

# About CIPS for Development

CIPS for Development is an initiative of the Chartered Institute of Procurement and Supply (CIPS) to support public sector institutions in low and lower-middle income countries (LMICs) in achieving sustainable financial and operational self-sufficiency by improving value for money in procurement.

CIPS for Development helps public sector procurement institutions to strengthen their procurement strategies and operational practices, using the CIPS Procurement Excellence Framework. We provide professional development for procurement staff in government procurement organisations to ensure the sustainability of improvements once CIPS for Development programmes have ended.

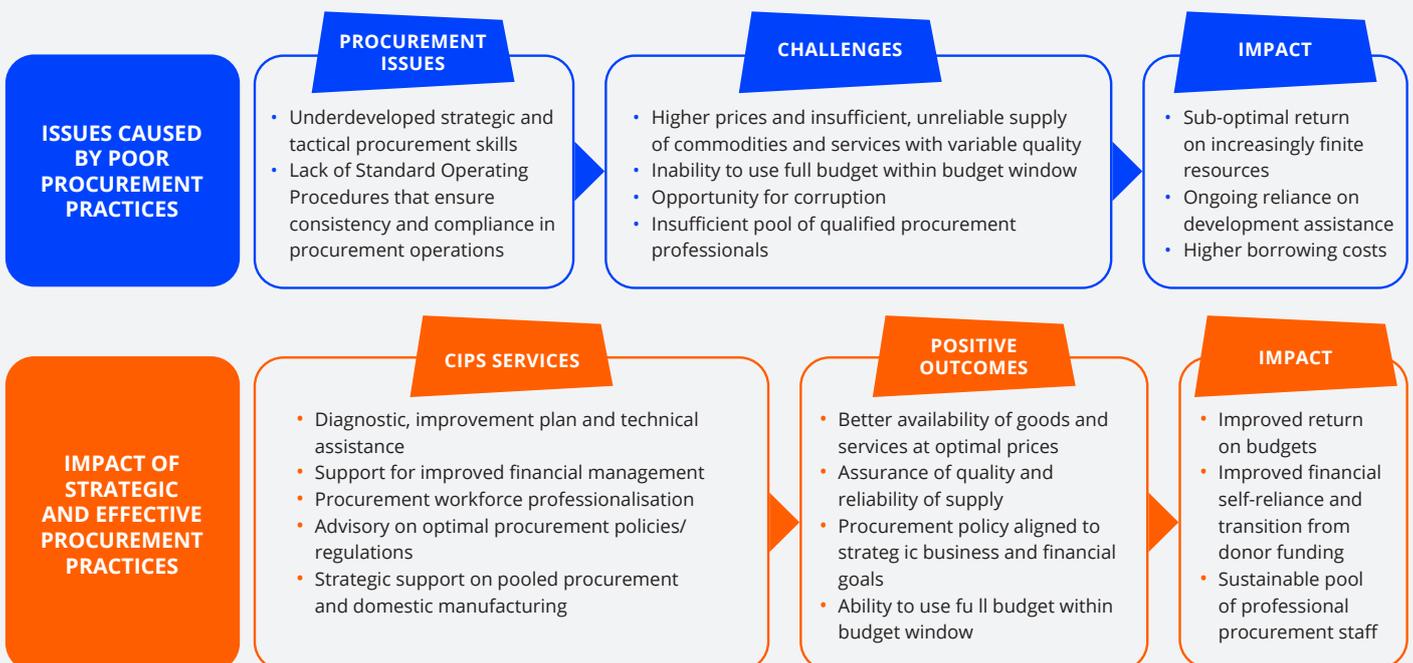
Public procurement accounts for 15-20% of GDP in LMICs: i.e. between USD 5.6 and 7.5 trillion. Yet procurement is often not carried out as effectively as it could or should be, due either to 'passive' inefficiencies such as lack of professional staff or insufficient supplier management, or to 'active' waste for example through corruption and fraud.

Procurement is a strategic lever that can help public sector institutions in LMICs achieve sustainable financial and operational self-sufficiency. This is particularly relevant in the current environment of: rising government debt interest payments and tightening in international development funding.

Better procurement: Improves value for money; supports cost savings; enables governments to use their full budgets within the budget window; ensures products meet regulatory and quality standards; ensures that products are in stock when and where

needed and; enables governments reap the benefits of pooled procurement and domestic manufacturing strategies, and to plan an effective maturity pathway to these complex undertakings.

Yet procurement performance and maturity are low in many countries. Public sector procurement regulations don't always support project timeframes, for example due to annual tendering. Forecasts are often wrong because the feedback loops providing data to procurement teams are weak. Procurement teams miss out on opportunities for better pricing due to a limited understanding of national and international supply markets. Supplier management is often neglected, leading to unreliable supply. Skills levels are often low, leading to inconsistency and inefficiency in the way that procurement is handled. And procurement governance and operating procedures are often not as effective as they could be in flagging and blocking corruption.



# CIPS for Development: Services

## 1. Market analysis

Analysis of the market structure and procurement process. Can include a review of the supplier market.

## 3. Diagnostic and improvement plan

Uses the CIPS Procurement Excellence Framework to rate procurement performance and identify areas of improvement, together with provision of technical support for implementation.

## 5. KPI Development

Support in the development of KPIs to track progress and impact of procurement improvements.

## 7. Bespoke services

Strategic advisory and technical support on pooled procurement, domestic manufacturing, market development.

## 2. Procurement strategy development

Support in developing a procurement organisation and processes that will deliver on business goals.

## 4. Standard Operating Procedures

Development and training in the use of standard operating procedures to ensure procurement excellence and compliance.

## 6. Workforce Development

Support for staff in public healthcare procurement organizations to achieve CIPS certification. Provision of bespoke organisational skills training.

## Impact



### Financial self-sufficiency

Professional procurement improves return on budget, reduces corruption and lowers dependence on development funding.



### Improved Return on Budget

More efficient procurement ensures budget can be fully used within the budget window.



### Value for Money

Professional procurement ensures products and services meet strategic goals such as availability, affordability, quality and sustainability.



### Operational efficiency

Skilled procurement staff working to standard operating procedures improves the efficiency of procurement, saving time and money.

# Credentials

The Chartered Institute of Procurement and Supply is the leading international professional, membership and awarding body for the procurement profession.

CIPS for Development leverages CIPS' substantial experience in public sector procurement, supporting over 4,000 public sector institutions worldwide, of which 1,466 are in LMICs. CIPS has supported public sector organisations in 7 LMICs in Africa, Central- and -South Asia, for clients including the World Bank, the European Bank for Reconstruction and Development and the Gates Foundation.

[CIPS Health Procurement Africa \(CIPS HPA\)](#), a sector-specific initiative housed within CIPS for Development and applying

the same methodology, currently supports national and sub-national public health procurement institutions in Kenya, Nigeria and Ethiopia.

## CIPS HPA has achieved:

- A **100% improvement in procurement effectiveness**
- A **48% increase in availability of critical medicines**
- **Cost savings** through better pricing that were equivalent to half of the donor investment
- A **75% increase in the healthcare budget** through evidence-based advocacy.

## Donor- and multilateral -funded public sector reference projects

