



Challenges to Hire National Contractors from Government Perspective



Soteria Noaese ACEO Procurement



Pacific Region Infrastructure Facility



Ministry of Finance
GOVERNMENT OF SAMOA

BRIEF BACKGROUND OF SAMOA



- Country in the central South Pacific Ocean.
- Total land area is 2,842 km² (2 large islands, Upolu & Savaii and 8 small islets)
- Gained independence in 1962 and remains a member of the Commonwealth.
- Population of 203,900 (2021 est)
- Climate is tropical and humid
- Capital is Apia (Upolu)
- Samoans are mainly Polynesian heritage (ethnic and euronsians)
- Language is Samoan and English
- Religion (CCC, LDS, Methodist, Roman Catholic, AOG & others)

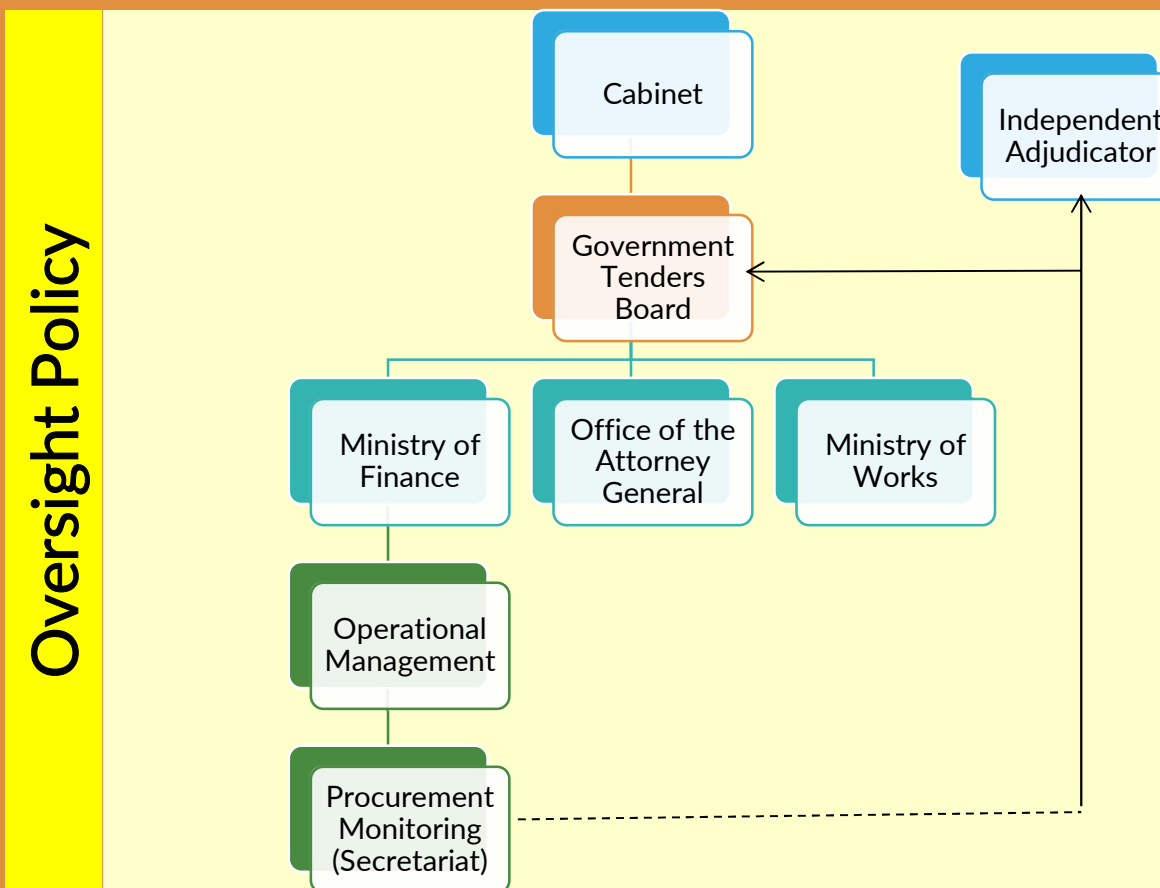


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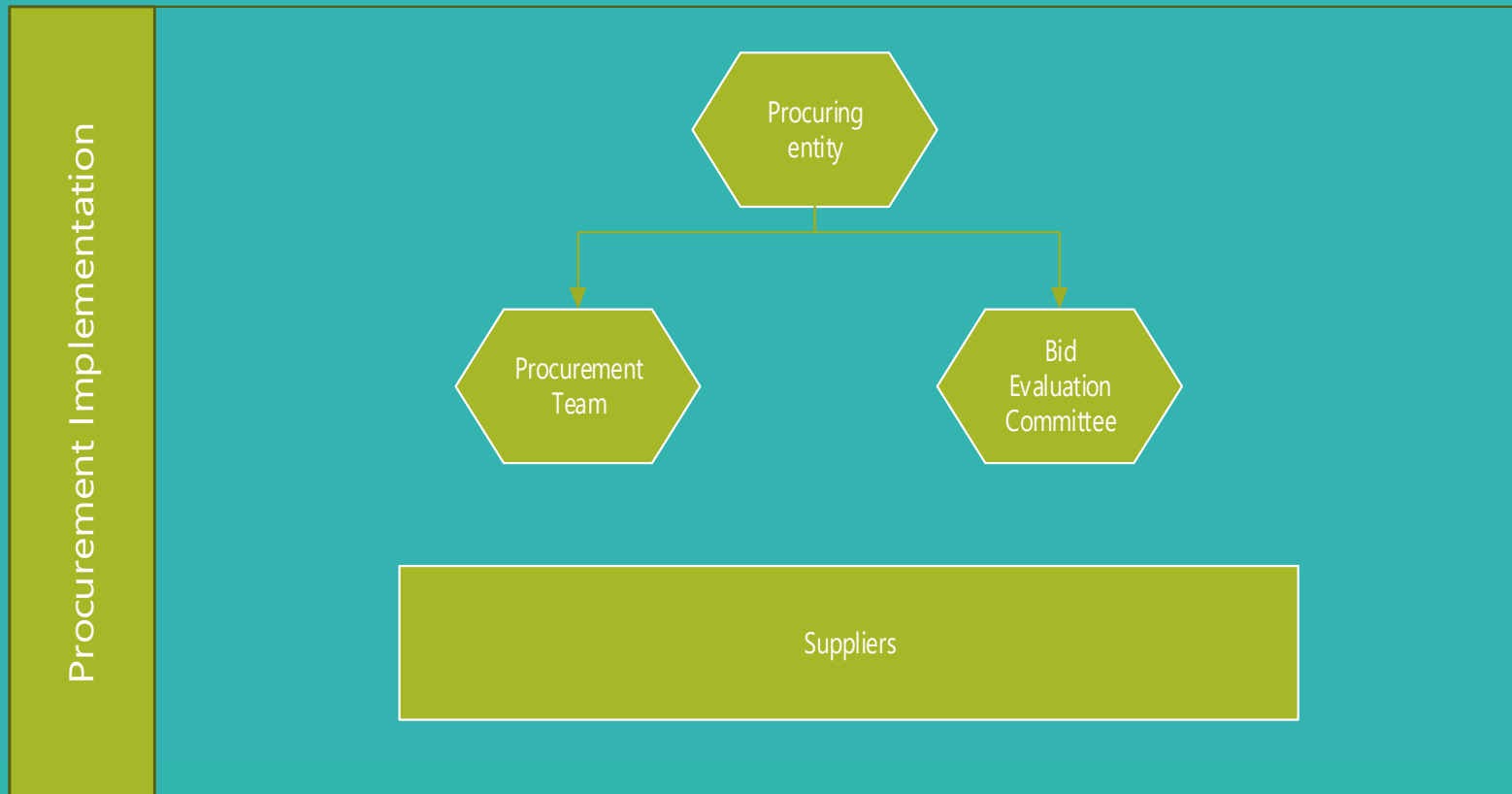


