

Boosting Women-led Enterprises through Public Procurement

Botswana Experience

Public Procurement Regulatory Authority

Introduction

- The Public Procurement Act 2021 and the PPAD Act provided for the Minister to introduce social economic empowerment programmes to support targeted groups of the economy.
- The minister may develop reservations as tools to target vulnerable groups in the society. These being Women, youth and people Living with Disability

Local Procurement Scheme (LPS)

- The special programme called Local Procurement Scheme (LPS) was developed in 2013 with one clear objective.
- **Empowerment of disadvantaged groups being Women, Youth and People with Living Disabilities, through public procurement.**
- **Each institution should target to spend 20% of their procurement on the target group.**

Application of LPS

- Ministries should reserve a quota of at least 20% of the value of their annual procurement budget to the LPS target groups.
- 1. Projects under the micro procurement threshold should be reserved to youth, women and people living with disability, provided contractors in the target group, providing the required supplies, services or works are available in the locality.
- Applicable (cumulative) Preference Margins (competition within target group) ; • Woman - 3% • Youth – 3% • People with Disability - 3% • Rural setting – 3% • Employment – 3%

Application of LPS continued

- Youth, Women, People Living with Disability;
- 2. Outright 15% price advantage for Open Tenders within the DATC Threshold.
- ** LPS shall only be applicable in tenders that do not exceed the DATC threshold of the locality.

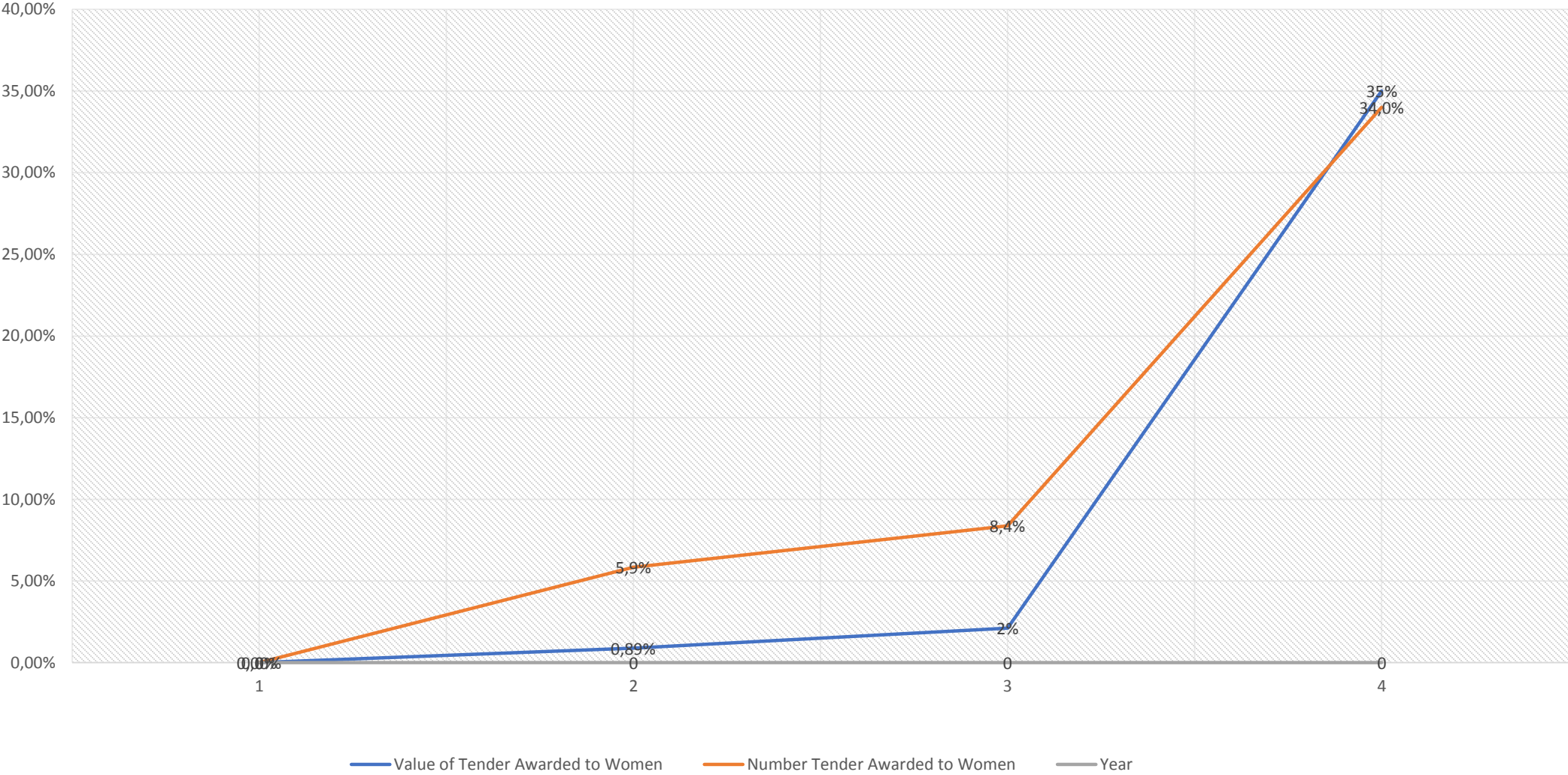
KEY INDICATORS

- 1. The quota of 20% award of procurement budget target for PE must be met.
- PE must continuously monitor if they meet the quota in their procurement.
- **If Yes**, well and good.
- **If not, reserve** the next tenders for the target group to meet the award quota

