



公共市场与政府采购研究所
Institute of Public Market and Government Procurement

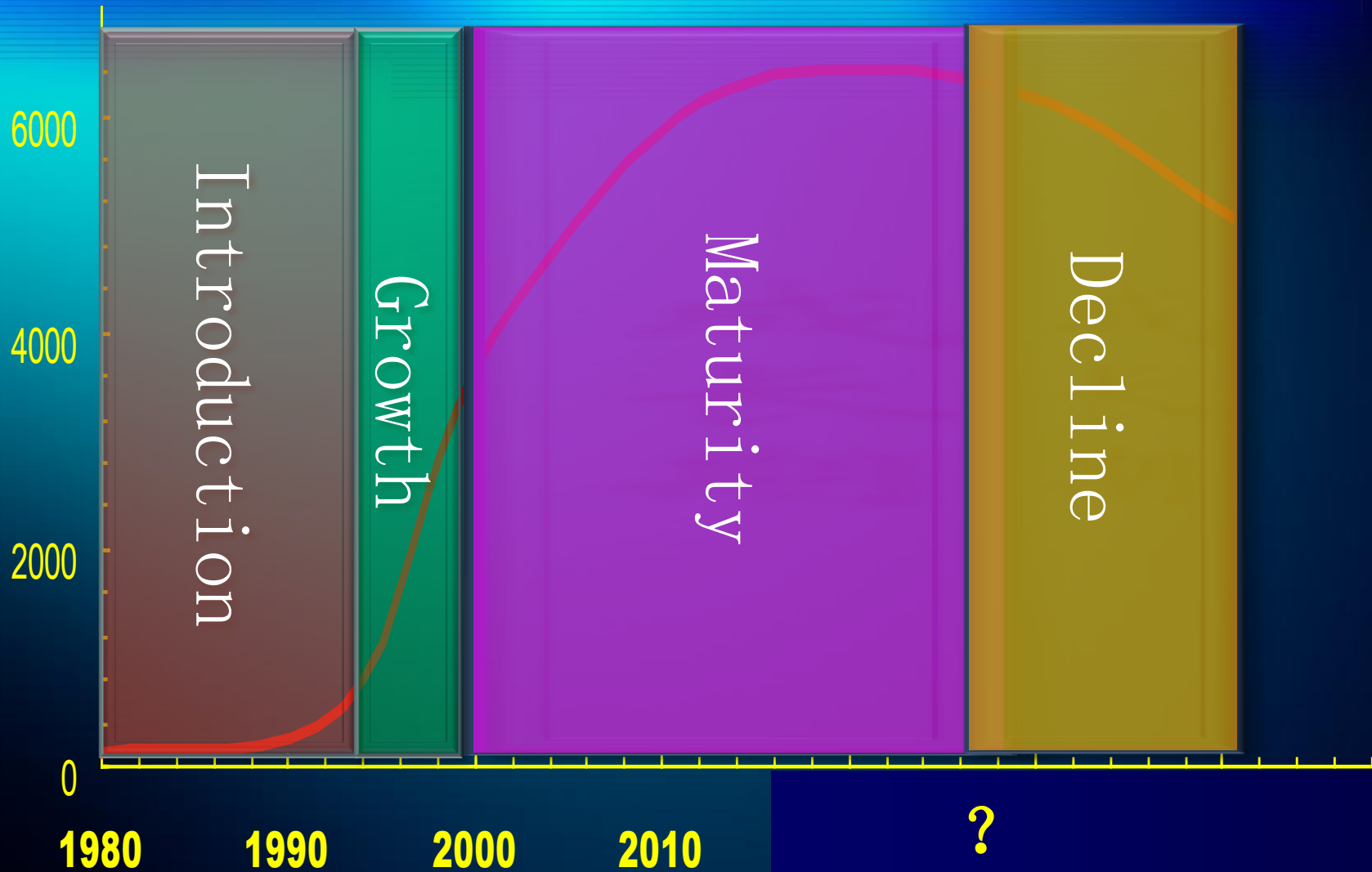
The Development of China's Procurement Agent Industry

- From the Legal and Economic Perspective

Yong ZHAO

2012.09.05

The Industry Life Cycle



The Analysis of the Phases

The Introduction Phase: 1980 - 1993

The Introduction Phase

*The Interim Provisions prevails
the General Principals of the Civil Law*



Purchaser

Procurement
Agent

Agent
Highly trained
personnel in
the Procurement

Services provided: tendering,
market information, import,
project approval formalities

Oligopoly by
the Sellers

The Analysis of the Phases

The Introduction Phase: 1980 - 1993

The Growth Phase: 1994 - 1999

The Start-up Phase

The Conflict between the Laws

**New Sellers rushed
Into the market**

Purchaser

**Procurement
Agent**

**The quality of the
PA's personnel
declined**

**Services provided: tendering,
market information, import,
project approval formalities**

The Analysis of the Phases

The Introduction Phase: 1980 - 1993

The Growth Phase: 1994 - 1999

The Maturity Phase: 2000 - ?

