



SIGMA

A joint initiative of the OECD and the EU, principally financed by the EU



Creating Change Together

Workshop

Framework agreements

Organized in collaboration with the *Institut des Finances Basil Fuleihan*

Hotel Gefinor Rotana, Beirut - Lebanon

4 – 5 July 2023

Framework agreements

- Venue:** Hotel Gefinor Rotana, Beirut
- Dates:** 4-5 July 2023
- Participants:** Staff members of the Institute of Finance (IoF); staff members of the PPA, representatives of procuring entities at central level and local levels, from various sectors (energy, works, health, telecom, education, military and security, water authorities, etc.)
- Experts:** Mr. Muhammed Şahin, SIGMA expert, Head of Private Office, State Supply Office, Turkey
Mr. Fayeq Deek, SIGMA expert, Procurement and Contract Management Consultant, Palestine
Ms. Eliza Niewiadomska, Senior Counsel, EBRD
Ms. Hanadi Al-Nabulsi, Director General of the Governmental Procurement Department, Jordan
Ms. Maja Kušt, SIGMA expert, Public Procurement Consultant, Croatia
- Purpose:** The workshop aims to provide IoF and PPA staff and representatives of procuring entities and other key stakeholders with a comprehensive understanding of framework agreements, and to expose them to international principles and good practices which will enable an effective implementation of Public Procurement Law 244/2021.
The objectives include:
- Highlighting the importance of framework agreements in public procurement and their connection to efficiency and competition principles.
 - Presenting examples of framework agreement applications in various contexts, while highlighting outcomes on procurement operations and challenges faced.
- Format:** SIGMA experts will deliver presentations on national practices for implementing framework agreements, featuring case studies and practical examples related to specific procurement items. Additionally, the workshop will include a presentation on EBRD online shopping for framework agreements. Discussions will focus on identifying best practices that are applicable to the Lebanese context.
The agenda is subject to adaptation based on the participants' needs during the event.
The working languages for the workshop are English and Arabic, with simultaneous interpretation available.

SIGMA workshop on the Framework Agreements

Programme Day 1: Tuesday 4 July 2023

09:00-09:15 Welcome and introduction

IoF, SIGMA

09:15-09:30 Tour de table and expectations

09:30-9:45 Introduction to framework agreements in Lebanon

Rana Rizkallah Fares, IoF, Senior Procurement Specialist

09:45-10:15 Understanding Framework Agreements

Definition and purpose, principles, key benefits, types

Discussion and Q&As

Maja Kušt, SIGMA expert, Croatia

10:15-11:15 Aggregated purchasing of medicines in Jordan

Discussion and Q&As

Hanadi Al-Nabulsi, Jordan

11:15-11:45

Break

11:45-12:45 Overview of application of FAs in Turkey

Legal requirements, institutional arrangements governing FAs, practices, supporting tools state-of-play on level of use, FAs in centralized procurement, challenges on introduction of FAs, etc.

Discussion and Q&As

Muhammed Şahin, SIGMA expert, Turkey

12:45-13:50 Case studies and exercises on carrying out FAs in Turkey

From planning to contract execution - examples of fuel, medical supplies, etc.

Muhammed Şahin, SIGMA expert, Turkey

13:50-14:00 Summary of the day

14:00-15:00

Lunch

SIGMA workshop on the Framework Agreements

Programme Day 2: Wednesday 5 July 2023

09:00-09:10 Welcome and recap of the Day 1

IoF, SIGMA

09.10-10:00 EBRD online shopping for FAs (*on-line presentation*)

Discussion and Q&As

Eliza Niewiadomska, EBRD

10:00-11:00 Introduction and application of FAs in Palestine

Legal requirements, institutional arrangements governing FAs, practices, supporting tools, state-of-play on level of use, Challenges in introducing FAs and overcoming them, etc.

Discussion and Q&As

Fayeq Deek, SIGMA expert, Palestine

11:00-11:30

Break

11:30-13:15 Case Study on implementing FAs for computers and printers in Palestine and examples of FAs for small works and cleaning services

Fayeq Deek, SIGMA expert, Palestine

13:15-13:50 Panel discussion on the best approach for framework agreements in Lebanon

Preparing implementing regulations, next steps, list of priority goods, services and small works in Lebanon, etc.

IoF, SIGMA experts

13:50-14:00 Summary of the workshop

14:00-15:00

Lunch

Experts:

Muhammed ŞAHİN, Head of Private Office, State Supply Office, Turkey

Muhammed ŞAHİN is a Senior Procurement Specialist and works as Head of the Private Office for the State Supply Office of Turkey. He worked in public procurement for around 13 years of his career. During his job in Public Procurement Authority, he reviewed more than 400 tender complaints, provided procurement training to many institutes and civil servants and had delegated to many national and international meetings, and contributed to numerous legislations. Recently in his job in the State Supply Office, besides procurement of regular goods, he contributed to pandemic-related purchasing and conducted credit contracts negotiations on behalf of the CEO. At the same time, he is the Editor-in-Chief of the journal “Public Procurement World”, a quarterly nationwide journal. Şahin is fluent in English and speaks Russian and Italian.

Fayeq Deek, Procurement and Contract Management Consultant, Palestine

Fayeq Deek is a civil engineer and has a broad experience on procurement and contract management. He worked as a civil engineer for 13 years in the private sector in Saudi Arabia. In 1999 he joined the Ministry of Public Works in Palestine as a director of the procurement department. Starting from 2004 he led the national effort in the reform process of the procurement system in Palestine which was supported by the World Bank. In 2012 he became the chairman of the High Council for Procurement Policies in addition to his capacity as a deputy minister of MPWH till 2021. From Jan. 2021 he is working as a consultant with the World Bank in supporting the reform of the procurement system in Jordan (preparation of SBDs and training), and in Palestine and Iraq (capacity building and professionalization strategies).

Hanadi Nabulsi, Director General of the Governmental Procurement Department, Jordan

Hanadi Al-Nabulsi holds a Bachelor's degree in Accounting from the University of Jordan and a Master's degree in Public Procurement Management from Tor Vergata University, Rome/Italy. Currently Director General of the Governmental Procurement Department, formerly Director of the Procurement and Tenders Department at the National Electric Power Company. More than 20 years of experience in the field of procurement, bidding, supply chain, planning and organizing procurement procedures. Experience in working with IFI's and donor agencies by working on their procurement systems starting with the planning of the procurement operations to managing contracts and agreements and supervising implementation.

Member of competent committee to amend and update the Jordanian Public Procurement Bylaw by receiving feedback on the application from all government agencies and units. Member of the complaints committee formed under the provisions of the government procurement bylaw. Worked as an independent consultant with the European Investment Bank for Reconstruction and Rehabilitation (EBRD) to assess government procurement bylaws in Arab countries and their compatibility with global procedures in preparation for their participation in the World Trade Organization (WTO), especially the GPA.

Maja Kušt, Public Procurement Consultant, Croatia

Maja Kušt has a broad professional experience on public procurement. For six years she worked at the Directorate for the PP System in Croatia on establishment and management of public procurement training system, Croatian accession to EU, upgrade of electronic public procurement system, drafting of implementing tools and advisory activities on application of public procurement legislation. Since July 2013 she has been working as a consultant on public procurement. As an expert, she has participated in various technical assistance projects in Croatia and abroad, being also active as trainer on different public procurement aspects.