Best Practice Checklist



Procurement

INTRODUCTION

Introduction

Procurement of goods and services, essential to the operation of a company or an organization, often involves substantial expenditure. Past corruption cases shows that it is an area most vulnerable to corrupt manipulation and malpractice. Any corruption in procurement would not only bring financial losses upon a company or an organization, but also adversely affect its reputation as a trustworthy partner for business.

To ensure "value for money" when making purchases and to prevent impropriety in the process, it is important for the company or organization to put in place adequate safeguards in the system. This Best Practice Checklist recommends safeguards for adoption in the procurement of goods and services. Companies and organizations are advised to adapt the recommended measures to suit their respective organizational structure, resource capability, operational need, and risk exposure.

The Advisory Services Group of the Corruption Prevention Department of ICAC stands ready to provide free, confidential, and tailor-made corruption prevention advice to private companies on request, including how to apply the practices recommended in this Checklist. For further information, please contact the Group at:

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HOW TO USE THIS BEST PRACTICE CHECKLIST

For quick and easy reference, users will find the following icons throughout this Best Practice Checklist. They serve to lead users to the information required:



Sample Form – samples forms for adoption where applicable



Pointer – cross reference to other sections of the Checklist

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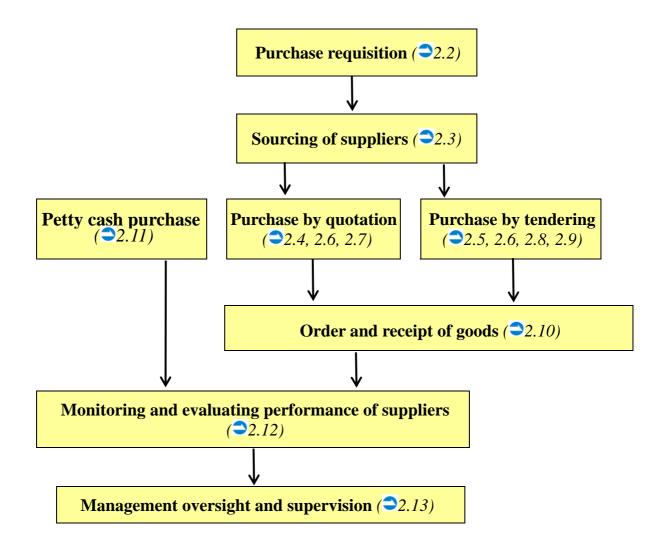
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Procurement Process

1.1 Key Stages

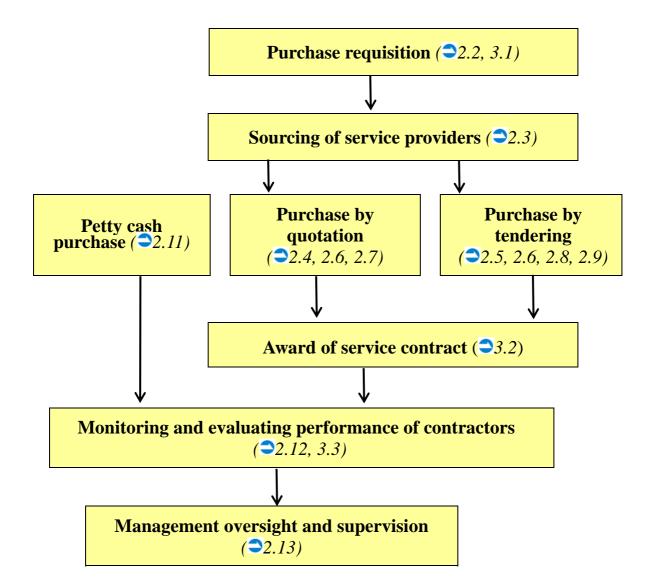
Listed below is a simple outline of the key stages of procurement¹. The recommended control measures to be built in each stage are provided in the following chapters.

1.2 Procurement of Goods



The key processes are listed from the control point of view and are by no means prescriptive.