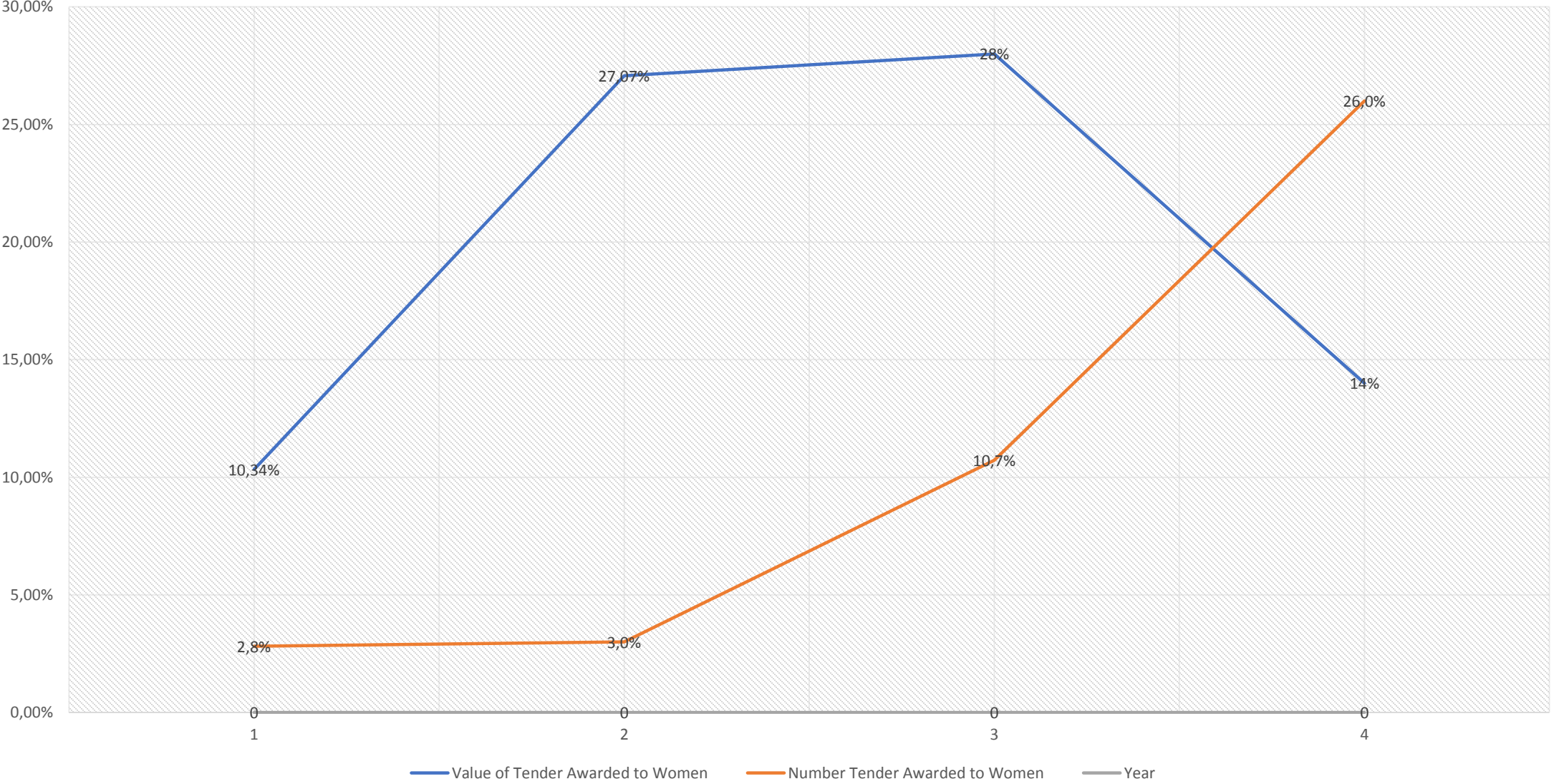
Monitoring and evaluation

- Continuous monitoring of the performance of the scheme.
- Deliberate targeted action according to the result of the analysis

MTC - Tenders awarded to Women



DATC - Tender awarded to Women



Analysis

- The charts show that there was a steady growth of women awarded tenders as the percentage increases over the years.
- The sudden increase due to increase in number of tenders award to women. This could be due to either direct intervention like reservation or more women increase in winning tenders in the open environment.
- Targeted training also can increase opportunities to win tenders.
- The sudden drop in number of tenders award against an increase in value of tenders awarded is indicative of more women winning high value tenders which shows maturity of the program close to achieving its objectives.

Challenges

- 1. The ownership of the scheme by the implementing Procuring entity
- 2. The skills by the procurement personnel to analyse the data such that appropriate decision can be taken e.g. increase participation.
- 3. Create opportunities for women enterprises by using the scheme to reserve tendered for the target group
- 4. Identify the weakness of women bidders and provide post award debriefing to show areas of improvement.
- 5. Abuse of the scheme like Fronting for non deserving bidders hence missing to develop the targeted women group
- 6. Skills of procurement personnel to analyse the data to make informed decisions in order to reach the targeted quota of 20%
- 7. No centralized system to monitor the performance of the programmes.

The future

- 1. The program has good but it is at a cost thus at 15% above market price.
- 2. Sustainability of the program;
- 3. Is the program generating growing enterprises that should graduate
- 4. Close analysis of the value addition to the women in general; whether it improves the lives of the beneficiaries
- 5. More intensive research required with data analytics to study any trends that could be of interest.
- 6. Provide the necessary training at minimum cost recovery to train women
- 7.