The European-Asean Business Centre in Thailand

JFCCT — Joint Foreign Chambers of Commerce in Thailand

ATCI — The Association of Thai ICT Industry
supporter

UNLOCKING ICT – an enabler for innovative growth

Government Procurement in ICT

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Tuesday 2 July 2013

Agenda

- Problems and Current Situation in Thai ICT Procurement

- Some example of Best Practices

- Recommendation

Government Procurement in ICT needs improvement, according to MICT's Survey

Score for MICT : 1 = Disappointed 5 = Outstanding

หัวข้อ	Bangkok 1 Nov 12	Khon Khean 23 Nov 12	Cholburi 27 Nov 12	Bangkok 22 Jan 12	Chiang Mai 7 Feb 13	Bangkok 21 Feb 13	Average
Improve Government Procurement Procedures for *ICT related products and services*	2.59	3.59	3.39	2.80	3.54	3.30	**3.20**
Improve ICT Infrastructure especially high-speed broadband	2.96	3.53	3.43	2.90	3.59	3.46	**3.31**
Improve Human Capital for effective creative economy development	2.89	3.50	3.58	3.10	3.69	3.38	**3.36**
Promote R&D in ICT	2.76	3.62	3.68	3.00	3.78	3.30	**3.36**
Promote awareness of ICT on economic development and eco-friendly development	2.96	3.62	3.57	3.00	3.76	3.48	**3.40**
Improve Quality of life and create employment	2.96	3.53	3.74	2.95	3.74	3.54	**3.41**
Improve overall ICT readiness for Thailand	3.22	3.52	3.62	2.90	3.74	3.50	**3.42**
Promote use of database and IT for the Development Process of the Country	3.07	3.69	3.73	3.20	3.81	3.48	**3.50**
Promote the role of ICT to Country's Economic Development	3.22	3.80	3.70	3.00	3.91	3.66	**3.55**
Seminar Participants	51	128	108	23	142	203	**655**
Survey Respondents	27	99	79	40	120	161	**526**

Note: Part of the opinion survey results from focus group and seminar participants (mainly Thailand's ICT industry representatives and stakeholders) during November 2012 to February 2013 conducted by Bryan Cave (Thailand) for the Ministry of Industry

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Example of Current Problems

Problems & Issues:

- Current E-Auction system only looks for the lowest price, not the best price performance offer

- Suppliers have to bear unlimited liabilities

- Public authorities are being locked-in to their current ICT systems, vendors or brands due to the need of compatibility

- Lack of interoperability makes citizens to be obliged to use a particular brand of ICT product in order to access the public system

- There are difficulties in the use of standards, brand names, and proprietary specifications

- Procurement process is lengthy an imposes administrative and legal burdens for suppliers

- Procurement procedures & dispute settlement is unclear and burdensome to vendors.

Example of Best Practice

- The Procurement Office of the Federal Ministry of Interior has produced guides on wording tenders in a non-proprietary manner
- The guides identify benchmarks as the best approach to describing the performance of the required ICT need

- The Référentiel général d'interopérabilité (RGI) establishes technical rule to ensure the inter operability of information systems
- The RGI also guide administrative authorities by highlighting which norms and Standards are recommended

- The Cabinet Office has developed an ICT strategy for the public sector, which involves investigating the use of open standards
- The Cabinet Office has also developed policy regarding the use and procurement of open source software
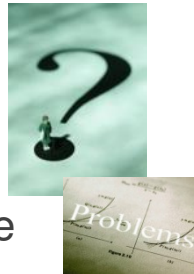
- A GUIDE TO LIMITING SUPPLIER LIABILITY IN ICT CONTRACTS WITH The State Contracts Control Board today launched its revamped IT procurement
- Framework, Procure IT (version 3) - the standard terms and conditions used by government to buy technology and communications-related products and services (Procure IT will promote ICT Investment).
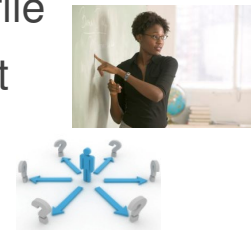
Example of Recommendations

