



INCOP

INSTITUTO NACIONAL DE
CONTRATACIÓN PÚBLICA

2011

INFORME ANUAL

WATAPI RURASHKA

ANNUAL REPORT

CONTENIDO / YUYAY UKU / CONTENT

Español

07	El Incop se abre fronteras dentro de la región
08	Ecuador líder de la Red Interamericana de Compras Gubernamentales
10	Taller Sub Regional Comunidad Andina y Conosur "Ecuador"
11	El Incop... Un referente de contratación para toda la región
12	Indicadores
13	Rebaja Presupuestaria
	Resumen de procesos de contratación
14	El Incop... Presente en el mundo
16	Subasta Inversa Electrónica
17	Subasta Inversa Electrónica con Puja
18	Subasta Inversa Electrónica con Negociación
19	Licitación
20	Licitación por tipo de Bien
21	Cotización
22	Cotización por tipo de Bien
23	Menor Cuantía
24	Menor Cuantía por tipo de Bien
	Menor Cuantía Obras
25	Menor Cuantía Bienes y Servicios
26	Concurso Público
27	Lista Corta
28	Contratación Directa
29	Publicación
30	Licitación de Seguros
31	Catálogo Electrónico
32	Montos Adquiridos por Catálogo Electrónico
33	Número de Procesos de Contratación
34	Declaratorias de Emergencia
35	Procesos de Infima Cuantía
36	La Subasta Inversa Corporativa de Medicamentos, un proceso impecable
39	Subasta Inversa Corporativa de Medicamentos por tipo de adjudicación
40	Rebaja Presupuestaria incluido estimado de la SICM
41	Comparativo Subasta Inversa Electrónica frente a Subasta Inversa Corporativa de Medicamentos
42	Ferías Inclusivas: El buen vivir en manos de todos...
43	El Incop, una de las Instituciones Líderes en América Latina y el Caribe...
44	Entidades Habilitadas
45	Proveedores Registrados
46	Proveedores Habilitados
47	Participación Proveedores por Monto de Contratación
	Participación por Tamaño de Proveedor por Número de Contrataciones
48	Capacitación Virtual
49	Capacitación Presencial
50	Los Resultados: Un reflejo de transparencia y eficiencia
51	Procesos Observados
52	Resoluciones 2011
53	Un nuevo rostro con una nueva mirada a la Contratación Pública Nacional

57	Incop , suy ukupimi saywakunata paskan
58	Ecuador: mamallakta Red Interamericana de Compras Tantari
60	Comunidad Andina, Conosur Ecuador mamallacktawan
61	Incop, kanmi tukuy suyukunapi rikushpa rurana
62	Rikuchik
63	Kullkipachamanta
	Rurashkakuna
64	Incop... mama oachapimi kan
66	Subasta Inversa Electrónica kamanta
67	Subasta Inversa Electrónica con Puja nishka rurashkamanta
68	Subasta Inversa Electrónica ishkaninmanata yurarishka
69	Kushkakuna
70	Alli kullki shitana imata llamkanata rikushpa
71	Mashna kashka
72	Mashna chani kashkata yachankapak
73	Ashalla kushkiwan rantishka
74	Ashalla kulkipi rurashka por tipo de objeto contractual
	Ashalla kulkipi rurashka kuna
75	Ashalla kulkipi rurashka katunapak rurana
76	Tukuykunapa ñawpakpi mishashka
77	Ashalla kunaman rantishka
78	Hatukman rantishka
79	Willachishka
80	Llakimanta kishpichichun kushka
81	Llika panka millka
82	Rantishkakuna kay Catálogo Electrónico
83	Mashna kutin rantikapak rayashka
84	Llaki pacha nishka
85	Infima Cuantía nishka rurarishka
86	Washanyash hampikuna katuna-rantina tantanakuy, tatki kallariy puntapi kan
89	Tantarishkakunaman kushka sapan ruraykunapi
90	Hampi rantikunapi uriyachishpa kushka rantina munashkamanta
91	Subasta Inversa Electrónica wan Subasta Corporativa hampiwana
	chimpanurashka
92	Yaykuri katuna pacha: sumak kawsayka tukuypan makipimi kan...
93	Incop, abyayalapa, caribepakpash umayashka kan...
94	Llamkak wasikuna yaykuchishka
95	Yaykuchishka karakkuna killkarishkakuna
96	Yaykurishka karakkuna
97	Karakkuna chayashpa llamkashkamanta kullikichik
	Llamkankapak mashna karakkuna chayashkata yupanakuna
98	Yachana llika panka
99	Chayarishpa yachana
100	Pakatachishkakuna: Shuk rirpushina, achiklla utkashpa llamkakta rikuchishka
101	Rurishkakunata rikuy
102	2011 watapi yuyarishkakuna
103	Katuna-rantina mamallaktapi shuk mushuk ñawi, mushuk rikuyman kana kan

