



Organización de los Estados  
Secretaría para el Desarrollo  
Programa de Compras Gubernamentales

## Red Interamericana de Compras Gubernamentales

Actividad: II Conferencia de las Américas en Compras Gubernamentales  
Tema: Estrategias para el Desarrollo de E-Compras Gubernamentales,  
Capacitación y Desarrollo Profesional, Estrategias para el Desarrollo de  
E-Compras Gubernamentales  
Título: National Training Program. PREGAO  
Presento: Rafael Setubal  
País: Brazil  
Fecha: 1 de Noviembre de 2005





# GOVERNMENT PROCUREMENT - E-G NATIONAL TRAINING PROGRAM ON REVERSE ELECTRONIC AUCTION “PREGÃO”

Ministry of Planning Budget and Management  
Secretary of Logistics and Information Technology  
Department of Logistics and General Services

## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### CONTEXT:

**3,300 UASG's (procurement offices);**  
**205,000 procurement procedures (2005);**

**116,757,000 items procured;**

**228,753 Suppliers registered until 01/01/2005.**



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### E – REVERSE AUCTION, THE “PREGÃO”

- ◎ THE “PREGÃO” is the only type of auction performed in Brazil that can be entirely performed through electronic procedures (internet).
  
- ◎ BENEFITS OF THE “PREGÃO”:
  - It's faster (approx. 17 days)
  - It's More transparent;
  - Increases competition and economic efficiency;
  - Grants easy access for providers



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### THE TRAINING PROGRAM:

- The National Training Program is a strategy of the Brazilian government to improve the efficiency of the E-PREGÃO, aiming to elect its main reverse auction procedure in Brazil.



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### WHY:

- In June, 2005, the Federal Decree nº 5,45 turned it into an obligatory type of auction, es in it's electronic form, to the entire Administration, when contracting common goc services (market products).



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### OBJECTIVES:

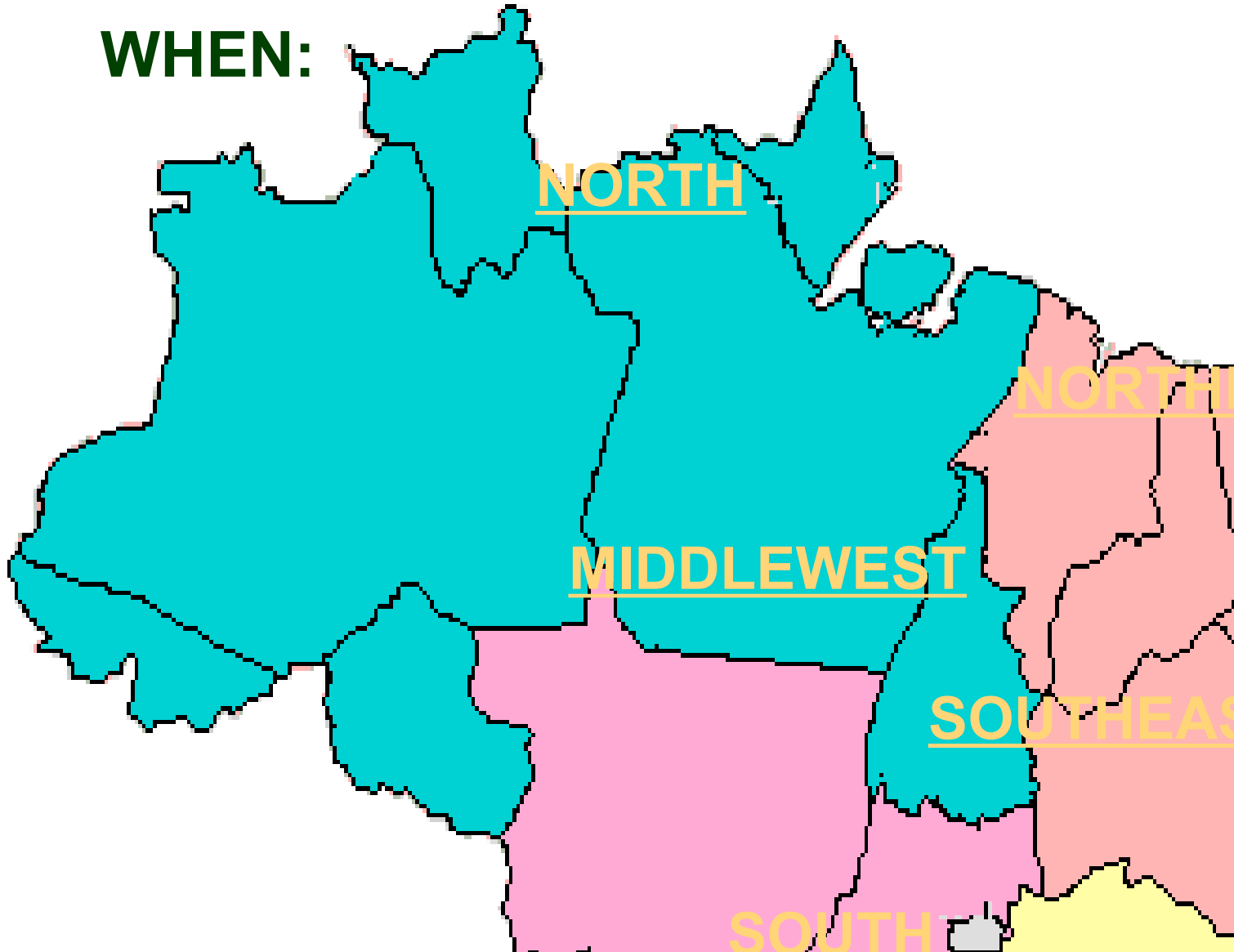
- To train public servants of The Federal Administration regarding the federal new procurement legislation how to use the electronic procurement system;
- To form multipliers – Legislation and the system;
- To train public servants from local administration (states and municipalities);
- To train suppliers – especially small and medium business - to make possible for them to participate in the procedures.