1.3 Procurement of Services



Procurement of Goods – Checklist of Recommended Practices

2.1 Laying Down Guidelines

Management	Specify the prod	curement	methods	for	goods	of
	different values	and the	correspond	ling	levels	of
	approving authori	ty, as foll	ows:			

- Open tendering High value purchases of a specified amount require open invitation for bids from all interested suppliers (e.g. through the company website or newspaper advertisement).
 The approving authority should be at the senior management level.
- Restrictive tendering or quotation Other purchases above a specified amount (except for petty cash purchases) require invitation of a specified number of suppliers sourced from an approved list or the market, and nominated by users. The approving authority should be at the managerial level (restricted tendering for higher value purchases) or supervisory level (quotation for lower value purchases).
- Petty Cash Purchases Small value purchases below a certain amount from suppliers direct should be made by authorized staff only.
- ☐ Specify the authority for approving purchases of goods (by quotation or tender) for which there are only limited suppliers (e.g. only one or two).
- Determine whether a two-envelope system is necessary (i.e. for high value purchases where price is not the only consideration, tenderers are required to submit quality and price offers in separately sealed envelopes for assessment)
- Require a tender evaluation panel, comprising members from the user department, the procurement department, and any specialist or technical staff as necessary, to be appointed to evaluate the tenders if quality aspects are assessed apart from the price.

- Require all staff involved in the procurement process to declare any perceived or actual conflict of interest and take steps to remove the conflict (if any) by assigning other staff to take over the job or requiring the supervisors to closely monitor the process.
- Instruct all staff involved in the process to avoid over-socialising with or accepting excessive or lavish entertainment from suppliers.

2.2 Making Purchase Requests

User ■ Raise purchase requisition in a purchase requisition form (**PAppendix 1**), seeking endorsement of the requisition from the designated authority if required. □ Draw up a functional specification. Avoid quoting the brand name and model number of a product that may be perceived as favouring a particular supplier. ☐ Give justification and seek approval from the designated authority if proprietary or brand name products are required. □ Vet the purchase requisition before approval, **Approving** ensuring the need for the purchase, budget **Authority** provision, and that the specification of goods is not overly restrictive to inhibit competition.

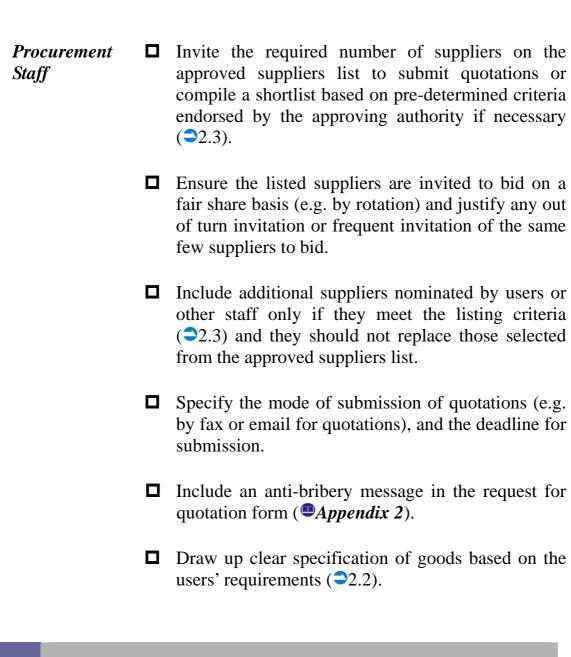
2.3 Sourcing Suppliers

Procurement Maintaining Approved Suppliers Lists Staff

0	Maintain a list of suppliers for frequently purchased goods, categorised by the types of products they provide, and approved by the management.
	Ensure that there is a reasonable number of suppliers on the list for each category of goods.
0	Lay down the criteria and procedures for inclusion and deletion of suppliers on the list, and make them known to all suppliers (e.g. on the company website).
0	Vet all applications for inclusion against the criteria, including those nominated by in-house staff or users.
	Regularly review the suppliers list, with a view to removing suppliers with poor performance or those who are inactive.
Shor	tlisting Suppliers for Ad Hoc Purchases ²
	Source suppliers according to pre-determined criteria endorsed by the approving authority.
	Shortlist suppliers sourced through nominations by users, references provided by business partners, company websites, etc., including those who have approached the company themselves and have met the pre-determined criteria.
	Provide reasons if only one or two suppliers could be sourced.

² Normally refer to goods which are not frequently purchased and for which there is no approved suppliers list.

