11:33.750 --> 1:11:35.360  
Niewiadomska, Eliza  
So this is one comment.

1:11:35.440 --> 1:11:44.940  
Niewiadomska, Eliza  
So it's not a parallel process, it's not a new requirement is the question of understanding what from the objectives that you have been progressing already.

1:11:44.950 --> 1:11:49.590  
Niewiadomska, Eliza  
As we know that Western Balkan economies, to various degrees.

1:11:50.10 --> 1:11:59.430  
Niewiadomska, Eliza  
Ah, looking at the uh EUR key and work towards European policies on public procurement, these are the same.

1:11:59.440 --> 1:12:3.30  
Niewiadomska, Eliza  
The question is, which one is a milestone under the GPA?

1:12:3.70 --> 1:12:16.250  
Niewiadomska, Eliza  
Which one is the milestone for the accession and the second comment that I would like to make it is the umm, it is the issue of reaping the benefits of GPA.

1:12:17.50 --> 1:12:19.160  
Niewiadomska, Eliza  
A in the process.

1:12:19.570 --> 1:12:57.200  
Niewiadomska, Eliza  
So we have realized working with a number of transition economies that the effort which are targeting one of the GPA requirements or principles like transparency, they are typically promoting digitalization of public procurement system, introducing more and more of electronic and digital tools to public procurement markets as well as the target, the the efficiency and sustainability aspects of public procurement policies.

1:12:57.390 --> 1:13:20.100  
Niewiadomska, Eliza  
And this is what the bank is very happy to support in practice, because the more of the green procurement and the more of the efficiency on on procurement market, it means that there is more competition and more market entrance and we have a more open markets to the international trade.

1:13:20.170 --> 1:13:20.500  
Niewiadomska, Eliza  
Thank you.

1:13:23.90 --> 1:13:26.490  
BankSt Floor16 Room30  
Thank you, Lisa Alexandr, if you want to step in here or.

1:13:29.750 --> 1:13:30.700  
BankSt Floor16 Room30  
Since you will be speaking.

1:13:32.840 --> 1:13:33.650  
Aleksandar Argirovski  
Well, hi everyone.

1:13:35.160 --> 1:13:36.610  
Aleksandar Argirovski  
Very good to see you there.

1:13:36.680 --> 1:13:37.940  
Aleksandar Argirovski  
Too bad I couldn't come.

1:13:39.170 --> 1:13:46.910  
Aleksandar Argirovski  
I'm in the I was in the process of getting a new passport so I didn't have time to get the the British visa.

1:13:48.120 --> 1:13:51.360  
Aleksandar Argirovski  
Uh, well, we can elaborate on this later on, I think.

1:13:53.570 --> 1:13:53.690  
Aleksandar Argirovski  
Yeah.

1:13:54.670 --> 1:13:55.180  
BankSt Floor16 Room30  
OK.

1:13:55.270 --> 1:13:59.730  
BankSt Floor16 Room30  
Thank you so much because yes, we will have a separate session there.

1:13:59.740 --> 1:14:1.430  
BankSt Floor16 Room30  
She will be accession.

1:14:1.440 --> 1:14:2.330  
BankSt Floor16 Room30  
So yeah.

1:14:3.620 --> 1:14:5.40  
BankSt Floor16 Room30  
Other questions or comments?

1:14:6.960 --> 1:14:11.120  
BankSt Floor16 Room30  
Since we are ahead of time and we still have plenty of time to for discussions on.

1:14:13.680 --> 1:14:14.120  
BankSt Floor16 Room30  
Maybe.

1:14:14.130 --> 1:14:40.60  
BankSt Floor16 Room30  
Maybe I can ask you what are your I mean, since we have this opportunity, what are your views you were saying that you are considering it I and from what I can see there, representatives from Kosovo and thank you and both countries ago Vienna and and by the way, I am also in terms of enlargement and neighborhood countries.

1:14:40.70 --> 1:14:55.350  
BankSt Floor16 Room30  
I'm also dealing with post networks are covering that together with my colleagues from the ginier, so maybe we can just have some informal discussions and may be questions.

1:14:55.360 --> 1:14:57.10  
BankSt Floor16 Room30  
What would you need to know?

1:14:57.280 --> 1:15:5.490  
BankSt Floor16 Room30  
What would be helpful for you to to pursue this this Ave how do you see it in terms of timeline?

1:15:5.500 --> 1:15:6.740  
BankSt Floor16 Room30  
Do you have any ideas?

1:15:10.450 --> 1:15:17.310  
BankSt Floor16 Room30  
Upon novel, OK, so this is my first time that I'm being exposed to this discussion.

1:15:17.320 --> 1:15:32.140  
BankSt Floor16 Room30  
To be honest, I'm I come from the political level, but I come from management consulting sector and yeah, one thing I know is that once we define the problem in the correct manner.

1:15:32.700 --> 1:15:34.870  
BankSt Floor16 Room30  
Ohh then the implementation.

1:15:34.880 --> 1:15:39.90  
BankSt Floor16 Room30  
At least that's where I think we can be quite effective.

1:15:41.130 --> 1:15:54.0  
BankSt Floor16 Room30  
As they political sort of on a presentation of the government and then also as people, professional people who hold specific positions that are relevant to the topic.

1:15:55.130 --> 1:16:13.160  
BankSt Floor16 Room30  
So First things first, I would appreciate knowing what is that diagnostic tool which explains where Kosovo is in the map and the process of milestones to even be able to say what it is ready for.

1:16:13.170 --> 1:16:14.880  
BankSt Floor16 Room30  
And by one, do you know what I mean?

1:16:14.890 --> 1:16:22.940  
BankSt Floor16 Room30  
It's the three, three phase of assessing where Kosovo is, and I think we've done quite a lot in international indexes.

1:16:22.950 --> 1:16:31.460  
BankSt Floor16 Room30  
We come up first in terms of a speed of improvement in Rule of law in all elements of democracy.

1:16:32.320 --> 1:16:32.970  
BankSt Floor16 Room30  
Yeah, no.

1:16:34.970 --> 1:16:39.990  
BankSt Floor16 Room30  
In terms of governance, I am personally very much interested and that's my background as well.

1:16:40.60 --> 1:17:5.40  
BankSt Floor16 Room30  
Besides, you know, putting fires out which comes with my position as chief of staff to the Prime Minister is project management and development and investments and in one of the in the last slide of Eliza, I liked the the last, very, very last sentence was just that, a proper governance tools.

1:17:5.130 --> 1:17:27.150  
BankSt Floor16 Room30  
And this is internationally renowned accepted standard of good governance and since Kosovo and any other country for that matter, we procure about €800 million a year in capital projects, about 500 in the central government and 300 in the local government, 38 municipalities.

1:17:27.160 --> 1:17:38.440  
BankSt Floor16 Room30  
We have besides that we have identified over €6 billion worth of new investment needs in infrastructural uh, the transport environment and energy.

1:17:38.850 --> 1:17:50.940  
BankSt Floor16 Room30  
So there will be a lot of projects coming up and Kosovo is a bit behind in terms of infrastructural development.

1:17:50.950 --> 1:17:59.160  
BankSt Floor16 Room30  
So if Bulgaria uh has built this water dams, we haven't, you know, so we have some needs which.

1:18:0.850 --> 1:18:25.640  
BankSt Floor16 Room30  
Comprise really large infrastructural needs which are done once in the 100 years and I think it's a great moment for us to, uh, sort of create a robust mechanism to ensure that the best procedures are applied and therefore the best implementers come to Kosovo to implement and build those projects, whether in cooperation or not.

1:18:25.660 --> 1:18:35.180  
BankSt Floor16 Room30  
With local companies, it depends on the sector and whether we have seasoned companies there, but the the later they just came in and walked out to the room.

1:18:35.300 --> 1:18:39.740  
BankSt Floor16 Room30  
I believe Elizabeth from Yuan in Austria.

1:18:41.890 --> 1:18:45.560  
BankSt Floor16 Room30  
We discussed this morning very briefly about SG as well.

1:18:45.570 --> 1:18:49.770  
BankSt Floor16 Room30  
So there's this component as well to ensure that all of our planning.

1:18:50.30 --> 1:18:53.540  
BankSt Floor16 Room30  
Uh, you know, we are building a system from scratch.

1:18:53.550 --> 1:18:56.240  
BankSt Floor16 Room30  
We might as well do a very good job.

1:18:56.250 --> 1:19:21.960  
BankSt Floor16 Room30  
So we don't have to face any issues which ultimately relate to, you know, corruption, crime, bad projects, the I think it's corruption also planning a bad project and having to rebuild a large highway which costed hundreds of 1,000,000 before its expiry date, right.

1:19:21.970 --> 1:19:25.940  
BankSt Floor16 Room30  
So, uh, being able to plan this project, right?

1:19:25.950 --> 1:19:30.660  
BankSt Floor16 Room30  
Being able to procure them in a transparent and effective manner and efficient manner as well.

1:19:31.150 --> 1:19:38.660  
BankSt Floor16 Room30  
So not taking too many years and too long of a time, because if you build a water dam, you're preventing floods.

1:19:39.230 --> 1:19:46.670  
BankSt Floor16 Room30  
But you're also creating irrigation systems to build your if your agriculture and to produce products and to export more products.

1:19:46.680 --> 1:19:48.900  
BankSt Floor16 Room30  
So they all correlate to one another.

1:19:48.910 --> 1:19:51.970  
BankSt Floor16 Room30  
So I think I can bring that perspective.

1:19:52.760 --> 1:19:53.510  
BankSt Floor16 Room30  
Typical will is there.

1:19:54.620 --> 1:20:0.510  
BankSt Floor16 Room30  
We are really interested to understand well and for here, for for understanding.

1:20:0.520 --> 1:20:1.110  
BankSt Floor16 Room30  
I think I'm.

1:20:1.700 --> 1:20:17.290  
BankSt Floor16 Room30  
I'm I'm quite I have the experience to to distinguish between very precise milestones and as I said at the beginning, how can we identify who are the stakeholders and who gets to do what exactly and buy one?

1:20:17.480 --> 1:20:29.640  
BankSt Floor16 Room30  
This is all I need, then we will be up to us as a government to make sure that all relevant institutions do what they're supposed to do, beginning with the legal infrastructure, whether it's inline with the directives.

1:20:30.520 --> 1:20:31.970  
BankSt Floor16 Room30  
Uh NGB.

1:20:32.420 --> 1:20:32.760  
BankSt Floor16 Room30  
Sort of.

1:20:35.460 --> 1:20:39.840  
BankSt Floor16 Room30  
Conditions as well as implementation mechanisms.

1:20:39.910 --> 1:20:48.910  
BankSt Floor16 Room30  
As we said, we have two relevant agencies here and any other agency for that matter, within the government or public institution.

1:20:48.920 --> 1:20:49.110  
BankSt Floor16 Room30  
Wrong.

1:20:50.390 --> 1:20:52.700  
BankSt Floor16 Room30  
And then we do our homework.

1:20:52.910 --> 1:20:55.990  
BankSt Floor16 Room30  
It's as simple as that, so please educate us.

1:20:57.860 --> 1:21:11.530  
BankSt Floor16 Room30  
And the we will hopefully come to a point where we know exactly first milestone is observer status and hopefully then we can also talk about full membership.

1:21:11.540 --> 1:21:13.890  
BankSt Floor16 Room30  
But let's go step by step.

1:21:14.50 --> 1:21:14.370  
BankSt Floor16 Room30  
Thank you.

1:21:15.680 --> 1:21:16.410  
BankSt Floor16 Room30  
Understand this.

1:21:16.420 --> 1:21:18.620  
BankSt Floor16 Room30  
That's one I'm something.

1:21:17.480 --> 1:21:19.510  
Niewiadomska, Eliza  
Thank you so much for for this comment.

1:21:18.920 --> 1:21:20.0  
BankSt Floor16 Room30  
Didn't you? It's.

1:21:19.520 --> 1:21:20.470  
Niewiadomska, Eliza  
I think that this is.

1:21:20.200 --> 1:21:24.330  
BankSt Floor16 Room30  
It's not like like everything second still.

1:21:24.880 --> 1:21:26.690  
BankSt Floor16 Room30  
So what my colleague just said.

1:21:26.780 --> 1:21:27.670  
BankSt Floor16 Room30  
Excuse me, Eliza.

1:21:27.680 --> 1:21:45.820  
BankSt Floor16 Room30  
What just we are currently in the process of drafting, adapting the procurement law and Kosovo, so it's also I make this change is that is needed to be done to have this problem, make sure that yeah, we are in compliance.

1:21:45.870 --> 1:21:54.380  
BankSt Floor16 Room30  
Just just to add that in order to become an observer don't yet need to be compliant with your procurement.

1:21:55.530 --> 1:22:0.20  
BankSt Floor16 Room30  
You can join the observers club.

1:22:0.30 --> 1:22:22.180  
BankSt Floor16 Room30  
You can participate in the our meetings in the committee meetings, listening to the discussions and with that also, you know, share your experiences and learn, and this can also actually add you to make your to, to finalize the work of your on your procurement.

1:22:22.190 --> 1:22:30.550  
BankSt Floor16 Room30  
As I was saying, there is absolutely no prerequisite to become an observer, so this is just a very simple step.

1:22:30.560 --> 1:22:43.570  
BankSt Floor16 Room30  
You basically need to request it to the GPA secretariat, then normally the GPA parties looking to this request I mean the Secretariat, 6 hour, hour views.

1:22:44.160 --> 1:23:5.200  
BankSt Floor16 Room30  
Given the very positive developments in the region and a strong push for the remaining Balkan countries to engage in the GPA discussions, but first allowing them to look how it works, I wouldn't see any any issues that would would arise.

1:23:5.210 --> 1:23:17.740  
BankSt Floor16 Room30  
So I mean that's of course excellent that you are working on the procurement law and the and I know you are because colleagues from from my team are are are engaging with you closely or so on this.

1:23:18.150 --> 1:23:26.220  
BankSt Floor16 Room30  
But this is not even required for you to take this decision to become an observer, just to be perfectly clear.

1:23:26.290 --> 1:23:26.460  
BankSt Floor16 Room30  
Here.

1:23:33.460 --> 1:23:34.40  
BankSt Floor16 Room30  
Of course.

1:23:27.940 --> 1:23:53.810  
Niewiadomska, Eliza  
This does not mean that we don't encourage doing their reforms in the right direction, and and this is what I wanted to highlight and thank you very much for your comment regarding the assessment where you are on the way towards the the mandatory binding standards of GPA and where you are in terms of the best practices behind the principles of the agreement.

1:23:53.900 --> 1:23:59.70  
Niewiadomska, Eliza  
Because this is precisely what this workshop is supposed to be about.

1:23:59.80 --> 1:24:24.650  
Niewiadomska, Eliza  
So to to look at transition economies in front of the WTO processes and GPA committee and provide tools and understanding where the countries can a place themself and make a decisions which are supporting the reforms, either politically or from practical perspective.

1:24:24.660 --> 1:24:28.550  
Niewiadomska, Eliza  
And this practical perspective, this is something EBRD cares very much about.

1:24:28.900 --> 1:25:9.920  
Niewiadomska, Eliza  
And you have to excuse me, this focus on the sustainability because this is what EBRD has been promoting from the very beginning and from the perspective of climate change agenda, good procurement becomes sustainable procurement and this is something that we want to see among the EBRD, countries of operations and that's why we are so happy to see these topics generating knowledge in the workings of the WTO committees and providing the governments with the guidance how they can shape the policies to meet the SDG's or exceed the SDG.

1:25:10.180 --> 1:25:15.900  
Niewiadomska, Eliza  
We will have a separate session about this tomorrow, but the the SDG's?

1:25:16.450 --> 1:25:25.430  
Niewiadomska, Eliza  
They are, let's say, very basic when it comes to a direct requirements.

1:25:25.730 --> 1:25:35.200  
Niewiadomska, Eliza  
They are allowing the governments to make their own decisions on the pathway that SD's are paving in front of the economy.

1:25:35.260 --> 1:25:37.480  
Niewiadomska, Eliza  
So thank you so much for this comment.

1:25:37.490 --> 1:26:11.120  
Niewiadomska, Eliza  
We will make sure that there is a discussion on the regulatory compliance and there is a discussion on practical steps and then the presentations that are scheduled for this afternoon and for tomorrow would allow you to make a judgment about where your country is and how ready you are to to join the WTO GPA Community in the in the observer capacity which has has been a a highlighted is perfectly possible today.

1:26:11.570 --> 1:26:12.50  
Niewiadomska, Eliza  
Thank you.

1:26:13.990 --> 1:26:14.900  
BankSt Floor16 Room30  
Thank you.

1:26:15.50 --> 1:26:18.0  
BankSt Floor16 Room30  
And maybe some music listening.

1:26:18.220 --> 1:26:22.330  
BankSt Floor16 Room30  
Greetings on behalf of Bosnia, Josip Jakovac, you know me.

1:26:22.340 --> 1:26:31.770  
BankSt Floor16 Room30  
I'm just want to inform you that since November, we did write down the proposal for our it's a Council of Ministers.

1:26:31.780 --> 1:26:42.630  
BankSt Floor16 Room30  
It's Bosnian government central government that Bosnia should apply for observership status and we send it just the beginning this year.

1:26:42.740 --> 1:27:2.930  
BankSt Floor16 Room30  
And what happened in at 11/18 of January, secretariat of the Council of Ministers asked us to to obtain 2 opinions from Ministry of Foreign Relations, Ministry of Foreign Economy and Economic Relations and and legit.

1:27:3.280 --> 1:27:5.170  
BankSt Floor16 Room30  
It's a legislation office.

1:27:5.500 --> 1:27:19.950  
BankSt Floor16 Room30  
Before putting the proposal in in onto agenda, so we send it at Friday, so we're waiting for for those two institutions to give their opinion.

1:27:19.960 --> 1:27:23.670  
BankSt Floor16 Room30  
The only risk that I can foresee is a political one.

1:27:24.530 --> 1:27:32.700  
BankSt Floor16 Room30  
The only risk maybe that that could be some red tape, but I believe it's it happens in Balkans today.

1:27:32.710 --> 1:27:33.520  
BankSt Floor16 Room30  
You will have.

1:27:33.590 --> 1:27:41.370  
BankSt Floor16 Room30  
Yes, we are willing to do this and after a few days they will tell you you know, yes.

1:27:41.380 --> 1:27:50.90  
BankSt Floor16 Room30  
Doesn't mean yes, every time and the only risk is is a political one that someone from the Council of Ministers would oppose.

1:27:50.100 --> 1:27:54.700  
BankSt Floor16 Room30  
That decision, that's the good news is that.

1:27:54.710 --> 1:27:56.820  
BankSt Floor16 Room30  
Yeah, that's not the the process.

1:27:56.830 --> 1:27:57.90  
BankSt Floor16 Room30  
Yeah.

1:27:57.100 --> 1:28:8.460  
BankSt Floor16 Room30  
So you you have my initiated that discussion, but I wanna say from our side from public procurement people side, we did everything that we have done.

1:28:8.580 --> 1:28:11.610  
BankSt Floor16 Room30  
If some political problem occurs, you will you will know.

1:28:15.130 --> 1:28:17.250  
BankSt Floor16 Room30  
Thank you so much, ohm.

1:28:17.700 --> 1:28:21.660  
BankSt Floor16 Room30  
So that's again, we were very fast and efficient.

1:28:22.80 --> 1:28:22.530  
BankSt Floor16 Room30  
I have.

1:28:22.540 --> 1:28:25.390  
BankSt Floor16 Room30  
I have a one question, so maybe we can decide together.

1:28:25.580 --> 1:28:29.810  
BankSt Floor16 Room30  
I know we can still very soon enough time.

1:28:30.140 --> 1:28:35.850  
BankSt Floor16 Room30  
Ohh, we can swap a bit and have a chance presentation before the Confederate War.

1:28:35.860 --> 1:28:37.490  
BankSt Floor16 Room30  
We can have a longer coffee break.

1:28:43.790 --> 1:28:44.50  
BankSt Floor16 Room30  
Hold.

1:28:44.890 --> 1:28:45.180  
BankSt Floor16 Room30  
You know.

1:28:47.310 --> 1:28:47.810  
BankSt Floor16 Room30  
Take longer.

1:28:47.820 --> 1:28:50.620  
BankSt Floor16 Room30  
Coffee break is better. Hello.

1:28:50.650 --> 1:28:56.540  
Niewiadomska, Eliza  
I think longer coffee break is welcome for the networking opportunities and I'm so sorry that I'm gonna miss on this.

1:28:56.550 --> 1:28:59.280  
Niewiadomska, Eliza  
So enjoy our headquarters.

1:28:59.290 --> 1:29:2.480  
Niewiadomska, Eliza  
Have a good coffee break and see you after for the next session.

1:29:2.490 --> 1:29:2.970  
Niewiadomska, Eliza  
Thank you.

1:29:3.420 --> 1:29:3.600  
BankSt Floor16 Room30  
Yeah.

1:29:3.620 --> 1:29:3.940  
BankSt Floor16 Room30  
Thank you.

1:29:6.930 --> 1:29:8.300  
BankSt Floor16 Room30  
And you.

1:56:51.980 --> 1:56:53.460  
Antonella Salgueiro  
By Julia, can you hear me?

1:57:0.910 --> 1:57:1.860  
Xinyue Xue (Birmingham Law School)  
Hi antonella.

1:57:1.870 --> 1:57:2.500  
Xinyue Xue (Birmingham Law School)  
I can hear you.

1:57:3.160 --> 1:57:3.580  
Antonella Salgueiro  
Great.

1:57:3.660 --> 1:57:4.190  
Antonella Salgueiro  
I Julia.

1:57:4.200 --> 1:57:5.630  
Antonella Salgueiro  
Nice to meet you finally.

1:57:6.640 --> 1:57:9.210  
NIELSON Julia, TAD  
Hi sorry to be a bit late joining.

1:57:9.400 --> 1:57:11.570  
NIELSON Julia, TAD  
Let me just running between meetings.

1:57:11.820 --> 1:57:21.530  
NIELSON Julia, TAD  
I'll just try and I'm trying to fix my background, but sometimes when I fix my background it umm it messes up.

1:57:23.940 --> 1:57:27.550  
NIELSON Julia, TAD  
It can mess up the connections, so forgive me.

1:57:28.450 --> 1:57:28.780  
Antonella Salgueiro  
Umm.

1:57:31.860 --> 1:57:32.220  
Antonella Salgueiro  
Sure.

1:57:32.230 --> 1:57:33.530  
Antonella Salgueiro  
So these are great times.

1:57:33.540 --> 1:57:41.560  
Antonella Salgueiro  
You want to just try to share your presentation or fix your background or do all the technical things that you wish you had test.

1:57:40.750 --> 1:57:45.690  
NIELSON Julia, TAD  
OK, so do you want me to try and share my share?

1:57:45.740 --> 1:57:46.0  
Antonella Salgueiro  
Sure.

1:57:45.700 --> 1:57:49.91  
NIELSON Julia, TAD  
My background OK, so if I E.

1:57:50.840 --> 1:57:52.310  
NIELSON Julia, TAD  
OK, I'm gonna share.

1:57:56.60 --> 1:57:56.680  
NIELSON Julia, TAD  
Screen.

1:58:1.820 --> 1:58:2.290  
NIELSON Julia, TAD  
OK.

1:58:5.970 --> 1:58:6.660  
NIELSON Julia, TAD  
How's that?

1:58:6.670 --> 1:58:7.490  
NIELSON Julia, TAD  
You saying it?

1:58:8.870 --> 1:58:9.200  
Antonella Salgueiro  
Yeah.

1:58:9.210 --> 1:58:10.760  
Antonella Salgueiro  
Now I can see your presentation perfect.

1:58:11.510 --> 1:58:12.60  
NIELSON Julia, TAD  
OK.

1:58:12.70 --> 1:58:13.660  
NIELSON Julia, TAD  
And I'm going to move the next slide.

1:58:18.170 --> 1:58:19.530  
NIELSON Julia, TAD  
OK, that didn't work.

1:58:19.540 --> 1:58:19.930  
NIELSON Julia, TAD  
We're not.

1:58:21.230 --> 1:58:22.940  
NIELSON Julia, TAD  
That's not working alright.

1:58:26.670 --> 1:58:27.10  
NIELSON Julia, TAD  
Right.

1:58:28.180 --> 1:58:29.150  
NIELSON Julia, TAD  
OK, that worked.

1:58:28.490 --> 1:58:29.500  
Antonella Salgueiro  
There it is.

1:58:29.550 --> 1:58:30.330  
Antonella Salgueiro  
There it is, yes.

1:58:29.200 --> 1:58:32.990  
NIELSON Julia, TAD  
Yeah, alright, good, good, good.

1:58:33.830 --> 1:58:35.780  
NIELSON Julia, TAD  
Sorry for not being able to join earlier.

1:58:36.620 --> 1:58:37.250  
Antonella Salgueiro  
No worries.

1:58:35.930 --> 1:58:37.420  
NIELSON Julia, TAD  
Busy day.

1:58:37.260 --> 1:58:37.580  
Antonella Salgueiro  
No worries.

1:58:38.670 --> 1:58:40.320  
NIELSON Julia, TAD  
So then I'm just not.

1:58:39.290 --> 1:58:40.920  
Antonella Salgueiro  
Uh, that's OK.

1:58:40.930 --> 1:58:41.870  
Antonella Salgueiro  
Thank you for joining now.

1:58:43.620 --> 1:58:44.130  
NIELSON Julia, TAD  
That.

1:58:44.700 --> 1:58:49.650  
NIELSON Julia, TAD  
OK, so now I'm gonna put that one up again, OK.

1:58:49.700 --> 1:58:51.310  
NIELSON Julia, TAD  
And I'm no longer sharing correct.

1:58:52.240 --> 1:58:53.0  
Antonella Salgueiro  
Umm, exactly.

1:58:53.640 --> 1:58:55.720  
NIELSON Julia, TAD  
OK, now what I can't do however.

1:58:57.120 --> 1:58:57.800  
NIELSON Julia, TAD  
Is.

1:59:0.200 --> 1:59:1.420  
NIELSON Julia, TAD  
So I hope it's OK.

1:59:1.430 --> 1:59:2.910  
NIELSON Julia, TAD  
I was just gonna go through my.

1:59:5.210 --> 1:59:7.650  
NIELSON Julia, TAD  
No, I was just gonna go.

1:59:7.660 --> 1:59:11.930  
NIELSON Julia, TAD  
Basically I'm taking them through the taxonomy saying sort of what it's for.

1:59:11.940 --> 1:59:12.350  
NIELSON Julia, TAD  
Why?

1:59:12.360 --> 1:59:13.840  
NIELSON Julia, TAD  
What it covers, what's in it?

1:59:13.610 --> 1:59:13.860  
Antonella Salgueiro  
You know.

1:59:14.850 --> 1:59:17.110  
NIELSON Julia, TAD  
I hope that kind of useful.

1:59:19.500 --> 1:59:24.900  
NIELSON Julia, TAD  
And do you want me to speak for just about 20 minutes as I take it all a bit less and then?

1:59:25.80 --> 1:59:25.400  
Antonella Salgueiro  
No.

1:59:25.410 --> 1:59:26.650  
Antonella Salgueiro  
Yeah, that's that's fine.

1:59:26.660 --> 1:59:29.690  
Antonella Salgueiro  
20 minutes or less or whatever it takes you.

1:59:30.640 --> 1:59:31.20  
NIELSON Julia, TAD  
OK.

1:59:30.440 --> 1:59:42.830  
Antonella Salgueiro  
For example, for the first session, this presentation was a little bit of faster than we thought, so we have extra time for discussion, which is also interesting because then participants can actually insert exposure points explaining why they are.

1:59:42.840 --> 1:59:48.750  
Antonella Salgueiro  
There could also be a nice moment to sort of change views and perspectives.

1:59:50.70 --> 1:59:50.980  
NIELSON Julia, TAD  
OK, cool.

1:59:51.110 --> 1:59:51.720  
NIELSON Julia, TAD  
Yeah, that's good.

1:59:51.730 --> 1:59:55.0  
NIELSON Julia, TAD  
Now I can see all the participants etcetera.

1:59:55.10 --> 2:0:0.470  
NIELSON Julia, TAD  
What I can't do weirdly as I cannot fix my background.

2:0:3.350 --> 2:0:6.750  
NIELSON Julia, TAD  
Which normally I can, I just don't know why.

2:0:8.10 --> 2:0:8.130  
Antonella Salgueiro  
Yeah.

2:0:8.130 --> 2:0:14.230  
NIELSON Julia, TAD  
I was just gonna put the OECD background on, but I'm now getting worried that if I do that, I will.

2:0:19.800 --> 2:0:20.30  
Antonella Salgueiro  
Mm-hmm.

2:0:16.510 --> 2:0:20.210  
NIELSON Julia, TAD  
Yeah, if I try and do it, I might screw up my screw up my team.

2:0:21.290 --> 2:0:22.420  
NIELSON Julia, TAD  
Alright, give now.

2:0:22.430 --> 2:0:24.270  
NIELSON Julia, TAD  
Want one through that?

2:0:26.300 --> 2:0:26.610  
Antonella Salgueiro  
Sure.

2:0:26.620 --> 2:0:27.670  
Antonella Salgueiro  
No, it's perfect as it is.

2:0:27.680 --> 2:0:28.120  
Antonella Salgueiro  
No worries.

2:0:29.870 --> 2:0:30.330  
NIELSON Julia, TAD  
OK.

2:0:32.480 --> 2:0:35.370  
NIELSON Julia, TAD  
I'll be the other thing too.

2:0:32.300 --> 2:0:36.640  
Antonella Salgueiro  
So I see that people are coming back again, so hopefully we'll be able to start in a couple minutes.

2:0:37.490 --> 2:0:37.820  
NIELSON Julia, TAD  
OK.

2:0:37.980 --> 2:0:38.430  
NIELSON Julia, TAD  
I'm right now.

2:0:45.750 --> 2:0:51.340  
NIELSON Julia, TAD  
Now, are you expecting that I stay for the duration of this session or how?

2:0:51.350 --> 2:0:52.260  
NIELSON Julia, TAD  
How do you want to do it?

2:0:52.270 --> 2:0:56.520  
NIELSON Julia, TAD  
Like we hear all the presentations or I just do mine or what's your?

2:0:56.200 --> 2:0:56.540  
Antonella Salgueiro  
Yeah.

2:0:56.550 --> 2:1:1.650  
Antonella Salgueiro  
Well, actually, you know, we're agenda the way it's sort of done is.

2:1:1.660 --> 2:1:5.250  
Antonella Salgueiro  
So we have 3 speakers starting with you and then we have the Q&A.

2:1:6.60 --> 2:1:6.260  
NIELSON Julia, TAD  
Good.

2:1:5.820 --> 2:1:12.920  
Antonella Salgueiro  
But if you have to go somewhere else or you have another commitment, then we can just move your Q&A directly after your session.

2:1:13.880 --> 2:1:14.350  
NIELSON Julia, TAD  
OK.

2:1:14.400 --> 2:1:15.20  
NIELSON Julia, TAD  
No, I'm.

2:1:15.120 --> 2:1:15.370  
Antonella Salgueiro  
Umm.

2:1:15.30 --> 2:1:16.930  
NIELSON Julia, TAD  
That's what I assume, so I blocked.

2:1:16.940 --> 2:1:17.870  
NIELSON Julia, TAD  
I'm blocked this time.

2:1:18.370 --> 2:1:19.340  
Antonella Salgueiro  
OK, perfect.

2:1:19.350 --> 2:1:19.930  
Antonella Salgueiro  
Thank you, Julia.

2:1:17.880 --> 2:1:21.170  
NIELSON Julia, TAD  
I just wanted to right, no worries.

2:1:27.230 --> 2:1:28.20  
BankSt Floor16 Room30  
Hi, Julia.

2:1:28.30 --> 2:1:28.530  
BankSt Floor16 Room30  
Hi I'm gonna.

2:1:30.300 --> 2:1:30.600  
NIELSON Julia, TAD  
Hi.

2:1:29.430 --> 2:1:30.750  
Antonella Salgueiro  
Hi Lisa, how are you?

2:1:32.70 --> 2:1:32.620  
BankSt Floor16 Room30  
Good, good.

2:1:32.630 --> 2:1:32.840  
BankSt Floor16 Room30  
And you?

2:1:33.630 --> 2:1:34.190  
Antonella Salgueiro  
Good.

2:1:34.470 --> 2:1:35.680  
Antonella Salgueiro  
Is everyone coming back?

2:1:36.820 --> 2:1:38.870  
BankSt Floor16 Room30  
Yes, they will be back shortly.

2:1:38.880 --> 2:1:40.460  
BankSt Floor16 Room30  
I would say 510 minutes, yeah.

2:1:39.470 --> 2:1:40.790  
Antonella Salgueiro  
Great, great, great.

2:1:43.130 --> 2:1:44.0  
Antonella Salgueiro  
How is the connection?

2:1:46.560 --> 2:1:46.720  
BankSt Floor16 Room30  
Yeah.

2:1:44.10 --> 2:1:47.990  
Antonella Salgueiro  
Can they see us like surfing the big screen? Perfect.

2:1:49.170 --> 2:1:51.690  
BankSt Floor16 Room30  
You are all very very visible, so it's good.

2:1:52.570 --> 2:1:52.790  
Antonella Salgueiro  
Umm.

2:1:52.980 --> 2:1:58.650  
BankSt Floor16 Room30  
I'm just a bit surprised that our camera is sort of black and white.

2:2:0.870 --> 2:2:5.370  
Antonella Salgueiro  
Well, the the way we see actually you is we we see you like smarts.

2:2:5.380 --> 2:2:6.780  
Antonella Salgueiro  
You are a little bit blueish.

2:2:7.940 --> 2:2:9.470  
BankSt Floor16 Room30  
Yeah, exactly.

2:2:9.820 --> 2:2:10.20  
Antonella Salgueiro  
Mm-hmm.

2:2:13.610 --> 2:2:14.90  
Antonella Salgueiro  
Well, at least.

2:2:15.980 --> 2:2:16.300  
Antonella Salgueiro  
Umm.

2:2:9.480 --> 2:2:17.820  
BankSt Floor16 Room30  
So I don't know what's wrong with it, but and I was trying to fix it so that it would be at the very center but.

2:2:18.530 --> 2:2:18.780  
Antonella Salgueiro  
Umm.

2:2:23.290 --> 2:2:23.560  
BankSt Floor16 Room30  
Probably.

2:2:33.280 --> 2:2:33.760  
BankSt Floor16 Room30  
Goes back.

2:2:45.620 --> 2:2:45.830  
NIELSON Julia, TAD  
Yeah.

2:3:14.260 --> 2:3:18.610  
Antonella Salgueiro  
Eliza, I want to tell you can let the participants know that we are ready to continue.

2:3:18.620 --> 2:3:20.140  
Antonella Salgueiro  
It's almost 11.

2:3:25.340 --> 2:3:25.640  
Antonella Salgueiro  
So.

2:3:23.780 --> 2:3:27.70  
BankSt Floor16 Room30  
She just left, like when everyone is around.

2:3:28.280 --> 2:3:30.720  
Antonella Salgueiro  
Well, partly she went to bring people around. Perfect.

2:3:27.160 --> 2:3:30.980  
BankSt Floor16 Room30  
Yeah, I will help you day.

2:3:30.990 --> 2:3:35.700  
BankSt Floor16 Room30  
But I know they that the representatives of they went to see there.

2:3:36.270 --> 2:3:36.460  
Antonella Salgueiro  
Mm-hmm.

2:3:38.200 --> 2:3:39.160  
BankSt Floor16 Room30  
Country directory here.

2:3:40.120 --> 2:3:41.540  
BankSt Floor16 Room30  
They should be in about 5-10 minutes.

2:3:42.230 --> 2:3:42.830  
Antonella Salgueiro  
OK, OK.

2:7:15.0 --> 2:7:15.370  
BankSt Floor16 Room30  
Yes.

2:7:39.650 --> 2:7:40.380  
BankSt Floor16 Room30  
There's for those.

2:7:41.600 --> 2:7:43.580  
BankSt Floor16 Room30  
There's no you'll notice.

2:7:43.580 --> 2:7:44.860  
BankSt Floor16 Room30  
Little like this, people.

2:7:47.830 --> 2:7:48.210  
BankSt Floor16 Room30  
No.

2:7:55.930 --> 2:7:56.200  
BankSt Floor16 Room30  
Ohh.

2:7:56.760 --> 2:7:56.910  
NIELSON Julia, TAD  
Yeah.

2:8:5.800 --> 2:8:6.100  
NIELSON Julia, TAD  
Alright.

2:8:6.780 --> 2:8:8.570  
BankSt Floor16 Room30  
So watching the.

2:8:14.590 --> 2:8:16.560  
BankSt Floor16 Room30  
So I just two more minutes and we can start.