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO



**WHEN:**



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO



### NORTH



VIDEOCONFERE  
LEGISLATION AND

AC

AM

AP

PA

TO

RO

RR

TOTAL

OPERATIONAL TRAINING (SYSTEM)

AC

15

AM

37

PA

154

TO

15

## NATIONAL TRAINING PROGRAMA ON E-PREGÃO



### NORTHEAST



VIDEOCONFERÊNCIA

LEGISLAÇÃO ANEXO

### OPERATIONAL TRAINING (SYSTEM)

BA	50
AL	15
PE	114
PB	22
RN	45
CE	52

BA
SE
AL
PE
RN
CE
PI
TOTAL

## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### MIDDLEWEST



VIDEOCONFERE  
LEGISLATION AN

DF

GO

MS

MT

TOTAL

OPERATIONAL TRAINING (SYSTEM)

DF

171

GO

40

MS

45

MT

25



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO



### SOUTHEAST



VIDEOCONFERE  
LEGISLATION AN

SP

RJ

MG

ES

TOTAL

OPERATIONAL TRAINING (SYSTEM)

SP

122

RJ

364

MG

56

ES

22

## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### SOUTH



VIDEOCONFERENCES  
LEGISLATION AND

RS
SC
PR
TOTAL

### OPERATIONAL TRAINING SYSTEM

RS	145
SC	32
PR	42

## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### GOALS (2006):

- To train 100% of public servants dealing public procurement
- Train 30% of suppliers - Micro and business.



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### HOW:

### Legislation and System:

- ⊙ Videoconferences
- ⊙ Meetings
- ⊙ Seminars
- ⊙ [www.comprasnet.gov.br](http://www.comprasnet.gov.br)



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### TIME SCHEDULE:

- © June 2005 to November 2006.



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### WHO IS TRAINING:

Ministry of Planning, Budget and Management  
MP

- ◎ SLIT -Secretary of Logistics and Information Technology
- ◎ ENAP – National School of Public Administration
  - ◎ SERPRO – Community SIASG



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### TO WHOM?

- ① 1<sup>a</sup> phase: Federal Public Servants;
- ② 2<sup>a</sup> phase: Local Public Servants (State Municipalities)
- ③ 3<sup>a</sup> phase: Suppliers - Micro and Business



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### SELECTION CRITERIA:

- ◎ To form new e-reverse-auctioneer “Pregoeiros”:
  - Public Servants responsible for ru procurement procedures.
  
