

## Learning Insights: Measuring results from open contracting in Ukraine

### Summary table of noteworthy key indicators

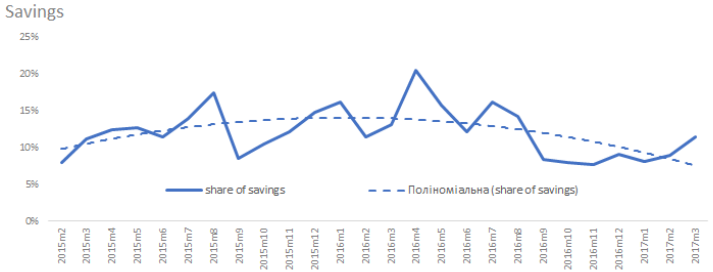
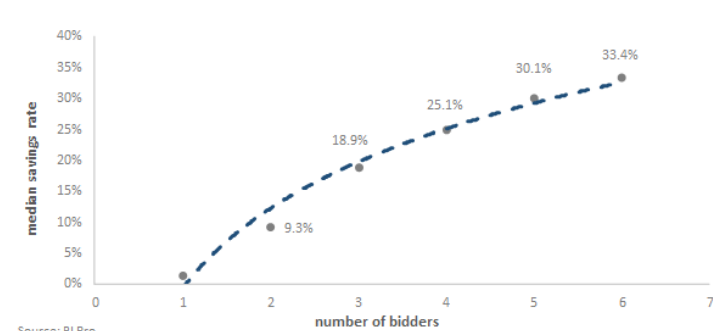
Together with the Prozorro team we track a long list of indicators in our [MEL plan](#). We wanted to highlight the ones that stand out for us. Many of these we already mentioned in our learning brief but we included some additional ones here.

Indicator	What it means?	Baseline (January 2015)	Progress (March 2017)	Summary of progress
<b>Engagement &amp; feedback</b>				
Monthly Google queries about “Prozorro” and its equivalents (total of 43 related keywords)	May indicate levels of citizen interest in procurement.	<b>680</b>	<b>191,340</b>	Google queries about public procurement and the Prozorro reform grew exponentially - by almost 282 times.

<p>Online tools developed using OCDS Prozorro data</p>	<p>May indicate use of data.</p>	<p><b>0</b></p>	<p><b>18</b></p>	<p>8 citizen monitoring tools, 2 business intelligence tools and 8 marketplaces through which business interact with procurement opportunities. Examples:</p> <p><i>Monitoring Tools:</i>  <a href="http://www.acm.ua.org">www.acm.ua.org</a> (auditing / benchmarking all public procurement winners)  <a href="http://www.youcontrol.com.ua">www.youcontrol.com.ua</a> (commercial business investigation project)  <a href="http://www.007.org.ua">www.007.org.ua</a> (displays all treasury transactions between procuring entities and suppliers)  <a href="http://www.z.texty.org.us">www.z.texty.org.us</a> (provides information about all awarded contracts since 2008)  <i>Business Intelligence Tools:</i>  <a href="http://bi.prozorro.org">bi.prozorro.org</a> (for general public)  <a href="http://bipro.prozorro.org">bipro.prozorro.org</a> (for professional monitoring)</p>
<p>Business &amp; citizen feedback channels available</p>	<p>May indicate dialogue between government and non-government stakeholders on procurement issues.</p>	<p><b>9</b></p>	<p><b>13</b></p>	<p>2 online channels for questions &amp; claims using the Prozorro system, 1 monitoring platform <a href="http://www.dozorro.org">www.dozorro.org</a> and 1 query channel with the Complaint Review Body.</p>

