

**GENERAL AGREEMENT ON  
TARIFFS AND TRADE**

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ARTICLE IX:6(b) NEGOTIATIONS  
STUDY OF CERTAIN TYPES OF SERVICE CONTRACTS

MANAGEMENT CONSULTING SERVICES AND  
FREIGHT FORWARDING SERVICES

The present information has been submitted by the delegation of Norway.

Total procurements by the code covered entities of management consulting services and freight forwarding services are respectively NOK 9.6 mill. (approximately 1.1 mill. ECU) and NOK 40 mill. (approximately 5.0 mill. ECU). A limited number of contracts for both services are above the current threshold value (NOK 1.25 mill.), and the average amount for procurements of these two kinds of services is substantially lower.

The procurement of management consulting and freight forwarding services is rather limited and concentrated to a few entities. Only the military entities report procurement of freight forwarding services, and the foreign share of these contracts is considerable. The contracts are awarded on the basis of competitive procedures and normal bid time varies from two weeks up to one month.

I. QUESTIONS REGARDING THE PROCUREMENT OF MANAGEMENT CONSULTING AND FREIGHT FORWARDING SERVICES.

Since there is only a few entities which have procured the two kinds of services in question, the basis for the following data are consequently rather limited.

1. The entities report no problems in defining the origin of these two kinds of services.
2. Only for freight forwarding services, subcontracting was reported by one entity.
3. No problems are reported in estimating the value of the service contracts. One entity did however indicate that if these kinds of services constitute elements of an integrated project, it might be difficult to establish the exact value of the service element.
4. The use of short term or long term contracts for the services in question varies highly among the entities. There is however a tendency to use long term contracts in the procurement of freight forwarding services.

5. Regarding factors limiting the competitiveness of foreign suppliers of these services, the following was indicated by the entities:

- Lack of knowledge about Norway (implies laws, regulations, administrative procedures, language problems etc.).
- National security considerations.
- A better possibility for domestic suppliers of following up the delivery of services.

These factors seem to be most relevant for management consulting services. Regarding freight forwarding services, foreign and domestic suppliers seem to compete on more equal basis.

Procurement of Management Consulting Services in 1984 (NOK 1,000)

Entities	Number of procurements	Total value	Of which from foreign supplier
National Road Services		1,500	
Postal Services Administration	11	6,292	
State Hospital			
University of Oslo	2	340	
Police Services			
Norwegian Broadcasting Corporation			
University of Trondheim			
University of Bergen			
Coastal Directorate		1,100	
University of Tromsø			
State Pollution Control Authority	1	150	
National Civil Aviation Administration			
Ministry of Defence			
Norwegian Defence Medical Service			
Airforce Material Demand			
Army Material Command	12	300	
Navy Material Command			
Defence Combined Material Agency			
<b>Total</b>	<b>26</b>	<b>9,682</b>	

Procurement of Freight Forwarding Services in 1984 (NOK 1,000)

Entities	Number of procurements	Total value
National Road Services		28,000
Postal Services Administration		2,708
State Hospital		
University of Oslo		
Police Services		
Norwegian Broadcasting Corporation		
University of Trondheim		
University of Bergen		
Coastal Directorate		
University of Tromsø		
State Pollution Control Authority		
National Civil Aviation Administration		
Ministry of Defence		
Norwegian Defence Medical Service		
Airforce Material Demand	5	4,478
Army Material Command	9	4,540
Navy Material Command	1	100
<b>Total</b>	<b>15</b>	<b>39,826</b>