2:8:18.420 --> 2:8:18.930  
Antonella Salgueiro  
Thank you, Lisa.

2:9:0.580 --> 2:9:0.920  
BankSt Floor16 Room30  
They never.

2:9:4.450 --> 2:9:6.500  
BankSt Floor16 Room30  
They were supposed to come in tonight. Exactly.

2:9:19.450 --> 2:9:19.590  
BankSt Floor16 Room30  
No.

2:9:19.700 --> 2:9:20.600  
BankSt Floor16 Room30  
Yeah, yeah.

2:9:31.720 --> 2:9:34.840  
BankSt Floor16 Room30  
OK, my did you want?

2:9:35.610 --> 2:9:38.320  
BankSt Floor16 Room30  
Yeah, I'm one of my options than I you want recording?

2:9:38.470 --> 2:9:38.880  
BankSt Floor16 Room30  
No, my God.

2:9:53.450 --> 2:9:57.680  
BankSt Floor16 Room30  
OK, so I assume we are ready to to start but continue basically.

2:9:58.410 --> 2:10:0.450  
BankSt Floor16 Room30  
Yeah, well, sessions.

2:10:0.700 --> 2:10:1.410  
BankSt Floor16 Room30  
No.

2:10:1.920 --> 2:10:3.540  
BankSt Floor16 Room30  
So you are welcome.

2:10:4.880 --> 2:10:6.430  
BankSt Floor16 Room30  
Two hour workshop.

2:10:6.500 --> 2:10:14.50  
BankSt Floor16 Room30  
Is a pleasure to see you and thank you for accepting our invitation to contribute to to our fashion.

2:10:15.750 --> 2:10:23.490  
BankSt Floor16 Room30  
I'm as we are very grateful to to you and your team for their in considerable work.

2:10:23.500 --> 2:11:6.770  
BankSt Floor16 Room30  
You do in terms of, you know, identifying just structuring and helping countries to to dig into and to try to overcome and diminish whatever whatever possible, all kind of non tariff barriers and they obviously today will be looking at it mainly from the public procurement perspective and how they influence and how whatever is available on surface you know at the first glass it is not exactly what countries would encounter when they will try to to go into international procurement market and there is much more to it and the significance of work that OECD does in terms.

2:11:6.880 --> 2:11:13.770  
BankSt Floor16 Room30  
Of identifying, you know, the the various and and measures how to diminish them, how to reduce them.

2:11:13.960 --> 2:11:22.860  
BankSt Floor16 Room30  
It's it's of great support and help to countries, so we thank you once again for for joining us today.

2:11:23.270 --> 2:11:24.310  
BankSt Floor16 Room30  
No, the floor to you.

2:11:26.550 --> 2:11:29.380  
NIELSON Julia, TAD  
Thanks very much and it's a pleasure to be here.

2:11:37.560 --> 2:11:37.750  
BankSt Floor16 Room30  
There's.

2:11:39.40 --> 2:11:40.230  
BankSt Floor16 Room30  
Yeah, let me maybe.

2:11:29.470 --> 2:11:40.420  
NIELSON Julia, TAD  
So I'm gonna share my screen in a second so that you can hopefully see the presentation is not is not working right.

2:11:58.730 --> 2:11:59.40  
BankSt Floor16 Room30  
Alright.

2:11:40.670 --> 2:12:0.680  
NIELSON Julia, TAD  
I'm gonna talk you through an instrument that we developed a few years back in the OECD to developed it in the in the trade and Agriculture Directorate, but we've subsequently, when sharing this and it's been used extensively by colleagues, working especially in public governance and and in working partly on public procurement.

2:12:1.230 --> 2:12:7.240  
NIELSON Julia, TAD  
And it's a taxonomy that's designed to map upon the barriers in public procurement.

2:12:7.370 --> 2:12:21.380  
NIELSON Julia, TAD  
So I'm briefly going to talk about why we developed such a taxonomy, what it is both in terms of its coverage, kind of that are in there and it means to collect data under under this tax on.

2:12:22.310 --> 2:12:38.940  
NIELSON Julia, TAD  
So first on the Y, well, we were initially motivated to start this work back in 2016, 2017 because we felt there was a a really lack of reliable information at that stage at the global level on what the state of government procurement markets and policies work.

2:12:39.190 --> 2:12:47.990  
NIELSON Julia, TAD  
And that was leading to a little bit of uncertainty about how governments were potentially discriminating in favour of suppliers in their own markets.

2:12:48.330 --> 2:12:51.260  
NIELSON Julia, TAD  
So what we did is create this tax on Redis tool.

2:12:51.270 --> 2:12:52.960  
NIELSON Julia, TAD  
Is that the kind of global public good?

2:12:53.880 --> 2:12:57.970  
NIELSON Julia, TAD  
The maps measures affecting cross border procurement.

2:12:58.80 --> 2:13:6.650  
NIELSON Julia, TAD  
So this is both a tool for economies to use to guide their own policymaking, but also something that can contribute to a better global picture.

2:13:7.920 --> 2:13:27.70  
NIELSON Julia, TAD  
Because essentially we we see three reasons for having done this and the first is that that understanding the procurement, management and mapping it out, especially measures affecting cross border procurement is essentially about the efficient and effective use of public resources and especially value for money.

2:13:27.180 --> 2:13:52.230  
NIELSON Julia, TAD  
So economic efficiency, but also quality of goods, services or works and the benefit of being exposed to international markets is fundamentally about having a better procurement system and by helping economies to map out the nature of of measures affecting cross border procurement and their impact on foreign suppliers, it's really one part of the picture for.

2:13:53.530 --> 2:14:2.560  
NIELSON Julia, TAD  
So we know that there are a very large number of motivations behind restrictions and measures that affect foreigners in public procurement.

2:14:2.810 --> 2:14:8.600  
NIELSON Julia, TAD  
So we don't tend to in this instrument past judgment on the legitimacy of those objectives.

2:14:8.830 --> 2:14:28.710  
NIELSON Julia, TAD  
But we think by looking at the nature of the objective and the measure that's being used that it can help policymakers consider whether there are other, less restrictive measures they can use to serve the same objective, but without having the same impact on their ability to benefit from best quality, best price from global suppliers.

2:14:48.510 --> 2:14:48.720  
BankSt Floor16 Room30  
Hi.

2:14:29.600 --> 2:14:59.370  
NIELSON Julia, TAD  
So really fundamentally we see this taxonomy as a tool for economies to get a a good overall picture of their own system are both for transparency to inform the form, but also particularly and this is feedback that we've had from a number of countries that have used it, that it's been quite useful both in the context of negotiations, preferential trade agreements and in considering the relationship to the WTO Government procurement Agreement in that it can be a bit of a gap analysis.

2:14:59.380 --> 2:15:7.160  
NIELSON Julia, TAD  
What, if anything, would need to change for us to be part of this or that agreement by holding up that big mirror to your system?

2:15:8.760 --> 2:15:16.640  
NIELSON Julia, TAD  
So let me begin by saying a little bit about the what is in in the taxonomy and the coverage, because it's not, it's not a strict.

2:15:16.650 --> 2:15:25.930  
NIELSON Julia, TAD  
There's a good reason why there hasn't been a whole lot of easy to get information in this area is because they're actually very complicated systems.

2:15:26.290 --> 2:15:34.710  
NIELSON Julia, TAD  
So while the aim was OK, let's look at measures affecting cross border procurement and whether and how they affect foreign suppliers, OK.

2:15:34.720 --> 2:15:35.700  
NIELSON Julia, TAD  
So fast through good.

2:15:35.710 --> 2:15:37.410  
NIELSON Julia, TAD  
But this is quite a complicated picture.

2:15:38.50 --> 2:15:47.420  
NIELSON Julia, TAD  
We do acknowledge that there's many factors that can lead to a kind of home bias towards domestic suppliers in procurement that actually have nothing to do with trade barriers.

2:15:47.630 --> 2:16:1.460  
NIELSON Julia, TAD  
So factors like the size of the domestic market, the distance to trading partners or sort of trade facilitation, logistical constraints related to shipping or infrastructure may well mean that you end up with more domestic provision in the market.

2:16:1.470 --> 2:16:4.110  
NIELSON Julia, TAD  
Nothing to do with policy, just these factors.

2:16:5.260 --> 2:16:13.400  
NIELSON Julia, TAD  
We also see that there are trade barriers in other areas that can affect the competitiveness of foreign bids.

2:16:13.700 --> 2:16:20.910  
NIELSON Julia, TAD  
So if there are high tariffs on certain goods, obviously for foreign suppliers that are bringing those in, that's going to affect competitiveness.

2:16:21.480 --> 2:16:29.350  
NIELSON Julia, TAD  
But we also see barriers to trade in services other than mode three, so I'll come to mode three in a minute because that's covered by the taxonomy.

2:16:29.760 --> 2:16:38.340  
NIELSON Julia, TAD  
But if you have a very restrictive regime on the ability to bring in foreign experts, so you're a large construction company, you may be able to bid.

2:16:38.350 --> 2:16:44.620  
NIELSON Julia, TAD  
But if you can't bring in any of your major consulting engineers, obviously that's going to affect the competitiveness of your bid.

2:16:44.830 --> 2:16:46.900  
NIELSON Julia, TAD  
So there can be a wider picture.

2:16:47.410 --> 2:16:58.310  
NIELSON Julia, TAD  
That said, what we're trying to drill down on in the taxonomy is those measures that directly affect procurement and from a trade perspective, because we know there's a very wide range of policy measures here.

2:16:59.190 --> 2:17:19.310  
NIELSON Julia, TAD  
And as I mentioned, we aren't we put everything in there because this is for you to consider in terms of the regime without judgment, because we know there's lots of reasonings behind, particularly for measures that are related to disadvantaged groups or regions or increasingly, we're seeing sustainability criteria as well.

2:17:19.660 --> 2:17:31.250  
NIELSON Julia, TAD  
So for that reason, the terminology we use in the taxonomy is about measures that have an impact on trade, trade barriers, but measures that have an impact.

2:17:31.310 --> 2:17:32.720  
NIELSON Julia, TAD  
And it's a very wide net.

2:17:32.970 --> 2:17:42.790  
NIELSON Julia, TAD  
So it's anything that can have that impact and then you can sift down to look to see what is more, uh, all those trade restrictive.

2:17:43.510 --> 2:18:0.950  
NIELSON Julia, TAD  
So in the in terms of the kind of groups of things that we cover, so we do cover foreign direct investment because this obviously can be very important in government procurement bids where there's a kind of broader sector wide this restriction.

2:18:1.100 --> 2:18:17.420  
NIELSON Julia, TAD  
So for example, there may not be anything particularly related to construction services, but if it the national level, access to construction services is subject to a joint venture requirement or to a national ownership requirement, clearly that's going to impact the ability of foreign suppliers to bid.

2:18:17.780 --> 2:18:21.710  
NIELSON Julia, TAD  
And sometimes we actually see this in the kind of combination of measures.

2:18:21.720 --> 2:18:26.930  
NIELSON Julia, TAD  
So you may have a bid requirement that requires local presence for a company.

2:18:26.940 --> 2:18:40.10  
NIELSON Julia, TAD  
That's really not a problem unless under the services gaps mode three, there is a restriction on companies setting up local presence, so we'll have the effect of keeping foreign suppliers out of the market.

2:18:41.450 --> 2:18:42.820  
NIELSON Julia, TAD  
Subcentral levels.

2:18:42.830 --> 2:18:49.860  
NIELSON Julia, TAD  
This is a a a tricky question because obviously it greatly increases the complexity of collecting data and mapping of system.

2:18:50.830 --> 2:18:59.810  
NIELSON Julia, TAD  
But sub central government entities are usually a fairly significant share of government procurement contracts.

2:18:59.820 --> 2:19:6.20  
NIELSON Julia, TAD  
So if you can include them, state owned enterprises are are picked circular challenge.

2:19:6.730 --> 2:19:12.580  
NIELSON Julia, TAD  
There are tends to be a bit of a diversity of laws and the specificity of definitions across countries.

2:19:13.10 --> 2:19:40.820  
NIELSON Julia, TAD  
We use the OECD guidelines definition, but I would note that the OCDS guidelines on SOS are currently being revised, so at the moment they have a 50% government ownership and that can be through any form, but the revisions in the guidelines are looking more into concepts such as effective control, so that can mean golden chairs or it can mean other ways that the government is effectively determining how Company Act.

2:19:41.950 --> 2:19:50.900  
NIELSON Julia, TAD  
The other thing that's tricky in dealing with state owned enterprises is that they are both bidders and contracting authorities for government procurement.

2:19:50.910 --> 2:20:8.720  
NIELSON Julia, TAD  
So as bidders, we're really checking to see that they are operating on a level playing field with others and that's where other O city instruments such as those relating to competitive neutrality of very important, but also as contracting entities there would try and look in particular for where they don't.

2:20:8.730 --> 2:20:17.60  
NIELSON Julia, TAD  
Enterprises are subject to different rules from the overall government procurement regime, if that may suggest scope for them to favor certain suppliers.

2:20:18.760 --> 2:20:33.150  
NIELSON Julia, TAD  
The taxonomy is very broad in the sense that it looks to say that when we're looking for government procurement, you need to include everything, not just laws and policies, and they often contain explicitly restrictive practices.

2:20:33.500 --> 2:20:43.920  
NIELSON Julia, TAD  
But in the practices and procedures, there's often a lot of things that can implicitly constrain trade, and the taxonomy captures both of those, and you'll see this when they go through it.

2:20:44.290 --> 2:20:46.190  
NIELSON Julia, TAD  
And it can also highlight the discrepancy.

2:20:46.200 --> 2:20:56.980  
NIELSON Julia, TAD  
Sometimes you'll see that the law looks in theory to be quite open, but when you get down to the practices you can see that actually there's a number of constraints to foreign participation.

2:20:58.60 --> 2:21:6.330  
NIELSON Julia, TAD  
Now ideally, if you were really looking to see what's actually happening at procurement, you would go down to the transaction level and you'd be looking at tender documents.

2:21:6.530 --> 2:21:12.510  
NIELSON Julia, TAD  
But that's really a way too burdensome and more work than is necessary.

2:21:12.580 --> 2:21:19.990  
NIELSON Julia, TAD  
So we've focused here, we suggest that governments focus on looking at what's included in standard bidding documents for procurement.

2:21:20.790 --> 2:21:24.240  
NIELSON Julia, TAD  
So what we're looking for is primary information sources.

2:21:24.550 --> 2:21:31.100  
NIELSON Julia, TAD  
Degenerate or that should say de facto not the factor adopted in any fashion by national, subnational authorities.

2:21:31.510 --> 2:21:41.440  
NIELSON Julia, TAD  
It covers all good services or public works without distinction, because we often see that government procurement laws tend to be horizontal.

2:21:42.440 --> 2:22:2.120  
NIELSON Julia, TAD  
What it doesn't cover and what we suggest to leave out our concessions, build, operate, transport or public private partnerships and this is really just from the purposes of keeping the scope of data collection manageable and also defense procurement, which is often subject to quite specific rules and regulations.

2:22:3.630 --> 2:22:10.900  
NIELSON Julia, TAD  
So what are the kinds of things that we're looking for when we're looking to see what effects supply foreign suppliers in the market?

2:22:11.630 --> 2:22:13.340  
NIELSON Julia, TAD  
Well, we divide it into two.

2:22:13.350 --> 2:22:19.860  
NIELSON Julia, TAD  
We divide it into explicit measures where you can clearly see that they reduce or prevent access by foreign suppliers.

2:22:20.130 --> 2:22:23.240  
NIELSON Julia, TAD  
But then there's a whole bunch of implicit measures.

2:22:23.420 --> 2:22:27.560  
NIELSON Julia, TAD  
And here's where we do cast the net or suggest that you cast the net in the first instance.

2:22:27.570 --> 2:22:35.820  
NIELSON Julia, TAD  
Very broadly, this is measures that can indirectly or potentially affect, not just then may not be dedura restricted.

2:22:35.830 --> 2:22:46.370  
NIELSON Julia, TAD  
They're not restrictive on the face of it, but actually, when you look at it, they have a defecto impact depending on how their their implemented or how they interact with other measures.

2:22:46.500 --> 2:23:0.220  
NIELSON Julia, TAD  
So to give you an example, I registration requirement before bidding isn't per say you know a restriction, but it may be if it requires you to have physical presence to go and do it equally.

2:23:0.660 --> 2:23:3.410  
NIELSON Julia, TAD  
Allotment is a normal practice.

2:23:3.420 --> 2:23:16.830  
NIELSON Julia, TAD  
That's not necessarily a restriction in and on itself, but it may have the effect of keeping out foreign supplies if the allotments are done in such a way as to fall under the threshold for international procurement every single time.

2:23:18.420 --> 2:23:27.860  
NIELSON Julia, TAD  
So to give you a sense of what we kind of look at when what we're looking at as you as you dig in under taxonomy entries, we begin with the the sort of M1 to M4.

2:23:27.870 --> 2:23:37.530  
NIELSON Julia, TAD  
These are the measures that are explicit, and these are pretty standard kind of trade measures and sorts of things that you can see explicitly.

2:23:37.720 --> 2:23:43.890  
NIELSON Julia, TAD  
So these are market access restrictions where it's restricted to a national supplier, a local supplier.

2:23:44.160 --> 2:23:46.470  
NIELSON Julia, TAD  
You have to have a joint venture requirement.

2:23:46.720 --> 2:23:50.300  
NIELSON Julia, TAD  
You can only do it on the basis of reciprocity.

2:23:50.670 --> 2:23:52.720  
NIELSON Julia, TAD  
You require commercial presence.

2:23:53.250 --> 2:23:56.480  
NIELSON Julia, TAD  
There's an exclusion or there's a a particular threshold.

2:23:56.490 --> 2:23:59.600  
NIELSON Julia, TAD  
These are all pretty transparent and fairly straightforward.

2:24:0.330 --> 2:24:3.270  
NIELSON Julia, TAD  
Equally, you may see the same thing in terms of.

2:24:3.770 --> 2:24:18.230  
NIELSON Julia, TAD  
Umm price preferences given again to domestic suppliers in the market, other kinds of explicit measures that we suggest to to look at are four local content requirements.

2:24:18.240 --> 2:24:28.510  
NIELSON Julia, TAD  
Now these are requirements for foreign bidders to use local inputs to be producing some parts locally, or you'll see as well.

2:24:28.840 --> 2:24:41.970  
NIELSON Julia, TAD  
Also, data storage and data localization requirements can fall under that too, as can requirements to hire local staff or to subcontract in the local market.

2:24:42.600 --> 2:24:59.180  
NIELSON Julia, TAD  
It can also be and this is the last category offset so foreign bidders can bid for projects, but they're required to provide additional benefits to the local economy, such as technology transfer or further investments or some form of local production.

2:25:0.480 --> 2:25:6.910  
NIELSON Julia, TAD  
And then there's a last category, which is what we call collateral restriction or or restrictive effect.

2:25:6.960 --> 2:25:11.360  
NIELSON Julia, TAD  
So you may have a tax that applies to foreign entities.

2:25:11.690 --> 2:25:16.480  
NIELSON Julia, TAD  
You may have a barriers to foreign direct investment.

2:25:16.490 --> 2:25:22.680  
NIELSON Julia, TAD  
As I mentioned more generally that prevent access or where they require local presence or a joint venture.

2:25:22.870 --> 2:25:35.930  
NIELSON Julia, TAD  
So if the bid requires a joint venture, but then there's constraints on forming joint ventures in the local market or constraints on on mergers are all where there's an absence of national treatment.

2:25:35.940 --> 2:25:42.490  
NIELSON Julia, TAD  
So there's a discriminatory treatment for foreign companies or the sectors completely closed to FDI.

2:25:42.500 --> 2:25:58.980  
NIELSON Julia, TAD  
Something means, in effect, there's no possibility for a foreign supplier to bid in government procurement in that sector, and similarly also a restriction that is a restricted eligibility eligibility for any subsidies or or tax breaks as well.

2:25:59.530 --> 2:26:2.580  
NIELSON Julia, TAD  
And then there's the last category, which is a little bit of an overall catch.

2:26:2.590 --> 2:26:13.780  
NIELSON Julia, TAD  
All that says, if there's overall lack of transparency in the trade and investment measures, this can clearly have an effect of of keeping out foreign suppliers.

2:26:14.170 --> 2:26:19.60  
NIELSON Julia, TAD  
So those are all tend to be fairly fairly clear and explicit.

2:26:19.70 --> 2:26:21.10  
NIELSON Julia, TAD  
And as I say, not all of these are.

2:26:21.420 --> 2:26:29.230  
NIELSON Julia, TAD  
You may look at these and say, well actually some of those are would be we would consider justified in our market or we would consider this a a good thing to do.

2:26:29.720 --> 2:26:37.320  
NIELSON Julia, TAD  
Again, the taxonomy is really a tool to help you see the system and make a determination of whether this is really what you wanna do.

2:26:38.830 --> 2:26:41.150  
NIELSON Julia, TAD  
The implicit measures start to become.

2:26:41.160 --> 2:26:48.930  
NIELSON Julia, TAD  
This is where we get into some of the IT depends territory and this is the things that go down into the processes and procedures.

2:26:48.940 --> 2:27:3.710  
NIELSON Julia, TAD  
So umm, in on paper from a A a legal point of view, there's no legal bar, but the way that procurement is conducted can have the effect of deterring or discouraging or limiting the participation of foreign suppliers.

2:27:4.200 --> 2:27:13.630  
NIELSON Julia, TAD  
So that can be measured in conduct and sometimes the conduct of procurement, this can be a little bit of an overlap with your straight up market access measures.

2:27:13.760 --> 2:27:20.430  
NIELSON Julia, TAD  
So things like the allotment so the contract thresholds are designed in a way that deter foreign participation.

2:27:21.0 --> 2:27:32.70  
NIELSON Julia, TAD  
A registration mechanism that is very hard for foreigners to use a pre selection, which means only nationals are companies are on the preselected shortlist.

2:27:32.80 --> 2:27:33.90  
NIELSON Julia, TAD  
That's not the short list.

2:27:33.100 --> 2:27:52.510  
NIELSON Julia, TAD  
After the bidding, that's the short list of those who are eligible to bid, or where there is a tender that is only offered in national companies or exemptions for securities for certain types of national firms, but not for foreign firms or unusually short periods given to lodge bids.

2:27:54.80 --> 2:28:7.190  
NIELSON Julia, TAD  
Similarly, we can see similar things come up under qualification criteria, so this is certification or license criteria that's normal, but where you're looking here is for things that are out of line with international standards.

2:28:7.200 --> 2:28:17.230  
NIELSON Julia, TAD  
So things that are beyond what you would normally expect or set asides for specific groups that can be SME, S or disadvantaged groups.

2:28:17.340 --> 2:28:20.400  
NIELSON Julia, TAD  
And here this is a quite a common part of procurement.

2:28:20.410 --> 2:28:26.520  
NIELSON Julia, TAD  
Some people would say no, we're we think that that's a restriction we do want to apply, even though we may get rid of some others.

2:28:27.490 --> 2:28:39.960  
NIELSON Julia, TAD  
But then you have things like past performance requirement in the same region or having previously had a contract with the same authority, which obviously is gonna be a higher bar on the harder bar for foreign suppliers to make.

2:28:41.900 --> 2:29:2.270  
NIELSON Julia, TAD  
We also can see and sometimes when you look at procurement documents, you can see that the contractual conditions, the the specifications for the bid are written in such a way that they favor local suppliers and sometimes there's a can be an explicit requirement that they do so and not be international standards.

2:29:2.800 --> 2:29:14.690  
NIELSON Julia, TAD  
Likewise, any financial requirements we that the kind of examples I'm giving here are things we actually found when we looked at countries, regimes, so personal financial approval by the Minister as well.

2:29:14.700 --> 2:29:16.700  
NIELSON Julia, TAD  
All preferences again for specific groups.

2:29:18.210 --> 2:29:28.560  
NIELSON Julia, TAD  
Review and complaints mechanisms is another area where again foreign suppliers can be deterred if they don't have equal access to timely and independent mechanisms.

2:29:28.910 --> 2:29:32.220  
NIELSON Julia, TAD  
So that can be mechanisms to challenge the award.

2:29:32.330 --> 2:29:50.270  
NIELSON Julia, TAD  
That can be the lack of choice of a complaint forum, which is usually an international requirement, a time period that is significantly less than the international standard for for making a complaint, a cost that may be discriminatory for yeah, international suppliers.

2:29:51.60 --> 2:29:56.610  
NIELSON Julia, TAD  
Inadequate remedies in terms of suspending bidding process for a problem or unequal sanctions.

2:29:56.620 --> 2:30:0.510  
NIELSON Julia, TAD  
So those are the kinds of things that can also affect uh.

2:30:0.680 --> 2:30:6.330  
NIELSON Julia, TAD  
Lastly, we have two one is a general catchall again about transfer apparency and information.

2:30:6.460 --> 2:30:17.790  
NIELSON Julia, TAD  
So if the information is not accessible, if E procurement is not accessible across the lifespan, so there's no E signature for foreign suppliers, there's no electronic publication of the tender.

2:30:18.440 --> 2:30:21.80  
NIELSON Julia, TAD  
All they've done necessary complexity of rules.

2:30:22.800 --> 2:30:25.190  
NIELSON Julia, TAD  
The last one is an area which is a little.

2:30:27.640 --> 2:30:31.950  
NIELSON Julia, TAD  
Umm, that's one of the step back, which is about ethics and anti corruption.

2:30:31.960 --> 2:30:48.190  
NIELSON Julia, TAD  
And here we're using the UN Convention against Corruption that talks about transparency, competition and objective criteria for decision making, so that the entry Thunder this section, unlike the others, aren't mapping areas that are problems, they actually look for facilitating measures.

2:30:48.200 --> 2:30:50.630  
NIELSON Julia, TAD  
So are there conflict of interest policies?

2:30:50.900 --> 2:30:52.270  
NIELSON Julia, TAD  
Are there anti bribery measures?

2:30:52.280 --> 2:30:58.270  
NIELSON Julia, TAD  
Are there whistleblowing protection guidelines to prevent being rigging or any form of department?

2:30:58.280 --> 2:31:0.230  
NIELSON Julia, TAD  
So it's a kind of positive checklist.

2:31:1.410 --> 2:31:5.680  
NIELSON Julia, TAD  
So just to to finish up a couple of words on how to use this.

2:31:5.810 --> 2:31:8.160  
NIELSON Julia, TAD  
So what measures to collect?

2:31:8.170 --> 2:31:10.530  
NIELSON Julia, TAD  
Well, overall, two questions to ask.

2:31:10.540 --> 2:31:15.350  
NIELSON Julia, TAD  
Can it have an A restrictive measure on cross border procurement and all?

2:31:15.360 --> 2:31:19.870  
NIELSON Julia, TAD  
Can it have a discriminatory effect or discourage foreign firms?

2:31:19.980 --> 2:31:26.530  
NIELSON Julia, TAD  
And that's the sort of implicit measures and for the ethics and anti corruption, we're asking really two things.

2:31:26.540 --> 2:31:39.690  
NIELSON Julia, TAD  
Are there specific measures that deter, restrict or address corrupt practices and specific to procurement, or how well is government procurement covered in general anti corruption laws?

2:31:39.700 --> 2:31:48.410  
NIELSON Julia, TAD  
Because the number of countries don't have specific but they have strong anti general anti corruption laws in terms of where do you find all this stuff?

2:31:48.960 --> 2:31:53.470  
NIELSON Julia, TAD  
Primary sources, we find, are the best secondary are also available.

2:31:53.480 --> 2:32:2.390  
NIELSON Julia, TAD  
They can require some verification, but there's quite a lot more now out there than there was at the time that we were first putting this together.

2:32:3.40 --> 2:32:9.520  
NIELSON Julia, TAD  
But to note that not all categories will exist for all countries, so you don't necessarily always find measures on that.

2:32:9.740 --> 2:32:28.920  
NIELSON Julia, TAD  
Every single one of those categories did jure and de facto sources and also across the the, the different layers of government that are doing this and we suggest to keep both the text, the sources and the description of the measure.

2:32:29.450 --> 2:32:32.870  
NIELSON Julia, TAD  
So essentially, since we came up with this in.

2:32:34.640 --> 2:32:47.570  
NIELSON Julia, TAD  
I'll just by way of finishing up, since we came up with this in 2016, 2017, we have had a number of colleagues, particularly at the EBRD, who undertaken a lot of work to help countries use the the taxonomy as a tool.

2:32:48.320 --> 2:32:57.470  
NIELSON Julia, TAD  
Our working party on government procurement has also undertaken some work in the past that has encouraged countries to use the taxonomy to map their practices.

2:32:57.810 --> 2:33:16.60  
NIELSON Julia, TAD  
And again, we hope that as countries look at whether they want to join the GPA as they look at reforms to government procurement and joining trade agreements, this is a tool that gives you a baseline to start that shows you the direction and the distance of travel that may be required.

2:33:16.370 --> 2:33:16.970  
NIELSON Julia, TAD  
Thanks very much.

2:33:17.940 --> 2:33:19.0  
BankSt Floor16 Room30  
Thank you very much.

2:33:19.10 --> 2:33:19.890  
BankSt Floor16 Room30  
You now can I?

2:33:19.900 --> 2:33:20.450  
BankSt Floor16 Room30  
Yeah, indeed.

2:33:20.460 --> 2:33:27.30  
BankSt Floor16 Room30  
For comprehensive presentation on there, we see the economy and how in which way it can be helpful countries.

2:33:28.60 --> 2:33:30.770  
BankSt Floor16 Room30  
So if you don't mind, we will have the Q&A session after.

2:33:32.200 --> 2:33:34.490  
BankSt Floor16 Room30  
Presentation that finally used for this session.

2:33:34.680 --> 2:33:54.170  
BankSt Floor16 Room30  
So you kindly ask you to to stay with us and now I'll ask you, Jan, to give us an overview of how and if we can go into supporting the international procurement and how we can maximize the potential.

2:33:54.180 --> 2:33:55.690  
BankSt Floor16 Room30  
So if you can please.

2:33:56.380 --> 2:33:58.920  
BankSt Floor16 Room30  
Thank you and hello everyone.

2:33:59.40 --> 2:34:6.550  
BankSt Floor16 Room30  
Really happy to be here with the broom practitioners from many countries and with the representatives from other the internalizations.

2:34:6.620 --> 2:34:15.230  
BankSt Floor16 Room30  
Hello to Julianne, her colleagues at the OCD we were very closely on the things that Juliet just mentioned.

2:34:15.240 --> 2:34:29.860  
BankSt Floor16 Room30  
So I think I'd like to compliment by giving you an idea of what can be done despite all these barriers that Julia explain how to detect and then how to categorize them.

2:34:30.810 --> 2:34:43.130  
BankSt Floor16 Room30  
So my idea today was to share with you a few examples from our experience in the European Union and putting in place trade facilitation rules for public programming.

2:34:44.100 --> 2:34:48.590  
BankSt Floor16 Room30  
And then to see the effects of those rules for actual companies.

2:34:48.600 --> 2:34:48.970  
BankSt Floor16 Room30  
What?

2:34:49.20 --> 2:35:8.150  
BankSt Floor16 Room30  
What are the economic benefits once we agree that there is merit in ensuring some competition in public procurement and of course, one could look at the benefits from two sides, there is clearly a benefit for government procurement authorities.

2:35:8.160 --> 2:35:19.210  
BankSt Floor16 Room30  
They would have access to good, better goods, better quality, better services, might be cheaper services and goods, and more competition.

2:35:19.660 --> 2:35:23.530  
BankSt Floor16 Room30  
But that's not the angle that I will focus on today.

2:35:23.730 --> 2:35:25.890  
BankSt Floor16 Room30  
I wanted to look at it from the perspective of.

2:35:28.400 --> 2:35:34.840  
BankSt Floor16 Room30  
Countries being interested in engaging in international economic activities in public procurement.

2:35:34.850 --> 2:35:54.430  
BankSt Floor16 Room30  
So maybe just a couple of words of introduction on my side before we we go into the substance of my presentation, I work in the department responsible for commercial policy at the European Commission digit trade and I am in charge of global regulatory cooperation and public procurement.

2:35:54.440 --> 2:35:59.460  
BankSt Floor16 Room30  
So this for the squarely into my area responsibilities in two ways.

2:35:59.620 --> 2:36:26.650  
BankSt Floor16 Room30  
One, because it really about public procurement and secondly because we can cooperate with legally binding provisions, as I will illustrate in the case of two trade agreements that we have with Canada and Japan, but we can also engage in regulatory cooperation, adopting the types of guidelines or recommendations that we said and others would put forward as best practice.

2:36:26.690 --> 2:36:34.160  
BankSt Floor16 Room30  
So with that in mind, let's perhaps first get a sense of the importance of international provement so.

2:36:36.130 --> 2:36:42.940  
BankSt Floor16 Room30  
Typically I think in any given year, public procurement is the biggest sector of any economy.

2:36:43.310 --> 2:37:0.460  
BankSt Floor16 Room30  
So if you wanted to expand your economic activities, if you were to be a company large or small company interested in having more clients very frequently the biggest client for I company, especially in some specific sector, that could be the government.

2:37:0.930 --> 2:37:6.910  
BankSt Floor16 Room30  
So in any in any country, public procurement is a significant share of our GDP.

2:37:6.920 --> 2:37:12.650  
BankSt Floor16 Room30  
So I would give here a range of 1015%, some countries maybe even beyond 15%.

2:37:13.40 --> 2:37:30.870  
BankSt Floor16 Room30  
So if you were to translate these percentages as a ballpark figure into a real money, it would be anywhere in between 10 to €15 trillion worldwide in the you, for instance, the pad size of public procurement in Europe is around 2 trillion.

2:37:30.880 --> 2:37:39.970  
BankSt Floor16 Room30  
I think that's what our bogna my colleagues keep telling us, that we have a very, very important market and we are open to the rest of the world.

2:37:41.690 --> 2:37:42.930  
BankSt Floor16 Room30  
But at the same time there are.

2:37:42.940 --> 2:38:3.500  
BankSt Floor16 Room30  
There is a a growing debate about how to ensure that public procurement is at same time open, plus the recently some more strategic considerations and unfortunately sometimes strategic considerations becomes new families for protectionist policies.

2:38:3.910 --> 2:38:15.400  
BankSt Floor16 Room30  
I will not cite here any particular country that has introduced any visible measures in this area, but we can all think of such examples now at despite this.

2:38:16.980 --> 2:38:21.10  
BankSt Floor16 Room30  
Barriers, then, the market opportunities are very, very important.

2:38:21.20 --> 2:38:24.680  
BankSt Floor16 Room30  
Countries need bids from abroad.

2:38:24.690 --> 2:38:38.370  
BankSt Floor16 Room30  
They need to have access to technology or other types of suppliers and combination of goods and services that their national economy cannot produce with the quality or the standards that the public procurement authorities need.

2:38:38.380 --> 2:39:1.440  
BankSt Floor16 Room30  
So basically my first key message for any country that wants to have an optimal combination of openness and have some strategic consideration is that there is, I think, even here in, in, in this location we can say that no country is an island when it comes to public procurement, we cannot think of yourself as an island being capable of producing everything for yourself.

2:39:1.450 --> 2:39:8.800  
BankSt Floor16 Room30  
It's absolutely impossible, even for large and sophisticated economies like the European single market.

2:39:9.90 --> 2:39:21.330  
BankSt Floor16 Room30  
We need to buy goods and services for our public procurement purposes from companies are located abroad and to facilitate that we need rules.

2:39:21.400 --> 2:39:29.70  
BankSt Floor16 Room30  
So one set of rules I think, which we discussed have or you discussed before I arrived in the in the morning session.

2:39:29.900 --> 2:39:37.600  
BankSt Floor16 Room30  
Uh is very well established the the Government procurement agreement at the WTO is the bedrock of many other things that you can do on top of that.

2:39:39.30 --> 2:39:54.260  
BankSt Floor16 Room30  
And I wanted to focus on two additional ways to promote international procurement through free trade agreements, which would be in our case at least in the types of trade agreements that we, the European Union, concluded with many countries.

2:39:54.270 --> 2:40:6.180  
BankSt Floor16 Room30  
We introduce what we call GPA plus obligations, so we use the same logic as in the GPA, but we extend those opportunities to a few other areas.

2:40:7.760 --> 2:40:11.740  
BankSt Floor16 Room30  
And again, despite all this, I forget.

2:40:11.750 --> 2:40:28.420  
BankSt Floor16 Room30  
I think the reality remains and I think, Julia, if she was to present some of the actual data that they collected, you will soon realize that we have hundreds of discriminatory measures in public or wide now.

2:40:28.510 --> 2:40:35.970  
BankSt Floor16 Room30  
Despite all these barriers, I wanted to show you what type of participation companies can.

