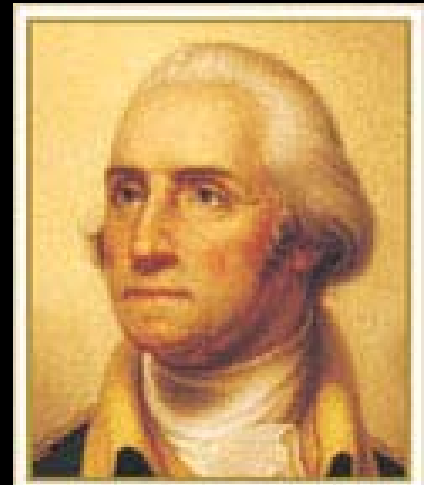


Public Procurement Systems: Unpacking Stakeholder Aspirations and Expectations

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*NPS 5th Annual
Acquisition Research Symposium
May 15, 2008*



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Critical Trends



- **Globalization**

- Multinational markets
- Multinational firms

- **Harmonization of international procurement norms**

- WTO GPA, EU, OECD
- UN-UNCITRAL Model Law
- World Bank, Regional Development Banks

**Introduction and Background to
Research Agenda:
From *Desiderata* to
*Goals, Constraints, and Stakeholders***

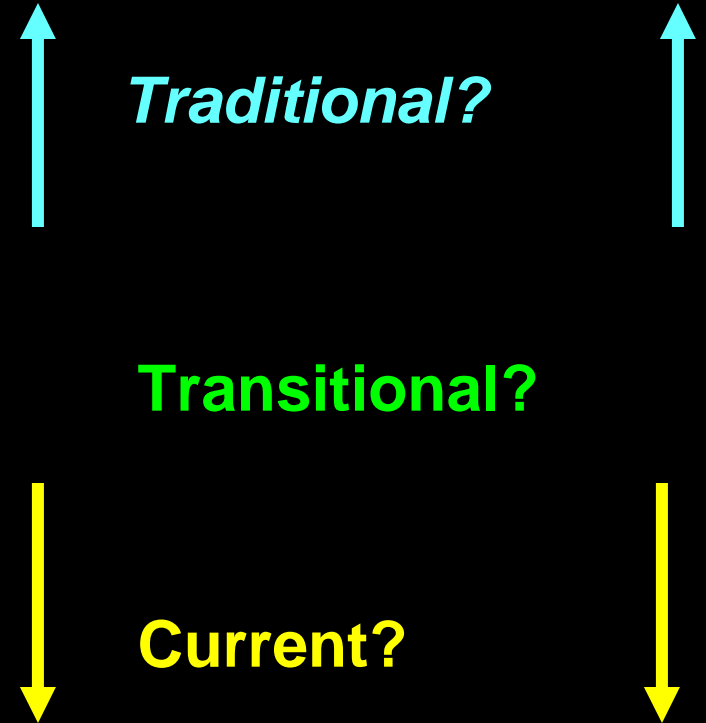
- **How did this project start?**
- **How did we get to this point?**
- **Where are we going?**

Proposed Framework

- Two-Pronged Approach
 - Goals and Constraints
 - Stakeholder Interests

Goals, Constraints, Aspirations?

- *Transparency*
- *Integrity*
- *Competition*
- *Uniformity*
- **Risk Avoidance**
- **Wealth Distribution(*)**
- **Best value**
- **Efficiency (administrative)**
- **Customer Satisfaction**



Goals and Constraints

- Customer Service Cluster
- Process-Focused Cluster
 - Non-clustered

Goals and Constraints

- **Customer Service Cluster**
 - **End User Satisfaction**
 - **Economy**
 - **Best Value**
 - **Efficiency**
 - **Risk Avoidance**
- *Process-Focused Cluster*
- *Non-clustered*

Goals and Constraints

- *Customer Service Cluster*
- **Process-Focused Cluster**
 - **Integrity**
 - **Uniformity**
 - **Transparency**
 - **Accountability**
 - **Competition**
- *Non-clustered*

Goals and Constraints

- *Customer Service Cluster*
- *Process-Focused Cluster*
- Non-clustered
 - Targeted Procurement
 - Social and economic policies

Stakeholder Interests

- **Government officials**
- **Citizens/The Public**
- **Oversight Community**
- **Private Sector (Firms/Contractors)**
- **International Trade Organizations**

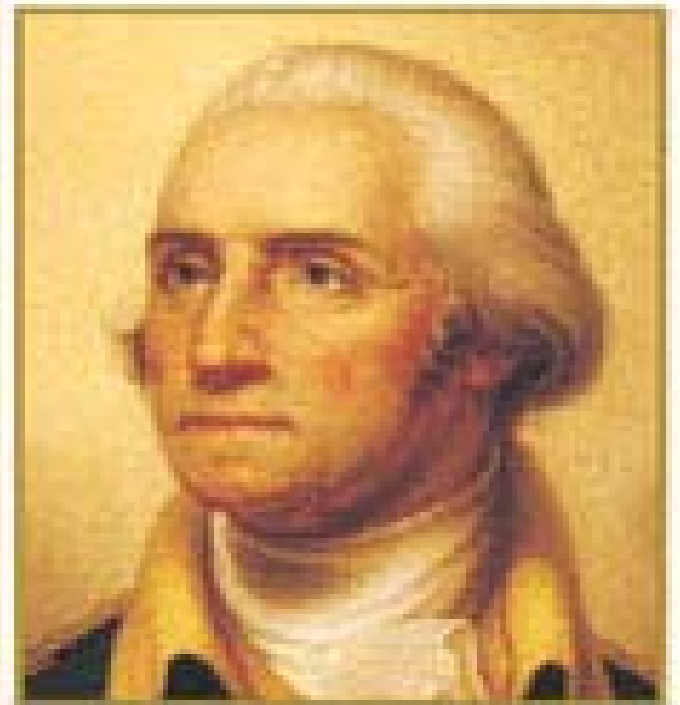
Why does this matter?

- **Procurement Markets**
- **Tradeoffs**
- **Making Good Decisions**
 - **Design, Development, and Reform**

- Questions?
- Comments?
- Suggestions?
- Ideas?

Our paper is available at:

http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1133234



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