



Ministero dell'Economia e delle Finanze

Central Purchasing and Framework Agreements

Advantages and dangers of contract bundling

Moderator: Gustavo Piga – Chairman of Consip S.p.A.



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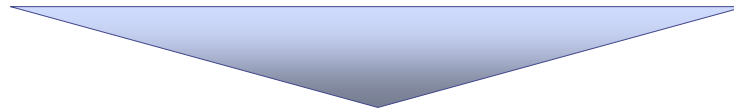
EU Directive 18/2004

- o EU definition of "Central Purchasing body" (Art. 1.10)
- o "Member states may provide that contracting authorities may conclude framework contract" (Art. 32)

New IT Technologies

- o e-procurement tools
- o Digital signature
- o New skills - Change Management

Public Expenditure constraints



The Centralisation of Purchases pushes towards **larger** and/or **bundled contracts**



Opportunities....

- o Economies of scale
- o Process simplification
- o Transparency



.... and risks

- o Increasing difficulty for SMEs
- o "Lock in" situations
- o Collusion

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