107	The Incop Opens Borders Inside the region
108	Ecuador: Leader Of the Red Interamericana de Compras Gubernamentales
110	Sub Regional Workshop Andean Community and South Cone "Ecuador"
111	The Incop... a referent of trading for the entire region
112	Indicators
113	Budget reduction
	Summary of hiring processes
114	The Incop... present in the world
116	Electronic Inverse Auction
117	Electronic Inverse Auction With Bid
118	Electronic Inverse Auction With Negotiation
119	Tender
120	Tender according to the kind of contractual object
121	Quotation
122	Quotation according to the kind of contractual object
123	Fewer amounts
124	Fewer amount due to the kind of contractual object
	Fewer amount works
125	Fewer amount assets and services
126	Public contest
127	Short list
128	Direct Hiring
129	Publication
130	Insurance tender
131	Electronic Catalog
132	Amounts purchased through the electronic catalog
133	Number of hiring processes
134	Emergency Declarations
135	Smallest Amount Processes
136	The Corporative Inverse Auction of Medicines, a pioneering process
139	Corporative Inverse Auction of the Medicines by granted type
140	Budget Save included the estimate of the SICM
141	Comparative Electronic Inverse Auction against Medicines Corporative Auction
142	Inclusive Fairs: the good living in everybody's hands....
143	The Incop, one of the Institutions Leader in Latin America and the Caribbean...
144	Qualified Entities
145	Registered Suppliers
146	Qualified Suppliers
147	Suppliers Participation by the Hiring Amount
	Participation by Supplier Size and by Number of Hirings
148	Virtual Training
149	Presence Training
150	The Results: A sample of transparency and efficiency
151	Observed Processes
152	Resolutions 2011
153	A New Face With a New Look to the National Public Hiring

› Reporte Anual 2011





Definitivamente el Ecuador está encaminado a la realización de grandes cosas. Todo está en ponernos de acuerdo para alcanzar objetivos comunes dirigidos a mejorar las prácticas público-privadas en aras de la transparencia y la eficiencia.

La gran confiabilidad que ha alcanzado en poco tiempo el sistema electrónico de contratación pública lo ha convertido en un referente continental por lo oportuno de su implementación, sus bajos costos de construcción y mantenimiento, la importante participación de MIPYMES en el mercado público, la intervención ciudadana a través de veedurías y por los resultados alcanzados en beneficio de la sociedad ecuatoriana.

Esta confianza ha significado que el INCOP, en el año 2010, haya logrado el primer premio al Liderazgo en las reformas de contratación pública “Joseph Francois Marcelló” y, en el presente año, se nos haya encomendado la presidencia de la Red Interamericana de Compras Gubernamentales (RICG), en la confianza de que el liderazgo desplegado al interno ahora pueda conducir adecuadamente las riendas de esta organización latinoamericana.

De ahí que durante el 2011, el Ecuador haya sido invitado a participar

EL INCOP SE ABRE FRONTERAS DENTRO DE LA REGIÓN

en importantes encuentros internacionales, donde algunos países de la región han mostrado su interés por conocer el modelo ecuatoriano.

Con orgullo podemos decir que, hoy por hoy, el Ecuador se encuentra posicionado en el cuadrante más alto de los países con los mejores sistemas de Contratación Pública de América y del mundo. Vivimos en un país propositivo, crítico y ejecutivo. En ese marco, el INCOP continúa trabajando sin pausa para alcanzar los objetivos, trazados en el Plan Nacional de Desarrollo, diseñado por el Gobierno Nacional.

¡CON EL INCOP A TODOS NOS VA MEJOR!

Dr. Jorge Luis González Tamayo
**DIRECTOR EJECUTIVO
INSTITUTO NACIONAL
DE CONTRATACIÓN PÚBLICA**

ECUADOR: LÍDER DE LA



Entre el 18 y el 20 de octubre de 2011 se desarrolló en la ciudad de Santo Domingo, República Dominicana, la VII Conferencia Anual de Compras Gubernamentales de las Américas, que es la instancia máxima de diálogo, intercambio, organización y gestión de la Red Interamericana de Compras Gubernamentales -RICG- y se ha constituido en el foro técnico más relevante para la difusión de los avances de las compras públicas de las Américas.