The Start-up Phase

Enactment of the *Contract Law* and
the *Bidding Law*

Revision of the *Foreign Trade Law*



The Analysis of the Phases

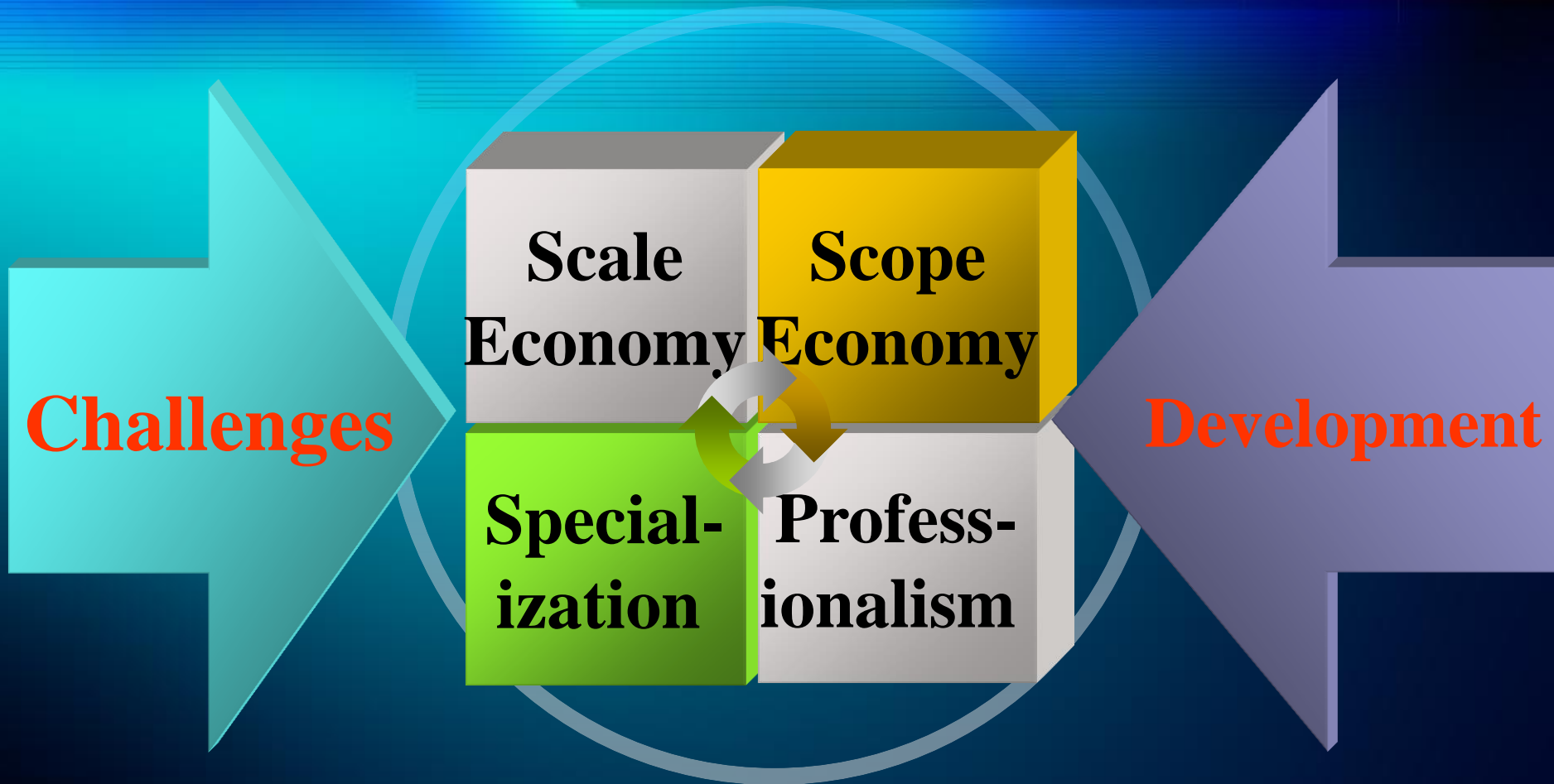
The Introduction Phase: 1980 - 1993

The Growth Phase: 1994 - 1999

The Maturity Phase: 2000 - ?

The Expectations

The Expectations





公共市场与政府采购研究所
Institute of Public Market and Government Procurement

Thank you!
yongjiao@yahoo.com