2.4 Inviting Quotations



2.5 Inviting Tenders (Open/Restrictive)

Procurement ☐ Open tendering: openly invite all relevant suppliers to tender through company website or newspaper advertisements.

_	Restrictive tendering: invite suppliers on the approved suppliers list to tender (2.3) or compile a shortlist based on pre-determined criteria endorsed by the approving authority (2.4).
	Specify the mode of submission of tenders (e.g. by hand/post to a designated staff member, electronic submission, dropping into a tender box) and the deadline for submission.
	Undertake formal tender invitation and include the following in the tender invitation documents:
•	clear specifications of the goods required;
•	the selection criteria and their weightings in assessment, if price is not the only consideration; and
•	a warning against corrupt offers to the company's staff and the consequence that company may terminate the contract and claim damages if the contract is obtained through bribery or collusion with other bidders (• Appendix 3).
0	Ensure all bidders are given the same information which is essential for tender preparation.
	Consider arranging a tender briefing for all interested bidders if necessary.
_	Require bidders to submit tenders in duplicate and in sealed envelopes, or through an electronic tendering system if available.

2.6 Receiving and Opening Quotations or Tenders

Management		Lay down the procedures and safeguards to prevent tampering/leakage of quotations or tenders, for example:
		• Set aside a fax machine with access control for this purpose, or an electronic quotation system barring access before the closing time; or place the tenders/quotations in the safe custody of a staff member not involved in the process; or use a secure tender box with double lock with the two keys kept by different staff members.
		• Assign a team comprising more than one staff member to open the quotations/tenders shortly after the closing time.
Procurement Staff		Do not open any quotations or tenders before the deadline.
		Record all verbal quotations in writing.
		Keep proper records of all quotations and tenders received (e.g. keep duplicate copies of the bids) for future audit.
		Place the duplicate copies of quotations/tenders in the custody of a designated staff member who is not involved in the procurement process to facilitate future reference if necessary.
2.7 Evaluati	ng (Quotations
_		
Procurement Staff / User		Check compliance with the specifications (\supseteq 2.2).
		Select the compliant bid with the best price offer, or evaluate the quotations based on the selection criteria if price is not the only consideration.

- Give justifications if the best price offer is not recommended if price is the major consideration.
- Recommend the selected supplier on the purchase requisition form (•Appendix 1), attaching all the quotations received, for endorsement by the approving authority.

2.8 Evaluating Tenders

Tender Evaluation Panel

- Pre-determine the tender evaluation criteria, their relative weightings, and a marking scheme <u>before</u> tender invitation (if price is not the only selection criterion).
- □ Do not modify the criteria and weightings after the tenders are opened before because anything drawn up or modified afterwards will lead to allegation of unfairness.
- ☐ Check compliance with the tender specifications (2.5) and select the best offer.
- Open the price offers only after the quality proposals have been assessed, if a two-envelope approach is adopted (2.1).
- Design a tender evaluation form for use by panel members if quality aspects are assessed, to enhance fairness in the process (•Appendix 4).
- Require the panel members to make assessments on their own against the evaluation criteria using the tender evaluation form (•Appendix 4).
- ☐ Invite bidders to give a presentation to the panel if necessary, and make sure the opportunity is given to all qualified bidders for fairness.

Select the conforming bid with the lowest price offer or the one with the highest score, otherwise give reasons for not doing so.
 Submit the recommendation in writing to the

2.9 Post-Tender Negotiation

Management □ Lay down the guidelines for post-tender negotiation, including:

approving authority for endorsement.

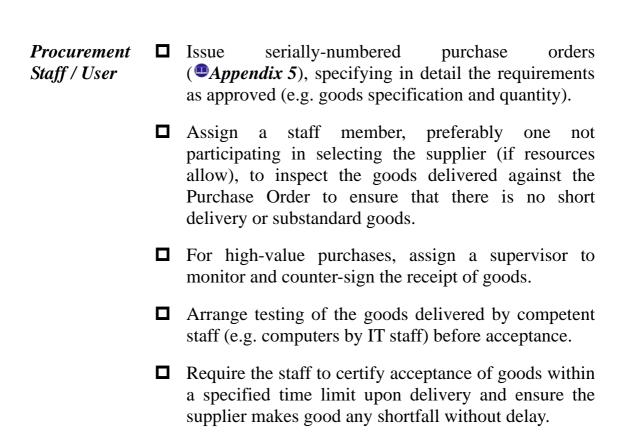
- the criteria for selecting tenderers for negotiation (e.g. the highest-scorer or the top three highest-scoring bidders);
- the composition of the negotiation team and the level of staff according to the value of purchase;
- the baseline price and conditions, beyond which the negotiating team are required to seek instruction from the management;
- prohibition on disclosure of the tenderers' bids during the negotiation; and
- requirement for the bidders to submit the "best and final" offer in writing after negotiation.
- Appoint a negotiation team comprising at least two persons of the appropriate level to conduct negotiation for high value purchases.