La RICG, instancia organizativa surgida por iniciativa de los países del continente y que es apoyada por la Organización de los Estados Americanos, OEA; el Banco Interamericano de Desarrollo, BID; el Centro Internacional de Investigación para el Desarrollo, IDRC y la Agencia Canadiense de Desarrollo Internacional, CIDA; junto con otras entidades ejecutoras de proyectos como la Universidad San Martín de Argentina y FLACSO Chile elige, cada año en la Conferencia Anual, a su presidente, de entre los representantes de los organismos rectores

de las contrataciones gubernamentales de los distintos países del Continente.

En el presente año, dicha designación recayó en el doctor Jorge Luis González, Director Ejecutivo del INCOP, en una reñida elección que aparentaba tener pocas probabilidades de triunfo ya que el otro candidato era el anfitrión, el máximo personero de las compras públicas dominicanas; su candidatura estaba auspiciada por los países centroamericanos y caribeños, quienes aparentemente superaban en número a los países sudamericanos que apoyaron la candidatura del representante del Ecuador, doctor Jorge Luis González; y además existe una natural tendencia a rotar la representación por subregiones, tomando en cuenta que el último presidente de la Red fue el representante del Perú, miembro de la CAN.

Esta designación, que se suma al primer Premio al Liderazgo en Compras Gubernamentales otorgado en la Conferencia del 2010, constituye una muestra de respeto, confianza y reconocimiento a nivel internacional de lo que está haciendo el Ecuador por mejorar la eficiencia y transparencia de las compras gubernamentales. Sin duda, corrobora también su acierto de imprimir un cambio radical en la contratación pública nacional al impulsar la creación del Sistema Nacional de Contratación Pública.

Nuestro compromiso de seguir incidiendo desde el INCOP en la mejora de las prácticas público – privadas para conseguir un óptimo aprovechamiento y respeto a los recursos públicos ejecutados a través de la contratación del Estado, se ve renovado ahora con esta responsabilidad.



| Miembros de la Red Interamericana de Compras Gubernamentales 2011

TALLER SUB REGIONAL COMUNIDAD ANDINA Y CONOSUR...



| 04 - 05 de agosto de 2011

El INCOP, con el apoyo de la Red Interamericana de Compras Gubernamentales, RIGC; el Banco Interamericano de Desarrollo, BID; la Organización de los Estados Americanos OEA y el Centro Internacional de Investigación para el Desarrollo, CRDI; al conmemorar el tercer aniversario de la creación del Sistema Nacional de Contratación Pública, desarrolló con éxito el primer TALLER SUBREGIONAL COMUNIDAD ANDINA Y CONOSUR.

Los temas tratados fueron:

- Mecanismos de Transparencia en la contratación pública
- La sostenibilidad de la eficiencia en la contratación pública
- Procedimientos de contratación pública y mejora de eficiencia en el Estado.

En los diferentes paneles participaron autoridades de los organismos rectores de la contratación pública en América del Sur y expertos nacionales e internacionales de reconocida trayectoria.

El taller estuvo dirigido a entidades contratantes, proveedores del Estado, organismos de control y público interesado en la contratación pública.

EL INCOP... UN REFERENTE DE CONTRATACIÓN PARA TODA LA REGIÓN

Desde el lanzamiento del INCOP hace ya tres años, el gobierno de Ecuador ha mostrado que la creación del Instituto era únicamente el primer paso para materializar una visión moderna de la gestión de las compras gubernamentales. Los avances y los logros no han dejado de sucederse desde que el INCOP entró en funcionamiento, lo cual debe ser motivo de satisfacción no sólo para el pueblo ecuatoriano sino para toda América Latina.

Dado que las compras públicas suponen el 25% del Producto Interno Bruto del Ecuador, la competitividad del país, su capacidad para atraer inversión, la posibilidad de desarrollar una clase emprendedora nacional y, en general, la credibilidad de la administración pública ecuatoriana, dependen en gran parte del buen hacer del INCOP.

Todas las instituciones hermanas del INCOP en América Latina y el Caribe, las cuales forman parte de la Red Interamericana de Compras Gubernamentales (RICG), han reconocido en el año 2010 los éxitos del INCOP concediendo a su Director, Jorge Luis González, el premio Joseph Francoise Robert Marcelló al liderazgo en las compras públicas de la región, y en el 2011, eligiendo al Sr. González para el cargo de Presidente de la Red. Estos dos hechos hablan por sí solos acerca del trabajo realizado.

