
17.12.2011
CCV, ROOM C
GENEVA, SWITZERLAND

INAUGURAL ROUNDTABLE ON GOVERNMENT PROCUREMENT ON SOURCING FROM WOMEN VENDORS

Procurement is a vehicle at the immediate disposal of government through which they can 'be the change they want to see'. Job growth, poverty reduction, gender equality and the empowerment of women (MDG 3) can all be positively impacted through a considered approach to government procurement in terms of sourcing from women. There is an enormous opportunity to leverage procurement for change, given that government procurement often constitutes 10-15 percent of GDP.

Targeted sourcing from women business owners can be achieved in compliance with the Plurilateral Agreement on Government Procurement (GPA), including the planned revisions under negotiation, provided rules preventing discrimination on the basis of nationality and other requirements are respected. Furthermore, the GPA promotes an environment that allows women suppliers and others to compete and win contracts based on merit. This meeting provides an introduction to 'why' and 'how' government procurement can be leveraged to increase women business owners' participation as suppliers to government.

There is no assumed knowledge of preferential procurement policies and supplier diversity programmes, however a commitment to the empowerment of women through trade is a prerequisite.

Saturday 17 December 2011

08:30 **Registration**

09:00 **Welcome**

Ms. Patricia Francis, Executive Director, International Trade Centre (ITC)
Mr. Robert Anderson, Counsellor, Intellectual Property Division, World Trade Organization (WTO)

09:05 **The Business and Development Cases for Empowering Women through Procurement**

The Honourable Shirley Franklin, Former Mayor of Atlanta
A presentation of the key facts linking the integration of women into value chains to increased competitiveness and the achievement of development outcomes.

09:15 **Promoting Participation by Women-Owned Enterprises in Public Procurement Markets within the Framework of the WTO Agreement on Government Procurement (GPA)**

Mr. Robert Anderson, Counsellor, Intellectual Property Division, WTO
Governments seeking to increase the share of their expenditure with women owned businesses can do so in compliance with the GPA so long as rules preventing discrimination on the basis of nationality and other requirements of the GPA are respected. This session looks at applying the principles of openness, transparency and non-discrimination.

09:30 **How to Build a Supplier Diversity Programme for Government Procurement**

The Honourable Shirley Franklin, Former Mayor of Atlanta
Overview of a targeted government procurement practice drawing on the experience of Atlanta City. In addition to policy aspects, this session will explore key issues such as the identification of the target group; communications strategies; training needs; and leveraging Tier 1 and Tier 2 suppliers.

10:15 **Coffee and Group Photograph**

10:30 **Discussion of Experiences and Ways Forward at the National, State and Local Government Levels**

The Honourable Shirley Franklin, Former Mayor of Atlanta
Round-table open discussion where participants share their experience in targeted sourcing, sharing good practices and lessons learned.

11:30 **Next Steps – The Design of Supporting Policies and Practices**

The Honourable Shirley Franklin, Former Mayor of Atlanta
Ms. Meg Jones, Women and Trade Programme Manager, ITC
Participants identify areas in which they undertake to improve practices and articulate areas in which they would like to receive specific support through ITC.

11:45 **Closing Session**

Mr. Robert Anderson, Counsellor, Intellectual Property Division, WTO
Ms. Aicha Pouye, Director, Division of Business and Institutional Support, ITC

11:55 **Close**

Sandwiches and light refreshments will be provided to those participating in a strategy session to develop an action plan for 2012.