2:40:36.750 --> 2:40:42.280  
BankSt Floor16 Room30  
Uh, engaging in order to tap into public procurement contracts abroad.

2:40:42.470 --> 2:40:50.340  
BankSt Floor16 Room30  
So I think this is very important to understand because it's going to shape many of your proposed actions.

2:40:50.350 --> 2:40:54.580  
BankSt Floor16 Room30  
It will have implications for the way in which we want to engage in the future.

2:40:54.590 --> 2:40:59.520  
BankSt Floor16 Room30  
So there are three main ways a company can win a public contract abroad.

2:41:0.270 --> 2:41:1.280  
BankSt Floor16 Room30  
So it can be.

2:41:2.190 --> 2:41:3.700  
BankSt Floor16 Room30  
Let's take the examples.

2:41:3.710 --> 2:41:9.330  
BankSt Floor16 Room30  
I think it's easier to to make illustrate that as opposed to the actual definitions or the concept.

2:41:9.340 --> 2:41:14.610  
BankSt Floor16 Room30  
So in the mode one, the so called mode one procurement, you can sit at home.

2:41:14.740 --> 2:41:16.630  
BankSt Floor16 Room30  
You are in your home country.

2:41:16.960 --> 2:41:21.610  
BankSt Floor16 Room30  
You have seen on an online procurement portal.

2:41:21.620 --> 2:41:25.180  
BankSt Floor16 Room30  
I contract you send your pit from home and you wait.

2:41:25.220 --> 2:41:35.540  
BankSt Floor16 Room30  
So it's suppose that you want to publish saying a Spanish company from Madrid wants to publish a brochure for the Canadian government, just like this glossy nice brochure I have here.

2:41:35.630 --> 2:41:36.740  
BankSt Floor16 Room30  
They can do it from a trip.

2:41:37.50 --> 2:41:38.40  
BankSt Floor16 Room30  
They will win the contract.

2:41:38.50 --> 2:41:42.0  
BankSt Floor16 Room30  
They will publish it and they ship it back to Toronto or to Ottawa.

2:41:42.730 --> 2:41:43.690  
BankSt Floor16 Room30  
That would be mode one.

2:41:44.910 --> 2:42:0.480  
BankSt Floor16 Room30  
Another way of winning a public contracts to establish yourself in Canada and my example here, so a French company may have an office in Montreal and they would beat from that office to clean the windows of the Ministry of Environment in Ottawa.

2:42:0.930 --> 2:42:2.680  
BankSt Floor16 Room30  
It's hard to do it from Paris.

2:42:2.970 --> 2:42:8.790  
BankSt Floor16 Room30  
It's easier to do it if you are in Montreal and the 3rd way to win contracts.

2:42:8.800 --> 2:42:16.630  
BankSt Floor16 Room30  
By the way, this mode two is, economically speaking, the most lucrative, the most important for a number of reasons.

2:42:16.720 --> 2:42:25.320  
BankSt Floor16 Room30  
It's much, much easier to win a contract if you are in walking distance from the contracting authority.

2:42:25.710 --> 2:42:31.420  
BankSt Floor16 Room30  
The the the further you are from the contracting authority, the less chances you are to win.

2:42:31.910 --> 2:42:33.640  
BankSt Floor16 Room30  
That's the sad reality of the market.

2:42:33.650 --> 2:42:45.660  
BankSt Floor16 Room30  
You have to be sometimes very closely connected in terms of giving the trust that people need to have in and your physical ability to, especially when it comes to services to deliver those services.

2:42:46.70 --> 2:42:51.800  
BankSt Floor16 Room30  
So it's very important to keep in mind not just that mode two is sometimes the only way to bid.

2:42:52.390 --> 2:43:5.60  
BankSt Floor16 Room30  
It's also the fact that for mode two we have, as Julia said, sometimes a huge barriers which people don't even think as being procurement barriers, and these are typically investment restrictions.

2:43:5.550 --> 2:43:13.180  
BankSt Floor16 Room30  
So when you have a combination of this type of legislation, when you do a legislative reform, you want to have a holistic approach.

2:43:13.250 --> 2:43:22.850  
BankSt Floor16 Room30  
It doesn't make a lot of sense to change the procurement legislation if you still have investment restrictions, they will not, you will not achieve the overall objective that you may have in mind.

2:43:23.400 --> 2:43:32.570  
BankSt Floor16 Room30  
And the third, the third mode, which is also very important, especially for smaller companies, is to participate in global supply chains.

2:43:32.580 --> 2:43:37.290  
BankSt Floor16 Room30  
So you can think of you having a company that's that's a subcontractor.

2:43:37.460 --> 2:43:38.390  
BankSt Floor16 Room30  
You don't need to bid.

2:43:38.440 --> 2:43:40.790  
BankSt Floor16 Room30  
You don't even need to know where your goods are.

2:43:40.800 --> 2:43:59.580  
BankSt Floor16 Room30  
Components will end up, but because you are competitive because you are integrated in supply chains, the company you work with normally in Canada, they may win a contract and then they will say well, I need now another container fully of your components or whatever you sell because now I have a big contract with the Canadian government.

2:43:59.650 --> 2:44:2.770  
BankSt Floor16 Room30  
So you can indirectly win from public procurement.

2:44:2.780 --> 2:44:12.400  
BankSt Floor16 Room30  
Provided again provided that you do not have in this case, for instance, the kind of barriers that Julia mentioned in the category of local content requirements.

2:44:12.690 --> 2:44:21.360  
BankSt Floor16 Room30  
The moment you have local content requirements, the Canadian company here will never be able to use Belgian content because it's forbidden by the Canadian law.

2:44:21.850 --> 2:44:28.780  
BankSt Floor16 Room30  
So that would be a clear, very painful barrier for us, particularly for a small company.

2:44:29.610 --> 2:44:35.140  
BankSt Floor16 Room30  
Now here I wanted to contrast and give you some example of the type of thing that we have in the GPA of course.

2:44:35.150 --> 2:44:44.770  
BankSt Floor16 Room30  
And then we try to introduce probably more ambitious requirements or provisions that would create the even greater market opportunities.

2:44:44.960 --> 2:44:47.350  
BankSt Floor16 Room30  
So the the fundamental principles are the same.

2:44:47.360 --> 2:44:49.410  
BankSt Floor16 Room30  
Nondiscrimination transparency.

2:44:49.420 --> 2:44:50.670  
BankSt Floor16 Room30  
Procedural fairness.

2:44:50.980 --> 2:44:53.790  
BankSt Floor16 Room30  
But then we have additional elements.

2:44:53.800 --> 2:45:3.490  
BankSt Floor16 Room30  
For instance, we cover in our free trade agreements more entities, particularly in the sub central procurement municipalities, for instance.

2:45:3.500 --> 2:45:11.510  
BankSt Floor16 Room30  
Typically, for some GPA members, they have been very reserved in their market access offers when it comes to sub central.

2:45:12.180 --> 2:45:23.800  
BankSt Floor16 Room30  
There are also now important trading partners with the significant state owned enterprises and it's important to ensure that they are also covered by this general best practices and principles.

2:45:24.250 --> 2:45:40.390  
BankSt Floor16 Room30  
And then nowadays it's important to have us, I think Eliza also mentioned as the new mantra of the VRD when it comes to procurement, environmental, green procurement and social and labor considerations that are important for many jurisdictions.

2:45:41.150 --> 2:46:17.420  
BankSt Floor16 Room30  
So once we have all these provisions in our free trade agreements and the you still the champion of free trade agreements around the world that WTO has given us that matter we have, I think around 4748 agreements in operation and in many of them especially the the newer ones and even I think even more so with countries that are geographically and in many other ways so close to us like neighborhood, we would like to have this type of GPU plus provision that would create a stronger integration between our economies, which makes a lot of economic sense.

2:46:17.640 --> 2:46:27.40  
BankSt Floor16 Room30  
So when we have such provisions and I want to give you some examples now from a few agreements, the one that I think really created.

2:46:29.950 --> 2:46:40.310  
BankSt Floor16 Room30  
Significant shift in our way of thinking about procurement was the you Canada agreement is perhaps still one of the most ambitious agreements that covers public procurement.

2:46:41.570 --> 2:46:43.600  
BankSt Floor16 Room30  
In fact, it was so ambitious.

2:46:43.610 --> 2:47:3.400  
BankSt Floor16 Room30  
If I can share a little anecdote with you that Canada had to amend their own national legislation on procurement to avoid discriminating between their own companies, because now the European companies had more access to Canada, so it was easier for European company after we negotiated this agreement to win a contract in Toronto.

2:47:3.890 --> 2:47:11.580  
BankSt Floor16 Room30  
So for the Spanish company was easier now to win a contract in Toronto than a company in Montreal, because Canada had barriers between provinces.

2:47:11.890 --> 2:47:16.960  
BankSt Floor16 Room30  
So because of the seed that they had to remove batteries between themselves in order to create a level playing field.

2:47:16.970 --> 2:47:25.880  
BankSt Floor16 Room30  
So and the FDA can create significant positive regulatory reform in the country and this is a perfect example.

2:47:25.890 --> 2:47:28.580  
BankSt Floor16 Room30  
It was preferential treatment for foreign.

2:47:28.830 --> 2:47:29.280  
BankSt Floor16 Room30  
Exactly.

2:47:29.290 --> 2:47:32.80  
BankSt Floor16 Room30  
There was more more than national treatment.

2:47:32.90 --> 2:47:44.340  
BankSt Floor16 Room30  
It was foreign professional treatment indeed, but I think the national, the Government of Canada, the time they used SITA as a selling point, that kind of reform, they had it in their mind for a long time.

2:47:44.610 --> 2:47:56.450  
BankSt Floor16 Room30  
But the political, as you said, also in your country, sometimes the political equation is very difficult to solve and see added a new impetus to that reform agenda in Canada.

2:47:57.320 --> 2:47:59.510  
BankSt Floor16 Room30  
So here we looked at all the contracts.

2:47:59.600 --> 2:48:3.150  
BankSt Floor16 Room30  
Canada is very now again thanks to Sita.

2:48:3.160 --> 2:48:5.990  
BankSt Floor16 Room30  
There is an obligation for them to have an online portal.

2:48:6.0 --> 2:48:8.70  
BankSt Floor16 Room30  
That's a single entry point.

2:48:8.80 --> 2:48:9.710  
BankSt Floor16 Room30  
Or you can do E procurement.

2:48:9.820 --> 2:48:11.230  
BankSt Floor16 Room30  
It's called Canada buys.

2:48:11.240 --> 2:48:17.110  
BankSt Floor16 Room30  
You have to be registered there and we check the registration is not an indirect barrier.

2:48:17.120 --> 2:48:37.0  
BankSt Floor16 Room30  
Thanks to the OECD warning, sometimes registration, you think it's an innocent step, but it can be a very complicated and discriminatory aspect that doesn't seem to be the case, and we have now over 1700 European companies who are registered and can sell with a a few clicks directly from Europe.

2:48:37.490 --> 2:48:44.980  
BankSt Floor16 Room30  
And when we looked at the last year that is available from this portal in Canada, we found lots of examples from companies around Europe.

2:48:44.990 --> 2:48:52.560  
BankSt Floor16 Room30  
So you can see the champion in Europe in terms of location of winning companies, was Munich, followed by Paris and a few others.

2:48:53.150 --> 2:49:2.150  
BankSt Floor16 Room30  
So when you have such provisions, they actually create opportunities for companies, but also for the contracting authorities who had an interest to buy from these companies.

2:49:2.520 --> 2:49:3.890  
BankSt Floor16 Room30  
The same happened in Japan.

2:49:3.900 --> 2:49:13.230  
BankSt Floor16 Room30  
We have here some information about the number on the value of contract that European companies won in Japan before the thread agreement.

2:49:13.240 --> 2:49:22.80  
BankSt Floor16 Room30  
So in 2019, it was the first year when I had this new trade agreement with Japan, which also had ambitious GPA plus provisions.

2:49:22.460 --> 2:49:27.80  
BankSt Floor16 Room30  
The I'm procurement Japan introduced also a single point of access.

2:49:27.90 --> 2:49:40.470  
BankSt Floor16 Room30  
So you can see all the tender opportunities in Japan on this website called jetro and for many reasons, I'm not saying that the trade agreement is the only reason that led to this positive evolve evolution.

2:49:40.480 --> 2:49:52.660  
BankSt Floor16 Room30  
But you can see that after the entry into force, there's been an increase, not just in the value of contracts, but also in the share of European companies in international procurement.

2:49:52.670 --> 2:50:0.920  
BankSt Floor16 Room30  
In Japan, we went from 24% at the beginning of the 2000s to for over almost 42% now.

2:50:1.210 --> 2:50:8.180  
BankSt Floor16 Room30  
So there are many ways in which you can stimulate public procurement, but I think it's also important to.

2:50:9.700 --> 2:50:14.750  
BankSt Floor16 Room30  
Concentrate on the type of tools that we can put in place, with or without an FDA.

2:50:15.60 --> 2:50:21.890  
BankSt Floor16 Room30  
We, as I said in the case of Canada having a trade negotiation creates a lot of political visibility for these issues.

2:50:21.900 --> 2:50:22.550  
BankSt Floor16 Room30  
Momentum.

2:50:22.560 --> 2:50:29.410  
BankSt Floor16 Room30  
So we can use that to stimulate reform, but we can also do unilateral reform, can put in place a single entry point.

2:50:29.420 --> 2:50:45.310  
BankSt Floor16 Room30  
You can create an E procurement portal without you negotiating this with anybody and I think EBRD is very well placed to help you in that effort and we see from our own experience that this is essential for particularly for small companies.

2:50:45.700 --> 2:50:48.410  
BankSt Floor16 Room30  
If there is no visibility, there is no.

2:50:48.420 --> 2:50:51.350  
BankSt Floor16 Room30  
What we call this is easy fication of procurement procedure.

2:50:51.360 --> 2:50:54.130  
BankSt Floor16 Room30  
After all, winning a contract abroad is not.

2:50:54.180 --> 2:50:56.270  
BankSt Floor16 Room30  
Let's be very open.

2:50:56.280 --> 2:50:56.920  
BankSt Floor16 Room30  
It's not so easy.

2:50:57.830 --> 2:51:8.380  
BankSt Floor16 Room30  
So you need to facilitate the the journey of a company who may not even be in that market there bidding from abroad to trying to comply with different regulations.

2:51:8.390 --> 2:51:18.820  
BankSt Floor16 Room30  
So we in Europe created three tools and I wanted to briefly mention them to you in case you're interested, we can discuss a bit more how you can perhaps adopt them.

2:51:18.830 --> 2:51:24.820  
BankSt Floor16 Room30  
If you're interested, we have ourselves also introduced a single point of access on all trade formalities.

2:51:24.830 --> 2:51:30.190  
BankSt Floor16 Room30  
So if you want to trade with Europe, you only need to remember one now website.

2:51:30.200 --> 2:51:40.170  
BankSt Floor16 Room30  
Everything is in one in one single website for all procedures that you need in order to trade, including on procurement to have links to how to use these agreements.

2:51:40.180 --> 2:51:47.720  
BankSt Floor16 Room30  
And then we have our illustrate for you to very specific tools access to procurement and access to conformity.

2:51:48.40 --> 2:51:57.290  
BankSt Floor16 Room30  
So for access to conform for procurement, what you have to do, and I'm not gonna click here and there's an online link, but it will take too much time.

2:51:57.730 --> 2:52:0.30  
BankSt Floor16 Room30  
Essentially, you select your country.

2:52:0.40 --> 2:52:6.400  
BankSt Floor16 Room30  
If you want to sell you're goods or services to, say, Canada or Japan or any other country will have an FDA.

2:52:6.830 --> 2:52:11.20  
BankSt Floor16 Room30  
The moment you select your country will have to put in place just the name of the entity.

2:52:11.30 --> 2:52:12.60  
BankSt Floor16 Room30  
To whom do you want to sell?

2:52:12.940 --> 2:52:13.950  
BankSt Floor16 Room30  
What do you want to sell?

2:52:14.890 --> 2:52:23.280  
BankSt Floor16 Room30  
What's the value that you think this contract if you found the contract, was the value of the estimated value of the contract, there may be some questions depending on the.

2:52:24.880 --> 2:52:30.50  
BankSt Floor16 Room30  
Provisions we have is it for a ship building or I don't know if it's for a defense.

2:52:30.60 --> 2:52:52.740  
BankSt Floor16 Room30  
As we saw before, so you have to answer a few preliminary questions that in say five or six questions, you get a very straight yes or no answer in terms of you being capable of sending your bid or not and that simplifies your life tremendously because without that tool you would have to read and understand in the case of CDOT this next this 1500 pages.

2:52:53.550 --> 2:53:3.100  
BankSt Floor16 Room30  
So we will have to be a lawyer to understand all the provisions in this 1500 page agreement and then you would see what it makes sense for you to take the effort to bid or not to bid.

2:53:3.110 --> 2:53:4.610  
BankSt Floor16 Room30  
Now you don't need to do all of that.

2:53:4.620 --> 2:53:5.690  
BankSt Floor16 Room30  
You just need 5 clicks.

2:53:7.140 --> 2:53:19.50  
BankSt Floor16 Room30  
This second tool, which was launched a couple of months ago, tries to help SME to guarantee that they comply with technical requirements, as we saw before.

2:53:19.60 --> 2:53:33.250  
BankSt Floor16 Room30  
As you probably know from your own experience, in order to qualify, the tender specification may require that you follow technical standards that your products are certified, that they are safe to use, and there are something, perhaps interoperability requirements.

2:53:34.120 --> 2:53:45.130  
BankSt Floor16 Room30  
We have a new tool that allows you if you are a company in Europe, to check if you can do all these tests in Europe as opposed to do it in Australia, Canada, Japan, New Zealand, US or Switzerland.

2:53:45.140 --> 2:54:2.150  
BankSt Floor16 Room30  
Instead of doing it several times around the world, you can do it once in Europe and with that certification with that product testing, you can actually sell your products in all these markets provided that you have the combination of products and the right certificate from the right lab.

2:54:2.280 --> 2:54:25.120  
BankSt Floor16 Room30  
So with this kind of tools, if you are a small company, you can beat cheaper and has more competitive because you save time and money to prove to the contracting authority that you are #1 legally entitled to bid on equal footing with everyone else, and that you have the technical requirements for your product to be acceptable to independent.

2:54:26.20 --> 2:54:28.460  
BankSt Floor16 Room30  
So I think these are some examples that I wanted to.

2:54:30.180 --> 2:54:38.770  
BankSt Floor16 Room30  
Give you the the reassurances in case you had any doubts that what we're trying to do here makes a lot of economic sense and it changes for the better.

2:54:39.360 --> 2:54:42.290  
BankSt Floor16 Room30  
The economic activities of our economic operators.

2:54:42.700 --> 2:54:43.270  
BankSt Floor16 Room30  
Thank you.

2:54:43.440 --> 2:54:47.190  
BankSt Floor16 Room30  
Thank you very much and thank you for giving us the insights.

2:54:47.200 --> 2:54:49.990  
BankSt Floor16 Room30  
And yeah, that there is no doubt about that.

2:54:50.70 --> 2:54:55.320  
BankSt Floor16 Room30  
You is a champion when it comes to go going beyond promoting even law, international power.

2:54:55.430 --> 2:54:55.810  
BankSt Floor16 Room30  
You don't.

2:54:56.550 --> 2:55:8.610  
BankSt Floor16 Room30  
I'm giving this excellent instruments and tools to the suppliers and very good example of how it can be done and how can be found. Yes.

2:55:9.490 --> 2:55:9.760  
BankSt Floor16 Room30  
Yeah.

2:55:9.760 --> 2:55:19.580  
BankSt Floor16 Room30  
So Boston and then getting the maximum that is possible out of public procurement and now we go to to Marian.

2:55:19.630 --> 2:55:23.390  
BankSt Floor16 Room30  
So welcome and thank you for joining us, Madam.

2:55:24.30 --> 2:55:24.180  
LEMKE Marian, GOV/SIGM  
Yes.

2:55:23.900 --> 2:55:49.800  
BankSt Floor16 Room30  
So yeah, Madam, would you think my perspective only how the reform has been evolving in, in the Western Balkan countries because he is working closely with the region and what is to expect and how you see it from the public procurement perspective and and overall the people of the reform hand doing beyond that.

2:55:51.290 --> 2:55:51.520  
LEMKE Marian, GOV/SIGM  
OK.

2:55:51.530 --> 2:55:52.240  
LEMKE Marian, GOV/SIGM  
Hello dorina.

2:55:54.290 --> 2:55:54.590  
BankSt Floor16 Room30  
Yes.

2:55:52.250 --> 2:55:55.880  
LEMKE Marian, GOV/SIGM  
Hello everybody, can you hear me OK?

2:55:55.890 --> 2:55:57.950  
LEMKE Marian, GOV/SIGM  
I will try to share my screen now.

2:56:2.100 --> 2:56:2.880  
LEMKE Marian, GOV/SIGM  
Can you see my screen?

2:56:3.600 --> 2:56:4.260  
BankSt Floor16 Room30  
Yes, yes.

2:56:5.30 --> 2:56:5.800  
LEMKE Marian, GOV/SIGM  
OK.

2:56:5.990 --> 2:56:23.660  
LEMKE Marian, GOV/SIGM  
So, uh, in my presentation, I like to briefly go through the process of assessing the the public administration system and specifically the public procurement system that, that The thing is implementing so.

2:56:27.990 --> 2:56:44.60  
LEMKE Marian, GOV/SIGM  
OK, so and this is one of our key activities that we on the request of the European Commission are conducting regular reassessment of public administration systems in countries that aspire to the EU.

2:56:44.70 --> 2:57:6.550  
LEMKE Marian, GOV/SIGM  
So in potential in actual and potential candidate countries, mostly in Western Balkan region, currently in the past we did it also for other previous candidate countries and the the let's say legal the intellectual framework basis for the assessment is what we call the principles of public administration.

2:57:6.770 --> 2:57:14.480  
LEMKE Marian, GOV/SIGM  
So it is a set of principles that standards together with the measurement methods.

2:57:29.330 --> 2:57:29.670  
BankSt Floor16 Room30  
Patience.

2:57:14.490 --> 2:57:39.340  
LEMKE Marian, GOV/SIGM  
So, together with the criteria on how to how to measure how to assess a set of standards, principles that was developed by Sigma on request of the European Commission together in cooperation between the EU and the OECD, currently the the principles of public administration are the official document of the OCD.

2:57:41.510 --> 2:57:44.890  
BankSt Floor16 Room30  
Just you should never give me love, real love.

2:57:39.350 --> 2:57:51.30  
LEMKE Marian, GOV/SIGM  
So there were last year officially adopted by the Public Governance Committee of the OECD as an exactly instrument for the enlargement neighborhood parties.

2:57:49.890 --> 2:57:51.580  
BankSt Floor16 Room30  
Also don't. Yeah.

2:57:52.990 --> 2:58:2.720  
LEMKE Marian, GOV/SIGM  
The principles of of public administration there are based on the international law, very much on the acquis, but they go beyond the acquis.

2:58:16.680 --> 2:58:16.880  
BankSt Floor16 Room30  
Yeah.

2:58:2.730 --> 2:58:18.700  
LEMKE Marian, GOV/SIGM  
They go beyond the legal requirements and they focus very much on the intervention of the of the quality of implementation on the results and institutional conditions for proper implementation of the of the systems in place.

2:58:19.200 --> 2:58:38.990  
LEMKE Marian, GOV/SIGM  
So there are very much based on good practice and good practices examples of the OCD and the EU countries principles they they cover several areas so called key horizontal areas of of public administration signal service.

2:58:39.200 --> 2:58:47.920  
LEMKE Marian, GOV/SIGM  
How the government organizes in its the policy making and legislation, traffic procedures, et cetera, et cetera.

2:58:48.130 --> 2:59:3.70  
LEMKE Marian, GOV/SIGM  
And one of the key element, one of the key sector is public financial management and this is where among issues like budget management, internal audit, internal control, external audit is also public procurement.

2:59:12.760 --> 2:59:13.490  
BankSt Floor16 Room30  
Scott desk.

2:59:4.160 --> 2:59:13.550  
LEMKE Marian, GOV/SIGM  
Uh, once again, the the principles of of rather the the monitor, the assessment exercise conducting when Sigma has quite a long history.

2:59:13.560 --> 2:59:21.570  
LEMKE Marian, GOV/SIGM  
We started already in the 1990s, since 2014, when the 1st edition of the principles was published.

2:59:22.60 --> 2:59:23.790  
LEMKE Marian, GOV/SIGM  
This is, let's say, more codified.

2:59:23.800 --> 2:59:30.650  
LEMKE Marian, GOV/SIGM  
And since 2014, we are using this framework and publishing our reports in this format.

2:59:31.140 --> 2:59:37.740  
LEMKE Marian, GOV/SIGM  
Recently we are the fact that it's already final is the process of revision of the principles.

2:59:37.800 --> 2:59:53.730  
LEMKE Marian, GOV/SIGM  
So the new addition of the public administration principles was adopted last year last summer and we are now in the process of applying the the new framework at the end I will mention briefly the difference between the new and the old principles.

2:59:54.380 --> 3:0:2.890  
LEMKE Marian, GOV/SIGM  
And as I said, this is mostly the instrument that Sigma is using in in the candidate countries, potential candidate countries.

3:0:3.100 --> 3:0:5.200  
LEMKE Marian, GOV/SIGM  
So here you have the list of the most recent.

3:0:5.760 --> 3:0:7.680  
LEMKE Marian, GOV/SIGM  
And yeah, assessment projects.

3:0:7.690 --> 3:0:20.550  
LEMKE Marian, GOV/SIGM  
So in 2001, 2002, most recently we did the full assessment of all was back on administrations and yeah, after that last year we did the assessment of Moldova.

3:0:20.560 --> 3:0:26.190  
LEMKE Marian, GOV/SIGM  
Ukraine currently we are implementing just started in January.

3:0:26.240 --> 3:0:46.410  
LEMKE Marian, GOV/SIGM  
We are implementing the new assessment of all six Western Balkan administrations and we are thinking we are planning also to do assessment of Easter countries, the new candidate countries in in in 2825 twenty 425.

3:0:47.840 --> 3:1:9.50  
LEMKE Marian, GOV/SIGM  
And so before I go into the the discussion on public procurement, this is a very brief overview of the whole and public administration result assessment results that covers all other areas that that we discussed in our assessment.

3:1:9.220 --> 3:1:14.350  
LEMKE Marian, GOV/SIGM  
This is to show you to demonstrate that public procurement is not an isolated island.

3:1:24.690 --> 3:1:24.910  
BankSt Floor16 Room30  
Please.

3:1:14.880 --> 3:1:41.860  
LEMKE Marian, GOV/SIGM  
Public procurement is part of of of general public administration and the quality of public treatment operations, the quality of public procurement practice can not be independent from the overall quality of, let's say, civil service for the from the practices of civil service or from the overall policy government on and and policy policy, development coordination, etcetera.

3:1:41.870 --> 3:2:2.210  
LEMKE Marian, GOV/SIGM  
So again, and as we can see on this chart, that was about from countries that are still, let's say, in the middle of the road to fully harmonize its its its public administration systems with the yeah with the you with the OECD, with the Sigma standard.

3:2:2.220 --> 3:2:6.850  
LEMKE Marian, GOV/SIGM  
So there is still a lot of room for improvement in practically all areas.

3:2:7.420 --> 3:2:17.750  
LEMKE Marian, GOV/SIGM  
So there is still again a lot to do to fully achieve, let's say, good practice, good standards of depoliticized, merit based civil service, etcetera, etcetera.

3:2:18.440 --> 3:2:27.310  
LEMKE Marian, GOV/SIGM  
When it comes to public procurements, in our assessment, we base our assessment on five key pillars.

3:2:28.100 --> 3:2:49.860  
LEMKE Marian, GOV/SIGM  
So starting with assessment of public commitment, legislation, regulations and where obviously the public procurement includes not just classical procurement, not only public sector but also utilities, defense, but also public private partnership and concession.

3:2:49.870 --> 3:2:57.960  
LEMKE Marian, GOV/SIGM  
So the first pillar, the first principle is to validate to to check the level of harmonization in case of.

3:2:58.10 --> 3:3:48.630  
LEMKE Marian, GOV/SIGM  
In this case, with the standards above that threshold or below the thresholds with good practices of the OECD, EU Member States, that the second pillar is the institutional setup, institutional capacity, uh, where our, the subject of our assessment is whether there are sufficiently established regulated staff to resource central institutions with capacity to to steer the public procurement, to develop, implement and monitor the public tracking, then the next element of our assessment is the the review system, the the remedy system, whether again the the first question is whether it meets the international standards of the EU, the.

3:3:48.670 --> 3:3:56.250  
LEMKE Marian, GOV/SIGM  
GPA, standards of independence and transparency, and provides for rapid and competent handling of compliance.

3:3:56.640 --> 3:4:6.640  
LEMKE Marian, GOV/SIGM  
Again, in compliance with the international standards, with the directors, then we go beyond legislation.

3:4:6.650 --> 3:4:14.60  
LEMKE Marian, GOV/SIGM  
We go beyond just analyzing the legal and tax legal documents that also we collect data.

3:4:14.70 --> 3:4:34.590  
LEMKE Marian, GOV/SIGM  
We collect a lot of statistical data to evaluate the quality of procurement operations to check whether the document practice procurement procedures do comply with the basic principles of equal treatment transparency and whether they're deliver the results, whether they're ensure the most efficient use of public funds.

3:4:50.710 --> 3:4:51.90  
BankSt Floor16 Room30  
Michael.

3:4:35.230 --> 3:5:2.730  
LEMKE Marian, GOV/SIGM  
And finally, in the last, let's say section of our assessment, we again try to evaluate, try to see whether it contracting authorities and economic operators have the sufficient skills and capacities like capacity to implement the rules whether they have the support from the public Community institutions, guidelines, instruments, training.

3:5:2.740 --> 3:5:6.290  
LEMKE Marian, GOV/SIGM  
So, in short, whether the professionalization is, you should.

3:5:7.850 --> 3:5:38.450  
LEMKE Marian, GOV/SIGM  
Uh, this is maybe not very clear child, but it tries to show the overall situation the the overview where it may have been better here when we can see first of all comparison between the results of our last full assessments conducted in 20 that covers 21 comparison to the previous full assessment from 2017 and you can see yeah and to all sectors.

3:5:38.740 --> 3:6:4.110  
LEMKE Marian, GOV/SIGM  
So it overall we can say that the result is that clearly we can see that when it comes to legislation, institutional setup and the procurement review systems and the let's say the the situation is still relatively good in the sense that the scoring is quite high and we do see also significant improvement in, in in the last period.

3:6:4.120 --> 3:6:9.330  
LEMKE Marian, GOV/SIGM  
And if we conducted this review today, what would be even better?

3:6:9.820 --> 3:6:12.250  
LEMKE Marian, GOV/SIGM  
Because since 2 to uh.

3:6:12.600 --> 3:6:22.360  
LEMKE Marian, GOV/SIGM  
Uh, that there was significant significant developments when it comes to selection at robustness, adopted new public comment law crossovers, developing a new one, et cetera.

3:6:23.10 --> 3:6:31.210  
LEMKE Marian, GOV/SIGM  
So in overall, the legislation is relatively good, the institutions are solid and well established, the procurement system does it list.

3:6:31.270 --> 3:6:41.640  
LEMKE Marian, GOV/SIGM  
However, when we it comes to the results to the the quality of procurement operations, we see that this is much weakened.

3:6:41.360 --> 3:6:41.710  
BankSt Floor16 Room30  
Yeah.

3:6:41.650 --> 3:6:48.530  
LEMKE Marian, GOV/SIGM  
The scoring is is much lower here, and the same applies to the professional support.

3:6:48.580 --> 3:6:50.830  
LEMKE Marian, GOV/SIGM  
I will go into more details now.

3:6:51.40 --> 3:7:1.510  
LEMKE Marian, GOV/SIGM  
So when it comes to legislation, again, significant improvement in scoring the overall scoring, this is the scale one actually zero to five.

3:7:1.520 --> 3:7:13.420  
LEMKE Marian, GOV/SIGM  
So from 3.16 to 416 in four years and now it's even better because countries are still developing and implementing you legislation.

3:7:13.650 --> 3:7:21.500  
LEMKE Marian, GOV/SIGM  
So generally one can say that the process of adoption is, is, is of transposition of the EU directives.

3:7:21.510 --> 3:7:28.720  
LEMKE Marian, GOV/SIGM  
Is, is is very much to completion very much close to completion, not only the classical sector but also utilities.

3:7:29.610 --> 3:7:33.240  
LEMKE Marian, GOV/SIGM  
Also, the Defense directive is very much transposed.

3:7:33.330 --> 3:7:39.600  
LEMKE Marian, GOV/SIGM  
There are some remaining issues, but I would say there are more main or major issues anymore.

3:7:39.820 --> 3:7:48.920  
LEMKE Marian, GOV/SIGM  
However, first of all is that did that concessions and public private partnerships still needs to be harmonized with international standards.

3:7:48.930 --> 3:8:3.460  
LEMKE Marian, GOV/SIGM  
So there's still room for improvement and and it it in, in, in, in, sometimes they're regulations that don't meet the basic criteria or the basic standards of of of equal treatment and transparency.

3:8:3.550 --> 3:8:31.630  
LEMKE Marian, GOV/SIGM  
And secondly, and this is somehow I relatively new development that what we see what we encounter is that having let's say good quality main public procurement law that again that it's perfectly very often harmonized with the international standards provides for covers all institutions, public sector and and et cetera and does not provide any excessive exemptions.

3:8:31.880 --> 3:8:33.970  
LEMKE Marian, GOV/SIGM  
So this is the the public documents law.

3:8:34.40 --> 3:8:50.150  
LEMKE Marian, GOV/SIGM  
But in addition to that, we do have additional regulations, separate loads that tend to introduce special rules, additional exemptions, and that somehow even may, say, destroyed by providing humanly exceptions too far.

3:8:50.160 --> 3:8:58.490  
LEMKE Marian, GOV/SIGM  
Reaching exemptions destroy that basic hey, but the quality, the good result of the of the public.

3:8:58.970 --> 3:9:6.820  
LEMKE Marian, GOV/SIGM  
Let's say the base the the main public procurement laws, so this is definitely something that we focus more in.

3:9:6.870 --> 3:9:16.700  
LEMKE Marian, GOV/SIGM  
Our recent assessment that we investigate more and on general notes it's quite obvious that the public procurement system is legal.

3:9:16.710 --> 3:9:28.870  
LEMKE Marian, GOV/SIGM  
System legislation does not only include the public comment law, but again, all other regulations that somehow impact or provide for other regulations or other procedures.

3:9:29.930 --> 3:9:44.380  
LEMKE Marian, GOV/SIGM  
And when it comes to institutional capacity, again you can see that the scoring is improving between 2017 and 21 and that we do have in all countries in the region.

3:9:44.450 --> 3:9:50.570  
LEMKE Marian, GOV/SIGM  
We have either separate institutions, agencies, offices or strong.

3:9:50.920 --> 3:9:53.530  
LEMKE Marian, GOV/SIGM  
Yeah, it's for this.

3:9:53.660 --> 3:9:55.210  
LEMKE Marian, GOV/SIGM  
Look at it within the ministries.

3:9:55.760 --> 3:10:5.950  
LEMKE Marian, GOV/SIGM  
But it's clearly always defined the main body that is responsible for developing for steering, for implementing the public document system.

3:10:6.80 --> 3:10:14.110  
LEMKE Marian, GOV/SIGM  
Again, it does very well apply to the public sector when it comes, however, to concessions and public private partnerships.

3:10:14.120 --> 3:10:19.780  
LEMKE Marian, GOV/SIGM  
Very often, institutional responsibilities, undefined week or fragmented and.

3:10:21.180 --> 3:10:35.280  
LEMKE Marian, GOV/SIGM  
Not pleasing to improve in this area, the also on on good note that electronic procurement tools are very well developed, are still being improved and are widely used in the whole original content dimension.

3:10:36.10 --> 3:10:57.890  
LEMKE Marian, GOV/SIGM  
Hey, on the recommendation note, maybe the problem that we still see in many countries, you all countries I think is very often lack of of good coordination and cooperation between the central institutions between, let's say, the policymaking institution, the review, the review about the the state auditor institution.

3:10:57.900 --> 3:11:4.840  
LEMKE Marian, GOV/SIGM  
Very often we encountered the problem where those institutions, for example, provide different interpretations of the public.

3:11:6.680 --> 3:11:35.390  
LEMKE Marian, GOV/SIGM  
Uh, the procurement review systems, again, very good scoring, also including again all countries do have public comment institutions regulated in the line with international standards and however and so there's a significant but a large number of appeals submitted that could be considered as a trust from business to the to the review system.