Desde su responsabilidad como Secretaría Técnica de la RICG, la OEA felicita al INCOP por el exitoso camino recorrido y anima a todos aquellos que integran el Instituto a no desmayar en el esfuerzo para convertir a Ecuador en una referencia internacio-



Miguel A. Porrúa
Secretario Técnico de la RICG /
Experto Senior e-Gobierno
ORGANIZACIÓN DE LOS ESTADOS
AMERICANOS

nal en el ámbito de las compras gubernamentales. Asimismo, agradece la amable disposición del INCOP a compartir su reconocida experiencia y su valioso conocimiento con los países hermanos de la región. Continúen por esta senda.

INDICADORES DEL PORTAL

INDICADOR	RESULTADO
Disponibilidad del Portal	99.78%
Número Incidentes que intentaron atentar la seguridad del Portal	125.422
Número de invitaciones enviadas a proveedores para participar en procesos de contratación	81.196.158

PRODUCTIVIDAD DEL INCOP

Presupuesto Asignado al INCOP	\$ 5,811,284.65
Número de Funcionarios	165
Rebaja Presupuestaria del Sistema Nacional de Contratación Pública	\$ 340,521,816.14
Presupuesto del INCOP/Rebaja Presupuestaria	1.71%

INDICADORES MACROECONÓMICOS 2011

INDICADOR	RESULTADO
Presupuesto General del Estado 2011 USD	\$ 23,950,249,957.03
PIB 2011 (Previsto) USD	\$ 65,945,000,000.00
Monto de Contratación Pública USD	\$ 9,857,369,693.80
Monto de Contratación Pública/Presupuesto General del Estado	41%
Monto de Contratación Pública/PIB	15%

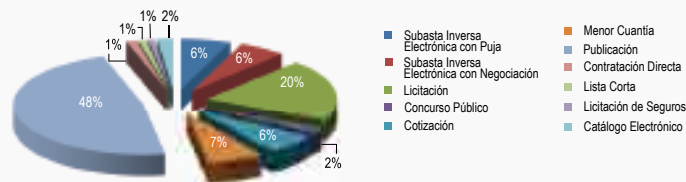
> REBAJA PRESUPUESTARIA

Total Presupuestado	\$ 10,197,930,319.84
(-) Publicación	\$ 4,696,690,403.26
(=) Base Cálculo Rebaja Presupuestaria	\$ 5,501,239,916.58
Rebaja Presupuestaria	\$ 340,560,626.04
% Rebaja Presupuestaria	6.19%

* Para el presente análisis no se incluye a la Subasta Corporativa de Medicamentos realizada por el INCOP

> RESUMEN DE PROCESOS DE CONTRATACIÓN

TIPO DE PROCESO	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Subasta Inversa Electrónica con Puja	14.888	751,527,524.53	609,394,201.11	142,133,323.42	18.91%
Subasta Inversa Electrónica con Negociación	13.782	615,967,046.32	569,892,330.40	46,074,715.92	7.48%
Licitación	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%
Concurso Público	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%
Cotización	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%
Menor Cuantía	25.225	683,678,165.75	681,931,390.27	1,746,775.48	0.26%
Publicación	62.624	4,696,690,403.26	4,696,690,403.26	0.00	0.00%
Contratación Directa	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%
Lista corta	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%
Licitación de Seguros	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%
Catálogo Electrónico	24.156	198,148,654.66	198,148,654.66	0.00	0.00%
TOTAL	152.225	10,197,930,319.84	9,857,369,693.80	340,560,626.04	3.00%



EL INCOP... Presente en el mundo

27 – 28 de junio de 2011

San Salvador, El Salvador

Taller Subregional de Centroamérica de la Red Interamericana de Compras Gubernamentales.

Actividad: Participación como país externo a la subregión, junto a Chile, México y Panamá.

Resultados: Algunos países interesados en seguir y estudiar el modelo de contratación pública ecuatoriano. Se enviarán delegaciones de funcionarios a nuestro país.

14 de julio de 2011

Bogotá, Colombia

Invitación de la Secretaría de Planeación de Colombia.

Actividad: Reunión con delegados de diferentes organismos públicos de Colombia que dentro de su plan de modernización de la contratación pública, están en proyecto de crear su organismo rector.

Resultado: La experiencia ecuatoriana representa un referente a seguir.

18 y 20 de octubre de 2011

São Domingo, República Dominicana

VII Conferencia Anual de Compras Gubernamentales de las Américas – Red Interamericana de Compras Gubernamentales, RICG.

Actividad: Participación en conferencia y elección de nuevo titular de la RICG.

Resultados: Obtención de la Presidencia de la Red Interamericana de Compras Gubernamentales.



09 al 10 de Noviembre de 2011

San José, Costa Rica

IV Congreso de Innovación en Gobierno Digital.