Negotiation Team

- Conduct negotiation within the defined parameters and seek instruction from the management as necessary.
- Document the salient points of negotiation and the result.

		Evaluate the "best and final" offers and submit a recommendation in writing to the approving authority.
Approving Authority	_	Ensure the recommendation is in accordance with the laid down criteria and justified, reviewing all the bids received as necessary.
		Consider the need for re-tendering if the original tender requirements have been substantially changed after negotiation to avoid perception of unfairness to the unsuccessful bidders.

2.10 Ordering and Receiving Goods



2.11 Making "Petty Cash" Purchases

Management		Lay down the procedures for maintaining a Petty Cash Account for small amount purchases.
		Require the production of invoices, receipts for claims of payment.
	_	Designate a staff member as the Petty Cash Holder to keep an account holding cash of a specified amount, and lay down the procedure and authority for replenishment of the account.
User		Claim payment or reimbursement by using a petty cash voucher (a Appendix 6), attaching the original invoice or receipt, or sign petty cash voucher if a receipt is not available.
Petty Cash Holder		Vet the claim forms before making payment or reimbursement.
		Sign the vouchers and stamp "Paid" on the invoices and receipts to prevent their re-use for claims.
		Request replenishment from the Accounts Department using a petty cash replenishment form (• Appendix 7), attaching all the vouchers and receipts of claims.

2.12 Monitoring Performance of Suppliers

Design a performance evaluation form (a checklist) for use in evaluating the suppliers' performance, listing the attributes for assessment (e.g. quality of goods, promptness in goods delivery, and after-sale service) (•Appendix 8). Companies could revise the form based on their own requirements.

	Ц	Collect and record users' feedback using the checklist.
		Conduct periodic performance appraisal if the suppliers are employed on term contracts and ensure any contract renewal is supported by good performance records.
		Record adverse performance only for future reference if the above formal appraisal system is considered not necessary.
		Send a copy of the completed performance checklist or adverse performance record to the Procurement Staff for record.
Procurement Staff		Handle cases of unsatisfactory performance in accordance with established policies and procedures (e.g. issue of warnings or suspension for a specified period from invitation to bid).
		Remove the suppliers with persistent adverse performance from the approved list or suspend them permanently from bidding as appropriate with proper approval.
.13 Carrying	g Ou	it Management Oversight
Management	0	Review the procurement policies and guidelines periodically, taking into account the operational needs and changing business environment.
	_	Assign supervisors to conduct spot checks on the procurement activities to ensure compliance with the laid down policies and procedures and to detect malpractice, such as bogus quotations, through spot checks with the bidding suppliers.

- Require the users, the Procurement and Accounts Departments to produce management or exception reports to facilitate review by the management (e.g. repeated orders of the same goods over a short period, indicating possibility of split orders or purchases not following the laid down selection criteria).
- Assign staff independent of the procurement process or engage an external auditor to conduct periodic audits on procurement activities.
- ☐ Provide a channel for feedback from the suppliers and staff, and assign an independent team to investigate any irregularities reported.

3

Procurement of Services – Checklist of Recommended Practices

The processes for procuring general services (e.g. printing and transport services) are largely similar to those for the procurement of goods. The procedures and measures recommended in Chapter 2 therefore also apply to the procurement of services. The practices and safeguards specific to the procurement of services are highlighted in this chapter.