3:11:36.670 --> 3:11:47.930  
LEMKE Marian, GOV/SIGM  
However, hey very often, despite the improvements very often the overall decision making process is quite long, especially when it reaches the judicial level.

3:11:48.40 --> 3:11:53.810  
LEMKE Marian, GOV/SIGM  
And again, the problem of quality decisions, very often they are not equal.

3:11:54.880 --> 3:12:6.40  
LEMKE Marian, GOV/SIGM  
On discharge you can you can see that total number of of of appeals submitted in countries in in a Western Balkan regions over the last six years.

3:12:6.240 --> 3:12:21.220  
LEMKE Marian, GOV/SIGM  
So you more or less see that the highest numbers in Boston and had to go in, otherwise it's more or less the same and it's some countries decreasing, but generally it's more or less stable and quality of public document operations.

3:12:21.280 --> 3:12:31.340  
LEMKE Marian, GOV/SIGM  
And here is where where I already mentioned where we see a big problem where the scoring is really low and the open in general.

3:12:31.390 --> 3:12:42.970  
LEMKE Marian, GOV/SIGM  
The quality proponent operations is is quite low, for example, and then we measure, let's say the number of of bids per tender.

3:12:43.980 --> 3:12:48.220  
LEMKE Marian, GOV/SIGM  
It's it's, it's it's rather slow and it's not improving.

3:12:49.330 --> 3:12:50.760  
LEMKE Marian, GOV/SIGM  
On the contrary, we're often it.

3:12:50.770 --> 3:12:51.600  
LEMKE Marian, GOV/SIGM  
It's going down.

3:12:51.610 --> 3:13:6.20  
LEMKE Marian, GOV/SIGM  
So we do see a lot of investment in, in, in, in, in, in tools, in regulations, we do see a lot of improvement in quality of regulations, but somehow it does not translate into quality of procurement operations.

3:13:6.720 --> 3:13:16.670  
LEMKE Marian, GOV/SIGM  
Again, one of the reasons for this is definitely that, for example, the price only is that the the dominant criterion Model 90, something percent in many countries.

3:13:17.720 --> 3:13:24.690  
LEMKE Marian, GOV/SIGM  
And that more complicated, sophisticated procedure, multistage procedures are not often used.

3:13:25.20 --> 3:13:32.710  
LEMKE Marian, GOV/SIGM  
And again also what we consider as a weak element and for sure related to the previous one.

3:13:32.720 --> 3:13:59.40  
LEMKE Marian, GOV/SIGM  
So the low level of professionalization of procurement community, very often insufficient support in terms of providing and developing and training manuals, guidelines very often, even if the guidelines do exist and there are, for example, they do not follow the changes in that isolation, there are not updated following the changes of legislation.

3:13:59.50 --> 3:14:8.930  
LEMKE Marian, GOV/SIGM  
So definitely we do see again the serious investment from the central institutions in this area.

3:14:9.560 --> 3:14:23.210  
LEMKE Marian, GOV/SIGM  
And as I mentioned, so that's it about the our assessment as I mentioned again we are in process of revision of public administration principles in our methodology.

3:14:23.310 --> 3:14:28.70  
LEMKE Marian, GOV/SIGM  
However, I must say that it's especially in case of fabric inclement.

3:14:28.80 --> 3:14:29.10  
LEMKE Marian, GOV/SIGM  
It's not revolution.

3:14:29.20 --> 3:14:33.730  
LEMKE Marian, GOV/SIGM  
It's not an evolution, so it's still more or less the same topic, the same standards.

3:14:34.530 --> 3:14:41.40  
LEMKE Marian, GOV/SIGM  
There are some changes, some improvements, especially in the way how we evaluate how we measure.

3:14:41.230 --> 3:14:48.680  
LEMKE Marian, GOV/SIGM  
So the the the measurements criteria will be more nuanced, more maybe delicate, more able to reflect.

3:14:48.690 --> 3:14:50.620  
LEMKE Marian, GOV/SIGM  
Subtle, subtle improvements.

3:14:51.690 --> 3:15:25.610  
LEMKE Marian, GOV/SIGM  
I would say that in case of public fulfillment, what is maybe important is that there are some new topics that we definitely added, and this is also in line with the premise presentations, also with priorities of DVR, which is so we prominently added green procurement as in you topic that we will measure socially responsible procurement and also we will again we elevate it into higher level and we will focus on the role on participation of civil society in measuring.

3:15:27.410 --> 3:15:38.350  
LEMKE Marian, GOV/SIGM  
Quality monitoring, public procurement, the operation and finally all our reports are and publicly available.

3:15:38.360 --> 3:16:1.130  
LEMKE Marian, GOV/SIGM  
We do publish them on on our website, but not only that, not only the text of the report, but also the full underlying documentation, the full underlying data and the detailed scoring and how we came to our scores and how we justify you can access on the on the so called data portal and you see the web address.

3:16:1.140 --> 3:16:20.30  
LEMKE Marian, GOV/SIGM  
Here again you can go into details and again by clicking on every sector and going back to going down to to every question, every individual criteria also in periment again you can verify the data on which we base our assessment and see how we can do our conclusions.

3:16:20.520 --> 3:16:21.180  
LEMKE Marian, GOV/SIGM  
That's it.

3:16:21.380 --> 3:16:22.570  
LEMKE Marian, GOV/SIGM  
Thank you and.

3:16:23.930 --> 3:16:25.360  
BankSt Floor16 Room30  
Thank you very much, ma'am.

3:16:25.670 --> 3:16:26.240  
LEMKE Marian, GOV/SIGM  
Yes, I do.

3:16:25.710 --> 3:16:30.420  
BankSt Floor16 Room30  
Very detailed and comprehensive presentation of the status of the Western Balkans.

3:16:30.430 --> 3:16:41.810  
BankSt Floor16 Room30  
We can see that there is good progress made, but still there are some areas that have room for improvement and now I open the phone for questions to our speakers.

3:16:43.630 --> 3:17:1.180  
BankSt Floor16 Room30  
Can I ask her a question that I I was intrigued by the last slide with the the circle and the scoring is that for your entire region you have assessed like the average for all countries or is it for a particular country?

3:17:5.90 --> 3:17:16.410  
LEMKE Marian, GOV/SIGM  
I actually that was that whole region, OK, so we we both so you can either see the average for the whole origin, but then you can go out and also see the assessment of individual countries as well.

3:17:17.190 --> 3:17:17.730  
BankSt Floor16 Room30  
OK.

3:17:17.740 --> 3:17:18.860  
BankSt Floor16 Room30  
So it's the average region.

3:17:18.870 --> 3:17:19.660  
BankSt Floor16 Room30  
OK, I'm asking.

3:17:20.150 --> 3:17:21.220  
BankSt Floor16 Room30  
Yeah. There.

3:17:19.50 --> 3:17:22.470  
LEMKE Marian, GOV/SIGM  
It was the average the average for the whole Western Balkan regions, yes.

3:17:21.240 --> 3:17:31.150  
BankSt Floor16 Room30  
OK, I'm asking because we we have done a lot of these assessment ourselves and it's always a big challenge how to present the data and you know there.

3:17:31.160 --> 3:17:31.620  
BankSt Floor16 Room30  
Thank you.

3:17:32.940 --> 3:17:33.760  
BankSt Floor16 Room30  
I have a question.

3:17:33.770 --> 3:17:34.630  
BankSt Floor16 Room30  
Thank you, Marian.

3:17:35.440 --> 3:17:57.530  
BankSt Floor16 Room30  
Regarding Bosnia and application for GPA, observership status, is it going to need your public procurement assessment reports especially for that purpose or OK someone is at the GPA, secretariat is going to use the existing no.

3:17:58.340 --> 3:18:0.450  
LEMKE Marian, GOV/SIGM  
So we are our exercise.

3:18:0.460 --> 3:18:27.300  
LEMKE Marian, GOV/SIGM  
Our assessment exercise is is done on the request of the U Prime Commission and let's say our primary client is the European Commission and this is used by the European Commission in preparation of the annual progress reports and so, so this is again the primary objective of of our assessment and we are not contacting separately this exercise for other purposes, especially language GPA, accession.

3:18:29.120 --> 3:18:29.410  
BankSt Floor16 Room30  
She.

3:18:27.380 --> 3:18:41.80  
LEMKE Marian, GOV/SIGM  
But as I said, of course, our reports are publicly available after the final publication, after final approval, and by the way, the approval is done in after detailed consultations with the countries.

3:18:41.330 --> 3:18:47.480  
LEMKE Marian, GOV/SIGM  
So we we validate, we discuss the findings, the recommendations with the country before we publish it.

3:18:48.250 --> 3:18:54.90  
LEMKE Marian, GOV/SIGM  
So I guess I assume it could be used by the GPA secretariat, but again, we are not doing this for them separately.

3:18:54.530 --> 3:18:54.900  
BankSt Floor16 Room30  
OK.

3:18:54.910 --> 3:18:55.330  
BankSt Floor16 Room30  
Thank you.

3:18:55.340 --> 3:18:57.220  
BankSt Floor16 Room30  
I'm just checking the algorithm.

3:18:57.330 --> 3:19:1.980  
BankSt Floor16 Room30  
Yeah, but as already mentioned, for the GPA observership status.

3:19:1.990 --> 3:19:10.320  
BankSt Floor16 Room30  
So there are actually no requirements so, but even going beyond and saying that they accept give accession stage.

3:19:10.390 --> 3:19:19.160  
BankSt Floor16 Room30  
So part is actually not the basically, but parties themselves would assess and based on the checklist of issues, and then the code legislations put.

3:19:19.270 --> 3:19:19.510  
BankSt Floor16 Room30  
You know.

3:19:20.780 --> 3:19:21.900  
BankSt Floor16 Room30  
Is that Alexander?

3:19:21.910 --> 3:19:22.210  
BankSt Floor16 Room30  
Yeah.

3:19:22.220 --> 3:19:22.990  
BankSt Floor16 Room30  
You don't sleep?

3:19:23.520 --> 3:19:29.960  
BankSt Floor16 Room30  
Macedonia mentioned it last time in Geneva that someone is using what in in their accession someone is using.

3:19:31.580 --> 3:19:34.70  
BankSt Floor16 Room30  
Maybe Sigma report or something else?

3:19:34.660 --> 3:19:35.70  
BankSt Floor16 Room30  
Yeah.

3:19:35.520 --> 3:19:41.340  
BankSt Floor16 Room30  
Everything that is publicly available and can be of use, you know, why do you think?

3:19:41.580 --> 3:19:42.180  
BankSt Floor16 Room30  
Yes, exactly.

3:19:42.190 --> 3:20:0.110  
BankSt Floor16 Room30  
I mean, if I may add, if you already passed the barrier of observership and decide to launch the accession procedure, then for the legislative part you have this reply to the chat list of issues accompanied by your legislation, then the party.

3:20:0.500 --> 3:20:8.910  
BankSt Floor16 Room30  
I mean like like by an example of an EU, we can use it all the information available and ask you questions.

3:20:8.920 --> 3:20:17.990  
BankSt Floor16 Room30  
But usually the idea is that you guide us by providing detailed responses in the replies to the checklist of issues.

3:20:18.360 --> 3:20:22.490  
BankSt Floor16 Room30  
So and then we may take the liberty of consultant their documents.

3:20:22.500 --> 3:20:27.290  
BankSt Floor16 Room30  
But yes, I mean for the observers, if there is not really a benchmark. Yeah.

3:20:27.550 --> 3:20:27.990  
BankSt Floor16 Room30  
Thank you.

3:20:28.0 --> 3:20:28.540  
BankSt Floor16 Room30  
Just checking.

3:20:31.890 --> 3:20:32.490  
BankSt Floor16 Room30  
Other questions?

3:20:39.70 --> 3:20:40.830  
BankSt Floor16 Room30  
I would have a question for Lucian.

3:20:41.470 --> 3:20:48.840  
BankSt Floor16 Room30  
I mean on this on the the two tools, are you checking how much it is being used?

3:20:51.770 --> 3:20:53.960  
BankSt Floor16 Room30  
Yes, that's a very good question.

3:20:54.900 --> 3:21:10.630  
BankSt Floor16 Room30  
In fact, it goes along with this idea of having put in place tools that make a difference at the end of the day, so trying to facilitate access to procurement or worldwide if that tool would have 0 clicks, then there's something wrong with the tool.

3:21:12.640 --> 3:21:19.900  
BankSt Floor16 Room30  
We have statistics on the number of users for the access to procurement, which is has been in existence for, I think.

3:21:20.510 --> 3:21:21.300  
BankSt Floor16 Room30  
Uh.

3:21:22.90 --> 3:21:28.840  
BankSt Floor16 Room30  
Two years or so for the access to conformity, we just launched it the month ago so that we don't have any.

3:21:28.990 --> 3:21:39.160  
BankSt Floor16 Room30  
But for the access to procurement we have, I think more than 10,000 individual users and they tend to focus now.

3:21:39.990 --> 3:21:44.380  
BankSt Floor16 Room30  
There's been a huge bump into the number of users once we added the United States.

3:21:45.170 --> 3:21:53.880  
BankSt Floor16 Room30  
So for a while we only had how to win contracts in Canada and Japan and most recently now we added the United States for which indeed the GPA.

3:21:55.370 --> 3:22:3.280  
BankSt Floor16 Room30  
Obligations are, yeah, it's there are complex and we have the algorithm to make sure that it's a from.

3:22:3.290 --> 3:22:11.580  
BankSt Floor16 Room30  
Legalese is now in plain English, so you understand whether you can bid for a contracting Kentucky or not, or elsewhere in federal procurement.

3:22:12.570 --> 3:22:17.640  
BankSt Floor16 Room30  
But indeed, it's also a bit of a challenge to ensure that there is sufficient awareness.

3:22:19.260 --> 3:22:20.250  
BankSt Floor16 Room30  
Take the case of Canada.

3:22:20.260 --> 3:22:34.210  
BankSt Floor16 Room30  
France, who have 60, or I think, almost if not more than 70,000 companies in Europe who have clients in Canada out of 70,000 companies, only 1700 said well, it's free. It's quick.

3:22:34.220 --> 3:22:36.980  
BankSt Floor16 Room30  
Let me register for this public procurement portal.

3:22:36.990 --> 3:22:37.350  
BankSt Floor16 Room30  
Who knows?

3:22:37.360 --> 3:22:40.930  
BankSt Floor16 Room30  
Maybe the government wants to buy shoes for nurses, or I don't know.

3:22:40.940 --> 3:22:44.190  
BankSt Floor16 Room30  
Whatever I said, I can be there just in case.

3:22:44.200 --> 3:22:50.610  
BankSt Floor16 Room30  
Now only 1700 out of 70,000 companies took that very quick step to register.

3:22:50.620 --> 3:22:55.820  
BankSt Floor16 Room30  
And sometimes you wonder why it's very often problem because they didn't know about it.

3:22:56.330 --> 3:23:12.150  
BankSt Floor16 Room30  
So I think awareness and a bit of advocacy, it's always ensure supplies unfortunately and if I may, I had a little short quick question for Julia because I was looking at your very interesting slide, Juliana was thinking.

3:23:13.780 --> 3:23:23.300  
BankSt Floor16 Room30  
How many countries do we have now in the OECD database where we could download and look at the different types of measures according to the taxonomy?

3:23:25.160 --> 3:23:26.350  
NIELSON Julia, TAD  
I'm thanks for the question.

3:23:26.360 --> 3:23:40.10  
NIELSON Julia, TAD  
We had done an initial sort of proof of concept for about 6 countries, then also did a study for a DNR which was quite an issue with these were both in about 2017, 2018.

3:23:40.360 --> 3:23:44.470  
NIELSON Julia, TAD  
So I know that colleagues subsequently did.

3:23:44.760 --> 3:23:50.0  
NIELSON Julia, TAD  
It was used by other organizations to fill in data we have not actually done.

3:23:50.10 --> 3:23:57.990  
NIELSON Julia, TAD  
Data detailed data collection on the basis of the of the taxonomy and within the within our our grouping that trade community.

3:23:58.0 --> 3:24:10.910  
NIELSON Julia, TAD  
We didn't have agreement to do so, and it's a for us, was at the time a a resource issue, but certainly colleagues in government procurement have shared it widely amongst the multinationals.

3:24:11.160 --> 3:24:15.650  
NIELSON Julia, TAD  
Balti lateral development banks to to be used so we don't have a central database.

3:24:15.660 --> 3:24:19.0  
NIELSON Julia, TAD  
Countries we have some initial data and good examples.

3:24:22.400 --> 3:24:23.270  
BankSt Floor16 Room30  
Thank you.

3:24:23.700 --> 3:24:27.360  
BankSt Floor16 Room30  
So if there are no further questions.

3:24:29.770 --> 3:24:37.120  
BankSt Floor16 Room30  
Once again, our speakers for this very interesting session and invite everyone for lunch.

3:24:38.270 --> 3:24:40.50  
BankSt Floor16 Room30  
See you in the afternoon session.

3:24:41.520 --> 3:24:42.590  
BankSt Floor16 Room30  
Thank you.

3:24:42.660 --> 3:24:43.900  
BankSt Floor16 Room30  
People have received vouchers.

3:24:43.400 --> 3:24:43.930  
NIELSON Julia, TAD  
Thank you.

3:24:44.420 --> 3:24:44.650  
NIELSON Julia, TAD  
Bye bye.

3:24:46.770 --> 3:24:47.190  
BankSt Floor16 Room30  
Love you.

3:24:49.500 --> 3:24:51.650  
BankSt Floor16 Room30  
On the logistic and technical.

4:3:30.460 --> 4:3:30.570  
Niewiadomska, Eliza  
Yeah.

4:4:23.530 --> 4:4:24.470  
Niewiadomska, Eliza  
Pushki.

4:4:26.780 --> 4:4:27.740  
Niewiadomska, Eliza  
What should the maxilla.

4:4:34.530 --> 4:4:36.510  
Niewiadomska, Eliza  
Four, yeah.

4:5:6.290 --> 4:5:6.570  
Niewiadomska, Eliza  
Honey.

4:5:8.930 --> 4:5:10.840  
Niewiadomska, Eliza  
Not just say she could not overtake is.

4:5:12.720 --> 4:5:13.850  
Niewiadomska, Eliza  
Doctor Gingrich.

4:5:13.860 --> 4:5:17.610  
Niewiadomska, Eliza  
But you're so, so hot this would this, would you?

4:5:19.830 --> 4:5:20.850  
Niewiadomska, Eliza  
Check that so huh?

5:2:6.620 --> 5:2:7.290  
BankSt Floor16 Room30  
Ohh.

5:2:7.340 --> 5:2:9.250  
BankSt Floor16 Room30  
I'd really then maybe.

5:2:10.490 --> 5:2:10.840  
BankSt Floor16 Room30  
They want.

5:2:13.260 --> 5:2:13.470  
BankSt Floor16 Room30  
And then.

5:2:18.460 --> 5:2:21.340  
BankSt Floor16 Room30  
The first thing I can results.

5:2:31.870 --> 5:2:32.250  
BankSt Floor16 Room30  
That's good.

5:2:33.180 --> 5:2:35.600  
BankSt Floor16 Room30  
You it's not specific, but.

5:2:38.920 --> 5:2:41.40  
BankSt Floor16 Room30  
Recording that, be quiet.

5:2:41.540 --> 5:2:42.260  
BankSt Floor16 Room30  
They will be. Yeah.

5:2:42.570 --> 5:2:42.860  
BankSt Floor16 Room30  
Thank you.

5:2:43.740 --> 5:2:45.310  
BankSt Floor16 Room30  
Let this.

5:2:47.720 --> 5:2:51.70  
BankSt Floor16 Room30  
OK, I hope you can you know.

5:2:55.970 --> 5:2:56.570  
BankSt Floor16 Room30  
I'm not, yeah.

5:3:34.710 --> 5:3:35.110  
BankSt Floor16 Room30  
Google.

5:3:42.10 --> 5:3:42.410  
BankSt Floor16 Room30  
Please don't.

5:3:42.420 --> 5:3:45.480  
BankSt Floor16 Room30  
Do we have wireless Internet connection?

5:3:46.130 --> 5:3:52.830  
BankSt Floor16 Room30  
You know, sorry, can we connect to the wireless Internet here or both behind your pass?

5:3:53.140 --> 5:3:54.700  
BankSt Floor16 Room30  
Yeah, it's a good looking.

5:3:54.760 --> 5:3:57.670  
BankSt Floor16 Room30  
Ohh, I think just over there.

5:3:58.0 --> 5:3:59.20  
BankSt Floor16 Room30  
No, no sorry here.

5:4:2.270 --> 5:4:2.970  
BankSt Floor16 Room30  
Ah, great.

5:4:2.980 --> 5:4:3.290  
BankSt Floor16 Room30  
Thank you.

5:4:14.760 --> 5:4:15.200  
BankSt Floor16 Room30  
Come on.

5:4:19.770 --> 5:4:20.740  
BankSt Floor16 Room30  
OK, we can start.

5:4:23.840 --> 5:4:27.470  
BankSt Floor16 Room30  
Everyone joining class online, can you hear it?

5:4:30.980 --> 5:4:31.670  
Antonella Salgueiro  
Thank you, Lisa.

5:4:31.680 --> 5:4:32.660  
Antonella Salgueiro  
Yes, perfectly fine.

5:4:33.130 --> 5:4:33.700  
BankSt Floor16 Room30  
OK.

5:4:34.90 --> 5:4:35.140  
BankSt Floor16 Room30  
That's antonella.

5:4:35.870 --> 5:4:36.590  
BankSt Floor16 Room30  
Hello antonella.

5:4:37.740 --> 5:4:38.440  
Antonella Salgueiro  
Hello. Hi.

5:4:40.520 --> 5:4:54.150  
BankSt Floor16 Room30  
Umm, so now we'll give the page to at least get to work with uh, who is the Director of Economic Cooperation and Trade Division and UNECE.

5:4:57.870 --> 5:5:6.850  
BankSt Floor16 Room30  
To present the public procurement for a sustainable uh no SDG's. Yeah.

5:5:6.940 --> 5:5:8.780  
BankSt Floor16 Room30  
Perspectives from the UN.

5:5:10.240 --> 5:5:10.740  
BankSt Floor16 Room30  
To public.

5:5:10.800 --> 5:5:11.400  
BankSt Floor16 Room30  
Thank you.

5:5:11.440 --> 5:5:12.210  
BankSt Floor16 Room30  
Thank you, Eliza.

5:5:12.220 --> 5:5:17.940  
BankSt Floor16 Room30  
Forward I've introduction and let me thank EBRD for the invitation to join you here today.

5:5:18.180 --> 5:5:24.190  
BankSt Floor16 Room30  
Very nice meeting the delegations in the room and and also very nice meeting delegations online.

5:5:24.640 --> 5:5:36.770  
BankSt Floor16 Room30  
And Lisa, that I'm speaking on on behalf of several UN agencies, myself and the Director of Economic Cooperation, Trade in your EE, and I enjoy it now.

5:5:36.780 --> 5:5:38.730  
BankSt Floor16 Room30  
A very lovely to see you on the screen, Nadia.

5:5:38.780 --> 5:5:40.260  
BankSt Floor16 Room30  
Bye Nadezhda.

5:5:41.120 --> 5:5:43.870  
BankSt Floor16 Room30  
Who is in our trade team in Geneva?

5:5:43.950 --> 5:5:50.980  
BankSt Floor16 Room30  
Global sort of good presentation after me and will make it much easier for me because Nadia will go into the technicalities.

5:5:50.990 --> 5:6:0.170  
BankSt Floor16 Room30  
Yeah, I guess my job is to present the bigger picture and then we hear some legal, more legal details from from Nadia.

5:6:1.80 --> 5:6:17.770  
BankSt Floor16 Room30  
Now for this presentation, I am wearing several hats and I I would like to mention that at the beginning, I think the invitation was given to UNFSS, the United Nations Forum for Sustainability Standards, and that's a really exciting coalition group of different UN agencies.

5:6:17.780 --> 5:6:19.790  
BankSt Floor16 Room30  
And I see Santiago here on the screen.

5:6:20.40 --> 5:6:26.790  
BankSt Floor16 Room30  
Welcome, Santiago and and thank you for connecting me to to the invitation that was received by UNFSS.

5:6:27.100 --> 5:6:33.680  
BankSt Floor16 Room30  
So I'll speak a little bit about UNFSS and then I'll speak a little bit about ECE Economic Commission for Europe.

5:6:35.640 --> 5:6:43.950  
BankSt Floor16 Room30  
Why in in you in this was I super happy to to join this meeting is because the Western Balkan region for us is a really important region.

5:6:43.960 --> 5:6:47.880  
BankSt Floor16 Room30  
I don't know how many of you are familiar with you and ECE.

5:6:49.610 --> 5:6:52.290  
BankSt Floor16 Room30  
Little bit of nodding here from the colleague from the mountains, though.

5:6:52.300 --> 5:6:54.530  
BankSt Floor16 Room30  
Yeah, a little bit of nodding because we had breakfast together.

5:6:56.180 --> 5:7:9.10  
BankSt Floor16 Room30  
You only see is one of the United Nations Regional Economic Commissions and we have this particular name, Economic Commission for Europe, so we are not the European Commissioner, we we tend to get confused, but no way to confuse us.

5:7:9.980 --> 5:7:20.70  
BankSt Floor16 Room30  
Was it UN Regional Economic Commission found that after the Second World War and our Members 56 Member States are US, Canada, EU after?

5:7:20.160 --> 5:7:20.630  
BankSt Floor16 Room30  
Yeah.

5:7:20.680 --> 5:7:25.40  
BankSt Floor16 Room30  
And basically the X Soviet Union space and some of the countries surrounding it.

5:7:25.530 --> 5:7:36.460  
BankSt Floor16 Room30  
So we have so called 17 program countries, countries in Central Asia, Southern Caucasus, Eastern Europe and Western Balkan, with whom we work particularly intensively.

5:7:36.470 --> 5:7:48.860  
BankSt Floor16 Room30  
Also, in terms of technical cooperation and so when I saw that there is a an event on on procurement for the Western Balkan countries, I I really realized that that's important for me and that's why I'm also very happy to be here.

5:7:49.370 --> 5:8:4.170  
BankSt Floor16 Room30  
We have just later this week we have our trade facilitation event in in Scorpio and we had last September in Montenegro in, in Budva our innovation event and I don't know whether we have a colleague from the Serbian somewhere here.

5:8:4.340 --> 5:8:7.30  
BankSt Floor16 Room30  
Belgrade just hosted our circular economy event.

5:8:7.40 --> 5:8:13.230  
BankSt Floor16 Room30  
So you can see we are we are active in the region, in the Economic Cooperation and trade division.

5:8:13.240 --> 5:8:27.300  
BankSt Floor16 Room30  
We work on trade related issues, particularly trade facilitation, but we also work on Economic Cooperation related issues, notably infrastructure, financing, public private partnerships and and innovation, and then gonna touch a little bit on that now.

5:8:27.310 --> 5:8:28.240  
BankSt Floor16 Room30  
So that's one hat.

5:8:28.250 --> 5:8:28.860  
BankSt Floor16 Room30  
I'm there in.

5:8:28.870 --> 5:8:31.320  
BankSt Floor16 Room30  
That's, that's myself.

5:8:31.410 --> 5:8:40.890  
BankSt Floor16 Room30  
Then you UNECE is also very happy to be part of this group of UN agencies, the United Nations Forum on Sustainability Standards.

5:8:41.340 --> 5:8:47.670  
BankSt Floor16 Room30  
So here you can see a series of UN logos UNECE unap you needle, UNCTAD.

5:8:48.20 --> 5:8:53.30  
BankSt Floor16 Room30  
Looking at Lucian again, I TC and also FO.

5:8:54.410 --> 5:9:4.440  
BankSt Floor16 Room30  
This is a group of agencies where we work together on voluntary sustainability standards and I guess you you are familiar, this is all the equal labels.

5:9:4.450 --> 5:9:14.570  
BankSt Floor16 Room30  
Yeah, the eco labels is that ability labels and we are trying to see how can this voluntary sustainability standards help countries export sustainable products.

5:9:14.580 --> 5:9:15.40  
BankSt Floor16 Room30  
Yeah.

5:9:15.110 --> 5:9:29.860  
BankSt Floor16 Room30  
Benefit from that, we are also looking into sort of like how effective they are and one of the topics specifically addressed by this UNFSS, what's procurement and how procurement and these voluntary sustainability standards interlink.

5:9:29.930 --> 5:9:32.200  
BankSt Floor16 Room30  
And I think that's that's why I'm here myself.

5:9:32.210 --> 5:9:32.490  
BankSt Floor16 Room30  
Yeah.

5:9:32.530 --> 5:9:33.180  
BankSt Floor16 Room30  
OK, cool.

5:9:33.450 --> 5:9:44.190  
BankSt Floor16 Room30  
So As for every UN presentation, and as you already Eliza referred to at the beginning, the starting point for us always is the SDG's.

5:9:44.200 --> 5:9:52.320  
BankSt Floor16 Room30  
So while we talk about efficiency, while we talk about economic issues, it's really the inside's that shape.

5:9:52.530 --> 5:10:2.420  
BankSt Floor16 Room30  
The work we do and that set the priorities for what we do at the UN and and then there you happy that I can bring a little bit of that SDG perspective to to the workshop here.

5:10:2.670 --> 5:10:6.580  
BankSt Floor16 Room30  
I'm sure you are all familiar with the 17 goals you have come across them.

5:10:6.590 --> 5:10:13.760  
BankSt Floor16 Room30  
Yeah, we know there were adopted in 2015 and by 2030 we should reach them.

5:10:14.130 --> 5:10:21.550  
BankSt Floor16 Room30  
We also know we are really behind and actually we are losing track of many of these tags.

5:10:21.560 --> 5:10:26.400  
BankSt Floor16 Room30  
They are, particularly with all the crisis we've had now we we are it.

5:10:26.470 --> 5:10:27.510  
BankSt Floor16 Room30  
It doesn't look good.

5:10:28.450 --> 5:10:33.760  
BankSt Floor16 Room30  
No, the procurement has many interactions with the CGI.

5:10:33.770 --> 5:10:38.700  
BankSt Floor16 Room30  
You can think about the the SG decent work and economic growth.

5:10:38.710 --> 5:10:50.620  
BankSt Floor16 Room30  
If you think about the economic growth aspect of procurement, infrastructure, obviously industry and innovation has to do with the SDK has to do with procurement, climate action.

5:10:50.630 --> 5:11:5.830  
BankSt Floor16 Room30  
If you try to procure climate friendly products and the India is also one particularly interesting and C-12, which is the circular economy, it's G as we call it, it's responsible consumption and production.

5:11:6.560 --> 5:11:12.70  
BankSt Floor16 Room30  
Each of the SDG's has soft targets, and I already Nadia's presentation.

5:11:12.80 --> 5:11:12.380  
BankSt Floor16 Room30  
Yeah.

5:11:12.390 --> 5:11:22.290  
BankSt Floor16 Room30  
And I wanna flag it right to the here and you'll go into that a little bit more detail that this SDG 12 actually has a procurement in the target.

5:11:22.420 --> 5:11:25.690  
BankSt Floor16 Room30  
So each SDG has targets, and SDG 12 has target 12.

5:11:25.700 --> 5:11:32.760  
BankSt Floor16 Room30  
7 promote public procurement practices that are sustainable in accordance with national policies and priorities.

5:11:32.930 --> 5:11:44.240  
BankSt Floor16 Room30  
So sustainability here and then indicator 12 point 7.1 the number of countries implementing sustainable public procurement policies and action plans.

5:11:44.490 --> 5:12:4.280  
BankSt Floor16 Room30  
So when we work towards fulfilling the 17 SDG's by 2030, we have one indicator on the SD 12 that refers exactly to the type of work you're doing on procurement, and that will ultimately ask the global community to count the countries implementing sustainable public procurement policies.

5:12:5.530 --> 5:12:13.310  
BankSt Floor16 Room30  
So my question to our participants here, who of you is proactively implementing sustainability in the procurement?

5:12:15.470 --> 5:12:20.720  
BankSt Floor16 Room30  
I have to put like both there and and Kosovo here on the spot that we said we also had Albania here.

5:12:20.730 --> 5:12:24.890  
BankSt Floor16 Room30  
I don't know why I didn't come across green supplier procurement.

5:12:24.900 --> 5:12:33.490  
BankSt Floor16 Room30  
Of course we do have it, but we are not satisfied with the percentage of using green power as a green criteria.

5:12:34.500 --> 5:12:35.510  
BankSt Floor16 Room30  
Let's do something.

5:12:35.620 --> 5:12:36.20  
BankSt Floor16 Room30  
Maybe.

5:12:36.30 --> 5:12:39.130  
BankSt Floor16 Room30  
Maybe you can make it more popular.

5:12:40.0 --> 5:12:41.280  
BankSt Floor16 Room30  
You have to scale it up, guys.

5:12:41.290 --> 5:12:45.990  
BankSt Floor16 Room30  
Something happening we have to scale it up and do maybe need to see what works and what doesn't work so good.

5:12:46.0 --> 5:12:47.400  
BankSt Floor16 Room30  
Thank you very very great answer.

5:12:49.350 --> 5:12:51.300  
BankSt Floor16 Room30  
So your your question was very specific.

5:12:51.630 --> 5:12:56.30  
BankSt Floor16 Room30  
What do we implement in the procurement that maybe my colleagues would be more?

5:12:58.20 --> 5:13:25.510  
BankSt Floor16 Room30  
Able to answer, but we have made sure that in in our sort of consolidated comprehensive single national development plan, the so-called NDP we have referenced as eggs to all the whole plan right throughout the whole plan, we have 4 sectors, 4 pillars, the economy, security and rule of law, good governance and equitable development.

5:13:26.340 --> 5:13:33.350  
BankSt Floor16 Room30  
So as I see goals are reference in and we actually measure the implementation of SDG throughout.

5:13:33.420 --> 5:13:38.480  
BankSt Floor16 Room30  
But in the system, in the procurement system per se, uh, I don't know.

5:13:39.270 --> 5:13:40.710  
BankSt Floor16 Room30  
And so second.

5:13:40.720 --> 5:13:44.580  
BankSt Floor16 Room30  
Yeah, but we don't have yet. Uh.

5:13:47.80 --> 5:13:49.70  
BankSt Floor16 Room30  
And it's lovely how you say you don't have yet.

5:13:49.80 --> 5:13:55.530  
BankSt Floor16 Room30  
No, because maybe that's something great to see that the SDG's are making plans into the national.

5:13:55.960 --> 5:13:58.580  
BankSt Floor16 Room30  
You know that you development plans?

5:13:58.590 --> 5:13:58.900  
BankSt Floor16 Room30  
Yeah.

5:13:59.10 --> 5:14:13.700  
BankSt Floor16 Room30  
And particularly also on the on the economic side and some countries are having sustainability a little bit already in the procurement part and maybe for you it's something to reflect or to see.

5:14:14.410 --> 5:14:21.730  
BankSt Floor16 Room30  
And then we importantly have to also figure out what works and what doesn't work, because it's not always super straightforward.

5:14:21.970 --> 5:14:24.420  
BankSt Floor16 Room30  
Let me just see we have a hand up on the screen.

5:14:24.430 --> 5:14:26.330  
BankSt Floor16 Room30  
No, that's our colleagues from Albania.

5:14:26.480 --> 5:14:26.800  
BankSt Floor16 Room30  
Can you?

5:14:26.840 --> 5:14:28.310  
BankSt Floor16 Room30  
Yeah, please.

5:14:30.880 --> 5:14:31.250  
Xhoana Ristani (Guest)  
Yeah.

5:14:31.260 --> 5:14:35.820  
Xhoana Ristani (Guest)  
Hello the so uh, regarding the SG.

5:14:35.830 --> 5:14:36.810  
Xhoana Ristani (Guest)  
Uh, email Bing.

5:14:36.820 --> 5:14:41.600  
Xhoana Ristani (Guest)  
Now we actually have a strategy on public procurement since.

5:14:44.90 --> 5:14:45.430  
Xhoana Ristani (Guest)  
2040.

5:14:49.130 --> 5:15:4.780  
Xhoana Ristani (Guest)  
The first Saturday of Public works you want to 2020 two 1023 had a goal of sustainable development and the referring more specifically to use of clean public procurement and so social movement.

5:15:5.630 --> 5:15:6.130  
Xhoana Ristani (Guest)  
Umm.

5:15:6.350 --> 5:15:13.210  
Xhoana Ristani (Guest)  
And we have included these goals also in the new strategy that we are now.

5:15:14.690 --> 5:15:22.140  
Xhoana Ristani (Guest)  
Adopting or we are we have a draft, a new draft strategy extended to 2030.