<p>Correlation between responsiveness to feedback &amp; success of tenders (i.e. tenders conducted without cancellations, amendments or delays)</p>	<p>May indicate that responsiveness of procuring agencies contributes to successful tenders.</p>	<p>The share of successfully conducted tenders</p>  <table border="1"> <thead> <tr> <th>Response Category</th> <th>Success Rate</th> </tr> </thead> <tbody> <tr> <td>no questions</td> <td>78.5%</td> </tr> <tr> <td>100% response</td> <td>66.1%</td> </tr> <tr> <td>partial response</td> <td>59.0%</td> </tr> <tr> <td>no response</td> <td>52.5%</td> </tr> </tbody> </table> <p>Source: BI Pro</p>	Response Category	Success Rate	no questions	78.5%	100% response	66.1%	partial response	59.0%	no response	52.5%	<p>There is a clear correlation between responsiveness and success of tenders. Tenders that had 100% of response rate run significantly higher chances of being successfully conducted (66%). Tenders with no questions demonstrated highest success rate, presumably because of clear conditions.</p>					
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<p>Relative number of satisfactorily resolved complaints</p>	<p>May indicate that complaints are well based and informed.</p>	 <table border="1"> <thead> <tr> <th>Year</th> <th>Relative number of satisfied complaints*</th> <th>Monthly average number of complaints (right scale)</th> </tr> </thead> <tbody> <tr> <td>2014</td> <td>1.6</td> <td>~60</td> </tr> <tr> <td>2015</td> <td>1.5</td> <td>~80</td> </tr> <tr> <td>2016_before</td> <td>1.8</td> <td>~110</td> </tr> <tr> <td>2016_after</td> <td>2.0</td> <td>~140</td> </tr> </tbody> </table> <p>Note: *the number of satisfied complaints divided by the number of not satisfied complaints Source: AMCU, annual reports</p>	Year	Relative number of satisfied complaints*	Monthly average number of complaints (right scale)	2014	1.6	~60	2015	1.5	~80	2016_before	1.8	~110	2016_after	2.0	~140	<p>Since the introduction of the Prozorro system, the relative number of satisfactorily resolved complaints increased by 36.4% (despite the fact that the monthly average number of complaints increased by almost 55%)</p>
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<p>Average number of bids per tender lot (Competition)</p>	<p>May indicate increase in competition and less use of sole sourcing.</p>	<p><b>2.01</b></p>	<p><b>2.33</b></p>	<p>Number of bids per lot increased by 15%.</p>														

Average number of unique suppliers per procuring entity (Competition)	May indicate growth in supplier diversification.	<b>1.71</b>	<b>2.67</b>	On average, the number of suppliers per procuring entity increased by 45%.
Procurement value awarded by competitive procedures (Competition)	May indicate easier access to procurement tenders for market participants and can result in increased competition.	<b>24.5%</b>	<b>47.24 %</b>	Procurement value awarded by competitive procedures doubled.
Average potential savings measured by estimated contract value vs actual contract value (Value for money)	May indicated better value for money.	<b>0</b>	<b>9.7%, total potential savings: UAH 11.46 bn</b>	According to our methodology, there were 9.7% of potential savings. While the methodology has its caveats, this indicator can signal better planning.

<p>Percentage of potential savings per month (Value for money)</p>	<p>May indicate better planning, (e.g., more accurate prize estimations).</p>	 <p>Source: BI Pro</p>		<p>Average monthly savings decreased, confirming our assumption that savings decrease over time due to better planning.</p>
<p>Correlation between number of bidders and potential savings (Value for money)</p>	<p>May indicate that competition encourages savings as procuring entities can buy required good/service for lower price.</p>	 <p>Source: BI Pro</p>		<p>We witnessed a clear correlation between number of bidders and potential saving rates. As an example, tenders with more than 3 bidders can potentially save around 20%.</p>
<p>Percentage of public procurement participants who report corruption incidences (Integrity)</p>	<p>May indicate decreased levels of corruption.</p>	<p>54%</p>	<p>29% (July 2016)</p>	<p>Percentage of public procurement participants who reported that they encountered corruption fell by 25% percent within a span of 18 months since Prozorro system was introduced.</p>