3.1 Drawing up Service Requirements

User/Procurement Staff

- Draw up detailed specifications of the services required and the required service level performance standard, based on user/management's requirements (e.g. in procuring transport services: the number of vehicles required, the accumulated mileage travelled and condition of the vehicles, response time to orders and punctuality; in procuring printing services: the paper and printing quality, turnaround time).
- Where applicable, also set out requirements on the contractor's quality and experience (e.g. track record, business nature and experience, client reference).
- Avoid drawing up subjective specifications as far as practicable.
- ☐ For high-value service contracts and/or where the specifications are mostly subjective in nature (e.g. artistic requirements), appoint a panel to draw up, vet or endorse the specifications.

3.2 Awarding Service Contracts

User/Procurement Staff/Management

- Specify in the contract agreement, among other terms and conditions, the service requirements and service levels/performance standards (3.1), the performance management system (e.g. performance reports/records to be provided by the service provider, and remedies for non-conformance such as rectification within a specified time limit or payment deduction, liquidated damages), and appropriate provisions for contract variations (e.g. ad hoc placement of additional orders by the company).
- Specify the payment terms (e.g. monthly, on completion or by stages of completion) and other requirements (e.g. documents required for payment claims).
- Include in the contract conditions a probity clause prohibiting the contractor's and sub-contractor's (if any) staff from offering or soliciting bribes when performing duties under the contract.

3.3 Managing Service Contracts

User/Management

- Assign staff to monitor the standard of service and make reports on any deficient or default service, using an inspection checklist designed for this purpose.
- Require staff responsible to certify acceptance of services within a specified time limit after completion.
- Require supervisory staff to justify any contract variations, and seek endorsement by the management.

- ☐ Hold regular meetings with the contractor's management to discuss problems and review performance.
- Ensure contract renewal is based on good performance, ask the user and procurement departments to assess the availability of other competitive alternatives before contract renewal, and conduct a fresh tender exercise to source a new contractor where appropriate.

Disclaimer

The recommendations as contained in this Checklist including the sample forms or documents are for general guidance only. The sample forms and documents should be modified and adapted as appropriate to suit individual companies' operational situation and needs before use. The ICAC is not responsible for any loss or damage whatsoever arising out of the use of this Checklist or in connection with any information contained in this Checklist. Users of this Checklist should seek legal or professional advice as and when necessary.

of the contractor.

Sample Purchase Requisition Form

SAMPLE ONLY

Purchase Requisition Form

PR No PART A									
Request	ing Dep	partment	:				Date :		
□ CASH	I PURCI	HASE] PURCHA	SE O	RDER	(plea	ase ☑ as appli	cable)
Item#	Qty	Desc	cription/Specif	fication	C	ode	F	urpose	Est. Price
								TOTAL:	
Items	Bu	dget	Budget Provision (HK\$)	Accumula Expense (HK\$)	es	Avai	ance lable K\$)		ations (if t available)
Deliver t	to:						Deliver	y date:	
Requeste	ed by :		s	Signature: _			_ [Oate :	
			(please dele		-				
Endorsin	a Offico	r·		Signaturo				Date :	

PART B

Quota	ations Invited:						
	Supplier	Date Received	Contact Person & phone no. (if verbal)	Compliant (Y/N)	Price HK\$	Special Conditions / Remarks	
Quot	ations.attached	not attach	ed □ (please	☑ as applicab	le)		
Reco	mmended supplier/co	ntractor:			<u></u>		
Reas	son(s) if lowest bid not	selected : _					
Reco	ommended by :		Signature :		Date	e:	
• •	oved / Not Approved con(s) if not approved :		elete as applicab	•			
Appr	oving Officer :		Signature :		_ Date	:	
PART C							
P.O.	No.:						
Acco	unting Officer :		Signature :		Date	:	

Sample Request for Quotation Form

SAMPLE ONLY

ABC Company Ltd. REQUEST FOR QUOTATION

This is NOT a Purchase Order

RFQ No. :								
art A		Date :						
o:		(Su	upplier)					
lease p	rovide quotation for the follo	wing ite	ms:					
Item #	Description/Specification	Qty	Unit Price HK\$	Discount	Net Price HK\$	Any special conditions/ remarks		
				Total				
				iotai				
Deliver	to:				Delivery d	ate:		
Special	Requirements/Remarks:							
Please s	end your quotation by		_ to					
Request	ed by :	Sign	ature :		Date	:		
Part B o: ABC C	Company Ltd.							
Quotation	by :	Sign	ature :		Date	:		
	If of my company declare that would be such as price rigging.	e will no	t collude w	ith other bidd	lers in this q	uotation invita		

IMPORTANT NOTICE

ABC Company Ltd. prohibits its directors and staff from soliciting or accepting advantages including rebates from any supplier/contractor without the company's permission. Suppliers/contractors therefore should not offer any advantages to any director or staff of the company in any business dealings. The company may report any contravention of the Prevention of Bribery Ordinance to the ICAC and debar the supplier/contractor concerned from future business with the company.