5:15:31.10 --> 5:15:31.200  
BankSt Floor16 Room30  
Right.

5:15:31.730 --> 5:15:33.20  
BankSt Floor16 Room30  
This you have Emily.

5:15:33.320 --> 5:15:33.990  
BankSt Floor16 Room30  
Give me this.

5:15:22.570 --> 5:15:42.720  
Xhoana Ristani (Guest)  
So from 2024 to 2030, with an action plan from 2024 to 2027, we actually have worked in collaboration with the Word Bank and we have prepared the methodology and the road map on green procurement, which is published in our website.

5:15:43.180 --> 5:16:2.280  
Xhoana Ristani (Guest)  
So in order to give the contracting authorities in the Bing as some tools on and some kind of ohh tips on how to use green tablet of human criteria in public procurement procedures.

5:16:3.580 --> 5:16:17.460  
Xhoana Ristani (Guest)  
This is based also in the European Union's green procurement methodology that they have published in the European Commission's website, ohm, and we will follow on that path.

5:16:17.530 --> 5:16:19.180  
Xhoana Ristani (Guest)  
Uh, most probably.

5:16:19.190 --> 5:16:26.380  
Xhoana Ristani (Guest)  
Some of this for the for the moment, the green public procurement criteria are not mandatory to be used.

5:16:27.330 --> 5:16:35.480  
Xhoana Ristani (Guest)  
It's still on voluntary basis, but the idea is to to create the environment in.

5:16:36.120 --> 5:16:36.910  
Xhoana Ristani (Guest)  
Yeah.

5:16:43.380 --> 5:16:45.990  
BankSt Floor16 Room30  
It's like no argument speaking.

5:16:47.380 --> 5:16:48.970  
BankSt Floor16 Room30  
Come on, come on.

5:16:37.140 --> 5:17:7.210  
Xhoana Ristani (Guest)  
And give some, uh, inside to contracting authorities and also economic operators in order to ohm for them to prepare themselves for possible use of green public procurement because we have also to prepare the market in this regard, not only the contracting authority umm, so this is the the development in Albania.

5:17:8.410 --> 5:17:8.850  
Xhoana Ristani (Guest)  
Thank you.

5:17:8.610 --> 5:17:12.770  
BankSt Floor16 Room30  
So thank you so much for sharing that experience.

5:17:12.820 --> 5:17:20.110  
BankSt Floor16 Room30  
Very, very helpful and great to hear about the the very specific action that Albania has taken.

5:17:20.120 --> 5:17:32.710  
BankSt Floor16 Room30  
So you you actually have this green procurement firmly rooted in, in your regulatory framework and you've also pointed out that it's not like obligatory, it's sort of like a voluntary no.

5:17:32.720 --> 5:17:34.370  
BankSt Floor16 Room30  
So very interesting information.

5:17:34.840 --> 5:17:58.620  
BankSt Floor16 Room30  
So with this we are jumping in in part one of my presentation which where I would like to elaborate a little bit on the work of this United Nations Forum and sustainability standards that in one of the so called flagship reports has specifically looked at how can we use voluntary sustainability standards in, in the procurement context.

5:17:58.630 --> 5:17:58.830  
BankSt Floor16 Room30  
Yeah.

5:17:58.840 --> 5:18:5.170  
BankSt Floor16 Room30  
So this is a report that was, if I'm not mistaken, done in 2020. Yeah.

5:18:5.180 --> 5:18:11.630  
BankSt Floor16 Room30  
So every two years, this coalition of international and UN agencies comes up with the so called flagship report.

5:18:11.740 --> 5:18:26.690  
BankSt Floor16 Room30  
And in 2020, we looked specifically at procurement and and we did so because there is really their understanding that procurement has has huge potential to sort of like nudge the markets towards higher standards on on on sustainability.

5:18:27.240 --> 5:18:36.280  
BankSt Floor16 Room30  
Yeah, let me refer back to what we heard from our colleague from Albania before, because you mentioned the two concepts mention green procurement and then you mentioned social, yeah.

5:18:36.400 --> 5:18:37.860  
BankSt Floor16 Room30  
And here it's.

5:18:37.870 --> 5:18:47.120  
BankSt Floor16 Room30  
It's maybe interesting to think if we look at the history of sustainable procurement and we know sustainability always means the three pillars, economic, environmental and social.

5:18:47.430 --> 5:18:53.130  
BankSt Floor16 Room30  
But when we look at the history of sustainable public procurement, we see that it's really coming from the environmental side.

5:18:53.140 --> 5:18:58.720  
BankSt Floor16 Room30  
And here I'd like to flag one of the agencies that is part of UNFSS, namely unit.

5:18:58.730 --> 5:19:0.900  
BankSt Floor16 Room30  
You all know United Nations environment program.

5:19:1.330 --> 5:19:22.310  
BankSt Floor16 Room30  
In 2012, they started really proactively working on this concept of of green procurement and they they came up with a nice definition insofar as saying that it's a process whereby organizations meet their needs for goods, for services, for works and utilities in a way that on the one hand they achieve the value for money.

5:19:22.420 --> 5:19:26.540  
BankSt Floor16 Room30  
But when doing so, we look at the full lifecycle of a product or have a process.

5:19:26.550 --> 5:19:40.330  
BankSt Floor16 Room30  
We don't only look at what is happening immediately right now and in terms of generating benefits to the and to to the society and to the economy while minimizing the damages to the environment.

5:19:40.340 --> 5:19:51.950  
BankSt Floor16 Room30  
So you see 20 in 2012, you know sort of like coined a lot of the term of the the sustainable procurement from it there from a still more environmental perspective.

5:19:52.130 --> 5:20:5.130  
BankSt Floor16 Room30  
The social perspective has can come in over time and in that report the report by UNFSS you will see a lot of information also about the human rights angle to procurement and the Social Bank of document.

5:20:5.940 --> 5:20:13.490  
BankSt Floor16 Room30  
Now I'm somewhere before I heard already the term European Union and here I'm really not the expert.

5:20:13.500 --> 5:20:26.170  
BankSt Floor16 Room30  
We have two colleagues from the the European Commission here in the room, but I think it's really important to mention that from my understanding, also the European Commission legal framework on procurement has the sustainability angle in it.

5:20:26.180 --> 5:20:26.380  
BankSt Floor16 Room30  
Yeah.

5:20:26.390 --> 5:20:28.310  
BankSt Floor16 Room30  
So the the references I found.

5:20:28.320 --> 5:20:30.280  
BankSt Floor16 Room30  
I hope I typed them correctly.

5:20:31.150 --> 5:20:44.300  
BankSt Floor16 Room30  
I'm there are two articles in two of the key directives that go into the the sustainability of procurement and I don't know whether maybe you want if you can share a little, don't know, but it's true.

5:20:44.310 --> 5:20:45.800  
BankSt Floor16 Room30  
I mean you have Article 18.

5:20:47.250 --> 5:20:50.260  
BankSt Floor16 Room30  
Paragraph two of the classical directive, yes.

5:20:50.270 --> 5:21:3.340  
BankSt Floor16 Room30  
So this one is and so it's the the classical directive which basically makes a reference to sustainable procurement, mentioning sustainable social and environmental considerations.

5:21:3.350 --> 5:21:27.110  
BankSt Floor16 Room30  
They're that they should be taking into consideration and also with the within the recitals of the of the directive, it kind of mentions and encourages taking care of this considerations, yes, and then also in the GPA, the environmental considerations are explicitly mentioned.

5:21:27.410 --> 5:21:53.440  
BankSt Floor16 Room30  
And they're also we are having a small group on sustainable procurement in between the GPA parties where we discuss among ourselves the sustainable considerations, bit social bit of environmental with the the idea to move them forward and possibly create some stock for the future reforms, the GPA right super.

5:21:53.490 --> 5:22:4.500  
BankSt Floor16 Room30  
So you mentioned the specific articles of individual directives, the recitals and the recital also of the WTO, and I think that's also when Nadia you'll be discussing a little bit more of that.

5:22:4.660 --> 5:22:23.50  
BankSt Floor16 Room30  
The the point I'd love to make here is that when we talk about integrating sustainability in procurement, it's not only good for the SDG's in terms of the very bigger picture, but it's also important when we talk about sort of like approximation with the UDP key, because the concept is there as well.

5:22:23.60 --> 5:22:29.200  
BankSt Floor16 Room30  
So I think that's if I I feel I'm again very happy that we can briefly look into this here today.

5:22:30.560 --> 5:22:33.550  
BankSt Floor16 Room30  
So what exactly?

5:22:33.650 --> 5:22:40.190  
BankSt Floor16 Room30  
What now is the angle of this flagship report and of the coalition of agencies I've mentioned that voluntary sustainability standards.

5:22:40.380 --> 5:22:42.650  
BankSt Floor16 Room30  
Here you can see a lot of examples.

5:22:42.660 --> 5:22:47.130  
BankSt Floor16 Room30  
You see the fair trade, the better cotton and the various organic labels.

5:22:47.360 --> 5:22:55.950  
BankSt Floor16 Room30  
So in UNFSS we look particularly at these labels and it's quite impressive how these labels the use of these labels has gone up.

5:22:55.960 --> 5:23:2.960  
BankSt Floor16 Room30  
I think we are not surprised because we constantly when we purchase our coffee down there, we can purchase a value healthy, yes on these labels are everywhere.

5:23:3.290 --> 5:23:29.900  
BankSt Floor16 Room30  
And the question we addressed in the report is really to what extent can these labels and can the procurement system interact and are is the procurement way a good way to also sort of like maybe spread the labels, so the voluntary sustainability standards a little bit more that the uptakes or the curve would go up even higher or can these voluntary sustainability standards, can they actually help you when it comes to doing sustainable procurement?

5:23:29.910 --> 5:23:32.360  
BankSt Floor16 Room30  
So these are the questions this flagship report.

5:23:32.370 --> 5:23:32.770  
BankSt Floor16 Room30  
Optics.

5:23:33.530 --> 5:23:34.110  
BankSt Floor16 Room30  
Umm.

5:23:34.430 --> 5:23:38.90  
BankSt Floor16 Room30  
And what what are the the main key takeaways here?

5:23:39.40 --> 5:23:46.330  
BankSt Floor16 Room30  
Is that indeed, the report says yes, the the labels can play an important role, but very much next to many other tools.

5:23:46.340 --> 5:23:56.530  
BankSt Floor16 Room30  
Yeah, in that report, we also look at some other key trade policy instruments and then the report looks at some examples of how can you integrate the labels and the procurement regime.

5:23:56.540 --> 5:24:16.830  
BankSt Floor16 Room30  
And on the one hand is just the general idea that you have sustainability criteria in your procurement, entertaining tender documents, then a little bit more specific would be that when you do the criteria, you look our very at water, the elements and the criteria in these voluntary system ability standards.

5:24:16.840 --> 5:24:17.330  
BankSt Floor16 Room30  
Yep.

5:24:17.720 --> 5:24:26.710  
BankSt Floor16 Room30  
And then there would be also the idea that you say if a company has a label, that means the company is complying with these criteria.

5:24:26.720 --> 5:24:34.670  
BankSt Floor16 Room30  
So it can maybe give you an approximation or a little bit support here, so maybe you see also the VSS.

5:24:34.680 --> 5:24:45.60  
BankSt Floor16 Room30  
The standards include the various buying guides and you can sort of take it as a shortcut if somebody has the label, maybe that one fulfills your criteria in all of that.

5:24:45.70 --> 5:24:55.950  
BankSt Floor16 Room30  
Obviously we have to very much look out for discrimination that we are not sort of like setting up a procurement process where we are targeting one particular of many other labels.

5:24:55.960 --> 5:24:56.360  
BankSt Floor16 Room30  
Yeah.

5:24:56.570 --> 5:25:4.180  
BankSt Floor16 Room30  
So there are some challenges here, and as you can see from the slide, I mean there are just like massive massive number of these labels right now.

5:25:4.220 --> 5:25:16.250  
BankSt Floor16 Room30  
Yeah, but it's quite interesting and I would encourage you to look at the report online to go a little bit through about the history of sustainable public procurement and in the report, we also look at the challenges.

5:25:16.260 --> 5:25:16.390  
BankSt Floor16 Room30  
Yeah.

5:25:16.400 --> 5:25:22.50  
BankSt Floor16 Room30  
And as I said, one one challenge is clearly that we we shouldn't go down the road of discrimination.

5:25:22.60 --> 5:25:22.390  
BankSt Floor16 Room30  
Yeah.

5:25:22.400 --> 5:25:27.60  
BankSt Floor16 Room30  
And we will have to be very careful that we comply with all the GPA requirements here.

5:25:27.910 --> 5:25:31.180  
BankSt Floor16 Room30  
I'm there is also two very practical challenges.

5:25:31.910 --> 5:25:35.360  
BankSt Floor16 Room30  
Many of these labels are or.

5:25:35.370 --> 5:25:40.760  
BankSt Floor16 Room30  
Some of these labels I wouldn't wanna say many, but some of these labels there are concerns about green washing.

5:25:40.770 --> 5:25:46.590  
BankSt Floor16 Room30  
Yeah, there is maybe too many labels right now and one has to be very careful which are very solid labels.

5:25:46.600 --> 5:25:46.990  
BankSt Floor16 Room30  
Yeah.

5:25:47.70 --> 5:25:49.170  
BankSt Floor16 Room30  
Where do you have a good certification scheme?

5:25:49.180 --> 5:25:55.770  
BankSt Floor16 Room30  
Where do you have good indicators and which labels are a little bit tend to be used for greenwashing?

5:25:55.780 --> 5:25:55.920  
BankSt Floor16 Room30  
Yeah.

5:25:55.930 --> 5:25:57.120  
BankSt Floor16 Room30  
So all of these are concerns.

5:25:57.130 --> 5:26:18.30  
BankSt Floor16 Room30  
We are also looking at in this interagency group of of UN agencies, and there is a third challenge and and I think that's a that's a quite important one when we think about procurement, OK, we think about many sectors, energy, transport, we think about food, the cafeterias and we also think about health.

5:26:18.40 --> 5:26:19.310  
BankSt Floor16 Room30  
For example, the hospitals.

5:26:19.580 --> 5:26:29.800  
BankSt Floor16 Room30  
Now there are some sectors where there is very few labels you have at the moment a very a lot of voluntary sustainability standards, let's say Agri food sector, timber, wood.

5:26:30.200 --> 5:26:30.840  
BankSt Floor16 Room30  
I don't know.

5:26:30.850 --> 5:26:40.470  
BankSt Floor16 Room30  
Now all the beautiful wood that sort of like we have in this quarters of what I was told is a very sustainable building, but that is, for example, for Stewardship Council certified.

5:26:40.560 --> 5:26:40.950  
BankSt Floor16 Room30  
Yeah.

5:26:41.110 --> 5:26:46.980  
BankSt Floor16 Room30  
So there are some sectors where you can nicely find the the voluntary sustainability standards.

5:26:46.990 --> 5:26:58.380  
BankSt Floor16 Room30  
But when we look at how there's hardly anything, so I don't know how many of the masks that we were all wearing, and the governments were purchasing for cobit, whether there is any sustainability aspect here.

5:26:58.390 --> 5:27:8.740  
BankSt Floor16 Room30  
So you will not find voluntary sustainability standards for all the sectors in which you would be trying to do sustainable procurement.

5:27:9.190 --> 5:27:31.340  
BankSt Floor16 Room30  
So with this I have tried to make you a little bit curious for this topic of VSO voluntary sustainability standards in in procurement, but I would love to spend a few minutes now with my UNECE hat on because there will also look at procurement and it's hard to say even more challenging I would say yeah, so we have another three to five minutes.

5:27:32.260 --> 5:27:32.970  
BankSt Floor16 Room30  
I'm good.

5:27:33.460 --> 5:27:44.480  
BankSt Floor16 Room30  
So in you and you see we look at innovation enhancing procurement and that's a topic that was discussed in the event in boudoir wonderful location in Montenegro with the outcome group.

5:27:44.490 --> 5:27:44.830  
BankSt Floor16 Room30  
Yeah.

5:27:44.840 --> 5:27:45.200  
BankSt Floor16 Room30  
So they have.

5:27:45.210 --> 5:27:47.980  
BankSt Floor16 Room30  
We looked at innovation in hunting procurement amongst others.

5:27:48.20 --> 5:27:49.590  
BankSt Floor16 Room30  
So what's the idea here?

5:27:50.320 --> 5:28:8.360  
BankSt Floor16 Room30  
So here the idea is that one moves away from having very specific criteria in the procurement documents and in the tender one moves a little bit towards what we call functional procurement that you tried to procure an outcome rather than a particular product.

5:28:8.430 --> 5:28:8.840  
BankSt Floor16 Room30  
Yeah.

5:28:8.890 --> 5:28:24.420  
BankSt Floor16 Room30  
So if you think, for example about rather than procuring a particular tram for the tram lines, you procure an outcome that says you want to have public transport that is having less CO2 emissions.

5:28:24.540 --> 5:28:27.380  
BankSt Floor16 Room30  
And that is really being picked up by society.

5:28:27.450 --> 5:28:35.300  
BankSt Floor16 Room30  
And it was funny because in my morning meetings I I had to leave this seminar here for for bilateral at the other part of on the side of London.

5:28:35.690 --> 5:28:37.880  
BankSt Floor16 Room30  
And I was in a beautiful sort of public building.

5:28:38.10 --> 5:28:48.20  
BankSt Floor16 Room30  
And you know, I'm off for the coffee and we go to the coffee shop and, you know, we joke about there organic coffee and there's beautiful organic coffee in beautiful recyclable paper cups.

5:28:48.430 --> 5:28:58.640  
BankSt Floor16 Room30  
And then we talked with the official standard said yes, but the challenge is that the paper cups are recyclable, and it was one of the aspects in choosing that particular provider.

5:28:59.70 --> 5:29:2.780  
BankSt Floor16 Room30  
But there is no recyclable system for this type of paper cups.

5:29:2.790 --> 5:29:5.390  
BankSt Floor16 Room30  
So in the end, the paper cups end up in the West.

5:29:5.490 --> 5:29:8.660  
BankSt Floor16 Room30  
That needs to be burned, and it actually makes the burning there more difficult.

5:29:8.710 --> 5:29:9.70  
BankSt Floor16 Room30  
Yeah.

5:29:9.110 --> 5:29:19.860  
BankSt Floor16 Room30  
So here you see an example where you might have had a great intention to procure services on paper cups that have the label, but you haven't thought about the system behind it.

5:29:19.950 --> 5:29:30.800  
BankSt Floor16 Room30  
Yeah, the the other traditional example is, isn't it has nothing to do particularly with the vessel Bacon region, but it's a very old example of when the Government of India procured toilets.

5:29:30.880 --> 5:29:31.230  
BankSt Floor16 Room30  
Yeah.

5:29:31.240 --> 5:29:34.190  
BankSt Floor16 Room30  
Government of India procured beautiful toilets for the villages.

5:29:34.660 --> 5:29:35.770  
BankSt Floor16 Room30  
But they forget.

5:29:35.840 --> 5:29:43.330  
BankSt Floor16 Room30  
Forgot to consult with the elderly, particularly with the women who were sort of against these toilets and these toilets were never picked up.

5:29:43.340 --> 5:29:43.770  
BankSt Floor16 Room30  
Yeah.

5:29:43.830 --> 5:29:54.730  
BankSt Floor16 Room30  
So the point I'm trying to make is that we are not only procuring a toilet or a paper cup, we have to think about how this plays out in the overall sustainability objectives.

5:29:54.740 --> 5:30:10.220  
BankSt Floor16 Room30  
We are trying to pursue and there is this concept of innovation enhancing procurement that we have looked at in UNECE, which says that maybe in today's world we actually have procure solutions that don't yet even exist.

5:30:10.350 --> 5:30:27.190  
BankSt Floor16 Room30  
Yeah, because we want to have the perfect mobility solution for salio or we want to have an even better lightening system for a particular building where you maybe have already some old systems in and we need to just have this little bit of innovation that gives us the perfect sense.

5:30:27.600 --> 5:30:41.850  
BankSt Floor16 Room30  
So we call this innovation enhancing procurement and we believe that it's an interesting Ave to to explore and because sort of in the end we will need innovation on our path towards sustainability.

5:30:41.860 --> 5:30:52.190  
BankSt Floor16 Room30  
We cannot just like remain with the solutions we have today and if we can move a little bit of the procurement budget towards really fostering innovation that might actually be a good idea.

5:30:52.280 --> 5:31:2.820  
BankSt Floor16 Room30  
So it's also a concept that is not exactly purchasing innovation but or or just supporting innovation, but it's sort of like a a, an interplay between different concepts.

5:31:3.610 --> 5:31:26.90  
BankSt Floor16 Room30  
And for this, we also kind of looked a little bit at what is happening in the European Union and we found in the report that I'm gonna show you shortly is we actually found some beautiful indicators of the different EU Member States and how much they invest in this so called innovation enhancing procurement.

5:31:26.840 --> 5:31:35.360  
BankSt Floor16 Room30  
Here you see a chart of like the total procurement per country without defence and how much of this is innovation enhancing procurement.

5:31:35.370 --> 5:31:42.250  
BankSt Floor16 Room30  
So you can definitely see the the more sort of like innovative countries at the front end.

5:31:42.260 --> 5:31:44.550  
BankSt Floor16 Room30  
Finland has always been a leader in innovation.

5:31:44.560 --> 5:31:45.60  
BankSt Floor16 Room30  
Yeah.

5:31:45.100 --> 5:31:57.430  
BankSt Floor16 Room30  
OK, Norway is not in the EU, but Netherlands, Switzerland also not in the EU, but it's EU report countries that are hard to say, really trying to foster innovation and they are using procurement as part of this.

5:31:57.730 --> 5:32:1.960  
BankSt Floor16 Room30  
Some other countries you can see at the right end of the spectrum there not yet.

5:32:2.10 --> 5:32:3.980  
BankSt Floor16 Room30  
So, so strong in that.

5:32:4.90 --> 5:32:23.660  
BankSt Floor16 Room30  
But I think it's it's quite interesting and discharge we are using in our two reports where we touch upon this one is that innovation performance outlook for the Eastern European and Southern Caucasus countries and the other one is the innovation for sustainable development review for Georgia.

5:32:23.770 --> 5:32:24.10  
BankSt Floor16 Room30  
Yeah.

5:32:24.20 --> 5:32:27.530  
BankSt Floor16 Room30  
And there we present the concept of innovation enhancing procurement.

5:32:27.860 --> 5:32:37.580  
BankSt Floor16 Room30  
We present discharge and some other charts with indicators of like how do you actually measure innovation enhancing procurement and we come up with some policy recommendations.

5:32:38.620 --> 5:32:42.50  
BankSt Floor16 Room30  
I think that a quite interesting area.

5:32:42.140 --> 5:32:44.170  
BankSt Floor16 Room30  
The first report is a regional report.

5:32:44.180 --> 5:32:53.470  
BankSt Floor16 Room30  
It's for the Eastern Europe and Southern Caucasus group of countries, so that includes Ukraine, Moldova, Armenia, Azerbaijan and Georgia.

5:32:53.620 --> 5:33:6.120  
BankSt Floor16 Room30  
And then we had the specifically targeted review for Georgia and when we work with countries, for example, let's follow up, we develop policy recommendations for Georgia, how to put in place innovation in hunting procurement.

5:33:6.220 --> 5:33:19.480  
BankSt Floor16 Room30  
We organized the study tour of the Georgian officials, going to Austria, going to Norway so that they can exchange with each other, always with the idea of how can we use procurement to be to, to also foster innovation.

5:33:20.110 --> 5:33:38.840  
BankSt Floor16 Room30  
Now this idea, and I think that's my last point, has also come up in our discussions with the best and Balkan region on innovation because as I mentioned already several times, the the meeting in in Budva we had, we are at the moment looking into how to do a regional report for the Western Balkan countries own innovation.

5:33:38.970 --> 5:33:39.440  
BankSt Floor16 Room30  
Yeah.

5:33:39.490 --> 5:33:51.310  
BankSt Floor16 Room30  
Together with the IC, the Regional Cooperation Council and the yeah, this idea of innovation enhancing procurement is one of the areas of of substance that we will be asked to look at.

5:33:51.420 --> 5:33:53.170  
BankSt Floor16 Room30  
And I think here I'll, I'll close it.

5:33:53.180 --> 5:33:55.390  
BankSt Floor16 Room30  
So this is a photo from the Buddha event.

5:33:55.400 --> 5:34:8.630  
BankSt Floor16 Room30  
Unfortunately I didn't manage to go, but I hope that there will be opportunity for me and definitely also for the UNECE team to work closer with the Western Balkan region on on innovation.

5:34:8.880 --> 5:34:19.140  
BankSt Floor16 Room30  
As I mentioned before, we don't really work with you on procurement, but we work with with some background on also trade facilitation and on on circular economy.

5:34:19.150 --> 5:34:22.180  
BankSt Floor16 Room30  
And I think that is here where the themes all interact.

5:34:22.410 --> 5:34:23.960  
BankSt Floor16 Room30  
So with this, I think I'll close.

5:34:23.970 --> 5:34:29.180  
BankSt Floor16 Room30  
As I said, my my overall objective was to to bring to put the SDK's on the spotlight here.

5:34:29.190 --> 5:34:42.780  
BankSt Floor16 Room30  
Yeah, to have a bit of a discussion on the SDG's and ability, and I'm very grateful to colleagues here from Bosnia and Herzegovina, Kosovo and also Albania, of sharing where you stand in terms of integrating sustainability and procurement.

5:34:43.480 --> 5:34:47.630  
BankSt Floor16 Room30  
And then I hope to point you to two type of work streams.

5:34:47.640 --> 5:35:7.570  
BankSt Floor16 Room30  
One this group of different UN agencies looking at voluntary sustainability standards, and they report that we did about the interaction of voluntary sustainability standards and procurement and secondly, a little bit the work of UNECE of my team where we look at how to force the innovation and sustainability also through procurement.

5:35:7.800 --> 5:35:24.20  
BankSt Floor16 Room30  
So I think I'll leave it with that and I hope that's useful and thank you once again for the it's I think you mentioned for the presentation from through this very comprehensive overview of UNCITRAL configurability and innovation.

5:35:24.910 --> 5:35:27.40  
BankSt Floor16 Room30  
Now we will move to the next speaker.

5:35:27.50 --> 5:35:30.950  
BankSt Floor16 Room30  
So you click Nadia Arta there's if you can hear us and.

5:35:30.960 --> 5:35:31.310  
BankSt Floor16 Room30  
Yeah.

5:35:31.650 --> 5:35:42.980  
BankSt Floor16 Room30  
And then there's that will give us an overview perspective on sustainability and from the GPA point of view, since the year that has an experience working also.

5:35:43.940 --> 5:35:47.490  
BankSt Floor16 Room30  
Yeah, WTO in the GPC committee.

5:35:47.500 --> 5:35:51.650  
BankSt Floor16 Room30  
So now so this is very broad approach.

5:35:51.660 --> 5:35:58.500  
BankSt Floor16 Room30  
So you you can give us much more details into how the GPU looks at it to the point you.

5:36:0.800 --> 5:36:2.590  
Nadezhda SPORYSHEVA  
Thanks very much Dorina.

5:36:2.600 --> 5:36:3.650  
Nadezhda SPORYSHEVA  
Hello everyone.

5:36:3.660 --> 5:36:6.410  
Nadezhda SPORYSHEVA  
It's really great to see and hear.

5:36:6.420 --> 5:36:9.300  
Nadezhda SPORYSHEVA  
I don't see the entire room, but I hear familiar voices.

5:36:10.60 --> 5:36:13.310  
Nadezhda SPORYSHEVA  
Ohm so uh, thanks very much.

5:36:13.320 --> 5:36:14.680  
Nadezhda SPORYSHEVA  
Just uh to check.

5:36:14.730 --> 5:36:24.300  
Nadezhda SPORYSHEVA  
Uh, I think I can project uh my slides myself, if that's OK, or there's preference that it's shared by you.

5:36:27.280 --> 5:36:28.40  
BankSt Floor16 Room30  
Yes, yes.

5:36:26.230 --> 5:36:31.20  
Nadezhda SPORYSHEVA  
Can I share maybe that it's yeah, easier to to navigate.

5:36:31.150 --> 5:36:31.860  
Nadezhda SPORYSHEVA  
OK.

5:36:32.270 --> 5:36:34.960  
Nadezhda SPORYSHEVA  
Then I think you can share my slides.

5:36:36.350 --> 5:36:43.460  
Nadezhda SPORYSHEVA  
So I think Elisabeth provided a very nice introduction to.

5:36:45.310 --> 5:36:59.820  
Nadezhda SPORYSHEVA  
The topic of public procurement and sustainability, so my role now would be really to, uh, put that into the perspective of the WTO Agreement on Government procurement.

5:37:0.240 --> 5:37:20.680  
Nadezhda SPORYSHEVA  
So here I would like to mention that I I would be speaking more in my personal plasticity because in the NC, as you just heard that we don't really have this track which is very much linked to the GPA in the WTO.

5:37:20.690 --> 5:37:23.700  
Nadezhda SPORYSHEVA  
So we support and we work on public procurement issues.

5:37:24.540 --> 5:37:28.290  
Nadezhda SPORYSHEVA  
But not yet in the in the context of the GPA.

5:37:28.300 --> 5:37:38.970  
Nadezhda SPORYSHEVA  
So I would be speaking from the from E ohh based on my experience that I worked in the WTO and I also follow these discussions quite closely.

5:37:39.620 --> 5:37:49.440  
Nadezhda SPORYSHEVA  
So to start, uh and I believe you might have had already quite extensive discussions in the morning about the role of the public procurement.

5:37:49.450 --> 5:38:3.240  
Nadezhda SPORYSHEVA  
So here just kind of to link and to reiterate the role of public procurement in the overall ohh economic system of each country.

5:38:3.250 --> 5:38:25.830  
Nadezhda SPORYSHEVA  
So we see that ohh it really forms significant proportion of the GPA or GDP and thus there is a public procurement really has this important role to shape and drive certain policies at the national level.

5:38:25.940 --> 5:38:29.230  
Nadezhda SPORYSHEVA  
So it can drive strategic considerations.

5:38:29.550 --> 5:38:32.710  
Nadezhda SPORYSHEVA  
Also, this regard to sustainability.

5:38:32.920 --> 5:38:39.510  
Nadezhda SPORYSHEVA  
So I think with that in mind and as a Elisabeth also highlighted.

5:38:40.290 --> 5:38:47.950  
Nadezhda SPORYSHEVA  
Ohh, public procurement is given a role in SDG's as part of SDG 12.

5:38:48.850 --> 5:38:52.270  
Nadezhda SPORYSHEVA  
I'm responsible consumption and production and.

5:38:54.660 --> 5:38:57.910  
Nadezhda SPORYSHEVA  
Also, having all of this in mind.

5:38:58.400 --> 5:39:6.630  
Nadezhda SPORYSHEVA  
Uh, the new revised GPA, which enters into force in 2014.

5:39:6.640 --> 5:39:13.990  
Nadezhda SPORYSHEVA  
So Ohh, it's in quite a new agreement in the overall umbrella of agreements in the double digits.

5:39:14.0 --> 5:39:20.640  
Nadezhda SPORYSHEVA  
You also if you compare it to other multilateral agreements, so the GPA is applied laterally.

5:39:20.650 --> 5:39:21.120  
Nadezhda SPORYSHEVA  
Agreement.

5:39:21.130 --> 5:39:30.580  
Nadezhda SPORYSHEVA  
It was revised recently, so thus there was an opportunity to take into consideration recent developments.

5:39:38.560 --> 5:39:38.740  
BankSt Floor16 Room30  
Which?

5:39:30.690 --> 5:39:38.940  
Nadezhda SPORYSHEVA  
So and I think you will see that in the text of the agreement in the context of several specific provisions.

5:39:38.950 --> 5:39:47.590  
Nadezhda SPORYSHEVA  
And I think I'm only providing you the initial set of the things which are being discussed in the GPA.

5:39:47.600 --> 5:40:5.890  
Nadezhda SPORYSHEVA  
You'll have some other sections sessions after my presentation on the GPA, but you will also see all of this novel and elements how they are brought and being discussed in the context of uh, ongoing discussions in the committee.

5:40:8.130 --> 5:40:8.580  
BankSt Floor16 Room30  
OK.

5:40:6.0 --> 5:40:13.810  
Nadezhda SPORYSHEVA  
Also, this regard to work programs here in this context, for example on sustainable public procurement.

5:40:14.260 --> 5:40:31.450  
Nadezhda SPORYSHEVA  
So if we look at a sustainability issue in the GPA, so I think one important consideration of an important take away, I would like you to have after my presentation today, then you go home.

5:40:32.60 --> 5:40:51.170  
Nadezhda SPORYSHEVA  
That GPA is a very flexible agreement, so it really tailored to accommodate ohh considerations and the needs of the countries, and really to tailor to specific circumstances of the countries.

5:40:51.480 --> 5:40:58.270  
Nadezhda SPORYSHEVA  
So it's also has an objective of efficient and effective management of public resources.

5:40:58.520 --> 5:41:0.360  
Nadezhda SPORYSHEVA  
So keep that in mind.

5:41:1.840 --> 5:41:13.230  
Nadezhda SPORYSHEVA  
The issue of sustainability is given, so to say, uh not read prescriptive role but rather permissive.

5:41:13.240 --> 5:41:29.900  
Nadezhda SPORYSHEVA  
So if countries, if you for example, I heard the the discussions from from, from from many of you today already uh are in incorporating green public procurement for example in the context of your award procedures.

5:41:30.800 --> 5:41:45.450  
Nadezhda SPORYSHEVA  
Uh, GPA provides you the certain uh provisions in that regard, but GPA is not telling you that you should do your procurement in sustainable matter.

5:41:51.250 --> 5:41:51.800  
BankSt Floor16 Room30  
OK, you.

5:41:45.460 --> 5:42:6.410  
Nadezhda SPORYSHEVA  
So it really if you are if you want to do green public procurement, if you want to follow sustainability matters, GPA provides you this framework, but it doesn't tell you that you should necessarily do things in this in, in this in this manner.

5:42:6.840 --> 5:42:11.950  
Nadezhda SPORYSHEVA  
So we have uh in the agreement 2 main dimensions.

5:42:12.40 --> 5:42:36.590  
Nadezhda SPORYSHEVA  
This is market access and procedural requirements, so you might have heard I I don't know whether you had you have been already introduced to the GPA and how the GPA looks like and the overall objective of the GPA that are initially the GPA was very much the agreement about market liberalization.

5:42:36.460 --> 5:42:36.610  
BankSt Floor16 Room30  
And.

5:42:36.600 --> 5:42:39.930  
Nadezhda SPORYSHEVA  
So it has this market access dimension.

5:42:40.500 --> 5:42:41.320  
Nadezhda SPORYSHEVA  
So what?

5:42:41.650 --> 5:42:48.740  
Nadezhda SPORYSHEVA  
Ohh what happens here in the contacts of sustainability questions?

5:42:48.750 --> 5:42:50.920  
Nadezhda SPORYSHEVA  
If we look at the sustainability dimension.

5:42:51.850 --> 5:42:56.540  
Nadezhda SPORYSHEVA  
Ohh so here we see that in many instances.

5:42:57.40 --> 5:42:58.870  
Nadezhda SPORYSHEVA  
Ohh what?

5:42:58.880 --> 5:43:4.190  
Nadezhda SPORYSHEVA  
What GPA does it opens up specific share of public procurement.

5:43:4.200 --> 5:43:12.560  
Nadezhda SPORYSHEVA  
So usually it is quite high value added public procurement, so it's not small procurement.

5:43:12.660 --> 5:43:19.570  
Nadezhda SPORYSHEVA  
So it's really innovative and quite expensive procurements which we are talking about.

5:43:19.740 --> 5:43:34.820  
Nadezhda SPORYSHEVA  
So and in many instances, sometimes countries are really liking suppliers at the domestic market to uh, supply the sustainability sustainable goods or services.

5:43:34.930 --> 5:43:48.220  
Nadezhda SPORYSHEVA  
So in this regard, the GPA is really contributing through its market opening to this objective to bring suppliers of environmentally friendly goods and services.

5:43:48.550 --> 5:43:56.890  
Nadezhda SPORYSHEVA  
So at the same time ohh there are also certain elements which.

5:43:57.710 --> 5:44:5.120  
Nadezhda SPORYSHEVA  
Ohh which contribute to facilitating green FDA.

5:44:5.240 --> 5:44:10.650  
Nadezhda SPORYSHEVA  
Ohh, foreign direct investments in in the in the in the GPA.

5:44:10.920 --> 5:44:34.550  
Nadezhda SPORYSHEVA  
So in addition to creating an, ensuring predictability and protection for foreign suppliers, it also creates a yeah, predictability and protection for foreign suppliers operating directly within the domestic territory through foreign subsidiaries.

