

Empower women-led businesses in public procurement

www.open-contracting.org/gender

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Today's Goal:

Discuss how to improve equity and inclusion in public procurement

Agenda:

1. Why does public procurement matter for women's economic empowerment?
1. What barriers are women-led businesses facing?
1. What can we do about it?
1. How can the new GESI framework help?
1. What tools and support are available?



US\$
13,000,000,000,000



* Women-led
businesses get
between only
5 & 20%



What barriers are women-led businesses facing in public procurement?



Difficult to identify women-led businesses.

In most procurement regimes there is no clear definition of a women-led business and a dearth of gender-disaggregated bidder and supplier data. *New research provides some innovative ideas on how to build these datasets.*

Negative perceptions impact bids (on both sides).

Women reported negative perceptions about the openness and fairness of the public contracting processes. Government officials may also have negative perceptions about women entrepreneurs' capacities and the potential of their businesses.

Lack of access to finance.

Women entrepreneurs' lack of access to finance due to discriminatory practices, which limits their ability to acquire the working capital needed to apply for government contracts.

Operating on a smaller scale.

In Latin America, Sub-Saharan Africa, and East Asia, women lead, on average, 23% of small businesses compared to 11% of large businesses. The smaller size hinders their capacity to meet requirements of large government contracts.

We help partners
think different
about procurement
using an **open**
government and
an open data
approach to drive
impactful,
sustainable
reforms



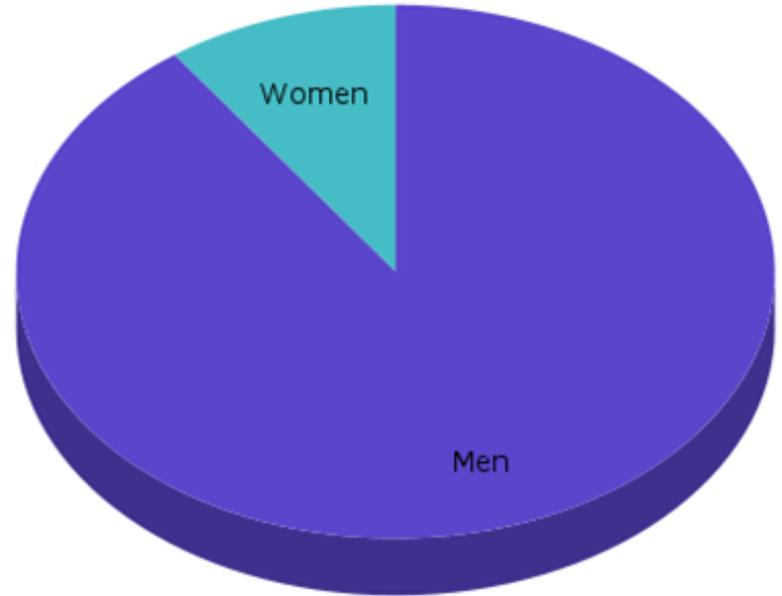
Colombia Gender Responsive Procurement & Covid-19

The Covid-19 crisis has led to higher unemployment for women & inspired additional political attention to the importance of gender-responsive procurement — including a [presidential directive](#)..

- The government recently began publishing gender-disaggregated data about their public procurement, using the Open Contracting Data Standard
- They have used data to analyze the differences in women's participation by sector, region, and value of contracts
- Under a new entrepreneurship law, piloting several recommendations (such better outreach, fairer requirements, sensitization, and credit/prompt payment solutions) in both rural and urban centres

Lebanon Highlights of the public procurement reform in Lebanon

- Competitive proceedings as a general rule;
- Equal opportunities to participate in public procurement;
- Fair, equal and equitable treatment of all bidders and contractors;
- Integrity, public aspect and professionalism of the procurement proceedings, in such a way to enhance control and accountability;
- Promoting the local economy development, national employment and production, based on the best value for spending public funds



Want to get started? Conduct an assessment with the GESI Quantitative and Qualitative frameworks

OCP supported the creation of the [GESI](#) by Oxford Insights to give reformers and advocates the tools to get started making procurement more fair.

