WORKSHOP ON THE WTO AGREEMENT ON GOVERNMENT PROCUREMENT (GPA)
GENEVA, 10 TO 12 JULY 2007

BREAKOUT SESSION 3

DEBRIEF

EXAMPLES OF OFFENSIVE-RELATED ISSUES

(I.E. ISSUES CONCERNED WITH MARKET ACCESS OPPORTUNITIES FOR DOMESTIC SUPPLIERS IN OTHER PARTIES' MARKETS)

Examples of issues of interest (in GP markets of other Parties)	**Examples of internal factors/issues to consider (Your domestic industry capabilities and GP policy stance)**
• Markets of Parties in which you have interest – Market sizes and other relevant information – Any reason(s) for such interest • Particular sectors of interest in those markets/Parties – Reason(s) for interest • Coverage of the relevant Parties in those sectors of interest – Entity coverage – Annexes 1-3 of Appendix I – Services and construction services coverage – Annexes 4 & 5 of Appendix I – Any general and specific exclusions – in annexes and General Notes • Products and services procured by covered entities in sectors of interest • Level of competition in the target Party's market in general, and in the relevant sectors of interest – Domestic competition – Foreign competition • ➔ Overall market potential • ➔ Specific potential opportunities	• Domestic supply market – Size of markets • Competitive strength of domestic suppliers and industries: capabilities, competences and weaknesses – Sectors/Industries – Technical, financial, operational capabilities – Production capabilities – Strengths in particular product/service areas – International competitiveness – etc. • Implementation and support infrastructure – Supply-side infrastructure – Other support infrastructure • Accessibility of target Parties' markets – Supply-related issues – Technical issues – e.g. standards – Competitiveness issues – etc. • ➔ Overall supply capabilities • ➔ Realistic opportunities .....

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EXAMPLES OF DEFENSIVE-RELATED ISSUES

(I.E. ISSUES CONCERNED WITH THE INTERESTS OF PARTIES AND RESPONDING TO THE IMPACT OF FOREIGN COMPETITION ON DOMESTIC INDUSTRIES)

Examples of issues of interest to other Parties	**Examples of internal factors/issues to consider (Your domestic industry capabilities and GP policy stance)**
• Size of your domestic government procurement market – Particular sectors of interest to particular Parties – Combined interests from all Parties • Major and specific entities of particular interest to the Parties – The entities – Goods and services procured by them – Size of spend or market potential • Your Initial Entity Offer – Are the entities and sectors of interest to Parties included in your entity offer? – If not, reason for exclusion • Bilateral and plurilateral negotiations – Possible questions on excluded sectors and entities of interest – Possible requests to include • Revisions to the entity offer – Any further negotiations • Final offer and eventual acceptance as basis for coverage in Appendix I	• Domestic supply market – Market share of your domestic suppliers in your domestic GP market • Competitive strength of domestic suppliers and industries: capabilities, competences and weaknesses – Sectors/Industries – Technical, financial, operational capabilities – Production capabilities – Strengths in particular product/service areas – International competitiveness – etc. • Implementation and support infrastructure – Supply-side infrastructure – Other support infrastructure • Potential foreign competition from market opening. • Opportunities and threats – Gains in improved value for money from enhanced competition in procurement markets – Impact of increased foreign competition on domestic industry (negative / positive) – Opportunities from domestic and foreign supplier collaboration, inward investment, etc ➔ Appropriate response