

# KARELIA

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## Tendering procedure in Karelia CBC Programme

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## Aim of the workshop

- “ Learn from each other
- “ In many cases there are more than one way to proceed
- “ Even tendering is not rocket science

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# Procurement generally

- “ Equipments
- “ Small-scale investments
- “ Services



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## Procurement principles

- “ Conflict of interest and equal treatment
- “ Ex-ante publicity and proportionality
- “ Offers to be evaluated -> best value for the money wins!
- “ Documentation
- “ Stricter rules win

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## Serious failures to follow the rules

- ” Lack of publication
- ” Artificial splitting
- ” Conflict of interest between partner and supplier
- ” Additions without competition
- ” Fraud
- ” Favouring a tenderer in a competitive procedure

-> **100% of ineligibility**

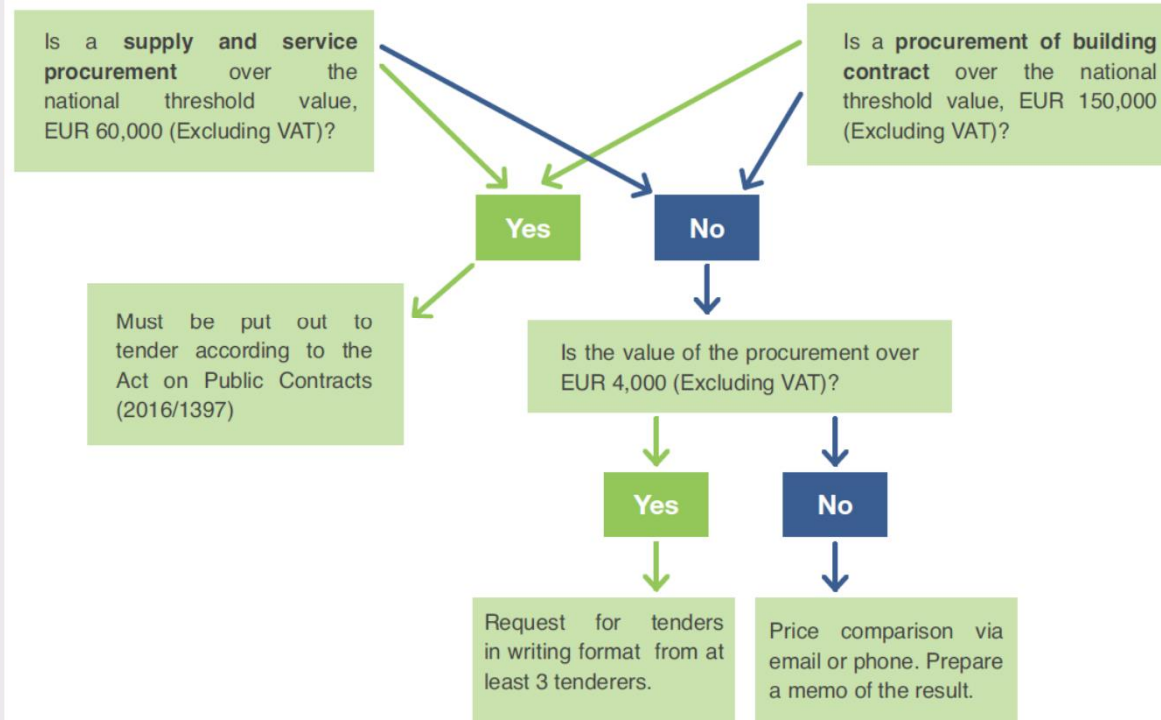


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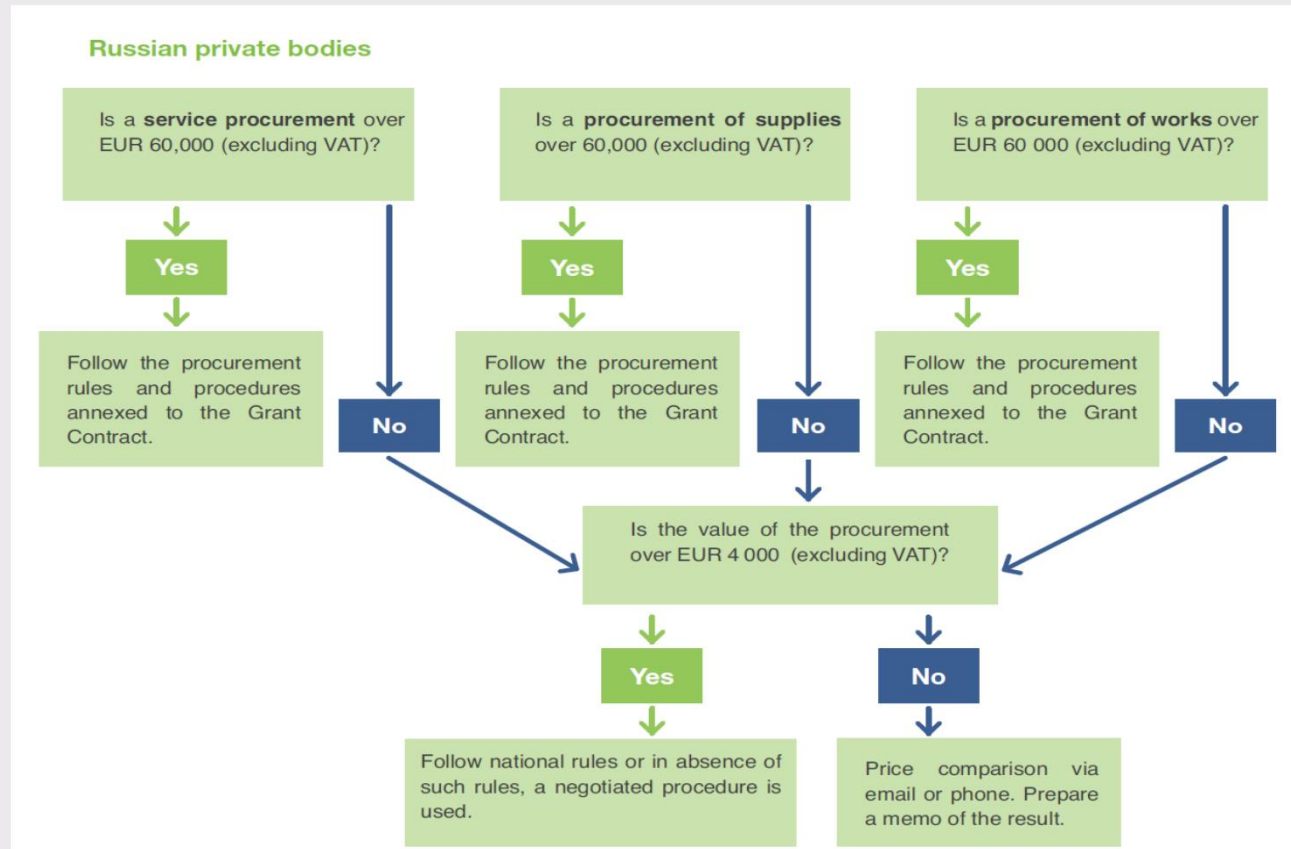
## Finnish organisations