We are continuing to work with partners to improve fairness and equity, including in Kenya, Tanzania, Rwanda, Ethiopia, Uganda, Ukraine, Nigeria, South Africa, the United States, Colombia, and the Dominican Republic.

We would be keen to also work with Lebanon to implement this framework in order to better support equity and fairness in public procurement.

How can we help?

1. We can help you publish, share and use **standardized, structured, open contracting data**
2. Help you think **how information will be used**, by whom, for what (value of money, anti-corruption), not just transparency for own sake
3. Methodology and advice to work with **service delivery departments** & make case of how open data on procurement can help them
4. We can help with building **civic engagement** around data to foster usage

Lessons learnt

- Continual engagement and change management
- Use of secondary regulations
- Diverse & sustained teams
- Government using data itself
- KPIs to help track and measure progress
- Dedicated oversight unit



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Want to learn more?

Gender-responsive procurement – entry points and recommendations

Understand users & stakeholders

- 1 Define and identify women-led businesses
- 2 Develop feedback and engagement mechanisms with women entrepreneurs and business-people

Plan a Gender-Responsive Procurement Strategy

- 3 Make a commitment to gender equality and develop a strategy for gender-responsive procurement
- 4 Build capacity to implement gender-responsive procurement

Make contracts open by design

- 5 Publish information about public contracting from planning to implementation
- 6 Use standardized open data to publish contracting information to enable analytics and reuse

Simplify contracting processes

- 7 Apply a gender lens to contracting requirements and payments

Ensure prompt Payment

- 8 Ensure suppliers are paid promptly, reducing the need for access to finance

Increase supplier capacity

- 9 Provide business support services for WLBs

Nurture an inclusive public procurement market

- 10 Link procurement policies with social and gender policy objectives

Effort:  Medium  Medium - Long  Quick win

[Blog](#)

Towards Gender Balance in Public Procurement

Understanding the Barriers and Solutions to Include Women-Led Businesses



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VALUE
FOR
WOMEN

RESEARCH REPORT

[Report](#)



One in three small and medium enterprises are owned by women. Why aren't they getting their fair share of government contracts?

Women are excelling in business. According to the World Bank, women-owned small and medium enterprises (SMEs) contribute 20% to the global gross domestic product. Despite the growth of women's entrepreneurship, the number of businesses getting government contracts is much lower. Women-owned companies get only 5% of federal contracts in the US. In Albania, women-run 27% of all businesses but only a tiny 5% of companies awarded municipal contracts.

This just isn't good enough. Women's participation in public procurement as users, planners, and suppliers is critical for the creation and monitoring of effective public services. Boosting women's businesses can create jobs, and inject the market with new ideas and competition.

Lack of access to information on bids, understanding complex procedures and bias can create barriers for women entrepreneurs. We must also take into account the different factors which may render policies less effective for further marginalized groups, such as women of color and/or with disabilities.

Governments must

1. **Monitor gender-disaggregated procurement data:** This could be done by applying the Open Contracting Global Principles and Data Standard to monitor competition and gaps, quality of implementation, and understanding and addressing complaints of structural discrimination.
2. **Increase women-owned suppliers winning government contracts:** By proactively seeking out and engaging women-owned business groups, establishing a fair complaint and redress procedure and simplifying contracts to reduce preparation time for bidders, authorities can open opportunities for women-owned suppliers.
3. **Plan for gender-responsive procurement:** An integrated gender-responsive procurement strategy will ensure that the goods and services procured take into account how they impact women, often the poorest and most vulnerable group in society.
4. **Tackle gendered corruption through gender-responsive anti-corruption policies:** Recognizing the gendered aspects to corruption from sextortion to modern slavery in the supply chain and creating

[Insights Report](#)
[Research report](#)
[Blog](#)

[Website](#)

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At OCP, Andidiong leads our global capacity building and engagement in Africa. In her role, she coordinates our technical support delivery for our community ensuring that we are meeting our community members where they are at and are proactively building the field of open contracting.

In Africa, Andidiong supports partners carry out their various implementation reforms at both national and sub-national levels and she has experience supporting gender-focused procurement reform in Nigeria.