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GOVERNMENT OF SAMOA ORGANIZATIONAL FRAMEWORK



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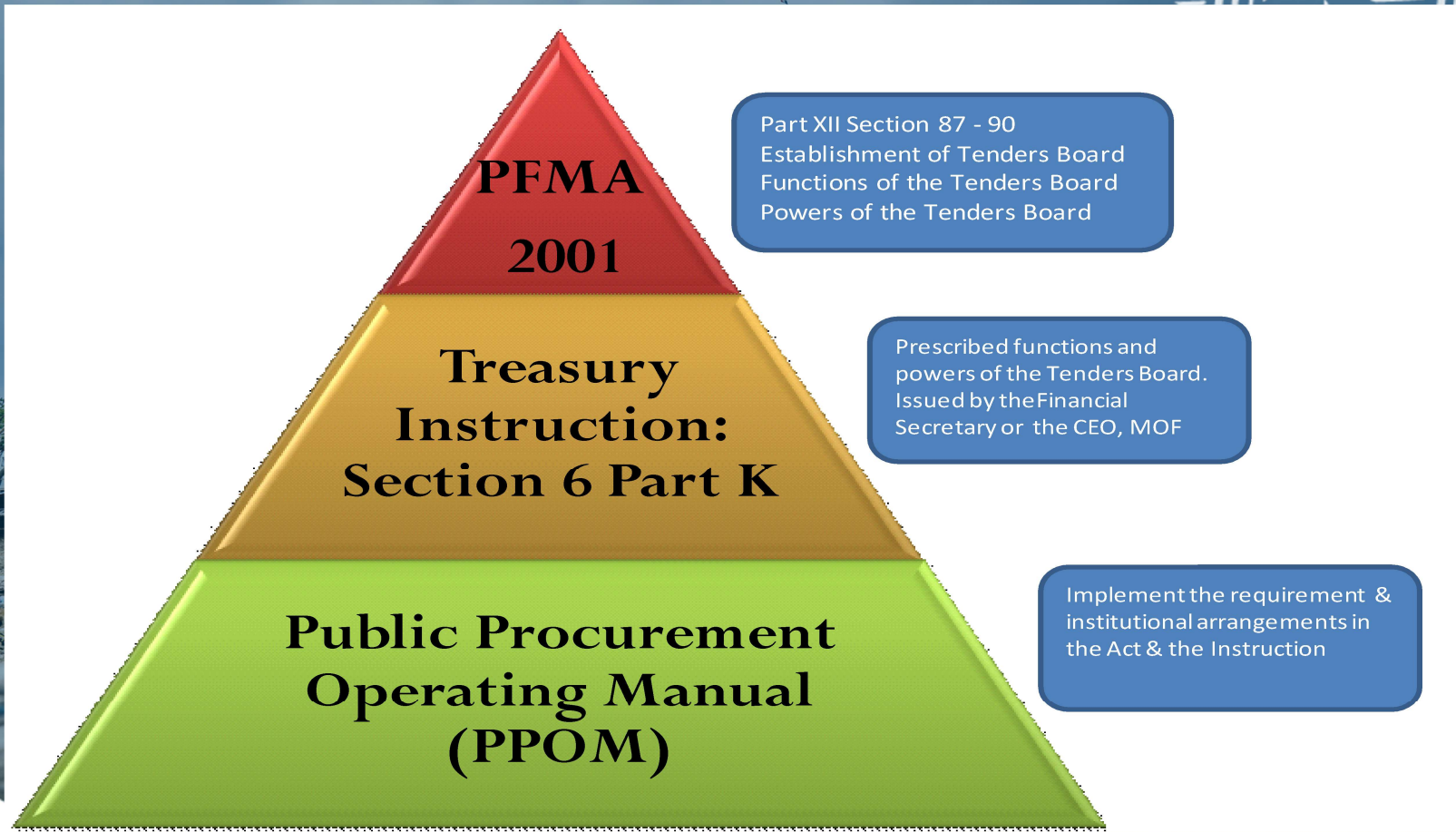
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GOVERNMENT OF SAMOA PROCUREMENT LEGAL FRAMEWORK



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GOVERNMENT TENDERS BOARD



Chairman – Hon. Minister of Finance

Deputy Chairman – Hon. Minister of Works

Member – CEO, Ministry of Finance

Member – CEO, Ministry of Works

Member – Attorney General

Secretariat – Procurement Monitoring Division



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ROLES & FUNCTIONS: TENDERS BOARD



- ❑ To oversee all Government procurement to ensure compliance to the procedures.
- ❑ To call for and consider tenders for the purchase by Government through Government Agencies.
- ❑ To approve and award contracts within the Board's threshold considered to be in the best interest of Government.
- ❑ To recommend to Cabinet for its final decision such tenders as the Board considers will be in the best interest of Government.
- ❑ To consider appropriate procurement methods for specific procurement upon request.
- ❑ To review, examine and make recommendation on appropriate procurement methods.



ROLES & FUNCTIONS: MOF-PROCUREMENT



- ❑ Develop and Review Government Procurement Guidelines and procedures.
- ❑ Secretariat to the Government Tenders Board.
 - ❑ Service the Board on its weekly meetings.
- ❑ Secretariat to the Independent Adjudicator for Complaints Redressal.
 - ❑ Only when a complaint is lodged to the Secretariat.
- ❑ Provide Procurement Technical Advice to all Procuring Entities (Government Agencies).
- ❑ Monitor the Procuring Agencies' compliance to the Procurement procedures and processes.



CHALLENGES



- Meeting the Minimum Qualifying Requirement:
 - Technical Requirement.
 - Financial Requirement (Annual Turnover).

- Relevant Experience:
 - Design & Supervision.
 - Construction.

- Commercial Banks Cost:
 - Bid Security/Performance Security.



WAY FORWARD



Meeting the Minimum Qualifying Requirement:

- Roll out training for the private sector (contractors/consultants).
- Development Partners to deliver trainings on procurement guidelines for the private sector and procuring entities on evaluation of bids process.
- Priced Options (Lots) that will allow greater participation and demand lesser financial capacity requirement.

Relevant Experience:

- Encourage/compulsory affiliations/associations with overseas contractors/consultants to gain experience and for capacity building.

Commercial Banks Cost:

- Financing Facility within Commercial Banks to finance the charging fees for Securities.





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