- ◎ To form Multipliers:
  - Public Servants that performed quantities of e-Pregão until now.



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### NEXT PHASE:

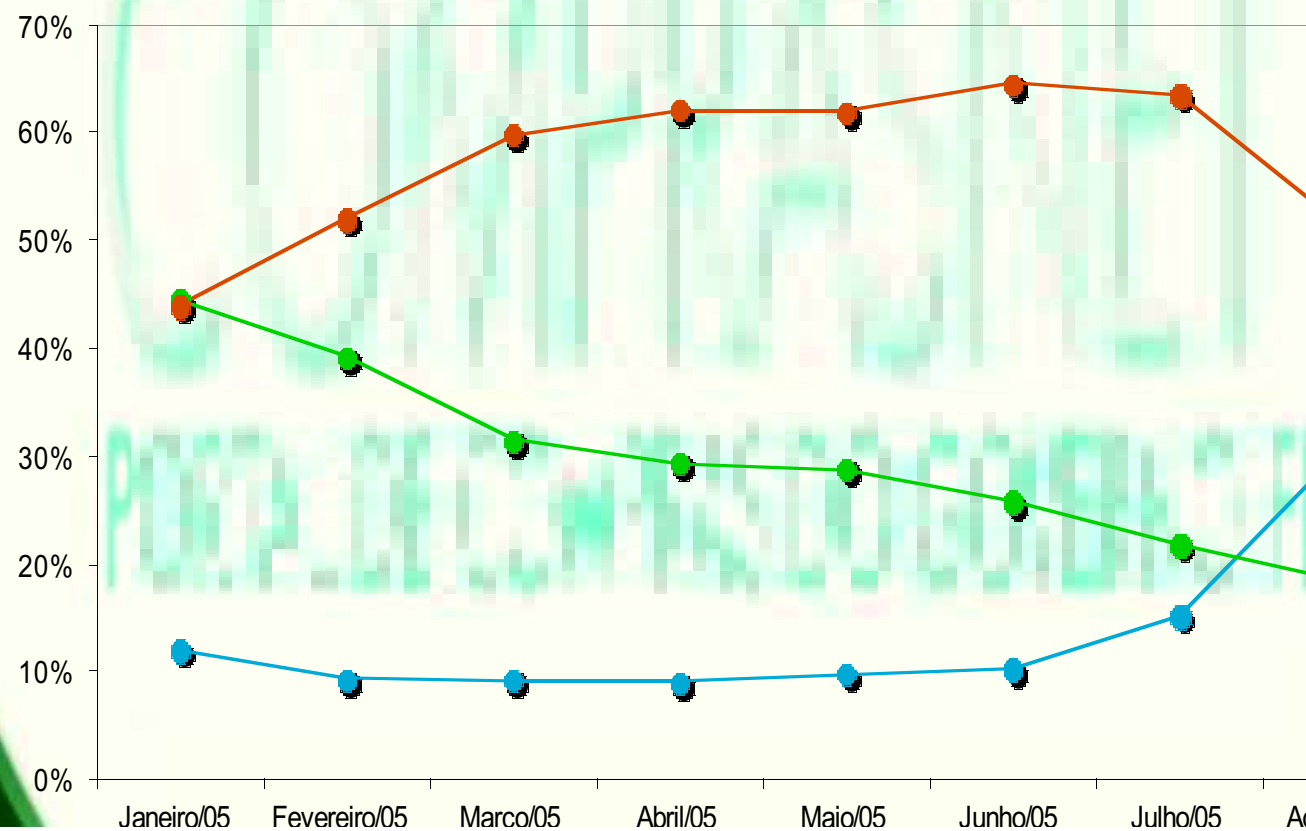
- ◎ Partnership with SEBRAE to train micro and small business;
- ◎ Institutional advertising campaign to increase general understanding regarding the e-Pregão (aiming to improve social control);
- ◎ Creation of a long distance e-procurement school



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### EVOLUTION OF E-PREGÃO:

Participação do número de processos de compra, segundo as modalidades \_  
Janeiro a Setembro/2005 (%)



## NATIONAL TRAINING PROGRAMA ON E-PREGÃO

### DLGS - Norms Office

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