5:44:35.110 --> 5:44:49.230  
Nadezhda SPORYSHEVA  
So it also has certain provisions, for example, domestic review procedures and overall ohh framework of the GPA really contributes to transparency and on discrimination.

5:44:49.360 --> 5:44:51.850  
Nadezhda SPORYSHEVA  
So they've all of this in mind.

5:44:51.900 --> 5:45:6.470  
Nadezhda SPORYSHEVA  
You will see that in many instances it really opens up the market in a manner which contributes to this new technological products being supplied to to the country.

5:45:8.240 --> 5:45:26.620  
Nadezhda SPORYSHEVA  
At the same time, while Ohh the GPA is a is one part of the GPA is about market access, it also provides policy space so it has in the GPA text itself exceptions.

5:45:26.940 --> 5:45:34.300  
Nadezhda SPORYSHEVA  
So which refer to the necessity to protect human, animal or plant life?

5:45:34.690 --> 5:45:34.860  
BankSt Floor16 Room30  
It's.

5:45:35.880 --> 5:45:46.250  
Nadezhda SPORYSHEVA  
Uh, this the caveat that these policies, they cannot be applied in a manner which creates obtain discriminatory practices.

5:45:47.0 --> 5:46:0.950  
Nadezhda SPORYSHEVA  
Also, some countries, while they're acceding to the GPA, they have some additional exceptions which actually refer to environmental practices in the context of their.

5:46:1.250 --> 5:46:9.280  
Nadezhda SPORYSHEVA  
Ohh, in all of their national commitments, so this is this is one part market access.

5:46:9.580 --> 5:46:23.20  
Nadezhda SPORYSHEVA  
But I would say that the biggest part of of the GPA since it's revision is about its procedural requirements.

5:46:23.30 --> 5:46:28.960  
Nadezhda SPORYSHEVA  
It's about it's so called good governance idea around the GPA.

5:46:28.970 --> 5:46:31.380  
Nadezhda SPORYSHEVA  
It's about the spirit of the GPA.

5:46:31.490 --> 5:46:34.30  
Nadezhda SPORYSHEVA  
What it creates for developing countries?

5:46:34.940 --> 5:46:42.990  
Nadezhda SPORYSHEVA  
So uh, and here I think we touched the bone this a little bit.

5:46:43.880 --> 5:46:56.110  
Nadezhda SPORYSHEVA  
I would like to flag a couple of provisions which are there in the GPA, which supports sustainability considerations, for for the GPA parties.

5:46:56.380 --> 5:47:1.260  
Nadezhda SPORYSHEVA  
So the first one is Article 10.

5:47:2.230 --> 5:47:5.210  
Nadezhda SPORYSHEVA  
Uh, which is about.

5:47:6.890 --> 5:47:7.170  
BankSt Floor16 Room30  
Thank you.

5:47:6.640 --> 5:47:7.410  
Nadezhda SPORYSHEVA  
Ah.

5:47:8.760 --> 5:47:12.250  
Nadezhda SPORYSHEVA  
Ohh, applying a technical specifications.

5:47:13.310 --> 5:47:13.610  
BankSt Floor16 Room30  
You have.

5:47:13.220 --> 5:47:23.650  
Nadezhda SPORYSHEVA  
Ohh, did the objective to prove to promote the conservation of natural resources or protection of the environment.

5:47:23.710 --> 5:47:46.550  
Nadezhda SPORYSHEVA  
So here you see that the GPA has a a possibility to allow if countries, if procuring entities, decide so to prepare and to adopt and apply technical specifications which have this objective of sustainability.

5:47:46.840 --> 5:47:56.790  
Nadezhda SPORYSHEVA  
But you don't see in the GPA that GPA says per say that you need to prepare technical specifications in in that manner.

5:47:56.900 --> 5:47:57.960  
Nadezhda SPORYSHEVA  
What GPA says?

5:47:59.170 --> 5:48:10.50  
Nadezhda SPORYSHEVA  
Relatedly to this provision, what it says as a continuation to this provision that in case ohh you decide to do so.

5:48:10.930 --> 5:48:27.260  
Nadezhda SPORYSHEVA  
Uh, you should wear appropriate based technical specifications on international standards where such exist or otherwise on national technical regulations, recognized national standards or building codes.

5:48:27.360 --> 5:48:31.400  
Nadezhda SPORYSHEVA  
So you see that in the language of the GPA.

5:48:31.470 --> 5:48:38.50  
Nadezhda SPORYSHEVA  
So you say again shall, where appropriate, base technical specifications on international standards.

5:48:38.150 --> 5:48:42.90  
Nadezhda SPORYSHEVA  
So here technical specifications is 1 area of.

5:48:43.490 --> 5:48:54.740  
Nadezhda SPORYSHEVA  
And ohh requirements of of the GPA which make reference to the system ability to the green dimension.

5:48:55.270 --> 5:49:9.820  
Nadezhda SPORYSHEVA  
The second one is related ohh to evaluate thing and awarding of contracts so it's another set of rule rules which is relevant for our discussion.

5:49:9.970 --> 5:49:23.750  
Nadezhda SPORYSHEVA  
So there are two articles, one Article 10, which indicates that evaluation criteria can indeed include environmental characteristics, and then you have Article 15.

5:49:25.50 --> 5:49:36.530  
Nadezhda SPORYSHEVA  
Which allows for awards to be a of the most advantageous tender based on evaluation criteria specified in the notices.

5:49:36.790 --> 5:49:47.760  
Nadezhda SPORYSHEVA  
So meaning that it could be based on qualitative contract award criteria rather than quantitative see.

5:49:47.940 --> 5:50:5.160  
Nadezhda SPORYSHEVA  
So and in this context, we saw that in many instances life cycle cost thing, sustainability aspects has been really used by many GPA countries as part of this provision.

5:50:5.470 --> 5:50:23.840  
Nadezhda SPORYSHEVA  
So you see that ohh GPA really has this flexible approach in its ohh framework which allows countries to use sustainability aspects in case they want to do so.

5:50:24.530 --> 5:50:27.740  
Nadezhda SPORYSHEVA  
For example, these discussions you had today.

5:50:27.750 --> 5:50:31.640  
Nadezhda SPORYSHEVA  
So ohh, the things you were indicating.

5:50:31.650 --> 5:50:35.540  
Nadezhda SPORYSHEVA  
They're very much in line with the spirit.

5:50:35.550 --> 5:50:45.440  
Nadezhda SPORYSHEVA  
Which GPA sets out in its in its text, so the next element which exists in the GPA.

5:50:45.940 --> 5:50:57.910  
Nadezhda SPORYSHEVA  
It's the work program on sustainable procurement and thanks so much for the introduction already, which was done by the representative of the EU about this work.

5:50:57.920 --> 5:51:9.110  
Nadezhda SPORYSHEVA  
So so back in 2012, then the agreement was I've been negotiations on the agreement were finalized.

5:51:9.200 --> 5:51:19.270  
Nadezhda SPORYSHEVA  
So there was decision to include this work program as a recognition that this is an emerging area which requires further attention.

5:51:19.440 --> 5:51:28.390  
Nadezhda SPORYSHEVA  
And of course, you have seen that elements which exist in the GPA well, they are quite limited in terms of promoting sustainability.

5:51:28.400 --> 5:51:42.870  
Nadezhda SPORYSHEVA  
So there is much more to be discussed, so the work program provides this opportunity and of course being a member of the GPA is an opportunity to participate and shape these discussions as well.

5:51:43.700 --> 5:51:54.260  
Nadezhda SPORYSHEVA  
So in terms of, uh, different elements and different aspects which were discussed as part of the work programs of this work program, for example.

5:51:54.680 --> 5:52:0.470  
Nadezhda SPORYSHEVA  
Ohh, even the the concept of sustainable procurement.

5:52:0.570 --> 5:52:9.730  
Nadezhda SPORYSHEVA  
What's Stainable procurement includes and we heard from Elizabeth that it could be it could include three dimensions, right?

5:52:9.780 --> 5:52:10.580  
Nadezhda SPORYSHEVA  
Think about it.

5:52:10.590 --> 5:52:21.170  
Nadezhda SPORYSHEVA  
Could could include environmental dimension, social, economic dimension and we see we still see this differentiation of use in terms of what?

5:52:21.710 --> 5:52:38.660  
Nadezhda SPORYSHEVA  
Ohh, it could mean in the contacts of these discussions in in the GPA if we frame it around stainable public procurement and we saw that in fact what GPA currently has, it's very much about environment.

5:52:38.900 --> 5:52:51.220  
Nadezhda SPORYSHEVA  
So and it's not that much about social economic opportunities, though indirectly, other provisions of the GPA contribute to these broader objectives as well.

5:52:51.430 --> 5:52:59.310  
Nadezhda SPORYSHEVA  
So these are discussions which are happening in the GPA committee and as part of the work program.

5:52:59.320 --> 5:53:1.650  
Nadezhda SPORYSHEVA  
So I will not go into detail here.

5:53:2.70 --> 5:53:5.660  
Nadezhda SPORYSHEVA  
Ohh, there was also quite useful.

5:53:6.730 --> 5:53:7.760  
Nadezhda SPORYSHEVA  
Ohh.

5:53:7.830 --> 5:53:14.20  
Nadezhda SPORYSHEVA  
Conference, which took place in 2017, which was dedicated to sustainability.

5:53:14.30 --> 5:53:35.0  
Nadezhda SPORYSHEVA  
So there is very good report which is referenced here and one of the key takeaways of this conference was that sustainability objectives are already quite reflected in the procurement systems of most, if not all, GPA parties and that many in fact use life cycle cost approach.

5:53:36.920 --> 5:53:43.10  
Nadezhda SPORYSHEVA  
Ohd SI just introduced to you this two other dimensions.

5:53:43.20 --> 5:54:6.880  
Nadezhda SPORYSHEVA  
So in terms of what sustainable procurement could include that it also includes social, economic, could input also social economic dimensions in addition to environment, I just would like to mention that in addition to work program on sustainable procurement, GPA also established a special dedicated work program on SMEs.

5:54:7.680 --> 5:54:19.910  
Nadezhda SPORYSHEVA  
Ohh which also Ohh has quite interesting mandate in terms of facilitating the participation of assumes in government procurement.

5:54:19.920 --> 5:54:23.360  
Nadezhda SPORYSHEVA  
So this is also something just to keep to keep in mind.

5:54:24.130 --> 5:54:35.370  
Nadezhda SPORYSHEVA  
Ohh and I think this is the last message linked to the previous slide as we talk about SME S and if we have this broader.

5:54:36.20 --> 5:54:43.710  
Nadezhda SPORYSHEVA  
A discussion and consideration of the social dimension in the context of of the GPA.

5:54:43.720 --> 5:54:46.200  
Nadezhda SPORYSHEVA  
Of course, the overall.

5:54:47.410 --> 5:55:11.390  
Nadezhda SPORYSHEVA  
Ohm spirit of the GPA and main principles of the GPA, which which are linked to nondiscrimination, transparency, procedural fairness, all of that contributes quite well to facilitating SMEs participation in public procurement and the overall design of the GPA.

5:55:12.530 --> 5:55:12.740  
BankSt Floor16 Room30  
OK.

5:55:11.400 --> 5:55:40.180  
Nadezhda SPORYSHEVA  
What I told you that it mainly applies to high valued threshold procurement that there is this differentiation also at the level of threshold that there are certain contracts which are below thresholds which are only open to domestic contractors where estimates has more opportunities to participate.

5:55:40.270 --> 5:55:50.570  
Nadezhda SPORYSHEVA  
So this, they've all of this in mind, I think GPA captures already indirectly this social dimension to some extent.

5:56:5.470 --> 5:56:6.710  
BankSt Floor16 Room30  
Start your judgment.

5:55:50.580 --> 5:56:8.140  
Nadezhda SPORYSHEVA  
And of course, the idea which is has also been included in the GPA about electric, electronic, public procurement is also very much linked to enhancing SMS participation.

5:56:6.770 --> 5:56:9.50  
BankSt Floor16 Room30  
It's just think from what it was.

5:56:12.430 --> 5:56:12.910  
BankSt Floor16 Room30  
Somewhere.

5:56:15.150 --> 5:56:17.160  
BankSt Floor16 Room30  
No rush.

5:56:8.610 --> 5:56:25.920  
Nadezhda SPORYSHEVA  
Ohh, and the role of the EBRD in supporting E procurement reform is also in the countries in transition economies is also very much in spirit of supporting SMS participation in government procurement.

5:56:26.550 --> 5:56:53.150  
Nadezhda SPORYSHEVA  
So I think with that I would conclude maybe just a couple of reflections in terms of the countries I have heard who are for in the room and in terms of, uh, your, your participation in the GPA and the context of green public procurement, sustainable public procurement.

5:56:54.100 --> 5:56:56.110  
Nadezhda SPORYSHEVA  
So we have in the room.

5:56:56.120 --> 5:57:12.90  
Nadezhda SPORYSHEVA  
I understand several countries which are GPA members and I would really like to mention North Macedonia and congratulate Alexander on concluding, but GPA accession process last year.

5:57:12.100 --> 5:57:29.500  
Nadezhda SPORYSHEVA  
I think it's such an important milestone last year, which happened to North Macedonia, so there is also Montenegro, which is a GPA party there also some countries which are observer observers to to the GPA like Albania.

5:57:29.650 --> 5:57:35.820  
Nadezhda SPORYSHEVA  
So it's really a great mix in the room to share and exchange experience.

5:57:35.830 --> 5:58:26.580  
Nadezhda SPORYSHEVA  
Also, in terms of what is GPA and of what the GPA can provide, also in the context of sustainable public procurement and also I I hear that there are several countries which are currently are in the process of acceding to the WTO countries like Bosnia, Herzegovina, Serbia, I don't know whether everyone in the room or some are connected online and just here just to say and I believe you'll have a session after this one on observership in in the GPA just to say that the the GPA also provides an opportunity for the countries which are acceding.

5:58:26.730 --> 5:58:31.870  
Nadezhda SPORYSHEVA  
To the WTO, also to be observers, to to, to, to, to the GPA.

5:58:31.910 --> 5:58:41.750  
Nadezhda SPORYSHEVA  
And I think it's really a great opportunity to observe what is happening in the committee to hear first hand.

5:58:42.370 --> 5:58:43.520  
Nadezhda SPORYSHEVA  
Uh, how?

5:58:43.530 --> 5:58:58.650  
Nadezhda SPORYSHEVA  
Uh, different policies are shaped, and I think it's especially relevant in this area of green public procurement, as the colleagues were saying, yes, we do green public procurement, but we would like more of it, right.

5:58:58.720 --> 5:59:8.670  
Nadezhda SPORYSHEVA  
So, and I think we all need to learn from each other how to work with this emerging subject.

5:59:8.680 --> 5:59:10.670  
Nadezhda SPORYSHEVA  
So I think I'll stop here.

5:59:12.110 --> 5:59:12.410  
BankSt Floor16 Room30  
It's.

5:59:10.680 --> 5:59:22.720  
Nadezhda SPORYSHEVA  
I thank you very much for this opportunity to present about the work, the GPA, the GPA and GPA committee has been doing this regard to sustainability.

5:59:24.200 --> 5:59:42.650  
BankSt Floor16 Room30  
And there's a thank you very much for your presentation and for giving us insight from GPA and highlighting the fact that you know it's it's open and regardless of the fact that there are not too many details provision, but nevertheless it's quite impressive.

5:59:42.660 --> 5:59:57.400  
BankSt Floor16 Room30  
And then countries are free to implement, and their national public procurement legislation for like very detailed and comprehensive sustainability divisions and they will be perfectly in line with the the GPA.

5:59:57.570 --> 6:0:7.640  
BankSt Floor16 Room30  
And now if you allow me, I would want to open the floor for questions to our speakers, to a little bit and my data, OK.

6:0:10.670 --> 6:0:11.570  
BankSt Floor16 Room30  
Maybe some comments.

6:0:19.910 --> 6:0:25.360  
BankSt Floor16 Room30  
Because we we, as we noticed from the presentations, yes, countries are moving towards this direction.

6:0:25.370 --> 6:0:27.270  
BankSt Floor16 Room30  
Yes, there are, you know, certain.

6:0:29.40 --> 6:0:29.710  
BankSt Floor16 Room30  
Provisions.

6:0:29.720 --> 6:0:33.970  
BankSt Floor16 Room30  
But even like the the what country still have a lot?

6:0:35.820 --> 6:0:35.940  
BankSt Floor16 Room30  
No.

6:0:39.440 --> 6:0:40.70  
BankSt Floor16 Room30  
In the bed.

6:0:40.120 --> 6:0:46.900  
BankSt Floor16 Room30  
So we see that and the highest update would be around 20% mistaken.

6:0:46.910 --> 6:0:53.80  
BankSt Floor16 Room30  
So of the best performing countries in in terms, it's gonna be like approach still there is a wide.

6:0:59.540 --> 6:1:7.330  
BankSt Floor16 Room30  
Making it as sustainable as possible and as green and and socially responsible as possible.

6:1:9.20 --> 6:1:18.770  
BankSt Floor16 Room30  
I'm not even sure what I can attach a a clear number to it, and I think sometimes the challenge on the sustainability side is always also the measuring what you're really measuring.

6:1:18.780 --> 6:1:19.490  
BankSt Floor16 Room30  
How? Yeah.

6:1:19.840 --> 6:1:32.220  
BankSt Floor16 Room30  
So but I I'm as I mentioned, I'm really happy that we have to have this segment in the discussions because as you just said here, we are at the point where we need to really share swap notes.

6:1:32.230 --> 6:1:32.720  
BankSt Floor16 Room30  
Yeah.

6:1:32.760 --> 6:1:36.210  
BankSt Floor16 Room30  
And not only tell what what works, but also what doesn't work.

6:1:36.220 --> 6:1:43.940  
BankSt Floor16 Room30  
Sometimes we learn more by what that didn't work, and I I see great potential in in the sustainability sustainable procurement.

6:1:43.950 --> 6:1:52.220  
BankSt Floor16 Room30  
And I I also very much appreciated what we heard from from Nadia now about the the flexibility that the GPA gives us.

6:1:52.230 --> 6:1:52.380  
BankSt Floor16 Room30  
Yeah.

6:1:52.390 --> 6:1:55.960  
BankSt Floor16 Room30  
So it's not that it's either GPA or sustainability.

6:1:56.270 --> 6:1:58.880  
BankSt Floor16 Room30  
One can do both and and maybe that's the way forward.

6:1:58.890 --> 6:2:0.880  
BankSt Floor16 Room30  
And I think EBRD is doing an amazing job.

6:2:0.890 --> 6:2:2.470  
BankSt Floor16 Room30  
In in bringing that together.

6:2:2.480 --> 6:2:2.950  
BankSt Floor16 Room30  
So thank you.

6:2:4.210 --> 6:2:4.490  
Antonella Salgueiro  
Umm.

6:2:4.580 --> 6:2:4.840  
BankSt Floor16 Room30  
Cool.

6:2:7.660 --> 6:2:9.830  
Antonella Salgueiro  
They're not just to I.

6:2:9.840 --> 6:2:25.390  
Antonella Salgueiro  
I want to thank Eliza and Nadia for their presentation very much detail and I like that Nadia mentioned the fact that the GPA is really, really it allows to actually implement this sort of, let's call it, environmental criteria.

6:2:25.690 --> 6:2:38.80  
Antonella Salgueiro  
And just wanted to ask because we talked about all these different aspects of that you can put include technical specifications that are there to promote environmental sustainability or for natural resources.

6:2:38.170 --> 6:2:41.670  
Antonella Salgueiro  
But just want to share with you a slide that we used earlier.

6:2:43.740 --> 6:2:56.850  
Antonella Salgueiro  
There and then you can see for example just like clear examples on how these different provisions from the GPA that actually allow environmental criteria for tenders can actually be implemented.

6:2:56.960 --> 6:3:6.390  
Antonella Salgueiro  
So for example, you can make use of ECHO labels or labels as long as they are not discriminating against different parties of the agreement.

6:3:6.460 --> 6:3:17.820  
Antonella Salgueiro  
You can include in the technical specifications criteria related, for example to and buildings are built that are self sufficient through the use of renewal energy.

6:3:17.900 --> 6:3:34.400  
Antonella Salgueiro  
You can be really creative in actually implementing this sort of green pool procurement strategies, but at the same time, it's important to take into account that though the GPA has this trade obligations already in place, there's still room to actually develop farther.

6:3:34.570 --> 6:3:39.380  
Antonella Salgueiro  
These sort of criteria and this is one of the let's call objective.

6:3:39.390 --> 6:3:44.100  
Antonella Salgueiro  
Functionally, the work is being done through the work program on sustainability.

6:3:46.400 --> 6:3:51.830  
BankSt Floor16 Room30  
Thank you so much, Natalia, if I may, I just have one question too, a little bit.

6:3:51.840 --> 6:4:20.150  
BankSt Floor16 Room30  
So during your research and homework around the countries, what would you define as they, you know, the hardest school like the the the biggest challenges in countries trying to implement sustainability in their public procurement strategies and and policies is a really tough question because in you in ECE per se we don't work on the stability procurement.

6:4:20.160 --> 6:4:24.50  
BankSt Floor16 Room30  
Yeah, we work on the BS that we work on, the innovation enhancing procurement.

6:4:24.60 --> 6:4:26.430  
BankSt Floor16 Room30  
So let me try to answer it from from that perspective.

6:4:27.10 --> 6:4:47.560  
BankSt Floor16 Room30  
From the voluntary sustainability standards side, I think 1 aspect we see there and we've discussed it in detail for the preparation of the current flagship that we are providing preparing is there are too many standards, two different, 2 diverse, too confusing.

6:4:47.570 --> 6:4:48.0  
BankSt Floor16 Room30  
Yeah.

6:4:48.130 --> 6:4:55.950  
BankSt Floor16 Room30  
And that makes it really hard for the exporters from the transitional economies or from other emerging economies to comply with the standards.

6:4:55.960 --> 6:4:56.330  
BankSt Floor16 Room30  
Yeah.

6:4:56.370 --> 6:5:10.790  
BankSt Floor16 Room30  
So and we are yet to see where these standards will, how they will evolve on what we see now with that you diligence approach in the EU, I think it will also shape and change the way how these voluntary sustainability standards evolved.

6:5:10.800 --> 6:5:11.90  
BankSt Floor16 Room30  
Yeah.

6:5:11.230 --> 6:5:20.840  
BankSt Floor16 Room30  
So I would say that that's one of the key challenges is the diversity confusion a little bit the potential for these standards to actually strain the areas.

6:5:21.300 --> 6:5:34.160  
BankSt Floor16 Room30  
And I'm sure that due diligence in a few years, maybe the universe will look differently because these due diligence obligations will set many other different requirements on the supply chains.

6:5:34.230 --> 6:5:36.290  
BankSt Floor16 Room30  
So that's for the for the first part of the presentation.

6:5:36.800 --> 6:5:44.430  
BankSt Floor16 Room30  
But the second part of the presentation, and I would say that the concept of innovation enhancing procurement is still a very, very new one.

6:5:44.440 --> 6:5:44.680  
BankSt Floor16 Room30  
Yeah.

6:5:44.690 --> 6:5:48.370  
BankSt Floor16 Room30  
So you could see there really the finlands, the Austrians, the Norway, said the Swiss.

6:5:49.400 --> 6:6:2.930  
BankSt Floor16 Room30  
Until these trickles down to sort of like larger group of countries, I think will take some time and for many of the the emerging economies, the whole concept of innovation policies is also still new.

6:6:2.940 --> 6:6:3.190  
BankSt Floor16 Room30  
Yeah.

6:6:3.200 --> 6:6:9.970  
BankSt Floor16 Room30  
So I don't know in in the EBRD, but for us a few years ago we had a mandate to work on intellectual property rights.

6:6:9.980 --> 6:6:11.410  
BankSt Floor16 Room30  
We don't do that anymore.

6:6:11.500 --> 6:6:16.670  
BankSt Floor16 Room30  
But the IPR angle, technology angle was the traditional way of approaching innovation.

6:6:16.680 --> 6:6:17.110  
BankSt Floor16 Room30  
Yeah.

6:6:17.160 --> 6:6:23.290  
BankSt Floor16 Room30  
Now we look much more at innovation, innovation, governance, innovation, institutions as innovation.

6:6:23.300 --> 6:6:25.580  
BankSt Floor16 Room30  
Also a concept for transforming societies.

6:6:25.590 --> 6:6:31.500  
BankSt Floor16 Room30  
Yeah, that's why I mentioned that you know, the problem with the toilets and the problems with the system with the, the the paper cup.

6:6:31.510 --> 6:6:31.940  
BankSt Floor16 Room30  
Yeah.

6:6:31.990 --> 6:6:40.110  
BankSt Floor16 Room30  
So going beyond pure technology and looking really as a systemic question, I think that's that's the biggest challenge in the second part.

6:6:41.110 --> 6:6:41.800  
BankSt Floor16 Room30  
Thank you so much.

6:6:41.840 --> 6:6:42.200  
BankSt Floor16 Room30  
Love you.

6:6:42.210 --> 6:6:45.940  
BankSt Floor16 Room30  
Procurement, you are in good hands with with procurement colleagues here now with that.

6:6:45.950 --> 6:6:46.280  
BankSt Floor16 Room30  
Yeah.

6:6:46.330 --> 6:6:57.660  
BankSt Floor16 Room30  
You please of innovation that you were talking about because as we know like just standard development and innovation are quite different.

6:6:57.730 --> 6:7:0.310  
BankSt Floor16 Room30  
But I wanted to understand this aspect.

6:7:0.370 --> 6:7:2.360  
BankSt Floor16 Room30  
How would you differentiate those two?

6:7:2.450 --> 6:7:2.670  
BankSt Floor16 Room30  
Yeah.

6:7:2.930 --> 6:7:7.800  
BankSt Floor16 Room30  
So the standards would really set the very clear, specific requirement.

6:7:7.810 --> 6:7:16.260  
BankSt Floor16 Room30  
For example, the amount of CO2 that is being admitted or a sort of like a very concrete technical specification.

6:7:16.370 --> 6:7:16.830  
BankSt Floor16 Room30  
Yeah.

6:7:16.910 --> 6:7:21.460  
BankSt Floor16 Room30  
If you think about innovation in harassing procurement, it's much broader.

6:7:22.50 --> 6:7:27.300  
BankSt Floor16 Room30  
I'm a take the example of a game park for for kids.

6:7:27.910 --> 6:7:38.220  
BankSt Floor16 Room30  
That you would say you don't say you want to have the following tools in the game pack, but you want to have a so many visitors in the game park. Yeah.

6:7:38.230 --> 6:7:40.200  
BankSt Floor16 Room30  
So you you're very much open it up.

6:7:40.330 --> 6:7:41.760  
BankSt Floor16 Room30  
That also makes it very hard.

6:7:41.770 --> 6:7:42.400  
BankSt Floor16 Room30  
Yeah.

6:7:42.450 --> 6:7:47.800  
BankSt Floor16 Room30  
Or that you don't say tramp, but you outsource the whole mobility solution.

6:7:47.890 --> 6:7:48.310  
BankSt Floor16 Room30  
Yeah.

6:7:48.430 --> 6:7:58.380  
BankSt Floor16 Room30  
And and that hopefully kind of like creates the incentive more of suppliers, including the local ones to say how do I post the project in my particular region? Yeah.

6:7:58.420 --> 6:8:1.180  
BankSt Floor16 Room30  
And and I do see the challenge here because it's not very concrete.

6:8:1.190 --> 6:8:9.740  
BankSt Floor16 Room30  
Yeah, it's really opening it up to say you're procuring a solution and you don't even yet know the how exactly the solution will look like.

6:8:10.20 --> 6:8:22.330  
BankSt Floor16 Room30  
OK, if I I think in in the hospital context is maybe any area where you know innovation has for long been in the medical service a lot or like in the energy sector.

6:8:22.980 --> 6:8:27.140  
BankSt Floor16 Room30  
But I do see the challenges of narrowing it down to a very specific tender.

6:8:27.310 --> 6:8:36.610  
BankSt Floor16 Room30  
And so here is also where we say it's really a borderline tool innovation policy where you have, for example, giving a grant to find a particular solution.

6:8:36.660 --> 6:8:36.910  
BankSt Floor16 Room30  
Yeah.

6:8:36.920 --> 6:8:41.120  
BankSt Floor16 Room30  
So the two are maybe also very close, not only close to the procurement.

6:8:42.940 --> 6:8:46.930  
BankSt Floor16 Room30  
Tell her she like the our theory of change.

6:8:47.60 --> 6:8:53.770  
BankSt Floor16 Room30  
Whenever we have a project, we first understand what outcomes we want to have.

6:8:53.780 --> 6:9:2.110  
BankSt Floor16 Room30  
Then we define our outputs and then what activities we need to undertake to achieve those outputs and outcomes.

6:9:2.120 --> 6:9:3.550  
BankSt Floor16 Room30  
That you're actually verified?

6:9:3.560 --> 6:9:15.630  
BankSt Floor16 Room30  
Yeah, starting with the overall objective and then break it down into what do we what do we need while on many of the more traditional procurement side, you're trying to be son, of course there by step in the other direction, yeah.

6:9:15.640 --> 6:9:20.470  
BankSt Floor16 Room30  
And I think that's why it's I say it's like progressive.

6:9:20.480 --> 6:9:25.830  
BankSt Floor16 Room30  
Yeah, but it's important to change the perspective a little bit and have that shape considerations.

6:9:25.840 --> 6:9:26.650  
BankSt Floor16 Room30  
Yeah, I'm not.

6:9:26.820 --> 6:9:32.610  
BankSt Floor16 Room30  
I I don't want to be understood as saying it's the perfect concept because it is not right now.

6:9:32.620 --> 6:9:36.190  
BankSt Floor16 Room30  
Particularly not for countries where many transitions are taking place.

6:9:36.200 --> 6:9:48.540  
BankSt Floor16 Room30  
Yeah, but it's important to to be Abed in mind, particularly when we think about the the the many sustainability challenges we would directives, partnership for innovation and competitive dialogue.

6:9:49.480 --> 6:9:49.770  
BankSt Floor16 Room30  
Yes.

6:9:49.780 --> 6:9:50.930  
BankSt Floor16 Room30  
And we are tables.

6:9:51.190 --> 6:9:51.790  
BankSt Floor16 Room30  
It's how do you?

6:9:52.350 --> 6:9:53.910  
BankSt Floor16 Room30  
Yeah, I.

6:9:54.0 --> 6:9:58.190  
BankSt Floor16 Room30  
And so we, our main counterpart on that work is digging research.

6:9:58.200 --> 6:10:0.870  
BankSt Floor16 Room30  
Yeah, it's in that case, not DG grow.

6:10:0.880 --> 6:10:2.630  
BankSt Floor16 Room30  
Or DT trade, but it's DG research.

6:10:5.20 --> 6:10:7.390  
BankSt Floor16 Room30  
How it's actually it's very intriguing.

6:10:7.440 --> 6:10:16.130  
BankSt Floor16 Room30  
And you know, based on your presentation this, umm, what you're essentially saying is that we need to democratize proposals.

6:10:16.610 --> 6:10:16.970  
BankSt Floor16 Room30  
Exactly.

6:10:17.650 --> 6:10:39.820  
BankSt Floor16 Room30  
If I can sum it up because you know this public, private dialogue and partnerships and innovation, but when you think about it, it's it really makes a lot of sense when you design a project, you will typically announce a even a tender for a feasibility study.

6:10:39.910 --> 6:10:52.220  
BankSt Floor16 Room30  
But eventually a firm will bit and will design the we'll do the feasibility study will show how that project XYZ should be or the terms are.

6:10:52.290 --> 6:10:55.460  
BankSt Floor16 Room30  
They will develop the terms of reference for the upcoming project.

6:10:56.480 --> 6:11:5.360  
BankSt Floor16 Room30  
What I'm understanding from you is that you would like to, as I said, democratize proposals and by giving them.

6:11:6.20 --> 6:11:25.160  
BankSt Floor16 Room30  
Ohh by allowing them to propose the outputs the result solution right, the solution you don't intervene, you don't condition them to how to actually do as you said, the park the game park is a very good example, you know.

6:11:26.570 --> 6:11:32.820  
BankSt Floor16 Room30  
Ohh, a government is too small compared to how many billions of people are in Earth.

6:11:32.870 --> 6:11:46.130  
BankSt Floor16 Room30  
Or let's say in the cost of our case, we have 800,000 diaspora only in Switzerland and Germany, which are very well integrated, well educated now second, third generation.

6:11:47.40 --> 6:11:54.70  
BankSt Floor16 Room30  
Ohh and for us to think that we can come up with some near perfect solution by.

6:11:55.550 --> 6:12:3.470  
BankSt Floor16 Room30  
Customizing some thumbs of references because we think that they may be the best for this specific solution.

6:12:4.350 --> 6:12:5.950  
BankSt Floor16 Room30  
Uh is actually.

6:12:8.620 --> 6:12:11.260  
BankSt Floor16 Room30  
Quite not serious.

6:12:11.690 --> 6:12:13.800  
BankSt Floor16 Room30  
You're not using the full potential.

6:12:13.870 --> 6:12:14.770  
BankSt Floor16 Room30  
No, we're not.

6:12:14.810 --> 6:12:17.720  
BankSt Floor16 Room30  
Not this is exactly why I think it's very intriguing.

6:12:17.780 --> 6:12:20.40  
BankSt Floor16 Room30  
This focusing on outputs.

6:12:20.250 --> 6:12:23.870  
BankSt Floor16 Room30  
Yeah, rather than on going step by step as we're used to.

6:12:26.720 --> 6:12:29.850  
BankSt Floor16 Room30  
One thing that came to mind is that yeah, of course.

6:12:29.900 --> 6:12:48.400  
BankSt Floor16 Room30  
Just like in a developing country, first, bigger infrastructural projects are roads and for projects that we have not included, let's say the usage and how long and the safety of those roads.

6:12:49.350 --> 6:13:2.490  
BankSt Floor16 Room30  
Uh, we even failed to include maintenance as they part of the whole chain of PPP's, which are designed, fund, implement and maintain.

6:13:3.180 --> 6:13:13.140  
BankSt Floor16 Room30  
When you exclude maintenance, they will be incentivized not to do a very good job, and then you have to renovate every five years and you then have, yes.

6:13:13.150 --> 6:13:14.80  
BankSt Floor16 Room30  
And you have to spend more.

6:13:14.990 --> 6:13:19.920  
BankSt Floor16 Room30  
So it's I I completely agree with this approach.

6:13:19.930 --> 6:13:30.370  
BankSt Floor16 Room30  
I know it's it's a bit novel and it it needs some awareness raising and a lot of education, but I think if we focus just like you proposed.

6:13:31.150 --> 6:13:37.720  
BankSt Floor16 Room30  
Ohh, we again democratize and we allow the world to come in with ideas.

6:13:38.170 --> 6:13:47.240  
BankSt Floor16 Room30  
Then you can still judge the which ideas have more merit, which are more implementable, which are too far out.

6:13:47.890 --> 6:13:55.310  
BankSt Floor16 Room30  
Not realistic and it will be your decision, but that at least you will have a plethora of proposals in front of you.

6:13:55.970 --> 6:13:56.800  
BankSt Floor16 Room30  
Very interesting.

6:13:56.860 --> 6:13:57.420  
BankSt Floor16 Room30  
I like that.

6:13:57.430 --> 6:13:57.760  
BankSt Floor16 Room30  
Thank you.

6:13:57.770 --> 6:13:58.100  
BankSt Floor16 Room30  
Thank you.

6:13:58.110 --> 6:13:59.720  
BankSt Floor16 Room30  
Thank you for taking this happened.

6:14:0.80 --> 6:14:11.420  
BankSt Floor16 Room30  
Let me just come back and on two points and we we did in our country review for Armenia, we actually look particularly at the innovation potential of the diaspora.

6:14:11.510 --> 6:14:28.600  
BankSt Floor16 Room30  
So you know in the in the innovation work, it's really what you mentioned like tapping on all these experts from Kosovo that are in other regions is actually really important because there is a lot of potential there that can also help you back home basically, yeah.

6:14:29.60 --> 6:14:31.540  
BankSt Floor16 Room30  
And I'll be sending that to you.

6:14:31.550 --> 6:14:49.650  
BankSt Floor16 Room30  
And I also like how you linked the discussion here to PPP's, because that's the other workstream where we are cooperating with EBRD and I think I will, I will talk about this in a moment where also the public private partnerships, they really need to rethink and we we jointly can learn how to best do that.

6:14:50.120 --> 6:14:50.710  
BankSt Floor16 Room30  
Thank you.

6:14:51.380 --> 6:14:51.830  
BankSt Floor16 Room30  
OK.

