

Darcio Genicolo-Martins

Employment and Professional Experience

- 2021– **Assistant Professor of Economics**, *Inspere Institute of Education and Research*.
- 2024– **Associated Researcher**, FAPESP CCD Project “Procuradoria, Inovação e Tecnologia – São Paulo (Prointe/SP)”, partnership between Inspere and PGE-SP.
- 2014–2015 **Lecturer in Public Policy**, *São Paulo School of Business Administration - FGV*.
- 2006–2018 **Lecturer in Economics**, *Pontifical Catholic University of São Paulo*.
- 2005–2015 **Consultant in Antitrust and Regulatory Affairs**, *Actio Mercatoria Consulting*.
- 2003–2004 **M&A Specialist**, *Actio Mercatoria Consulting*.
- 2001–2002 **Analyst**, *Secretary of Finance of the state of São Paulo*, Member of the team that implemented the public procurement electronic platform (BEC-SP).

Education

- 2020 **Ph.D. in Business Economics**, *Inspere Institute of Education and Research*, Dissertation: *Essays on Public Procurement*
- 2007 **M.A. in Economics**, *Pontifical Catholic University of São Paulo*.
- 2001 **B.A. in Public Administration**, *São Paulo School of Business Administration - FGV*.
- 1997 **IT Technician**, *São Paulo Technical School - Federal Institute*.

Affiliations & Research Networks

- 2017– **Workshop Alumni and Member**, *The Ronald Coase Institute*.
- 2016– **Research Fellow**, *Center for Regulation and Democracy, Inspere Institute of Education and Research*.

Editorial Responsibilities

- 2022– **Associate Editor**, *EconomiA*.
- 2021– **Reviewer**, *Estudos Econômicos*.
- 2021– **Reviewer**, *Revista Contemporânea de Economia e Gestão – Contextus*.
- 2021– **Reviewer**, *Direito GV Law Review*.

Research Fields

- Primary: Applied Microeconomics, Public Procurement, Political Economy.
- Secondary: Regulation and Machine Learning applications.

Fellowships & Awards

- 2025– Principal Investigator, Project “The Impact of Audit Design on Public Procurement Efficiency in Brazil” – Becker Friedman Institute (BFI), USD 20,000.
- 2024– Associated Researcher, FAPESP CCD Project “Prointe/SP” (Inspere–PGE-SP).
- 2021 Brazilian National Thesis Award in Economics - CAPES (Honorable Mention).
- 2020 Best Dissertation Award - Inspere Institute of Research and Education.
- 2013–2015 Outstanding Lecturer Award - Pontifical Catholic University of São Paulo.

- 2016–2020 Doctorate Studies Fellowship - Insper Institute of Research and Education.
- 2006–2007 M.A. Studies Fellowship - Brazilian National Council for Scientific and Technological Development (CNPq).

Working Papers

- “Bitter Pills to Swallow: Enforcement Costs of Health Litigation” (with Paulo Furquim de Azevedo).
- “Frequent Losers in Public Tenders: Anti-Competitive Behavior or Bad Luck?” (with Danilo Carlotti and Paulo Furquim de Azevedo).
- “SMEs and Public Procurement: the Costs of Restricting Tenders”.
- “Buying Cheaply and Not Paying Dearly? E-Procurement, Cost-Efficiency and Contract Execution in Public Sector”.

Works in Progress

- “Beneath the Surface: Investigating Anti-Competitive Signals in Brazilian Public Procurement” (with Sergio Galletta and Tommaso Giommoni).
- “Predictive Algorithms for Public Policy and Economic Research” (with Sergio Galletta, funded by SNSF).
- “ML-Powered Audits against Corruption” (with Elliott Ash, Sergio Galletta, Tommaso Giommoni and Filippo Lancieri).
- “Monitoring and Efficiency in Public Procurement: Evidence from a Random Experiment”.
- “Buying Better? The Role of Auctioneers in Public Procurement”.
- “Political Bias and Efficiency in Public Procurement”.

