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The use of Procurement Agents

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Charles Kendall & Partners Ltd.

History

- **Founded in 1946**
- **Family Firm**
- **Core Business - Procurement Agency and Technical Assistance Services**

Charles Kendall & Partners Ltd.

Scope of Services

- **Procurement Agent Services**
- **Procurement Assessments**
- **Procurement Capacity Building and Training**
- **Procurement Reform**
- **Procurement Monitoring and Auditing**

Charles Kendall & Partners Ltd.

Country Experience and Major Clients

- **Worked in over 100 countries worldwide**
- **Governments, International Organisations and Donor including: WB, EU, Global Fund, MCC, DFID, Sida, Danida, AusAID**

Why use a Procurement Agent

- **Protection**
- **Efficiency**
- **Probity**
- **Value for Money**
- **Administrative Ease of Management**
- **Lack of Procurement Capacity**
- **Procurement Capacity Building**
- **Donor Requirement**
- **Government and Private Sector Policy**

Two ways in which Procurement Agents can be used

- 1. The traditional role**
- 2. The Independent Procurement Agent**

The traditional role of a Procurement Agent

- **The Procurement Agent is an integral part of the Client's procurement structure**
- **The Procurement Agent becomes “part of the Team” and is seen as a partner**
- **The Procurement Agent procures for and on behalf of the Client**
- **Approvals are required from the Client during the various steps of the process**



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The Independent Procurement Agent

The Procurement Agent prepares bid documents, issues invitations to bid, undertakes evaluations and recommends contract award independent of the Client

The Ghana example: The traditional Procurement Agent's role

- **The Donor : Millennium Challenge Corporation**
- **The Client: The Ghana MCA**
- **Value: US\$547 million**

The Ghana example: The traditional Procurement Agent's role

Challenges:

- **Timing of appointment**
- **Standard Bidding Documents**
- **Procurement planning**
- **Contract management**

The Ghana example: The traditional Procurement Agent's role

Successes:

- **Compliance with Requirements**
- **Efficiency and Value for Money**
- **Capacity Building**
- **Market Development**

The Cambodia example: The Independent Procurement Agent

- **The Donor : The World Bank**
- **The Client: Cambodian Ministry of Finance and Economy**
- **Value: Approximately US\$90 million**

The Cambodia example: The Independent Procurement Agent

Challenges:

- **Facing change**
- **Bidder reluctance**
- **Poor bidder understanding of requirements**
- **Technical evaluation of bids**
- **Limited capacity**
- **Interpretation of contractual obligations**

The Cambodia example: The Independent Procurement Agent

Successes:

- **Greater procurement efficiency**
- **Increased Donor confidence**
- **Quicker procurement & increased disbursement**
- **Increased competition**

Summary

Use of a Procurement Agent; whether in a traditional role or as an Independent Procurement Agent, can add significant value, efficiency and probity to a client's procurement