6:14:51.920 --> 6:14:52.810  
BankSt Floor16 Room30  
Thank you very much.

6:14:53.540 --> 6:14:54.600  
BankSt Floor16 Room30  
Questions or comments?

6:14:56.120 --> 6:15:3.270  
BankSt Floor16 Room30  
Then then we go for the coffee break, then we resume basically at please.

6:15:3.280 --> 6:15:3.590  
BankSt Floor16 Room30  
Thank you.

6:15:6.340 --> 6:15:9.610  
BankSt Floor16 Room30  
So thank you so much and I don't.

6:15:11.530 --> 6:15:11.950  
BankSt Floor16 Room30  
Cool.

6:15:13.140 --> 6:15:13.490  
BankSt Floor16 Room30  
Thank you.

6:15:13.500 --> 6:15:15.370  
BankSt Floor16 Room30  
Need 20 minutes? Yeah.

6:15:16.770 --> 6:15:17.550  
Antonella Salgueiro  
Thank you, Nadia.

6:15:17.560 --> 6:15:17.910  
Antonella Salgueiro  
Nice.

6:15:18.0 --> 6:15:19.30  
Antonella Salgueiro  
So nice to see you again.

6:15:19.900 --> 6:15:21.890  
Nadezhda SPORYSHEVA  
So much great to see you all.

6:15:23.30 --> 6:15:23.380  
Antonella Salgueiro  
Change to.

6:15:23.390 --> 6:15:23.920  
Antonella Salgueiro  
See you.

6:15:23.970 --> 6:15:24.710  
Antonella Salgueiro  
Thank you, Lisa.

6:15:24.720 --> 6:15:27.500  
Antonella Salgueiro  
As well, I don't know if she's there, so I guess she can hear me.

6:15:29.670 --> 6:15:30.960  
Antonella Salgueiro  
Ohh, they're already muted us.

6:15:31.40 --> 6:15:31.680  
Antonella Salgueiro  
OK.

6:15:31.770 --> 6:15:32.410  
Antonella Salgueiro  
Thank you, Nadia.

6:15:31.680 --> 6:15:34.240  
Nadezhda SPORYSHEVA  
Ah, OK, we only we only hear each other.

6:15:35.420 --> 6:15:36.220  
Antonella Salgueiro  
I I guess so.

6:15:36.100 --> 6:15:36.580  
Nadezhda SPORYSHEVA  
OK.

6:15:34.70 --> 6:15:37.340  
BankSt Floor16 Room30  
You will hear you looking at.

6:15:37.730 --> 6:15:38.730  
BankSt Floor16 Room30  
Yeah, we can hear you.

6:15:39.170 --> 6:15:39.610  
Nadezhda SPORYSHEVA  
OK.

6:15:39.410 --> 6:15:40.180  
Antonella Salgueiro  
Ohh they can hear.

6:15:39.40 --> 6:15:40.800  
BankSt Floor16 Room30  
OK like.

6:15:40.190 --> 6:15:41.160  
Antonella Salgueiro  
You can hear yes. OK.

6:15:43.320 --> 6:15:43.870  
Nadezhda SPORYSHEVA  
OK.

6:15:43.960 --> 6:15:44.850  
Nadezhda SPORYSHEVA  
Thanks so much.

6:15:45.70 --> 6:15:45.510  
Antonella Salgueiro  
Thank you.

6:15:44.860 --> 6:15:45.750  
Nadezhda SPORYSHEVA  
We'll be in touch.

6:15:45.820 --> 6:15:46.190  
Nadezhda SPORYSHEVA  
Thanks.

6:15:46.200 --> 6:15:46.510  
Nadezhda SPORYSHEVA  
Bye, bye.

6:15:46.520 --> 6:15:46.830  
Antonella Salgueiro  
Bye bye.

6:37:32.570 --> 6:37:32.760  
BankSt Floor16 Room30  
So.

6:37:37.820 --> 6:37:38.10  
BankSt Floor16 Room30  
No.

6:37:39.920 --> 6:37:40.440  
BankSt Floor16 Room30  
No, it's OK.

6:37:40.690 --> 6:37:42.130  
BankSt Floor16 Room30  
You know the problem.

6:37:45.340 --> 6:37:45.490  
BankSt Floor16 Room30  
No.

6:37:48.640 --> 6:37:50.480  
BankSt Floor16 Room30  
Is it possible to have water to you?

6:37:51.170 --> 6:37:52.640  
BankSt Floor16 Room30  
Well, yes, think something.

6:37:53.210 --> 6:37:54.0  
BankSt Floor16 Room30  
Welcome back up.

6:37:53.640 --> 6:37:54.460  
Antonella Salgueiro  
Aleksandar.

6:37:55.440 --> 6:37:56.110  
BankSt Floor16 Room30  
Can you hear us?

6:37:57.120 --> 6:37:57.510  
Aleksandar Argirovski  
Hi there.

6:37:58.190 --> 6:37:58.530  
BankSt Floor16 Room30  
Yeah.

6:37:57.520 --> 6:37:58.980  
Aleksandar Argirovski  
Yes, I hear you loud and clear.

6:38:0.230 --> 6:38:4.380  
BankSt Floor16 Room30  
So yeah, I thought I could leave from.

6:38:4.430 --> 6:38:13.200  
BankSt Floor16 Room30  
From Kosovarja mentioned, we are here for the last session for today and this session will be delegated.

6:38:13.210 --> 6:38:22.420  
BankSt Floor16 Room30  
Sorry mostly to looking into the practical part and practical aspects of you know what GPA is from the accession perspective.

6:38:22.470 --> 6:38:26.790  
BankSt Floor16 Room30  
What request where they are and then with a particular focus on basically only.

6:38:27.460 --> 6:38:29.40  
BankSt Floor16 Room30  
Yeah, observership status.

6:38:29.140 --> 6:38:50.980  
BankSt Floor16 Room30  
And without you, I will give the Alexander who is the most experienced person in the room basically to talk us through and to tell us about the the accession and the outcome and his no great experience in this perspective.

6:38:51.50 --> 6:38:54.480  
BankSt Floor16 Room30  
So Alexandr, which was the team?

6:38:54.670 --> 6:39:2.680  
BankSt Floor16 Room30  
The leader leading fighter for North Macedonia, we will share his his knowledge and experience.

6:39:3.150 --> 6:39:4.490  
BankSt Floor16 Room30  
Alexandr the, the fluid team.

6:39:6.910 --> 6:39:8.920  
Aleksandar Argirovski  
Well, thank you Dorina.

6:39:9.10 --> 6:39:14.10  
Aleksandar Argirovski  
It's, uh, a challenge to be the last speaker of the day.

6:39:16.100 --> 6:39:23.770  
Aleksandar Argirovski  
But I hope the presentation will be interesting for the colleagues and I'll manage to keep their attention.

6:39:24.740 --> 6:39:27.720  
Aleksandar Argirovski  
Will you share the presentation or I should share it from here?

6:39:28.240 --> 6:39:29.550  
BankSt Floor16 Room30  
Yeah, if you don't mind.

6:39:29.560 --> 6:39:35.330  
BankSt Floor16 Room30  
Because we have just Eliza who is helping us head to to leave for for a little bit.

6:39:35.540 --> 6:39:36.730  
BankSt Floor16 Room30  
If if you are able to.

6:39:36.740 --> 6:39:38.600  
BankSt Floor16 Room30  
If not, we can find a solution.

6:39:38.610 --> 6:39:39.770  
BankSt Floor16 Room30  
Are you able to share your screen?

6:39:41.140 --> 6:39:41.820  
Aleksandar Argirovski  
Probably yes.

6:39:47.400 --> 6:39:48.270  
Aleksandar Argirovski  
Just a second.

6:39:56.490 --> 6:39:57.70  
Aleksandar Argirovski  
You see it?

6:39:57.350 --> 6:39:57.700  
BankSt Floor16 Room30  
Yeah.

6:39:57.710 --> 6:39:58.0  
BankSt Floor16 Room30  
Great.

6:39:58.10 --> 6:39:58.460  
BankSt Floor16 Room30  
We have it.

6:39:59.110 --> 6:39:59.880  
Aleksandar Argirovski  
OK.

6:40:0.550 --> 6:40:1.640  
Aleksandar Argirovski  
Well, very good colleagues.

6:40:2.470 --> 6:40:3.350  
Aleksandar Argirovski  
Lucky you.

6:40:3.650 --> 6:40:10.510  
Aleksandar Argirovski  
I hope you enjoy a London and I'm really sorry I couldn't join you there.

6:40:11.20 --> 6:40:24.860  
Aleksandar Argirovski  
As I said this morning, I was in the process of getting a new passport, so there was no not enough time for me to go through the process of getting, uh, a British visa.

6:40:27.0 --> 6:40:36.340  
Aleksandar Argirovski  
Of my presentation is, as you said, about the practical aspects of what we went through and how this process looks like.

6:40:38.430 --> 6:40:41.320  
Aleksandar Argirovski  
At least look like for for North Macedonia.

6:40:41.330 --> 6:40:41.840  
Aleksandar Argirovski  
Do you hear me?

6:40:41.850 --> 6:40:44.80  
Aleksandar Argirovski  
Well, I hear some echo noise.

6:40:44.370 --> 6:40:47.140  
Aleksandar Argirovski  
I'm not sure if you can hear me clearly.

6:40:48.250 --> 6:40:50.460  
BankSt Floor16 Room30  
We can hear you very well and I'll be here.

6:40:49.760 --> 6:40:51.680  
Aleksandar Argirovski  
OK, very good, very good.

6:40:55.140 --> 6:40:58.370  
Aleksandar Argirovski  
Oh, that's the first thing is why GPA?

6:40:58.420 --> 6:41:1.220  
Aleksandar Argirovski  
I mean, what do we have from from GPA?

6:41:1.230 --> 6:41:4.70  
Aleksandar Argirovski  
What do we have from from from this agreement?

6:41:5.740 --> 6:41:21.440  
Aleksandar Argirovski  
Well first, first of all, there's the commitment to initiate the accession negotiations through the GPA as part of the accession to the WTO, as you know, those who are already Members in the in the WTO.

6:41:23.500 --> 6:41:34.330  
Aleksandar Argirovski  
Part of the accession package to the to the World Trade Organization is a commitment that is imposed to the exceeding countries that they should initiate accession negotiations.

6:41:34.340 --> 6:41:49.350  
Aleksandar Argirovski  
If I remember correctly from our case, I know there are countries in the room that are still negotiating the accession to the WTO, but I believe it will be the same story for them as well.

6:41:49.360 --> 6:42:6.170  
Aleksandar Argirovski  
So as part of the accession to the to the WTO, you will start of that package, you will have the the commitment of the obligation to start the negotiations for joining the government procurement agreement.

6:42:10.390 --> 6:42:14.880  
Aleksandar Argirovski  
What is the meaning of the GPA for for, for us, for for the countries from the region?

6:42:14.890 --> 6:42:17.850  
Aleksandar Argirovski  
So I I see the colleagues from Bosnia, from Kosovo.

6:42:18.930 --> 6:42:22.140  
Aleksandar Argirovski  
Ohh I know we have the colleagues from Albania online.

6:42:22.450 --> 6:42:24.340  
Aleksandar Argirovski  
So what's what's what?

6:42:24.350 --> 6:42:24.940  
Aleksandar Argirovski  
What is it?

6:42:25.230 --> 6:42:25.600  
Aleksandar Argirovski  
What?

6:42:25.610 --> 6:42:27.380  
Aleksandar Argirovski  
What difference does it make for us?

6:42:27.910 --> 6:42:30.140  
Aleksandar Argirovski  
We all have open procurement markets.

6:42:30.150 --> 6:42:35.130  
Aleksandar Argirovski  
I'm not sure if if Bosnia have their national preferences yet.

6:42:34.310 --> 6:42:36.850  
BankSt Floor16 Room30  
I don't want anymore.

6:42:37.610 --> 6:42:38.120  
Aleksandar Argirovski  
Yeah.

6:42:38.130 --> 6:42:49.210  
Aleksandar Argirovski  
Well, so we all have open procurement markets, which means that any economic operator from any country from the world can theoretically participate in the tenders.

6:42:49.270 --> 6:42:52.480  
Aleksandar Argirovski  
I'm not sure about Kosovo, but I'm I'm pretty sure it's similar.

6:42:54.540 --> 6:42:54.920  
BankSt Floor16 Room30  
People.

6:42:55.330 --> 6:42:59.20  
Aleksandar Argirovski  
Well, there are some economic and political considerations to be taken.

6:43:0.450 --> 6:43:0.830  
Aleksandar Argirovski  
Uh.

6:43:0.840 --> 6:43:10.810  
Aleksandar Argirovski  
From economic point of view, the the joining to the GPA doesn't really make much much difference because we have open procurement markets.

6:43:10.820 --> 6:43:18.900  
Aleksandar Argirovski  
So anybody could come on our tenders and our economic operators can participate in other countries.

6:43:21.240 --> 6:43:26.250  
Aleksandar Argirovski  
Procurements, at least those countries that that are near to us.

6:43:26.320 --> 6:43:33.620  
Aleksandar Argirovski  
So we are covered by the stabilization and Association Agreement with with the EU, which has a procurement chapter.

6:43:34.880 --> 6:43:49.680  
Aleksandar Argirovski  
We are covered by cefta, so the neighboring countries around, and I'm sure we all have a similar arrangements, so to say are four that have a procurement chapter in them.

6:43:49.770 --> 6:43:55.650  
Aleksandar Argirovski  
So we have already worked on opening up the procurement markets among ourselves, you're right.

6:43:57.790 --> 6:43:58.290  
Aleksandar Argirovski  
Umm.

6:43:59.700 --> 6:44:19.760  
Aleksandar Argirovski  
On the other hand, so putting aside the commitment that we have undertaken by by joining the WTO, there are some political considerations that should be, uh, considered so to say uh, I I think it's very good for our countries to be part of this club.

6:44:20.170 --> 6:44:33.390  
Aleksandar Argirovski  
So if you if you look at the the countries who are already parties to the agreement, uh, it's good to be part of of of that club because there is no other international standards.

6:44:33.400 --> 6:44:53.60  
Aleksandar Argirovski  
So to say, in procurement, our profession is not like like the accounting or the auditing where they already have a set of internationally recognized standards in procurement, the GPA is the gold standard of a sound procurement market and a sound procurement system.

6:44:53.490 --> 6:45:1.10  
Aleksandar Argirovski  
So being part of the GPA proves that you are doing well, that you are moving into the right direction.

6:45:2.350 --> 6:45:11.570  
Aleksandar Argirovski  
We are small countries, so as as markets we're not that interested, interesting to to countries that are far apart from from from the Western Balkans.

6:45:12.360 --> 6:45:24.830  
Aleksandar Argirovski  
I mean, we have to consider we have, uh, Hong Kong, we have South Korea, we have other countries that are really far from the Western Balkans.

6:45:24.840 --> 6:45:27.700  
Aleksandar Argirovski  
So we don't really expect uh.

6:45:29.720 --> 6:45:41.680  
Aleksandar Argirovski  
Blood of economic operators from these countries on our procurement markets even less, but we will flood their procurement markets right, but still.

6:45:46.200 --> 6:45:46.500  
BankSt Floor16 Room30  
I can't.

6:45:45.120 --> 6:46:1.730  
Aleksandar Argirovski  
Joining the GPA means that you are aligning to the best internationally recognized standards, so to say in the in the procurement area, the GPA is very general, but it has some sound basis that.

6:46:8.510 --> 6:46:11.410  
Aleksandar Argirovski  
We all, let's say, adhered to.

6:46:13.360 --> 6:46:13.740  
Aleksandar Argirovski  
Uh.

6:46:14.750 --> 6:46:17.430  
Aleksandar Argirovski  
Another uh issue that should be considered is the.

6:46:19.340 --> 6:46:34.160  
Aleksandar Argirovski  
Joining up to the GPA with with our hearing your integration process, so the the negotiations to join the the EU, we are in different stages, different countries in different stages, but we are in generally in a similar condition right.

6:46:35.210 --> 6:46:40.910  
Aleksandar Argirovski  
There are differences, of course, considering these two processes.

6:46:42.170 --> 6:46:55.120  
Aleksandar Argirovski  
Uh, joining the GPA means really substantive negotiations about the market access while joining the EU really means fulfilling the EU requirements and expectations.

6:46:55.530 --> 6:47:5.400  
Aleksandar Argirovski  
But there's a lot of overlapping because the EU procurement regime you procurement system is compliant and in accordance with the GPA requirements.

6:47:5.410 --> 6:47:19.420  
Aleksandar Argirovski  
So by accepting the EU standards, accepting the EU regulations, we are accepting also GPA standards that are already because the EU is already part of the of the GPA, right.

6:47:22.550 --> 6:47:25.390  
Aleksandar Argirovski  
What was our road to the GPA?

6:47:25.400 --> 6:47:29.70  
Aleksandar Argirovski  
Well, it was harder than expected, I must say.

6:47:30.630 --> 6:47:42.230  
Aleksandar Argirovski  
When we started the negotiations, we thought they were we will bring the record in in joining the GPA as the the the quickest accession.

6:47:43.820 --> 6:47:45.210  
Aleksandar Argirovski  
Uh, we thought it.

6:47:46.80 --> 6:47:50.600  
Aleksandar Argirovski  
Maybe not in a year, but year and a half maximum two years would finish well.

6:47:51.780 --> 6:47:54.70  
Aleksandar Argirovski  
Uh, it took us five years.

6:47:56.0 --> 6:48:14.160  
Aleksandar Argirovski  
Even I think even more than five years to finish our negotiations before I go into the details, I have to, uh, mentioned the fact that so we also took the road of becoming an observer first.

6:48:15.510 --> 6:48:22.240  
Aleksandar Argirovski  
So we we became observers in June 2013 and we started negotiations like three or four years later.

6:48:22.630 --> 6:48:26.770  
Aleksandar Argirovski  
So I do recommend that the.

6:48:29.760 --> 6:48:34.130  
Aleksandar Argirovski  
That would be your first step if you were considering to join the GPA.

6:48:34.340 --> 6:48:36.20  
Aleksandar Argirovski  
It can only bring benefits to you.

6:48:37.510 --> 6:48:55.320  
Aleksandar Argirovski  
You go there, you have the right to be at the meetings of the of the committee and it it gives you an inside look of what's happening in the in the A committee and how the the process is going to in in this committee.

6:48:55.390 --> 6:49:2.120  
Aleksandar Argirovski  
So it will give you an understanding of the overall agreement and how the process is work inside.

6:49:3.40 --> 6:49:8.0  
Aleksandar Argirovski  
It's very simple process and I'm I'm sure you can finish it very quickly.

6:49:8.10 --> 6:49:16.250  
Aleksandar Argirovski  
I heard your ship that you have already initiated your procedure to the government.

6:49:18.620 --> 6:49:26.490  
Aleksandar Argirovski  
From an expert point of view there, there are no reasons why there should be any problems, but I understand the politics can be can be tricky.

6:49:27.0 --> 6:49:28.520  
Aleksandar Argirovski  
Everywhere is the same, right?

6:49:32.190 --> 6:49:34.760  
Aleksandar Argirovski  
Well, after we became an observer.

6:49:38.140 --> 6:49:43.260  
Aleksandar Argirovski  
We spent three or four years before we practically submitted our application for membership.

6:49:44.320 --> 6:49:56.240  
Aleksandar Argirovski  
This was in February 2017 when we submitted our application for membership and in addition to the application, we submitted the answers to the checklist of issues and the relevant regulation.

6:49:56.320 --> 6:50:5.250  
Aleksandar Argirovski  
So you will be required to translate all the relevant primary and secondary legislation in procurement and submitted to the parties for their review.

6:50:6.460 --> 6:50:10.140  
Aleksandar Argirovski  
I have to say that we used extensively the technical assistance from EBRD.

6:50:12.340 --> 6:50:13.790  
Aleksandar Argirovski  
It is very valuable.

6:50:13.800 --> 6:50:24.770  
Aleksandar Argirovski  
It provides you with practical advice both when preparing the replies to the checklist of issues and also during the negotiations themselves.

6:50:24.780 --> 6:50:32.30  
Aleksandar Argirovski  
So you you you would need somebody to with experience to guide guide you through these rounds of negotiations.

6:50:33.590 --> 6:50:47.690  
Aleksandar Argirovski  
All domestically, we establish the working group composed of the Public Procurement Bureau, which was the lead institution for the negotiations Ministry of Economy, which in Macedonia is in charge of the WTO affairs in general, right.

6:50:48.460 --> 6:50:58.530  
Aleksandar Argirovski  
We had representatives from the Ministry of Foreign Affairs and from the government itself, I have to say the the the working group was more active at at the beginning.

6:50:59.620 --> 6:51:3.290  
Aleksandar Argirovski  
Umm, in the last one or two years?

6:51:3.300 --> 6:51:4.550  
Aleksandar Argirovski  
Not so much.

6:51:4.900 --> 6:51:6.230  
Aleksandar Argirovski  
Some people came.

6:51:6.240 --> 6:51:20.260  
Aleksandar Argirovski  
Other other people left from the respective institutions, so it was hard to keep track of of the of the people who were originally part of the working group.

6:51:20.550 --> 6:51:25.550  
Aleksandar Argirovski  
But I have to say that we try to include our government in each major step.

6:51:27.60 --> 6:51:31.430  
Aleksandar Argirovski  
So we requested the mandate from the government to submit our initial offer.

6:51:31.440 --> 6:51:41.570  
Aleksandar Argirovski  
We submit, we requested the mandate for some major changes in the initial offer and the mandate for for the final offer.

6:51:41.980 --> 6:51:53.170  
Aleksandar Argirovski  
So we had the mandate and having the government backing backing us all the time, from my experience, I have to say, uh, not too many people know about this.

6:51:53.340 --> 6:52:9.300  
Aleksandar Argirovski  
Not too many people know what GPA means, so if any of you is leading the negotiations and it's part of the of the negotiation negotiating team of of your country, you would probably need to sell this.

6:52:9.370 --> 6:52:11.370  
Aleksandar Argirovski  
This I mean not sell but but.

6:52:13.670 --> 6:52:15.400  
Aleksandar Argirovski  
Make the policy the main policy.

6:52:15.870 --> 6:52:21.790  
Aleksandar Argirovski  
Uh, people aware of what GPA is and what it means for the country?

6:52:23.460 --> 6:52:26.80  
Aleksandar Argirovski  
We didn't really have any problems with our government.

6:52:26.320 --> 6:52:36.240  
Aleksandar Argirovski  
Ohh, when we were asking for the mandate, but I have to say that very, very few people there knew what we're talking about.

6:52:38.740 --> 6:52:53.430  
Aleksandar Argirovski  
It is quite specific agreement and and we had to explain to the Minister of Finance to the Minister of economy what the GPA is, what our commitments would be, what our benefits would be.

6:52:53.760 --> 6:53:0.160  
Aleksandar Argirovski  
So this is something that you should have in mind when when you think about starting the the negotiations right.

6:53:2.710 --> 6:53:10.590  
Aleksandar Argirovski  
So after submitting the application during the second half of 2017, we drafted the initial market ACCCESS offer.

6:53:11.460 --> 6:53:15.740  
Aleksandar Argirovski  
We decided to follow the Montenegro approach and mirror the EU market coverage.

6:53:17.140 --> 6:53:20.980  
Aleksandar Argirovski  
Uh, the initial offer was submitted in the early 2018.

6:53:22.790 --> 6:53:24.510  
Aleksandar Argirovski  
And it's ohm.

6:53:25.90 --> 6:53:29.370  
Aleksandar Argirovski  
As I said, our expectations were that we would finish in about a year, year and a half.

6:53:30.500 --> 6:53:32.110  
Aleksandar Argirovski  
Unfortunately, that didn't happen.

6:53:32.120 --> 6:53:39.80  
Aleksandar Argirovski  
We had over 10 rounds of negotiations until the offer was finalized and accepted by the by the parties.

6:53:38.980 --> 6:53:39.230  
BankSt Floor16 Room30  
Yes.

6:53:39.90 --> 6:53:45.70  
Aleksandar Argirovski  
I will explain what was the problem and why these negotiations took so long so.

6:53:47.390 --> 6:53:59.920  
Aleksandar Argirovski  
2017 we we applied in June 2023, the decision was accepted by the Committee for North Macedonia to be come party to the agreement.

6:54:1.170 --> 6:54:11.670  
Aleksandar Argirovski  
After June, we had six months to finalize our internal procedures for the ratification of the law and depositing the instrument of accession.

6:54:12.650 --> 6:54:24.160  
Aleksandar Argirovski  
We managed to pull that off quite quickly and on October 30th last year we officially became that the the party to the agreement.

6:54:24.170 --> 6:54:31.890  
Aleksandar Argirovski  
So now we are participating in the committee as with full capacity as a member of the GPA.

6:54:34.700 --> 6:54:36.90  
Aleksandar Argirovski  
What negotiations mean?

6:54:36.670 --> 6:54:48.90  
Aleksandar Argirovski  
So you know when you say we will negotiate the the access the the access to the to the the GPA, what what that practically means, negotiations are twofold.

6:54:48.100 --> 6:54:57.450  
Aleksandar Argirovski  
I know somebody already mentioned this in the in the morning sessions, but I would like to highlight it in a simple way so.

6:54:59.440 --> 6:55:0.940  
Aleksandar Argirovski  
Negotiations are twofold.

6:55:1.530 --> 6:55:5.760  
Aleksandar Argirovski  
It's a compliance aspect and market access aspect.

6:55:6.390 --> 6:55:19.360  
Aleksandar Argirovski  
Under compliance, the parties check if the country meets the GPA requirements and the GPA standards, and they get to know the national procurement system of the exceeding country.

6:55:19.910 --> 6:55:22.560  
Aleksandar Argirovski  
So this is done mainly through the checklist of issues.

6:55:23.780 --> 6:55:32.0  
Aleksandar Argirovski  
So the first step you do when you submit your application, you submit the checklist of issues and this checklist of issues is a standard form.

6:55:32.90 --> 6:55:32.590  
Aleksandar Argirovski  
It's.

6:55:32.670 --> 6:55:39.850  
Aleksandar Argirovski  
It has, I I don't remember how many questions which is already predetermined and you just provide the answers right.

6:55:40.580 --> 6:55:47.290  
Aleksandar Argirovski  
And in addition to that, you send the translation of the of the national legislation, which is related to the procurement.

6:55:47.840 --> 6:56:1.20  
Aleksandar Argirovski  
So this is the first aspect, the compliance part and then the market access is the actual offer that you submit for opening your procurement market to other parties and it has seven annexes.

6:56:2.20 --> 6:56:4.870  
Aleksandar Argirovski  
So you practically when you prepare the.

6:56:6.920 --> 6:56:9.730  
Aleksandar Argirovski  
The initial access market access offer.

6:56:10.760 --> 6:56:17.300  
Aleksandar Argirovski  
You compile the seven annexes, which I will elaborate right now.

6:56:18.720 --> 6:56:21.130  
Aleksandar Argirovski  
So that's the first step of the second aspect.

6:56:21.580 --> 6:56:23.110  
Aleksandar Argirovski  
Negotiating the GPA accession.

6:56:25.910 --> 6:56:33.940  
Aleksandar Argirovski  
Now when you prepared the market access offer, you need to decide on what what approach you will take.

6:56:33.950 --> 6:56:38.160  
Aleksandar Argirovski  
There are different approaches in different annexes, umm.

6:56:39.80 --> 6:56:41.410  
Aleksandar Argirovski  
And that was the main problem that we had.

6:56:41.540 --> 6:56:52.750  
Aleksandar Argirovski  
So the parties from from from the day one generally praised that the coverage that we offer, but from start the main concern was the approach taken.

6:56:52.760 --> 6:56:55.530  
Aleksandar Argirovski  
So we decided we will take the Montenegro approach.

6:56:55.900 --> 6:56:59.200  
Aleksandar Argirovski  
We thought that time that it has already been accepted, right?

6:56:59.970 --> 6:57:0.480  
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This event.

6:57:0.10 --> 6:57:7.980  
Aleksandar Argirovski  
So being in a similar situation as a small country with the EU.

6:57:9.440 --> 6:57:10.270  
Aleksandar Argirovski  
Ohm.

6:57:12.650 --> 6:57:16.10  
Aleksandar Argirovski  
Perspective you membership, we thought that it should be.

6:57:17.150 --> 6:57:18.490  
Aleksandar Argirovski  
We should go the same way.

6:57:21.760 --> 6:57:22.80  
Aleksandar Argirovski  
Well.

6:57:24.430 --> 6:57:25.290  
Aleksandar Argirovski  
Things changed.

6:57:26.950 --> 6:57:33.800  
Aleksandar Argirovski  
And some of the parties said that they find this approach not feasible anymore.

6:57:33.890 --> 6:57:40.620  
Aleksandar Argirovski  
So they said we accepted for Montenegro, but we think that we want this approach to be changed.

6:57:40.710 --> 6:57:45.530  
Aleksandar Argirovski  
We don't accept this as a precedent case that will follow further on.

6:57:46.300 --> 6:57:52.150  
Aleksandar Argirovski  
So they thought some of the parties, mainly the the US and some other parties thought that.

6:57:53.770 --> 6:58:10.560  
Aleksandar Argirovski  
Many of the reservations that were in the annexes are not applicable to North Macedonia, but we have them only because we are mirroring the EU approach and therefore we should come up with a a different.

6:58:13.640 --> 6:58:16.330  
Aleksandar Argirovski  
Notes or reservations, if any.

6:58:16.380 --> 6:58:20.230  
Aleksandar Argirovski  
If there are applicable and relevant to the country, so that was the main problem.

6:58:21.720 --> 6:58:23.120  
Aleksandar Argirovski  
So we had to search for.

6:58:25.50 --> 6:58:43.640  
Aleksandar Argirovski  
As bogna this morning said creative solution how to meet the requirements from the EU that we don't end up with different coverage than the EU.

6:58:43.650 --> 6:58:47.350  
Aleksandar Argirovski  
So when we become, when we become a new Member State, we would have different.

6:58:49.20 --> 6:58:51.130  
Aleksandar Argirovski  
Uhm, coverage.

6:58:51.380 --> 6:59:3.940  
Aleksandar Argirovski  
Therefore, you would pay compensation and then the other countries that thought that many of the reservations are just not applicable to North Macedonia because of the market, because of the size of the country, et cetera.

6:59:6.290 --> 6:59:10.380  
Aleksandar Argirovski  
So the the approach has been agreed after many rounds of the of negotiations.

6:59:10.390 --> 6:59:15.980  
Aleksandar Argirovski  
As I said, we have we have 10 or maybe maybe even more rounds of negotiations. Uh.

6:59:17.770 --> 6:59:29.520  
Aleksandar Argirovski  
Consider there are three meetings of the of the committee a year, and then there was a halt in the in the meetings for maybe a year, year and a half during the COVID era.

6:59:29.530 --> 6:59:31.660  
Aleksandar Argirovski  
Or will after the COVID era.

6:59:33.810 --> 6:59:42.250  
Aleksandar Argirovski  
And finally, we agreed all parties agreed that we will keep the market access offer as is.

6:59:42.300 --> 7:0:4.670  
Aleksandar Argirovski  
So at mirroring the EU on market access offer, but we will delay the reservations, the notes until we become a new Member State and that's an that's an approach that has been agreed already and accepted for North Macedonia and uh, it seems that it is the approach that uh.

7:0:6.210 --> 7:0:11.490  
Aleksandar Argirovski  
Parties find acceptable for for the other countries from Western Balkan.

7:0:11.500 --> 7:0:19.740  
Aleksandar Argirovski  
So if you decide that you will start negotiations, this is the approach that you will be except expected to follow.

7:0:24.610 --> 7:0:26.260  
Aleksandar Argirovski  
So what is the offer made of?

7:0:26.270 --> 7:0:29.410  
Aleksandar Argirovski  
I said I mentioned it has seven annexes.

7:0:30.920 --> 7:0:33.130  
Aleksandar Argirovski  
I will go through the annexes very briefly.

7:0:33.180 --> 7:0:34.840  
Aleksandar Argirovski  
I know it's just too late.

7:0:36.660 --> 7:0:37.940  
Aleksandar Argirovski  
What these annexes mean?

7:0:38.900 --> 7:0:42.520  
Aleksandar Argirovski  
Annex One, Annex one is central government entities.

7:0:43.360 --> 7:0:49.270  
Aleksandar Argirovski  
So in Annex one, you define which central government entities are covered by the offer.

7:0:50.750 --> 7:0:53.40  
Aleksandar Argirovski  
It first has thresholds.

7:0:53.50 --> 7:0:55.880  
Aleksandar Argirovski  
These are the generally accept acceptable thresholds.

7:0:56.10 --> 7:0:56.780  
Aleksandar Argirovski  
I don't think you will.

7:0:56.790 --> 7:1:0.170  
Aleksandar Argirovski  
You can really negotiate about them very much.

7:1:0.680 --> 7:1:5.420  
Aleksandar Argirovski  
As you can see the the value is special drawing rights.

7:1:6.620 --> 7:1:12.250  
Aleksandar Argirovski  
It's little stronger than the euro, so one, one, 130,000 special drain, right, right.

7:1:12.260 --> 7:1:20.570  
Aleksandar Argirovski  
It's about €160,000 just for reference and after the thresholds Annex one listed the central government entities.

7:1:20.580 --> 7:1:29.770  
Aleksandar Argirovski  
So you have to put them in in the next one and at the end nodes are added excluding the the application and the coverage.

7:1:29.780 --> 7:1:37.880  
Aleksandar Argirovski  
In specific cases, Unix tool covers the A well, it can be a little confusing.

7:1:37.890 --> 7:1:39.520  
Aleksandar Argirovski  
I have to say Annex 2.

7:1:41.540 --> 7:1:43.350  
Aleksandar Argirovski  
Says substantial entities.

7:1:43.360 --> 7:1:57.270  
Aleksandar Argirovski  
So what we in our countries, when you say subcentral you prefer really to local government or regional governments, but it also covers the bodies governed by public law and it can be challenging to make the indicative list.

7:1:57.740 --> 7:1:59.850  
Aleksandar Argirovski  
So the structure is similar.

7:1:59.860 --> 7:2:1.410  
Aleksandar Argirovski  
First, you have the thresholds.

7:2:1.420 --> 7:2:12.880  
Aleksandar Argirovski  
These are the generally accepted thresholds, 200,000 for goods and services in Annex 2 and 5,000,000 for works, and then it lists the substantial government entities covered by the GPA.

7:2:13.490 --> 7:2:23.290  
Aleksandar Argirovski  
So you have the local government bodies and bodies governed by public law, and finally it gives indicative list of bodies governed by public law.

7:2:24.550 --> 7:2:30.30  
Aleksandar Argirovski  
At the end of the of Annex 2, you have the notes added, excluding the coverage.

7:2:33.100 --> 7:2:35.520  
Aleksandar Argirovski  
UNECE Tree says other entities.

7:2:37.610 --> 7:2:42.590  
Aleksandar Argirovski  
Eu, Montenegro and N Macedonia list utilities here.

7:2:44.960 --> 7:2:52.420  
Aleksandar Argirovski  
As you can see, the goods and services are 400,000 special drawing rights and the works is the same 5,000,000 special drawing rights.

7:2:53.900 --> 7:2:56.860  
Aleksandar Argirovski  
You have a description of the.

7:2:56.930 --> 7:2:59.450  
Aleksandar Argirovski  
Practically, you would put the definition from your law.

7:3:0.580 --> 7:3:3.650  
Aleksandar Argirovski  
Uh transposing the utilities directive for, for? For.

7:3:3.500 --> 7:3:3.730  
BankSt Floor16 Room30  
Just.

7:3:7.530 --> 7:3:7.710  
BankSt Floor16 Room30  
Yeah.

7:3:3.660 --> 7:3:16.450  
Aleksandar Argirovski  
For what utilities are here and you provide indicative list of utilities, the indicative list of utilities is fairly short compared to the bodies governed by public law.

7:3:17.580 --> 7:3:21.260  
Aleksandar Argirovski  
And at the end it has quite extensive list of notes.

7:3:23.630 --> 7:3:29.790  
Aleksandar Argirovski  
Which excluded the coverage in specific cases when we speak about notes in order to understand the notes.

7:3:32.130 --> 7:3:33.990  
Aleksandar Argirovski  
Many of those notes are based on.

7:3:35.830 --> 7:3:43.610  
Aleksandar Argirovski  
On reciprocity, so some party uh decided to exclude the application in a certain sector.

7:3:44.490 --> 7:3:51.370  
Aleksandar Argirovski  
You put the same same exception towards that part, so that's how the nodes are are formulated.

7:3:51.380 --> 7:3:54.770  
Aleksandar Argirovski  
I guess from from the EU we just copied what you had.

