



INTRODUCTION TO PROCUREMENT DATA ANALYTICS

Data is everywhere – And that's a good thing!

The
Economist

The world's most valuable resource is no longer oil, but data



[World Development Report 2021: Data for Better Lives:](#)
the first WDR focused solely on the role of data for development!

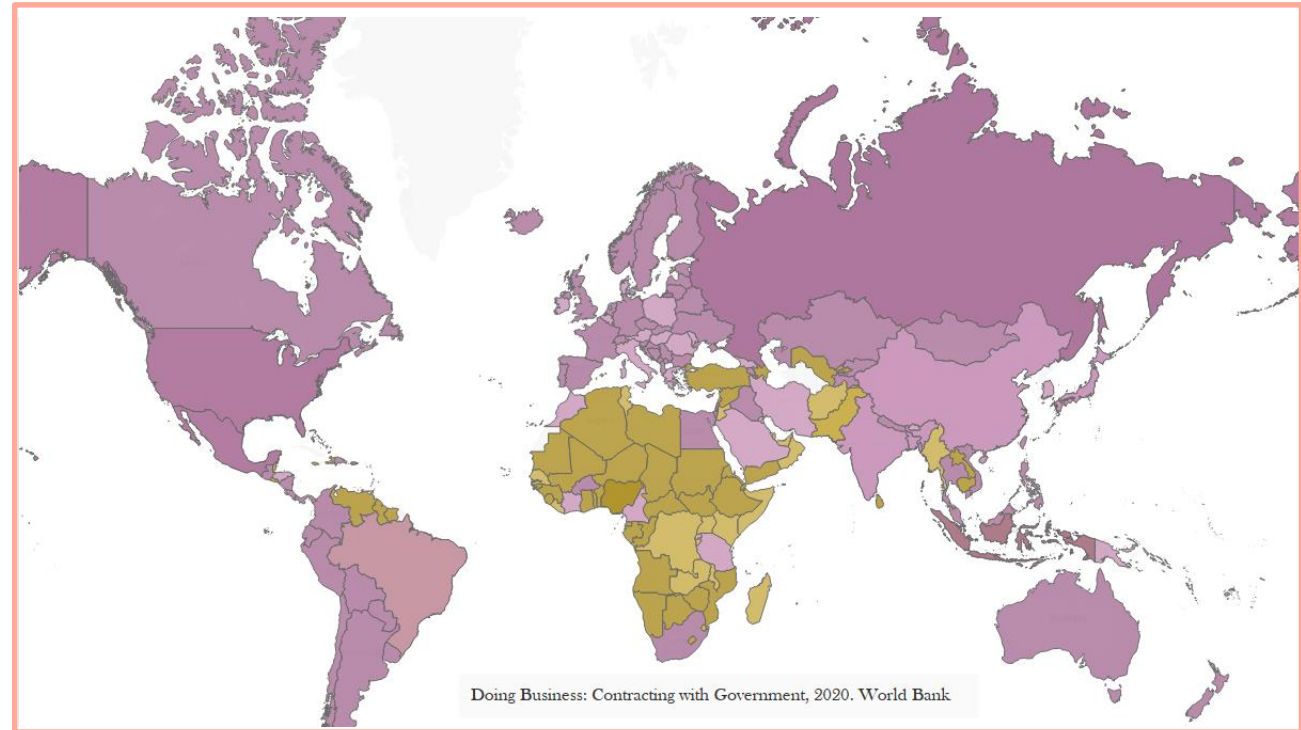
“You can have data without information, but you cannot have information without data.”



