CONTENTS

What Is Public Procurement? Definitional Problems and Implications ................................................................. 1
Robert E. Lloyd and Clifford P. McCue

Public-Private Partnerships in the U.S. and Canada: Case Studies and Lessons .............................................................. 31
Aidan R. Vining, Anthony E. Boardman, and Finn Poschmann

Technological Change and Institutions: The Role of Public Sector Procurement ............................................................ 61
Wendy Phillips, John Warrington, Louise Knight and Nigel Caldwell

Software Costing Analysis Model for Evaluating Value for Money ................................................................................. 81
Guy Callender, Diane Jamieson, and Kevin Vinsen

Purchasing Control, Compliance and the Box: Purchasing Management Based on Hard Data ........................................ 105
Jan Telgen

Novelties in the Toolkit to Curb Public Procurement Corruption in a 'Newborn' European Union Country .................. 117
Péter Gelléri and Csaba Csáki

Public Procurement as a Social, Economic and Political Policy ................................................................. 133
Sudhir Kashap

The Current Trends in Outsourcing as a Practice: Causes, Case Studies and Logic with Emphasis on Governmental Sector ............. 149
Mary M. Dickens Johnson

Reinterpretation of (Sub-)Project Procurement ................................................................. 171
Attila Kovács

Procurement Reform in Sierra Leone: A Public Choice Model of Analysis ................................................................. 189
Farrel J. Elliott

 Developing Hypotheses for Meaningful Involvement of Municipal Purchasing Departments in Acquisition Processes for Consulting Services .......................... 199
Joseph J. Schiele and Cliff McCue
The Role of Immanence in the Future of Public Procurement .................................................. 227
Guy Callender and Darin Matthews

Public Procurement Performance ....................................................... 253
Sabine Adotévi

The Impact of Contract Bundling on Small U.S. Vendors .................. 263
Paul Murphy

The Cost of Corruption in Procurement and Public Purchase .................. 275
Emmanuelle Auriol

Reinventing Government Procurement through Digitalization (in PowrPoint)
Gi Su Kim

Preparing Tomorrow’s Acquisition Workforce (in PowrPoint)
Gloria M. Sochon
Preface

This book is a collection of selected papers presented at the International Public Procurement Conference, October 21-23, 2004, in Fort Lauderdale, Florida, USA. Organized by the Public Procurement Research Center, the Conference was sponsored by the following organizations:

- Curtin University of Technology Business School (Australia);
- Florida Association of Public Purchasing Officers;
- FAU College of Architecture and Urban and Public Affairs;
- The National Institute of Governmental Purchasing, Inc.;
- South East Florida Local NIGP Chapter;
- United Nations Inter-Agency of Procurement Services Office;
- U.S. General Services Administration; and
- The World Bank Procurement Policy and Services Group.

There were forty-six papers submitted for presentations at the conference. Through a peer review process, six papers were selected for publication in the *Journal of Public Procurement* (Volume 4, Issue 3, 2004); nineteen for publication in this book; and the remaining twenty-one papers are in a CD form of the Conference Proceedings. These papers have been accepted for publication in other publication outlets such as academic journals and books; or need to be revised for publication consideration in future issues of the *Journal of Public Procurement*.

The book will be a great contribution to public procurement knowledge and practices. Practitioners and academic from various cultural, social, economic and political environments and various organizations share their procurement knowledge and experiences. In our current e-world, the readers of this book should not be surprised to see public procurement practitioners in different countries have experienced similar challenges; and researchers have conducted their research on similar procurement issues.
LIST OF EDITORS

Armando Araujo, Ph.D., is the Director of Procurement in the Operations Policy and Country Services Vice-Presidency of The World Bank. He is responsible for formulating the Bank policy in procurement, (and) promoting and maintaining high quality standards for procurement that is carried out by borrowers.

Rosalyn Y. Cater, DBA, is a Professor of the School of Public Administration, and the Dean of the College of Architecture and Urban and Public Affairs, Florida Atlantic University. Her teaching and research interests are public finance and research methodology.

Guy Callender is Foundation Chair and Professor of Strategic Procurement at Curtin University of Technology, Perth Australia. His research interests are (in) strategic procurement, public sector reform and business intelligence.

David Drabkin, JD, is Deputy Chief Acquisition Officer and Senior Procurement Executive, U.S. General Services Administration. His expertise is in all areas of public procurement, especially bid protests and contract laws.

Rick Grimm, CPPO, CPPB has served the National Institute of Governmental Purchasing (NIGP) as its Chief Executive Officer since 1998 and is currently the President of the International Federation of Purchasing and Materials Management (IFPMM). Under Rick's leadership, NIGP has launched a new academic-based curriculum focused on both the public procurement practitioner and the academic student pursuing studies in public administration.

Kirsten R. Ejlskov Jensen, MA, Chartered MCIPD is Manager of the Procurement Advisory and Development Unit of the Inter-Agency Procurement Services Office of the United Nations Development Programme. She is responsible for providing advisory services in the area of public procurement reform and capacity development for developing countries and international organisations.

Robert E. Lloyd, M.A, is the Director of the Policy Division, Office of the Procurement Executive, U.S. Department of State. He is responsible for formulating worldwide procurement policy for the Department.

Clifford P. McCue, Ph.D., is an Associate Professor in the School of Public Administration at Florida Atlantic University. His current research interests include public procurement, public finance, and governmental budgeting and accounting.
Jan Telgen, Ph.D., is Professor of Applied Operations Research and the NEVI Professor of Purchasing Management at the University of Twente, Enschede, the Netherlands. In addition, he is a partner with the consulting firm Significant and president of the Netherlands Platform for Public Procurement.

Khi V. Thai, Ph.D., is a Professor in the School of Public Administration, and the Director of the Public Procurement Research Center, Florida Atlantic University. His current research interests include public budgeting, accounting and public procurement.