7:3:58.740 --> 7:4:3.800  
Aleksandar Argirovski  
So from Unix one through Annex 3, you define contracting entities from Annex 4.

7:4:3.880 --> 7:4:8.560  
Aleksandar Argirovski  
But you define good services and works unexplored.

7:4:8.630 --> 7:4:16.490  
Aleksandar Argirovski  
Specifically, refers to the list of goods that fall under the coverage of the GPA on X5.

7:4:16.940 --> 7:4:20.600  
Aleksandar Argirovski  
Has the list of services that are covered.

7:4:22.700 --> 7:4:26.110  
Aleksandar Argirovski  
In in in this annex there are two different approaches.

7:4:26.200 --> 7:4:33.340  
Aleksandar Argirovski  
You you can have the negative list, meaning the listed services do not fall under the coverage of the agreement.

7:4:33.350 --> 7:4:35.190  
Aleksandar Argirovski  
All other services are covered.

7:4:35.200 --> 7:4:40.790  
Aleksandar Argirovski  
This is the US approach and you have the positive list meaning only listed services are covered.

7:4:41.660 --> 7:4:43.350  
Aleksandar Argirovski  
Everything else is not covered.

7:4:43.360 --> 7:4:50.450  
Aleksandar Argirovski  
This is the EU approach and our approach that we use and on exist 6 lists.

7:4:50.500 --> 7:4:52.720  
Aleksandar Argirovski  
The works that fall under the coverage of the GPA.

7:4:54.710 --> 7:5:2.120  
Aleksandar Argirovski  
Finally, on seven has general notes that derogate the application of the agreement to certain specific situation.

7:5:4.870 --> 7:5:5.150  
BankSt Floor16 Room30  
With the.

7:5:2.670 --> 7:5:8.790  
Aleksandar Argirovski  
If you have some, you know, transitionary measures, you would, you would put them here.

7:5:9.780 --> 7:5:21.860  
Aleksandar Argirovski  
But from our experience, countries from our region are not really allowed to have, so it's not accepted by the parties to to have some transitionary period or some major exclusions.

7:5:21.910 --> 7:5:35.280  
Aleksandar Argirovski  
So I I believe if you start negotiations you would be expected to to have the same Annex 7 as N Macedonia, Montenegro Island Ohm and the EU at the end of the day.

7:5:37.530 --> 7:5:41.710  
Aleksandar Argirovski  
OK, I hope I I was brief enough to keep your attention.

7:5:42.30 --> 7:5:44.310  
Aleksandar Argirovski  
Uh, if you have any questions please.

7:5:45.540 --> 7:5:46.710  
BankSt Floor16 Room30  
Thank you very much, Alexandra.

7:5:49.940 --> 7:5:52.90  
BankSt Floor16 Room30  
Any questions to Alexandra this stage?

7:5:54.70 --> 7:5:59.470  
BankSt Floor16 Room30  
We passed to to our last speaker on the agenda, Antonella.

7:6:1.370 --> 7:6:2.70  
Antonella Salgueiro  
Thank you, dorina.

7:6:1.510 --> 7:6:17.360  
BankSt Floor16 Room30  
SO2 and Panilla, we'll talk us through basically the observership status and like the the important aspect aspects related to the observership, which is at this stage like I think most important for you.

7:6:17.440 --> 7:6:18.530  
BankSt Floor16 Room30  
So Antonella, please.

7:6:20.440 --> 7:6:21.430  
Antonella Salgueiro  
Thank you, dorina.

7:6:21.720 --> 7:6:24.870  
Antonella Salgueiro  
So let me just start by sharing my screen.

7:6:24.880 --> 7:6:27.590  
Antonella Salgueiro  
I think you can all see it perfect.

7:6:27.620 --> 7:6:27.840  
BankSt Floor16 Room30  
Yes.

7:6:27.680 --> 7:6:29.930  
Antonella Salgueiro  
So thank you and good afternoon everyone.

7:6:29.940 --> 7:6:44.770  
Antonella Salgueiro  
It's really great to finally see you although online, but at least I'm able to see your faces after emailing for these last couple of weeks, so I'm really glad that you were all able to make it to London and to be part of this workshop.

7:6:44.980 --> 7:7:8.110  
Antonella Salgueiro  
So thank you, Alexander for your really nice and detailed explanation of the experience of normalcy hernia acceding to the to the GPA and I will take it one step behind and I'll just go to the observer status and how to obtain the service status, the benefits, right privileges also just to consider what may be the cost, if any.

7:7:9.680 --> 7:7:14.10  
Antonella Salgueiro  
So let's start by going through a little bit of the context of the GPA.

7:7:14.20 --> 7:7:15.970  
Antonella Salgueiro  
So let's see where we actually are.

7:7:16.420 --> 7:7:23.530  
Antonella Salgueiro  
As you know, the GPA 2012, it's the renegotiated or revised version of the original one which was from 1994.

7:7:23.680 --> 7:7:29.410  
Antonella Salgueiro  
So these 2012 is the one that's currently in force is more not, it's now more than 10 years.

7:7:29.660 --> 7:7:37.830  
Antonella Salgueiro  
So probably I don't know about some sort of revision my came, but like come soon in the next 540 years.

7:7:37.840 --> 7:7:39.70  
Antonella Salgueiro  
But let's see what happens.

7:7:39.80 --> 7:7:51.180  
Antonella Salgueiro  
So it's a really interesting time to actually join the agreement because there might be some changes, some modifications and you can be there and be part of this new sort of trending issues that may come.

7:7:51.550 --> 7:7:55.720  
Antonella Salgueiro  
So currently the GPA has 22 parties covering 49.

7:7:55.730 --> 7:8:3.60  
Antonella Salgueiro  
Thought your Members the EU is a party, 37 members of the states are in the GPS one party.

7:8:3.570 --> 7:8:8.910  
Antonella Salgueiro  
As Alexander mentioned, the last country last conomy that join was normal sedonia.

7:8:8.990 --> 7:8:20.640  
Antonella Salgueiro  
Their terms of accessions were approved in June 2023 and by the last one meeting meeting that was held last year in November, they already were sitting there as a full member, as a full party of the agreement.

7:8:21.970 --> 7:8:39.470  
Antonella Salgueiro  
Currently, there are seven countries that are seeking accession to agreement, and I just say 7 because these are the countries that are that are actively seeking accessions, we have other countries like Jordan and Georgia, Oman, that have inactive accession proceedings, and then we have Brazil.

7:8:39.480 --> 7:8:48.980  
Antonella Salgueiro  
That was really active a couple of years ago, but then with the new government as well, I mentioned earlier, they withdrew their market offer but doesn't that doesn't mean that they withdrew their application.

7:8:48.990 --> 7:8:57.10  
Antonella Salgueiro  
So hopefully sometime soon, the next couple of years they can just reopen again there negotiations and come back to to the agreement.

7:8:58.270 --> 7:8:59.520  
Antonella Salgueiro  
Let's talk about observers.

7:8:59.530 --> 7:9:2.60  
Antonella Salgueiro  
So currently there are 35 observers.

7:9:17.180 --> 7:9:17.530  
BankSt Floor16 Room30  
Sometimes.

7:9:2.190 --> 7:9:18.450  
Antonella Salgueiro  
We see that in the last couple of years in the last five years, five countries became new observers to the to the agreement, including the EBRD and what we see here is that there is this sort of expanding movement of the GPA.

7:9:18.500 --> 7:9:21.230  
Antonella Salgueiro  
What we have before was just a couple of countries.

7:9:21.420 --> 7:9:29.270  
Antonella Salgueiro  
The more industrialized countries being part of the GPA club, but what we see here is that the presence of the GPA is there.

7:9:29.800 --> 7:10:0.880  
Antonella Salgueiro  
Most of parties and as observers in most of the continents, because in Antarctica we don't have any GPL survey yet, but in any case we have sort of the it's not the way it's been like, it's the political economically it's not the same, but let's just say that in most in most continents there is a GPA presence either with parties or with observers and we see that the interest in the GPA expanding, we have new accessions by Costa Rica, hopefully will be the first country from Latin America to accede to the country to to the degree.

7:10:1.670 --> 7:10:14.830  
Antonella Salgueiro  
We have a lot of movement movement from this, from the from from other countries in Eastern Europe and that's why Western Balkans is such an important region for us, because it can also sort of a highlight.

7:10:14.840 --> 7:10:19.430  
Antonella Salgueiro  
How did GPA can actually be worn on a trade instrument?

7:10:19.440 --> 7:10:22.630  
Antonella Salgueiro  
It can be at instrument for reform to Anna.

7:10:22.640 --> 7:10:29.380  
Antonella Salgueiro  
Good governance actions and to overall increase competition and obtain value for money equal procurement markets.

7:10:31.120 --> 7:10:37.250  
Antonella Salgueiro  
So before I go into observer, let's just reflect again on key aspects of the GPA 2012.

7:10:37.540 --> 7:10:54.130  
Antonella Salgueiro  
So as I as mentioned earlier, the GPA 2012 is a plurilateral agreement agreement, meaning that not all countries are members of the agreement and that only those that are have decided to accede to it are actually bound by their minimum standards.

7:10:54.820 --> 7:10:57.380  
Antonella Salgueiro  
All in all, the GPA.

7:10:57.420 --> 7:10:59.650  
Antonella Salgueiro  
It's a it's more than a trade instrument.

7:10:59.720 --> 7:11:20.60  
Antonella Salgueiro  
It it actually promotes efficient and effective management for resources through facilitating different good governance, outbacks open and fair competition, and ultimately attaining value for money which is good for the taxpayers, money that is being spent on good services and works.

7:11:22.270 --> 7:11:27.690  
Antonella Salgueiro  
As mentioned earlier, the current GPA agreement in force is a 2012 version.

7:11:27.790 --> 7:11:34.480  
Antonella Salgueiro  
They're regulation ended in 2011 and already back then when the rain negotiation was over.

7:11:34.490 --> 7:11:47.440  
Antonella Salgueiro  
The delegates already provided or submitted an invitation to all the WTO members that are not parties to the agreement, meaning the earlier 1994 agreement and then came into force with 2012.

7:11:47.490 --> 7:11:59.790  
Antonella Salgueiro  
So actually become observer to the GPA in order to become more familiar with the opportunities that the agreement came can can deliver in the realm of bull procurement.

7:11:59.840 --> 7:12:13.610  
Antonella Salgueiro  
So this provision is actually embedded in the agreement in Article 21 four, which says that any WTO member can actually participate in the committee in, as an observer at this committee.

7:12:13.940 --> 7:12:19.630  
Antonella Salgueiro  
So the question that I would like to raise here is that's the country we need to actually be adults, your Member, to be an observer?

7:12:19.700 --> 7:12:20.270  
Antonella Salgueiro  
No.

7:12:20.700 --> 7:12:27.540  
Antonella Salgueiro  
So any delicio observer can also submit agreement requests to be an observer and participate in the committee.

7:12:27.610 --> 7:12:40.650  
Antonella Salgueiro  
That was the case, for example, in 2018 of Belarus, which actually became the first of WTO observer to also become an observer to the GPA while they were negotiating their own accession to the WTO.

7:12:42.20 --> 7:12:49.730  
Antonella Salgueiro  
So both that these provision allows both the only type of servers and notify members to become observers to the agreement on Gordon Procurement.

7:12:51.70 --> 7:12:54.980  
Antonella Salgueiro  
So let's talk a little bit about what are their rights related to observer status?

7:12:54.990 --> 7:12:57.180  
Antonella Salgueiro  
What are the privileged that the benefits?

7:12:57.360 --> 7:13:15.420  
Antonella Salgueiro  
So before I start, let's just say that it's basically it sounds like I'm trying to sell something, but it's basically all benefits and practically really, really low cost in the sense that the the cost is just sort of the proceeding of actually requesting the application to become an observer.

7:13:16.370 --> 7:13:19.820  
Antonella Salgueiro  
So what can you once you become observer, what can you actually do?

7:13:19.830 --> 7:13:47.170  
Antonella Salgueiro  
Well, he's observer status allows you to actually be part of the discussions of the Committee on GPA, including discussions that are related to accession proceedings, meaning that you will be able to actually learn, see how the whole proceeding is being handled, what are the main issues that are raised when for countries that are actually in accession, when a country comes into into accession process, what is the checklist of issues?

7:13:47.250 --> 7:13:49.360  
Antonella Salgueiro  
How is this being handled?

7:13:49.370 --> 7:13:50.520  
Antonella Salgueiro  
What are the market?

7:13:50.780 --> 7:13:50.940  
Antonella Salgueiro  
What?

7:13:50.950 --> 7:13:53.970  
Antonella Salgueiro  
What is that sort of acceptable market access offer?

7:13:54.60 --> 7:13:58.130  
Antonella Salgueiro  
Why are other market access offers deny or rejected?

7:13:58.180 --> 7:14:14.10  
Antonella Salgueiro  
So all of this information you can actually process, and if your government decides to actually become a party, then by the time you are in the accession process, you have all this information which can actually facilitate your accession proceeding.

7:14:14.780 --> 7:14:18.630  
Antonella Salgueiro  
Umm, while you are being a member of the of the agreement.

7:14:18.640 --> 7:14:20.490  
Antonella Salgueiro  
Ohh sorry, the member of the agreement.

7:14:20.500 --> 7:14:33.160  
Antonella Salgueiro  
You can also have a access to all kind of information, including summaries, reports, documents related to the managing of the committee meeting.

7:14:33.670 --> 7:14:55.860  
Antonella Salgueiro  
Uh, I want to say to most of the documents, there are on occasion there are documents that are restricted only to parties of the agreement, but in most cases the, the the most general documents, including the annual report, thresholds, notifications are all accessible to the through the GPA observers.

7:14:55.950 --> 7:14:59.400  
Antonella Salgueiro  
So that's a lot of information that you can actually have in the palm of your hand.

7:15:1.730 --> 7:15:2.440  
BankSt Floor16 Room30  
Who's this question?

7:15:1.840 --> 7:15:10.330  
Antonella Salgueiro  
Other rights relate to actually became becoming acquainted with the GPA provisions as well as with the operation and administration of the agreement.

7:15:10.400 --> 7:15:11.230  
Antonella Salgueiro  
So what does mean?

7:15:11.240 --> 7:15:12.770  
Antonella Salgueiro  
That means that you can you can.

7:15:12.830 --> 7:15:26.450  
Antonella Salgueiro  
You are able to actually know and earn their stand the minimum standards of the GPA, meaning national treatment, non discrimination, procedural furnace, open competition and transparency.

7:15:26.580 --> 7:15:33.540  
Antonella Salgueiro  
The implementation of domestic review procedures and also the flexibilities for developing countries and nail disease.

7:15:33.590 --> 7:15:47.860  
Antonella Salgueiro  
So all these understanding, all of these can actually be really useful not only in case you wish to exceed later to agreement, but also if you are in the process of reforming your or your own poll procuring regime.

7:15:48.70 --> 7:15:48.500  
Antonella Salgueiro  
Why?

7:15:48.510 --> 7:16:4.420  
Antonella Salgueiro  
Because the GPA it consider gold standard for trade agreements in gore, pertinent and usually most of the agreements that have chapters of all requirement are also modeled after the GPA provisions.

7:16:4.560 --> 7:16:9.570  
Antonella Salgueiro  
So that's really important to actually understand what the GPA entails, at least these minimum standards.

7:16:10.520 --> 7:16:23.390  
Antonella Salgueiro  
And as I mentioned earlier, is there also a great opportunity to be there because the GPA has a built-in Monday to actually start future negotiations to improve update or broad agreement.

7:16:23.560 --> 7:16:29.950  
Antonella Salgueiro  
And if you are already the Steve at the table, then it will be easier for you if you wish to accede to actually understand.

7:16:30.100 --> 7:16:33.80  
Antonella Salgueiro  
Why would these renegotiation entail?

7:16:44.60 --> 7:16:44.180  
BankSt Floor16 Room30  
Yeah.

7:16:36.610 --> 7:16:46.150  
Antonella Salgueiro  
It also provides you the opportunity to understand and get to know the international best practices and the latest trends through the committee.

7:16:46.250 --> 7:16:56.280  
Antonella Salgueiro  
What I say international best practices, I mean, for example, what most economies are doing, which is moving away from the lowest price to the most advantageous tender.

7:16:56.670 --> 7:17:5.890  
Antonella Salgueiro  
The GPA still allows economies to either to to choose either the lowest price or or the other of the more or the most advantageous tender.

7:17:6.80 --> 7:17:11.370  
Antonella Salgueiro  
However, we see like international best practices are actually moving away from the lowest price.

7:17:11.840 --> 7:17:21.70  
Antonella Salgueiro  
Another international best practice that relates to, for example, transparency requirements, application of tenderers of awards information to nonsexual tenderers.

7:17:21.620 --> 7:17:26.790  
Antonella Salgueiro  
We have also the good governance aspect, which is really big in the GPA.

7:17:27.20 --> 7:17:36.330  
Antonella Salgueiro  
The GPA is actually the first agreement of the ratio to actually include the words words on corruption and avoiding conflict of interest in the agreement.

7:17:36.340 --> 7:17:42.590  
Antonella Salgueiro  
There is no other agreement that makes reference to corruption measures or corruption or measures to detect corruption.

7:17:44.50 --> 7:18:2.620  
Antonella Salgueiro  
Also sprach's related to more open competition in procurement rather than conducting procurement in a way that's more selective or limited, as I mentioned earlier, procurement chapters in FDA's are more basically on the GPA 2012 and the GPA is also harmonized with it.

7:18:2.620 --> 7:18:15.130  
Antonella Salgueiro  
UNCITRAL Model Law on Bloomberg HERE and German meaning that if you use the UNCITRAL for reforms, then this is already harmonized with the old bull procurement provisions that are related in the GPA.

7:18:15.360 --> 7:18:55.100  
Antonella Salgueiro  
So what we usually find here is that when a country decides to already put or set forth reform, the final product is already a product that it's pretty much compliant already with the WTO GPA in the last interesting thing that you can actually seize from being an observer is being part for the conversations related to the work programs, especially for trending topics such as sustainable procurement, especially Greenville procurement, which he was mentioned earlier and he said and Nadia and also conversation related to the work program on SMEs, which tries to ensure and enhance the participation of SME.

7:18:55.290 --> 7:19:8.160  
Antonella Salgueiro  
Without infringing the trade obligations that are common to the Don't O GPA, so we talk a little bit about what are the rights, what can you get out of sitting there in the table.

7:19:8.170 --> 7:19:11.820  
Antonella Salgueiro  
So basically you are able to participate as a party.

7:19:12.30 --> 7:19:21.890  
Antonella Salgueiro  
The only caveat is that you cannot vote on accession and on other decisions of the agreement, but you are pretty much a part or a party of this community.

7:19:21.900 --> 7:19:28.990  
Antonella Salgueiro  
You're part of the group and are there first hand to actually get to know what are the main discussions in the committee meeting.

7:19:30.20 --> 7:19:33.870  
Antonella Salgueiro  
So what are the costs or what are the applications if I become observer?

7:19:33.920 --> 7:19:36.50  
Antonella Salgueiro  
Are there obligations related to this status?

7:19:36.230 --> 7:19:38.60  
Antonella Salgueiro  
No, that's the short answer.

7:19:38.200 --> 7:19:45.470  
Antonella Salgueiro  
So service status by itself and does not impose any obligation to actually exceed earlier stage.

7:19:45.370 --> 7:19:46.290  
BankSt Floor16 Room30  
Because no picture.

7:19:45.700 --> 7:19:54.250  
Antonella Salgueiro  
You can be counted on server just to be kind of a server and learn from these best practices from these sort of new trending topics.

7:19:54.600 --> 7:19:57.790  
Antonella Salgueiro  
If you cannot server, there's no need or obligation to.

7:19:57.800 --> 7:20:9.420  
Antonella Salgueiro  
Actually, they're both information on the country's own procurement regime or framework, and there is absolutely no need or obligation to actually demonstrate that you are complying with the GPA.

7:20:9.430 --> 7:20:13.10  
Antonella Salgueiro  
If you wish to become angle server, it's break.

7:20:13.20 --> 7:20:20.270  
Antonella Salgueiro  
As I said before, it's practically practically all benefits and no cost except for becoming sending the request letter.

7:20:20.780 --> 7:20:22.970  
Antonella Salgueiro  
So what's the path to actually become an observer?

7:20:23.520 --> 7:20:33.250  
Antonella Salgueiro  
Once you have decided internally with your government to actually become observer, the first step is actually to submit our request letter to the chairman of the committee.

7:20:33.820 --> 7:20:40.710  
Antonella Salgueiro  
This is usually done through the Permanent Representative in Geneva to the committee chairman with a copy to the Secretary.

7:20:40.720 --> 7:20:42.670  
Antonella Salgueiro  
I'm gonna show you later on an example of this.

7:20:42.890 --> 7:20:44.500  
Antonella Salgueiro  
You're the second.

7:20:44.840 --> 7:20:45.70  
BankSt Floor16 Room30  
Please.

7:20:44.550 --> 7:21:2.140  
Antonella Salgueiro  
The second step is this decision is being this is this letter is circulated to all parties of the GPA for consideration and then usually at the next committee meeting this session is being decided and actually accepted by all GPA parties.

7:21:2.450 --> 7:21:4.860  
Antonella Salgueiro  
The proceeding is really straightforward.

7:21:4.870 --> 7:21:21.520  
Antonella Salgueiro  
They decide these during the formal part of the of the meeting, and once they reach a consensus and accepting this observer, they invite the representative from like of this country or this economy to come into the into the meeting room and sit on their own place in the table.

7:21:22.830 --> 7:21:28.340  
Antonella Salgueiro  
So once you can have server, you automatically update all writes and benefit.

7:21:28.390 --> 7:21:30.680  
Antonella Salgueiro  
And as I said, no obligation to accede.

7:21:32.680 --> 7:21:36.10  
Antonella Salgueiro  
Here I added a small sort of example of the letter.

7:21:36.20 --> 7:21:37.570  
Antonella Salgueiro  
As I said, it's really simple.

7:21:37.580 --> 7:21:42.570  
Antonella Salgueiro  
It's just a letter from the permanent mission of your country to the LTO or to the can be.

7:21:42.580 --> 7:21:45.990  
Antonella Salgueiro  
Also, usually countries have dorito and you and all in one office.

7:21:46.0 --> 7:21:51.130  
Antonella Salgueiro  
It's it can be both of them and a letter to the chairman of the committee which is meeting Mr.

7:21:51.140 --> 7:22:1.20  
Antonella Salgueiro  
Martin ZBINDEN for this year, I think he will continue until the end of the year with a copy to the Secretary, which is mistretta malacrida at the team leader of the GPA Secretariat.

7:22:1.850 --> 7:22:17.900  
Antonella Salgueiro  
So the idea is just basically to provide a letter straightforward that you're economy wishes to become an observer and be part of the discussions related to the GPA and just to reflect and wrap up all these different points on becoming an observer.

7:22:18.390 --> 7:23:2.690  
Antonella Salgueiro  
I think one of the most important aspects of being one is that it actually offers you a first hand experience to actually see how GPA accession can be a driving force for inform in the sense that it accession allows you or sort of conducts you to update your procurement legislation in line with international best practices in line with the best friend with the latest trends in both procurement through the introduction for example he procurement, which is encouraged by the GPA and also through the implementation of good governance aspects such as transparency requirements, sufficient timelines and over.

7:23:3.320 --> 7:23:4.790  
Antonella Salgueiro  
By a domestic review body.

7:23:5.180 --> 7:23:10.30  
Antonella Salgueiro  
So basically that's just what I wanted to mention on the becoming an observer.

7:23:10.40 --> 7:23:13.240  
Antonella Salgueiro  
You are most welcome to become one EBRD.

7:23:13.250 --> 7:23:23.300  
Antonella Salgueiro  
The EBRD GPA facilities here to support you all the way, so if you wish to do so, we can provide you with example of the letters, FACTSHEETS on the GPA.

7:23:23.390 --> 7:23:31.140  
Antonella Salgueiro  
All information that you may need to actually bring it to authorities and reflect on becoming an observer to the agreement.

7:23:31.270 --> 7:23:32.230  
Antonella Salgueiro  
Thank you very much.

7:23:32.350 --> 7:23:32.710  
Antonella Salgueiro  
Thank you.

7:23:32.720 --> 7:23:33.710  
Antonella Salgueiro  
Arena back to you.

7:23:34.20 --> 7:23:34.780  
BankSt Floor16 Room30  
Thank you very much.

7:23:34.950 --> 7:23:36.320  
BankSt Floor16 Room30  
The news you upload.

7:23:36.330 --> 7:23:36.700  
BankSt Floor16 Room30  
Thank you.

7:23:36.710 --> 7:23:40.500  
BankSt Floor16 Room30  
Antonella, can you upload this presentation please?

7:23:40.730 --> 7:23:44.660  
BankSt Floor16 Room30  
Please should be Lisa, do we have it already in the group or not?

7:23:44.890 --> 7:23:46.430  
BankSt Floor16 Room30  
So peace.

7:23:46.630 --> 7:23:50.420  
BankSt Floor16 Room30  
Yes, but Antonella met, made some additional changes.

7:23:53.140 --> 7:23:53.490  
Antonella Salgueiro  
Yeah.

7:23:53.500 --> 7:23:54.30  
Antonella Salgueiro  
No, no.

7:23:50.430 --> 7:23:54.900  
BankSt Floor16 Room30  
So we will need to update and I will change with us the updated for the presentation and.

7:23:54.80 --> 7:23:57.390  
Antonella Salgueiro  
At least I already sent you that like a couple of hours ago.

7:23:57.400 --> 7:23:58.770  
Antonella Salgueiro  
So it should be already in your mailbox.

7:23:59.590 --> 7:23:59.950  
BankSt Floor16 Room30  
OK.

7:23:59.960 --> 7:24:1.510  
BankSt Floor16 Room30  
So then maybe it will be like.

7:24:3.560 --> 7:24:4.480  
BankSt Floor16 Room30  
He's about maybe you can.

7:24:5.360 --> 7:24:6.320  
BankSt Floor16 Room30  
Can you say that?

7:24:8.790 --> 7:24:8.880  
BankSt Floor16 Room30  
You.

7:24:9.600 --> 7:24:12.900  
BankSt Floor16 Room30  
Yes, yes, of course, because this is the part of.

7:24:16.650 --> 7:24:18.710  
BankSt Floor16 Room30  
Paint for Alexander. What?

7:24:20.670 --> 7:24:30.830  
BankSt Floor16 Room30  
Our last because I know it was a lot explain all the phases that we need to to go through to go through.

7:24:30.840 --> 7:24:37.80  
BankSt Floor16 Room30  
So just we need to have that as an example and to continue our wouldn't.

7:24:37.410 --> 7:24:37.770  
BankSt Floor16 Room30  
Yeah.

7:24:38.770 --> 7:24:41.640  
BankSt Floor16 Room30  
I internally and then go on the external side.

7:24:41.650 --> 7:24:42.460  
BankSt Floor16 Room30  
OK.

7:24:42.810 --> 7:24:44.730  
BankSt Floor16 Room30  
So thank you so much, Dan.

7:24:46.610 --> 7:24:47.850  
BankSt Floor16 Room30  
No other questions for no.

7:24:47.900 --> 7:25:4.340  
BankSt Floor16 Room30  
For example, how was the most because tribal Sachin Kumar supporter and the thing with the land was the the shorter time frame in which country was became a member member about one year.

7:25:4.380 --> 7:25:12.640  
BankSt Floor16 Room30  
So we had this kind of the kind of which country was that Armenia, we have this champion to talk to Armenia and they want to.

7:25:12.930 --> 7:25:15.370  
BankSt Floor16 Room30  
That is OK what's going on?

7:25:15.370 --> 7:25:16.860  
BankSt Floor16 Room30  
You think that's wow?

7:25:17.480 --> 7:25:19.400  
BankSt Floor16 Room30  
Nothing as well.

7:25:19.410 --> 7:25:24.770  
BankSt Floor16 Room30  
He translate relatively quick and fast, yeah.

7:25:31.30 --> 7:25:31.640  
BankSt Floor16 Room30  
Thank you so much.

7:25:31.890 --> 7:25:32.580  
BankSt Floor16 Room30  
Yes, of course.

7:25:33.510 --> 7:25:36.340  
BankSt Floor16 Room30  
Ohh you contribution and for your presence.

7:25:37.680 --> 7:25:41.120  
BankSt Floor16 Room30  
Wait, I don't need to really because I have been trying to cut it.

7:25:41.130 --> 7:25:44.310  
BankSt Floor16 Room30  
Is it possible that we're gonna fish like it's worse?

7:25:44.320 --> 7:25:44.680  
BankSt Floor16 Room30  
Yeah.

7:25:45.100 --> 7:25:45.420  
BankSt Floor16 Room30  
OK.

7:25:45.950 --> 7:25:46.450  
BankSt Floor16 Room30  
Translation.

7:25:47.380 --> 7:25:48.490  
BankSt Floor16 Room30  
So not the police.

7:25:48.610 --> 7:25:49.430  
BankSt Floor16 Room30  
Yep, I love you.

7:25:50.30 --> 7:25:54.70  
BankSt Floor16 Room30  
We should wish for something like some of you in Geneva in March.

7:25:54.510 --> 7:25:56.20  
BankSt Floor16 Room30  
I count on your presence.

7:26:0.770 --> 7:26:7.320  
BankSt Floor16 Room30  
It's a beautiful we will have a the meetings from the 18th to all the committees on the 20th of March.

7:26:7.370 --> 7:26:9.470  
BankSt Floor16 Room30  
So well hope you'll be there.

7:26:10.910 --> 7:26:17.280  
BankSt Floor16 Room30  
1819 for the meeting something yes, 21st for the information I don't expection.

7:26:17.290 --> 7:26:18.350  
BankSt Floor16 Room30  
Yes, it will be.

7:26:18.370 --> 7:26:21.780  
BankSt Floor16 Room30  
We will be there four days, so plenty of time this time.

7:26:22.570 --> 7:26:24.280  
BankSt Floor16 Room30  
And Lucian is coming as well.

7:26:24.730 --> 7:26:26.700  
BankSt Floor16 Room30  
So hopefully yes you are.

7:26:26.710 --> 7:26:29.160  
BankSt Floor16 Room30  
You are definitely and it's already decided.

7:26:30.740 --> 7:26:32.430  
BankSt Floor16 Room30  
So another way, but no, no.

7:26:32.440 --> 7:26:32.910  
BankSt Floor16 Room30  
He is.

7:26:32.920 --> 7:26:33.470  
BankSt Floor16 Room30  
He is.

7:26:33.480 --> 7:26:36.890  
BankSt Floor16 Room30  
He is the panellist very distinguished panelist I see on Wednesday.

7:26:36.900 --> 7:26:37.820  
BankSt Floor16 Room30  
Thank you very much.

7:26:37.920 --> 7:26:38.430  
BankSt Floor16 Room30  
Bye.

7:26:38.470 --> 7:26:38.940  
BankSt Floor16 Room30  
Thank you.

7:26:38.950 --> 7:26:39.360  
BankSt Floor16 Room30  
Thank you.

7:26:40.510 --> 7:26:40.860  
Antonella Salgueiro  
Thank you.

7:26:40.870 --> 7:26:41.300  
Antonella Salgueiro  
Bye now.

7:26:39.770 --> 7:26:41.390  
BankSt Floor16 Room30  
The at least get great.

7:26:41.400 --> 7:26:42.80  
BankSt Floor16 Room30  
Thank you.

7:26:42.340 --> 7:26:43.640  
BankSt Floor16 Room30  
With that, yeah, I understand.

7:26:43.740 --> 7:26:47.120  
BankSt Floor16 Room30  
I'm sorry I missed your presentation, but I'm sure it was great.

7:26:47.910 --> 7:26:48.910  
BankSt Floor16 Room30  
I see you in March.

7:26:48.280 --> 7:26:50.50  
Aleksandar Argirovski  
That's OK, that's OK.

7:26:50.60 --> 7:26:50.770  
Aleksandar Argirovski  
No problem.

7:26:51.340 --> 7:26:52.40  
Aleksandar Argirovski  
Have a safe trip.

7:26:50.890 --> 7:26:53.400  
BankSt Floor16 Room30  
Like thank you.

7:26:53.550 --> 7:26:54.60  
BankSt Floor16 Room30  
Thank you.

7:26:54.470 --> 7:27:0.280  
BankSt Floor16 Room30  
So as a wrap up, because I understand we we had no other questions or comments at this stage.

7:27:1.170 --> 7:27:11.370  
BankSt Floor16 Room30  
So we had today I found basically how you can combine and in a very efficient mode.

7:27:11.380 --> 7:27:17.680  
BankSt Floor16 Room30  
There you accession and the GPA membership, so it only complements on tops up.

7:27:17.690 --> 7:27:25.650  
BankSt Floor16 Room30  
So there is no absolutely no conflicts or no choices to be made, and we know I vergent way.

7:27:26.620 --> 7:27:48.330  
BankSt Floor16 Room30  
Plus, Lucian gave you the overview of different instruments available, helping you just how to navigate and how to get access to other countries procurement market and to overcome the various that Julia told us about from the receipt taxonomy point of view.

7:27:48.600 --> 7:27:58.760  
BankSt Floor16 Room30  
And obviously, this inability aspects that were presented by UNC colleagues, I hope I will very helpful to you.

7:27:58.810 --> 7:28:17.530  
BankSt Floor16 Room30  
And last but not least, so this very practical aspect presented by Alexander and Antonella give you like a very clear perspective of what needs to be done, which are the steps and what is the easiest way basically to to to pass this journey.

7:28:18.150 --> 7:28:20.800  
BankSt Floor16 Room30  
Umm, I think on this note.

7:28:20.810 --> 7:28:25.80  
BankSt Floor16 Room30  
So we will end our session today and tomorrow.

7:28:25.170 --> 7:28:27.430  
BankSt Floor16 Room30  
So we meet again at night.

7:28:27.650 --> 7:28:31.440  
BankSt Floor16 Room30  
He took continue the discussion so we will have tomorrow.

7:28:32.800 --> 7:28:48.470  
BankSt Floor16 Room30  
Basically, from the academic and like again different with different points of view and different views in terms of the assessment of the compliance, different instruments used for that.

7:28:48.660 --> 7:28:53.850  
BankSt Floor16 Room30  
And again, from the very practical perspective and they're very practical point of view.

7:28:53.940 --> 7:29:0.970  
BankSt Floor16 Room30  
Just what needs to be done just to to reach this GPA accession and very important to keep in mind.

7:29:0.980 --> 7:29:1.540  
BankSt Floor16 Room30  
So what?

7:29:1.730 --> 7:29:3.540  
BankSt Floor16 Room30  
That's highlighted today several times.

7:29:3.910 --> 7:29:22.600  
BankSt Floor16 Room30  
It's just important to get there, but it's even more important to to implement and to enforce and you know to get the most advantageous out of it, which is in the end of the day the the ultimate objective increase the efficiency, yeah, increase the competition and the value for money.

7:29:23.490 --> 7:29:25.290  
BankSt Floor16 Room30  
Thank you so much for today.

7:29:25.370 --> 7:29:26.260  
BankSt Floor16 Room30  
This would be it.

7:29:26.990 --> 7:29:30.690  
BankSt Floor16 Room30  
Thank you to our speakers here and and the and the my love.

7:29:30.700 --> 7:29:31.640  
BankSt Floor16 Room30  
Thank you, audience.

7:29:34.380 --> 7:29:35.250  
Aleksandar Argirovski  
It was pleasure.

7:29:35.300 --> 7:29:35.970  
Aleksandar Argirovski  
Enjoy London.

7:29:38.470 --> 7:29:41.330  
BankSt Floor16 Room30  
We will look, I don't know, so.

7:29:43.160 --> 7:29:43.540  
BankSt Floor16 Room30  
Alright.

7:29:41.170 --> 7:29:43.640  
Aleksandar Argirovski  
I'm sure lucky you.

7:29:45.770 --> 7:29:46.620  
Antonella Salgueiro  
Exactly.

7:29:46.990 --> 7:29:47.740  
Antonella Salgueiro  
Thank you, Irina.

7:29:47.750 --> 7:29:48.530  
Antonella Salgueiro  
Thank you, everyone.

7:29:49.320 --> 7:29:49.680  
BankSt Floor16 Room30  
Thank you.

7:29:49.660 --> 7:29:50.310  
Antonella Salgueiro  
See you tomorrow.

7:29:50.210 --> 7:29:50.540  
Aleksandar Argirovski  
Joe.

7:29:51.280 --> 7:29:51.520  
Antonella Salgueiro  
Bye. Bye.

7:29:49.890 --> 7:29:54.450  
BankSt Floor16 Room30  
So no, it's not that something.

7:29:57.190 --> 7:29:58.90  
BankSt Floor16 Room30  
No, no.