**British Embassy Chile Prosperity Fund Project Concept Form**

The form should be completed by the Project Implementer. Once completed it should be submitted to [prosperityfund.chile@fco.gov.uk](mailto:prosperityfund.chile@fco.gov.uk) for consideration by 8 February 2012. This is the first step in the project proposal process. The Embassy may accept or reject project concepts.

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| **Project Title** | Tackling barriers for UK businesses in the tendering and evaluation processes for public procurement in Chile | | | | |
| **Implementing organisation (s)** | NB: Please include the following information:  Name of organisation (small description)  Project contact:  Address:  Email:  Web address: | | | | |
| **Countries covered** | Chile | | | | |
| **Project Purpose** Max 2 short sentences to help the Board identify the objective of the project | Reduce barriers for UK businesses in the tendering and evaluation processes for public procurement in Chile, particularly in the infrastructure field. | | | | |
| **Context and Need for the Project** In one paragraph (100 words) explain the problem that the project addresses, and how this relates to the Prosperity Fund objectives and areas of interest. | In Chile there is an overly bureaucratic process for getting on to the registry for public contracts for infrastructure projects. UK companies need to be on this registry in order to bid for public procurement tenders in this field. The difficult bureaucracy to get on to this registry means that UK companies are unable to bid for contracts unless they go into partnership with local firms. This is particularly true for SMEs, such as architects or consultancy firms, which don’t have the resources to navigate the complex system. Furthermore, many of the problems are also applicable to bidding for individual tenders, and are therefore stopping UK companies from accessing commercial opportunities in Chile.  GovRisk has experience in conducting bespoke training programmes across a range of areas, including public procurement, and has a track record of securing high profile experts for such activities. | | | | |
| **Project Summary** In one paragraph explain what the project plans to achieve and how.  Outputs and Activities  Indicate the project outputs/ deliverables, and the main activities that support each output. Project outputs are tangible deliverables that are the result of the project activities. For example they could be increased knowledge, new materials, new policies, greater capacity to implement a policy, new systems or mechanisms etc. | **Overview of project**  By leveraging UK expertise and international best practices the proposed programme will reduce will reduce barriers and de facto discrimination of UK businesses in the tendering and evaluation processes for public procurement in Chile, particularly in the infrastructure field.  The proposed programme involves the design and delivery of a bespoke one-day training course for 30 key stakeholders from all of the public institutions in Chile, who as a collective are responsible for, and have the authority to influence, the bureaucratic requirements imposed on UK businesses wishing to join the registry for public contracts for infrastructure projects and/or bid for individual tenders.  This includes: ChileCompra, the Ministry of Public Works and the Ministry of Foreign Affairs Department for Economic Relations (DIRECON).  **Strategic Fit**  The proposed project directly promotes the strategy of the Chilean Government, as well as FCO post and programme objectives, by: A) improving business environment and promoting open markets; B) increasing efficiency of the public sector; and C) improving transparency (particularly in tendering and bidding processes).  **Support From Host Government**  **ChileCompra** have been consulted and are supportive of this proposal. Support from the Ministry of Public Works and the Ministry of Foreign Affairs Department for Economic Relations (DIRECON) can be obtained should this concept note be approved. Written evidence of all support can be provided on request and/or submitted as supporting evidence as part of a full bid.  **Communication Strategy**  The communication strategy for the programme includes mechanisms to reach and engage with all institutional and policy targets and processes throughout the different stages of implementation. This includes the local steering committee, beneficiary institutions, UK business and private sector, press and the wider public. The strategy also includes a distribution strategy, which ensures that continuous and easy access to the lessons acquired and recommendations of the programme are guaranteed post-project implementation ensuring the Programme’s internal and external communications goals are achieved.  **Outputs**   1. Increased awareness of 30 key stakeholders from all relevant public institutions in Chile of international best practices in the bureaucratic requirements imposed on international companies in public procurement processes. 2. The knowledge and skill sets endorsed in the course are effectively implemented by the programme beneficiaries. 3. Improved national and international commercial confidence in Chile and the strengthening in the UK’s reputation for supporting an open global economy by March 2014.   **Activities**  1.1 Formation of a local steering committee to coordinate consultation and logistical support for the project.  1.2 GovRisk targeted needs analysis consultation with local steering committee to identify deficiencies and formulate training requirements.  1.3 Design a bespoke one-day training course  1.4 GovRisk facilitators will organize the logistics of the training.  1.5 GovRisk will contract third party goods and services required for the programme.  1.6 GovRisk will conduct a one-day training Programme.  2.1 Local steering committee to monitor incorporation of enforcement techniques  2.2 GovRisk experts conduct monthly telephone consultations  2.3 Publish and disseminate the Monitoring and Evaluation Report of the programme (March 2014).  3.1 Gov of Chile to support a media campaign  3.2 Interviews conducted by GovRisk experts.  3.3 Interviews conducted by senior local officials. | | | | |
| **Total cost of project** | Total - £xxx (not in-kind); £xxx from (name of organisation) | | | | |
| **Cost to FCO Fund per Financial Year (In British Pounds)**  **(1 April – 31 March)** | FY 2012/13 | FY 2013/14\* | | FY 2014/15\* |  |
| £ | £23.750.00 | | £ |  |
| **Contributions from other donors/co-funders/implementer** | | | * £xxx from (name of organisation) | | |

Activity based budget attached separately entitled ‘Final Prosperity AAB Chile - FTA Compliance’

**Embassy comments:**

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| Date | Comment: To be completed by Project Officer recording the conclusion of the Project Board discussion of the project concept note. This should include any specific recommendations regarding the implementation of the project, start date, etc. |
| 21.3.13 |  |