

“You can live ‘good’ doing it.”
first money then development

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In the Presentation

- 1. Registry Regulations are critical.Why?
- 2. International Donor Funding –
Needs Standards to be Effective
- 3. Case Studies – 5 countries
- 4. Summary

1. Registry Regulations are critical why?

- 1. Regulations
Standards

- 2. S
Ac

No Standards = Low Quality, Negative Impact

Implementation
&
Impact

3. Accountability

2. International Donor Funding (IDF) – Needs Standards to be Effective

- 1. **IDF** - granted to developing countries under conditionality – one of which is ST reform.
- 2. **PIU** – manage tenders, no standards—confusion, manipulation,
- new technology & business processes - registry
- **Result** – Good commercial activity for contractors,
- poor impact on development

Confusion is oxygen for manipulators.

1. ST project was underway.
2. Subsequent identical project by IDF – mistake or lack of guidelines and standards?

Impact : Duplications, expense, movable property is restricted from movement countrywide

Reasons:

1. Local counterpart had no guidelines.
2. Contractor cannot be held accountable.

How much?

1,200,000 USD

Country 2

copy paste, profit & haste

1. Project won by same contractor that won country 1.
2. Everything copied... other than the price... twice higher

Reasons:

1. Local counterparties decided on proposal with no guidelines.
2. Contractor explains "local circumstances".

How much?

2,200,000 USD

Countries 2 and 3

Lets invent a wheel or two.

1. ST project underway - Modeled on Canadian MPSAs and PPRs.
2. Subsequently, a “new product” introduced - “Financial Leasing”
3. New funding for new law and second registry.

Impact : Confusion, conflicts, waste of resources

Reason:

International donor organizations also need standards (regs.)

How much?

Country 4

Too good, too efficient, lets make it more deficient.

1. ST project was proposed.
2. The proposal was for 40,000 USD to install and implement a system (modular, simple customization)
3. International donor was led to believe it was funded “too good”. Project cancelled.

Reason:

International Donor – not aware of standards of simplicity, notice system procedures etc.

How much?

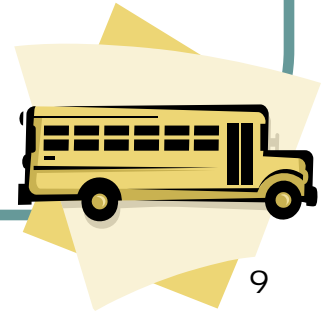
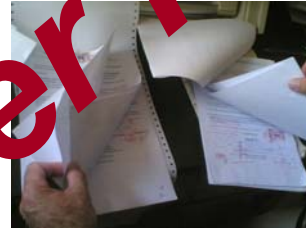
1,000,000 USD

Country 5

Computerization of bad practice

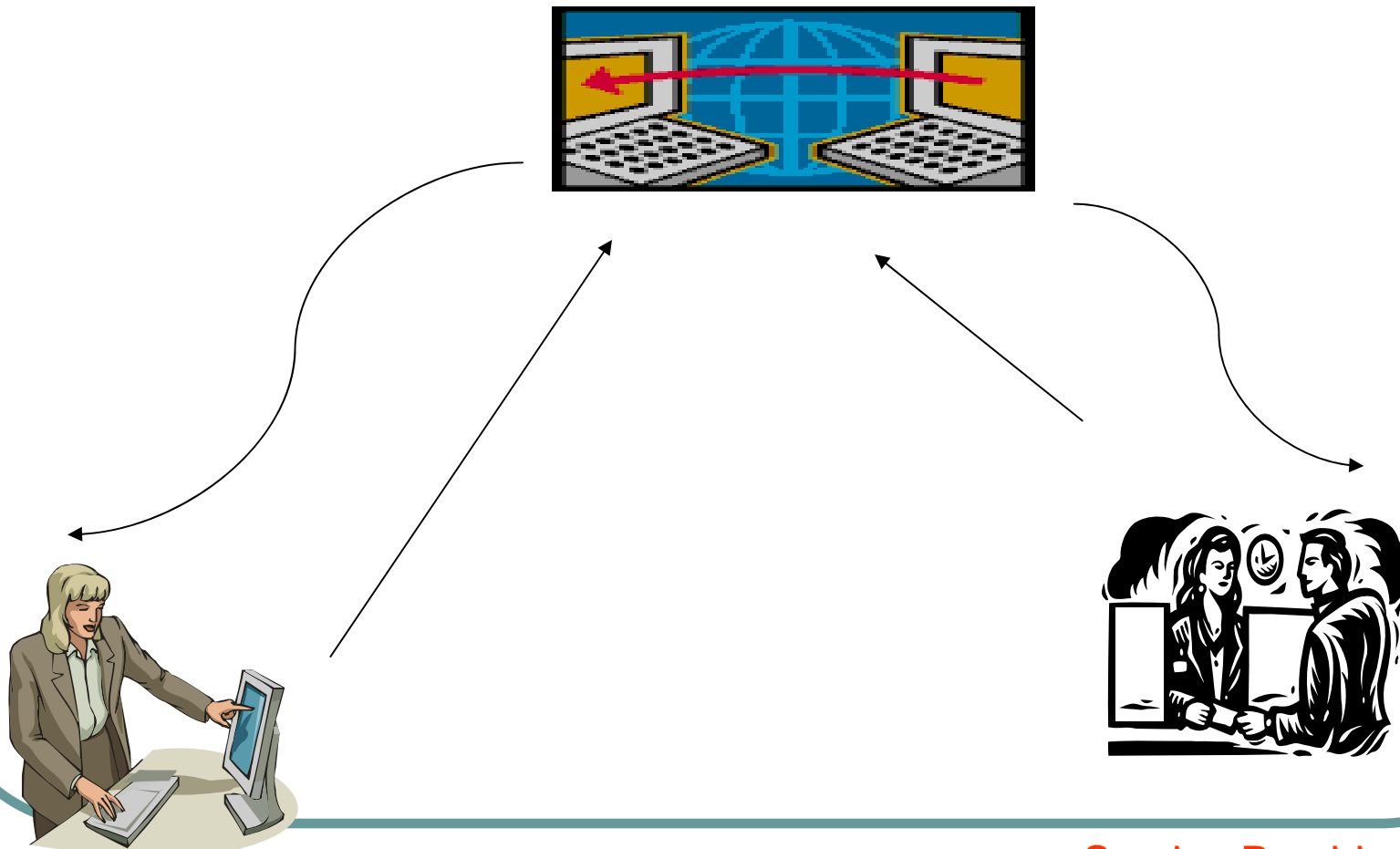
We will never know!

How much?



Modern e-Registry System

Standardization = Simplification = Progress



CREDITOR – Direct Access

Service Provider

4. Summary - why regulations?

- 1. Standards for Development of Registries
- 2. Better use of International Donor Funding
- 3. Promote Good Practice
- 4. Assist those in greatest need (PIU) and others (IDF)
- 5. Prevent abuse increase accountability
- 6. Convert negative to positive impact