Recent Conference & Seminar Presentations

- 2025 **42nd European Association of Law and Economics (EALE) Conference**, *EALE*, Milan, Italy
Paper accepted: “Bitter Pills to Swallow: the Enforcement Costs of Health Litigation” (with Paulo Furquim de Azevedo).
- 2025 **LACEA Annual Meeting**, *Latin American and Caribbean Economic Association*, Bogotá, Colombia
Paper accepted: “Beneath the Surface: Investigating Anti-Competitive Signals in Brazilian Public Procurement” (with Sergio Galletta and Tommaso Giommoni).
- 2023 **27th Annual SIOE Conference.**, *Society for Institutional & Organizational Economics (SIOE)*.
Paper: “Bitter Pills to Swallow: the Enforcement Costs of Health Litigation” (with Paulo Furquim de Azevedo).
- 2023 **Alumni Conference.**, *Ronald Coase Institute (RCI)*.
Paper: “Frequent Losers in Public Tenders: Anti-Competitive Behavior or Bad Luck?” (with Paulo Furquim de Azevedo).
- 2021 **9th International Conference in Regulation Studies - Methods and Applications in Cartel Detection and Bid Manipulation**, *Institute for Applied Economic Research (IPEA) and Administrative Council for Economic Defense (Cade)*.
Paper: “Frequent Losers in Public Tenders: Anti-Competitive Behavior or Bad Luck?” (with Paulo Furquim de Azevedo).
- 2021 **II Conference in Regulation and Competition**, *Brazilian Institute of Competition, Consumption and International Trade (IBRAC)*.
Paper: “Bitter Pills to Swallow: the Enforcement Costs of Health Litigation” (with Paulo Furquim de Azevedo).
- 2020 **42nd Meeting of the Brazilian Econometric Society**, *Brazilian Econometric Society – SBE*.
Paper: “Bitter Pills to Swallow: the Enforcement Costs of Health Litigation” (with Paulo Furquim de Azevedo).

- 2018 **4th International Seminar on Data Analysis in Public Administration**, *National School of Public Administration (Enap)*, Brasília, Brazil.
Paper: “Classification and Automatic Processing of Representations against Public Notices: an Application of Machine Learning and Natural Language Processing (NLP)” (with Cecília Akao, Fábio Xavier, Ricardo Vaz, Danilo Panzeri Carlotti and Paulo Furquim de Azevedo).
- 2017 **Workshop on Institutional Analysis**, *The Ronald Coase Institute*, Bogotá, Colômbia.
Paper: “Buying Cheaply and Not Paying Dearly? E-Procurement, Cost-Efficiency and Contract Execution in Public Sector”.

Recent Policy Papers & Media Appearances

- 2020 **“The Economic Impacts of Water Scarcity in the Municipalities of Campinas, Sumaré, and Paulínia”**.
Study produced jointly with BRK and 2030 Water Resources Group (World Bank).
- 2020 **Columnist**, *Jota*
- Series of 10 articles on Regulation.
- 2019 **“Perceptions on the Regulation of Transport and Mobility Infrastructure in Brazil”**

Teaching Experience

- Inspere Intermediary Microeconomics and Applied Microeconomics (undergraduate); Industrial Organization (Master’s).
- FGV Public Policy Evaluation (undergraduate).
- PUC-SP Intermediary Microeconomics and Industrial Organization (undergraduate).

Academic References

Paulo Furquim de Azevedo, PauloFA1@insper.edu.br, Martinez Goldberg Family Senior Research Fellow in Law and Economics at Inspere Institute of Research and Education.

Sergio Firpo, firpo@insper.edu.br, Unibanco Institute for Education Senior Research Fellow in Public Policy for Education at Inspere Institute of Research and Education; former National Secretary for Public Policy Evaluation (Ministry of Planning) - Brazilian Government.

Sergio Galletta, sergio.galletta@gess.ethz.ch, Associate Professor at Università di Roma La Sapienza; and Senior Researcher at the Center for Law & Economics at ETH Zurich.

Elliott Ash, ashe@ethz.ch, Associate Professor of Law, Economics, and Data Science at the Center for Law & Economics at ETH Zurich.

Softwares

R, Python, Stata, SQL, and L^AT_EX.

Languages

Portuguese (native), English (fluent), and Spanish (fluent).

Last update: September 2025.