The eGP revolution

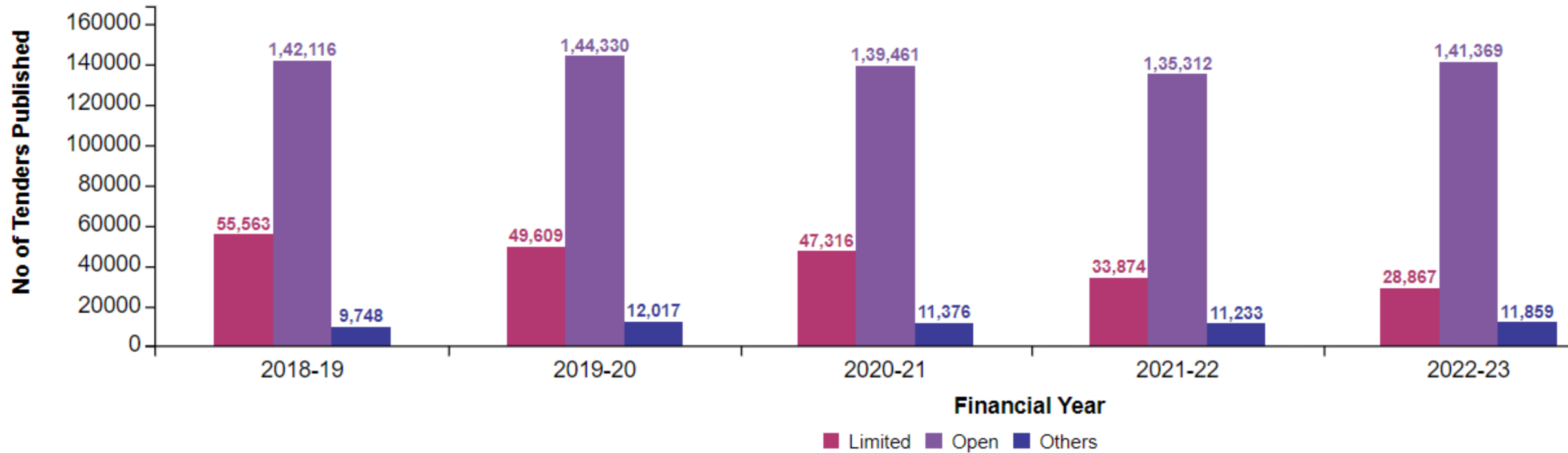
eGP adoption is creating a huge window of opportunity for data analytics thanks to the digitization of procurement data

Use of e-Procurement across the World



Example of Use of eGP for simple data analytics

(Dashboard indicating competitive and non-competitive methods – National e-GP portal of India)



Example of Use of eGP for simple data analytics

(Dashboard indicating contract awarded to Small and Medium Enterprises)

Looking for something on GeM?



Forward Auction ▾

Bids ▾

Sign Up ▾

Login

68,605
Buyer Organisations

6,257,735
Sellers & Service Providers

11,581
Product Categories

293
Service Categories

3,156,408
Products

247,880
Service Offerings

15,281,398
Orders

419,629
Order Value (Cr.)

877,984
MSE Sellers & Service Providers

52.62
Orders Value (MSE %)

Advanced Data analytics tools (Government e-Marketplace, India)

- **Demand forecasting:** For frequently procured categories on e-platform
- **Detect Buyer-Seller Collusion:** Identify transactions that indicates buyer biasing competition in favor of a seller.
- **Detect Order splitting:** Identification of buyers creating multiple orders (Order splitting) that can be clubbed as a single order
- **Price Analysis:** Analysis with the similar products available on e-platform as well as other e-marketplaces, minimum and maximum trend of the product price as well as product price trend to determine the outliers.
- **Technical Rejection Appropriateness:** Products and specification comparison of base product versus the product offered in bid. Identify vague or irrelevant comments by the buyer for disqualifying sellers during technical evaluation
- **Product similarity:** To identify Products with comparable features that offer better market value as well as Products with better specification with similar price

World Bank resource on PDA

[World Bank Report: "Using Data Analytics in Public Procurement"](#)

- Review of the successful approaches and good practices for PDA work.
- Analytical framework: application of data analytics tools in public procurement, data sources, the open government agenda, and data standards.

