

# Foreword

In 2022, the National Business Association of Colombia (ANDI) and the Organisation for Economic Co-operation and Development (OECD) agreed that the OECD would conduct an analysis and evaluation of information and communication technology (ICT) procurement practices and processes in three Latin American countries: Chile, Colombia and Mexico. The OECD would focus on analysing practices related to competitive neutrality and market engagement in the procurement of computers and laptops, in light of the principles established in the 2015 OECD Recommendation of the Council on Public Procurement. The objective was to identify best practices and areas of opportunity and to develop evidence-based recommendations. The recommendations in this report are aimed at improving competition, efficiency, effectiveness, neutrality and dialogue with markets in the procurement of computers in Latin America.

This report provides an overview of the public procurement process for computers in Chile, Colombia and Mexico, focusing on the general context, competition and technological neutrality, industry engagement and the roles played by key entities such as government buyers, suppliers and the leading procurement and digital government authorities (ChileCompra, the Budget Directorate [DIPRES] and the Division of Digital Government [DGD] in Chile; *Colombia Compra Eficiente* [CCE], the Office of the Senior Counsellor for Digital Transformation and the Ministry for ICT [MinTIC] in Colombia; and the Ministry of Public Administration [SFP] and the Co-ordination for the National Digital Strategy [CEDN] in Mexico). The report highlights some of the most important challenges and opportunities and provides recommendations for improving the procurement process and fostering innovation and competition.

The report also includes information and perspectives from different stakeholders, including control and audit bodies, competition agencies, digital government authorities, business chambers and academia. Such perspectives were vital to compare views and collect evidence to support the findings and recommendations. The report thus brings together the visions and the opportunities identified by stakeholders for competitive, fit-for-purpose and cost-efficient processes for the procurement of computers.

This report also builds on the evidence base the OECD has been developing relative to ICT procurement practices, particularly in countries such as Greece and the Slovak Republic. Indeed, the 2022 reports *Digital Transformation Projects in Greece's Public Sector: Governance, Procurement, and Implementation* and *Towards Agile ICT Procurement in the Slovak Republic: Good Practices and Recommendations* analysed the synergies between public procurement policies and digital government strategies leading to improved service delivery. Although the present report focuses specifically on computers and laptops, some of the lessons and recommendations, particularly regarding vendor neutrality, can be applied to other digital products, such as software.

Focusing on the main actors involved and the challenges and opportunities identified, the report is organised into four main sections: supporting public service delivery and digital transformation through ICT procurement; structuring procurement processes to foster competition and vendor neutrality; market engagement strategies; and challenges, good practices and recommendations to foster competition and neutrality in the procurement of computers in Latin America.

# Acknowledgements

This report was prepared by the OECD Public Governance Directorate (GOV) under the direction and oversight of Elsa Pilichowski, Director, and Edwin Lau, Head of the Infrastructure and Public Procurement Division (IPP). It was co-ordinated and drafted by Jacobo Pastor García Villarreal, Senior Policy Analyst in IPP. Claudio Loyola, consultant for the OECD, drafted the specific sections on Chile.

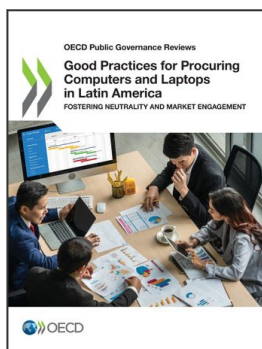
Valuable comments were received from Paulo Magina, Barbara Ubaldi, and Felipe González-Zapata. Editorial assistance was provided by Eleonore Morena and Justine Deziel. Alexandra Le Cam and Nana Shodu provided administrative assistance.

The OECD expresses its gratitude to the procurement authorities of Chile, Colombia, and Mexico: ChileCompra, *Colombia Compra Eficiente*, and the Ministry of Public Administration (previously the Chief Management Office – *Oficialía Mayor* of the Ministry of Finance and Public Credit – SHCP). In particular, the OECD would like to thank the National Business Association of Colombia (*Asociación Nacional de Empresarios de Colombia*, ANDI) for the voluntary contribution that made this project possible. Santiago Pinzón Galán, ANDI's Vice-president for Digital Transformation, served as the main contact point for the project. Carlos Rebellón, INTEL's Director for Government Affairs in Latin America was instrumental in supporting the OECD in this project.

The OECD would also like to thank other institutions from the three countries analysed that contributed information to this report, namely contracting entities, control and audit bodies, competition authorities, budget departments, digital government authorities, business chambers, academia, and civil society organisations. Their support was critical to collect all the necessary information for the analyses presented in this report.

This report is part of a series of governance reviews in OECD and G20 countries. The project included the organisation of fact-finding missions to the three countries under analysis during March 2023, as well as a webinar on 24 April 2024 to launch this report, discuss its findings, and share good practices and recommendations with the wider public procurement community of Latin America.

This document was approved by the OECD Working Party of Leading Practitioners in Public Procurement (LPP) on 12 April 2024 and declassified by the Public Governance Committee on 20 May 2024.



**From:**  
**Good Practices for Procuring Computers and Laptops in Latin America**  
Fostering Neutrality and Market Engagement

**Access the complete publication at:**

<https://doi.org/10.1787/cdf11f4d-en>

**Please cite this chapter as:**

OECD (2024), "Foreword", in *Good Practices for Procuring Computers and Laptops in Latin America: Fostering Neutrality and Market Engagement*, OECD Publishing, Paris.

DOI: <https://doi.org/10.1787/ce0856cb-en>

This document, as well as any data and map included herein, are without prejudice to the status of or sovereignty over any territory, to the delimitation of international frontiers and boundaries and to the name of any territory, city or area. Extracts from publications may be subject to additional disclaimers, which are set out in the complete version of the publication, available at the link provided.

The use of this work, whether digital or print, is governed by the Terms and Conditions to be found at <http://www.oecd.org/termsandconditions>.