Sample Warning Clauses in Tender Invitation Documents

SAMPLE ONLY

Warning Clauses in Tender Invitation Documents

- 1. The tenderer shall not and shall ensure that his agents and employees shall not give or offer any advantages as defined under the Prevention of Bribery Ordinance to any agent or employee of the Company. The tenderer is also prohibited from colluding with other bidders in this tendering exercise in whatever forms (e.g. price rigging). Any breach of or non-compliance with these clauses by the tenderer shall, without affecting the tenderer's liability for such breach or non-compliance, invalidate his tender.
- 2. If the supplier/contractor or any employee or agent of the supplier/contractor shall be found to have committed an offence under the Prevention of Bribery Ordinance in relation to the tender or the contract, the Company may terminate the contract without entitling the supplier/contractor to any compensation therefore, and the supplier/contractor shall be liable for all losses and expenses necessarily incurred by the Company as the result of such termination of the contract.

Note: The above warning clauses are meant for samples only. Users of this Best Practice Checklist should consult their own legal advisor in drawing up tender notices or contract documents.

Sample Tender Evaluation Form

SAMPLE ONLY

TENDER EVALUATION FORM

(to be completed by individual tender evaluation panel member)

Tender Opening Date:

	ender Evaluation Date Product Details :	:						
	Supplier/Contractor's Name	Price Quoted (Marks: _%)	Product Quality (Marks:_%)	Delivery (Marks:_%)	Track Record/ Experiences (Marks:_%)	Total Marks (100%)		
1								
2								
3								
١	Name/Post of Evaluator :							
S	Signature :							
	Date :							

Sample Purchase Order

SAMPLE ONLY

ABC Company Ltd. PURCHASE ORDER

PO No.:

o :		D	ate	:			
Item #	Description/Specification			Qty	Unit Pric	е	Total Price HK\$
					Tot	tal	
Deliver to:			Delivery date:			elivery date:	
Shipping Instructions:			Spe	cial Te	rms/Condit	ions	s/Remarks:
sued by	:	Signature :					 Date :

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Sample Petty Cash Voucher

SAMPLE ONLY

PETTY CASH VOUCHER

Department :				
Amount HK\$	Issued by :			
	()			
	Received the sum of Dollars HK\$			
	By:(Name of Receiver)			
	Amount			

[#] Original invoice/receipt is / is not attached.

SAMPLE ONLY

Petty Cash Replenishment Form

CV lo.	Payee	Office Supplies HK\$	Transportation HK\$	Others HK\$	Total HK\$
				 	
enditures					
	nditures		nditures Checked by :		

Approved by : ___(

(Date)

Sample Supplier/Contractor Performance Evaluation Form

SAMPLE ONLY

SUPPLIER/CONTRACTOR PERFORMANCE EVALUATION FORM

Name of Supplier/Contractor:							
Goods/Services Provided :							
<u> </u>							
Date of Purchase / Contract Period :							
Purchase Amount / Contract Sum :	HKD						
Performance Evaluation							
Rating 0 - Very Poor 1 - Poor 2 3 - Good 4 - Excellent	– Moderate Remarks						
1. Quality of Goods/Services							
2. Delivery and timeliness							
3. Responsiveness to request(s)							
4							
5							
6. Others (<i>Please specify</i>):							
Overall							
Major defects (if any):	,						
Recommendation							
 □ Continue to invite/use in the future □ Need advice for improvement (please provide information on areas for improvement) □ Issue warning letter (please provide further information) □ Not recommended for future use (please provide further information/evidence). 							
Prepared by:	Endorsed by :						
Signature :	Signature :						
Name :	Name :						
Position:	Position:						
Date:	Date:						



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