Problems

- Current system is incapable to find the best offer
- Unlimited liabilities
- Procurers are being locked-in to the current ICT vendors
- Lack of interoperability
- Difficulties in the use of specifications
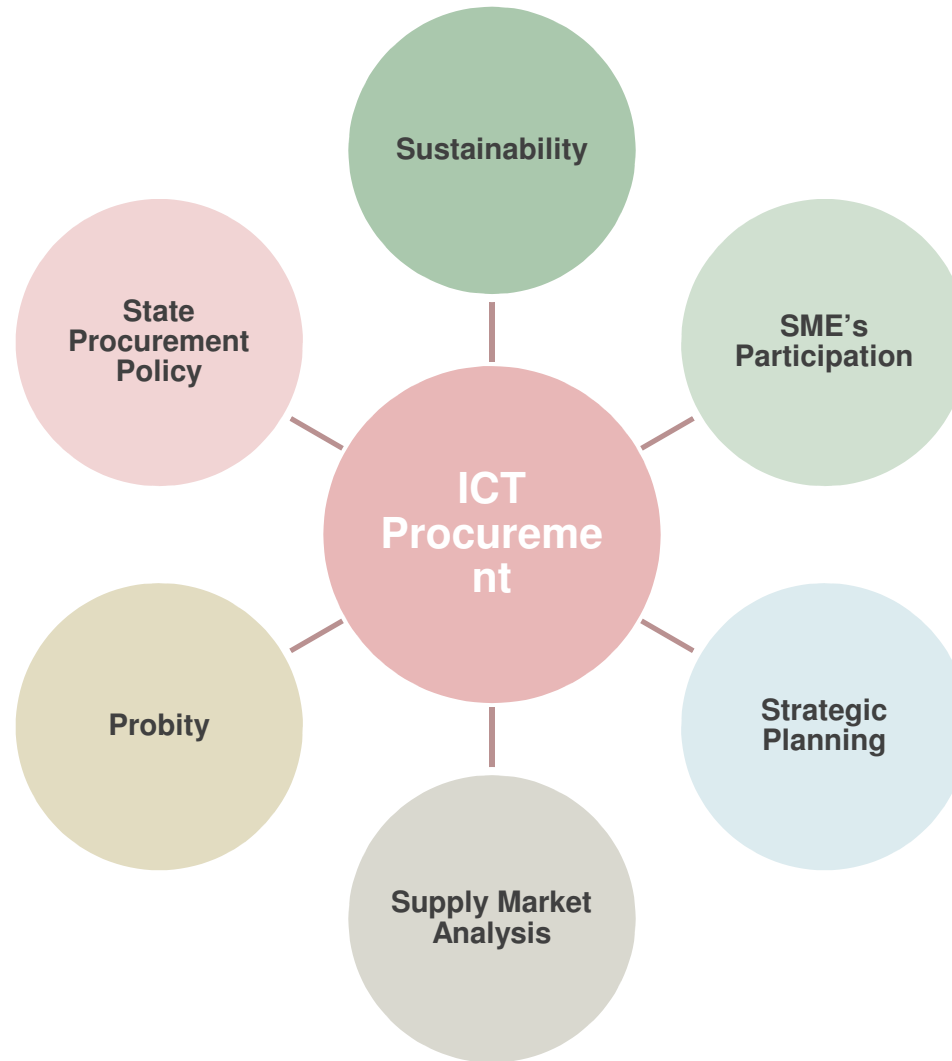- Lengthy and burdensome Procurement process

Recommendations

- New system that compare price performance instead of lowest price
- Liability cap policy
- Increase awareness on the existence of lock-in
- Promote the use of common open standards for data and file formats in eGovernment
- Use experts to improve procurement skills

Other Consideration for ICT and Government Procurement Practice