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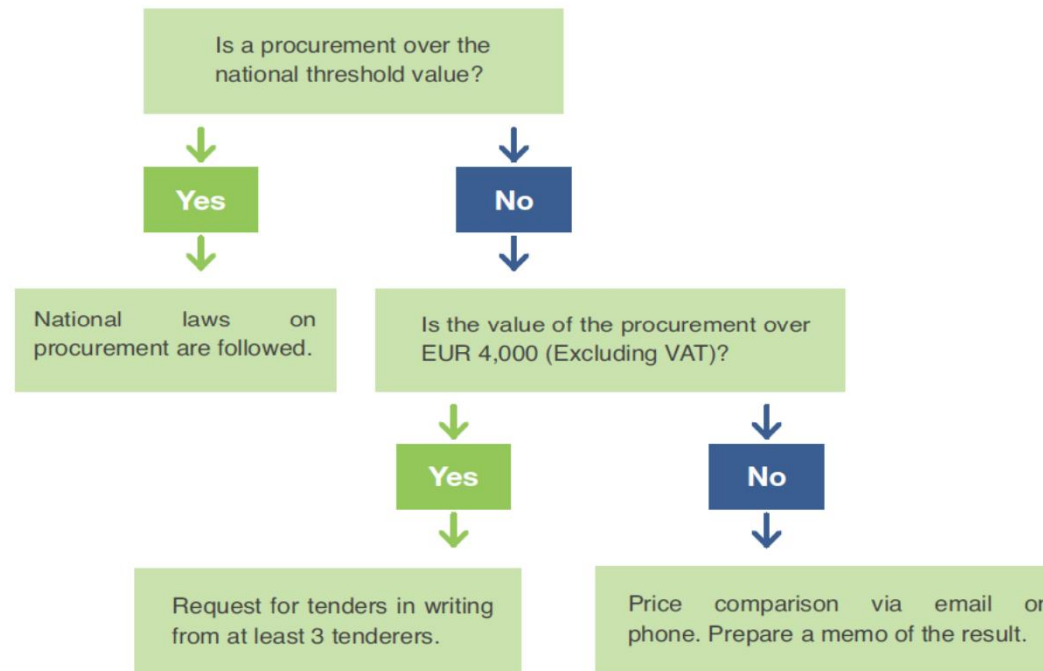
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## Russian public bodies



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# Award of procurement contracts by Russian private beneficiaries

“ [http://www.kareliacbc.fi/sites/default/files/assets/images/Annex%20II\\_EN.pdf](http://www.kareliacbc.fi/sites/default/files/assets/images/Annex%20II_EN.pdf) ”



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## Experiences to discuss:

How to plan tendering process?

Best practices, lessons learned

5 min in groups



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## Cases

- “ Caterpillar for waste management purposes
  - . Budgeted 65 000 EUR
- “ Renovation works for City hall restoration
  - . Budgeted 55 000 EUR
- “ Advertising agency services
  - . Budgeted 10 000 EUR
- “ Turn-key supply contract for cottage
  - . Budgeted 25 000 EUR



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## Points to consider when

- publishing contract notice or request for tenders
- evaluating tenders
- implementing the contract

## Selection criteria vs. award criteria

<b>Selection criteria -&gt; bidder</b>	<b>Award criteria -&gt; bid</b>
Financial capacity	Price
Technical capacity	Quality

## Risk of irregularity, fraud or corruption

- “ Avoidance of competitive procedure
- “ Tailoring request for bids in order to find desired winner
- “ Leaking confidential information
- “ Amendments to contract afterwards
- “ Conflict of interest

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