Actividad: Participación como expositor. Se transmitieron las experiencias y conocimientos en torno al mejoramiento de los servicios, en este caso de contratación pública, que el Estado presta a los ciudadanos mediante el uso y aplicación de las tecnologías de información.

Resultados: Permitió aún más el posicionamiento del sistema de contratación pública del Ecuador, como un referente internacional de transparencia y eficiencia.

21 al 24 de noviembre de 2011

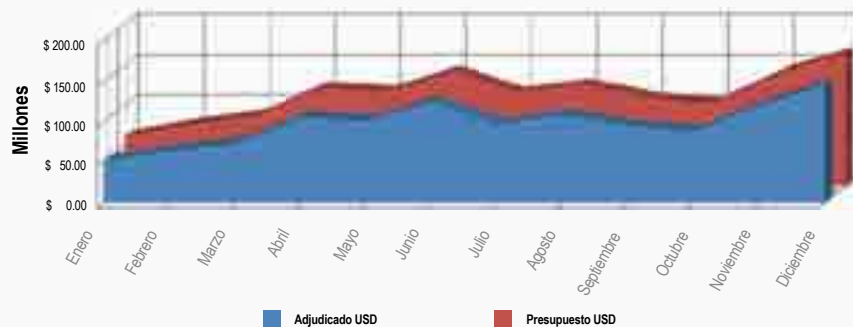
Bali, Indonesia

Conferencia sobre Contratación Pública Electrónica en Asia y el Pacífico.

Actividad: Ponencia: “Los impactos de la implementación del nuevo Sistema Electrónico de Contratación Pública en el ECUADOR”. Vale recalcar que la participación del Ecuador fue requerida por los bancos: Asiático e Interamericano de Desarrollo, auspiciantes del evento.

Resultados: En base a la experiencia el Ecuador, a través del INCOP, logró posicionarse como un referente de la contratación pública latinoamericana en ese importante foro asiático.

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	933	62,053,652.50	53,538,601.54	8,515,050.96	14%
Febrero	1.411	77,184,482.80	64,416,702.42	12,767,780.38	17%
Marzo	2.849	87,181,942.77	74,035,111.62	13,146,831.15	15%
Abril	3.044	122,063,074.02	105,233,638.92	16,829,435.10	14%
Mayo	2.370	117,045,338.13	101,450,838.34	15,594,499.79	13%
Junio	2.527	142,163,226.68	125,040,310.47	17,122,916.21	12%
Julio	2.279	115,588,886.33	96,684,089.58	18,904,796.75	16%
Agosto	2.967	126,166,414.22	108,046,273.13	18,120,141.09	14%
Septiembre	2.320	109,243,122.78	95,480,971.76	13,762,151.02	13%
Octubre	2.624	102,783,196.12	88,305,429.82	14,477,766.30	14%
Noviembre	3.001	140,475,357.64	121,226,198.20	19,249,159.44	14%
Diciembre	2.345	165,545,876.86	145,828,365.71	19,717,511.15	12%
TOTAL	28.670	1,367,494,570.85	1,179,286,531.51	188,208,039.34	14%

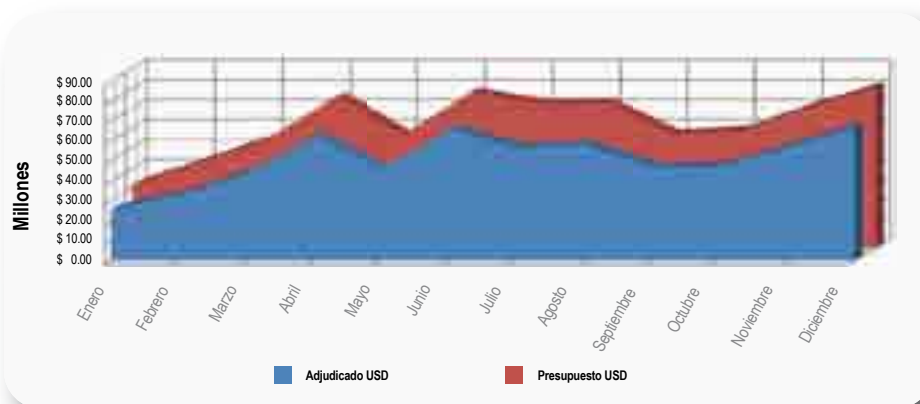


* Información tomada en base a la fecha de adjudicación de los procesos.

Más de 188 millones de dólares en rebaja presupuestaria se ha alcanzado con la ejecución de alrededor de 29 mil procesos de contratación, convirtiendo a la herramienta informática de Subasta Inversa Electrónica, en la más utilizada por las entidades contratantes.

> SUBASTA INVERSA ELECTRÓNICA CON PUJA

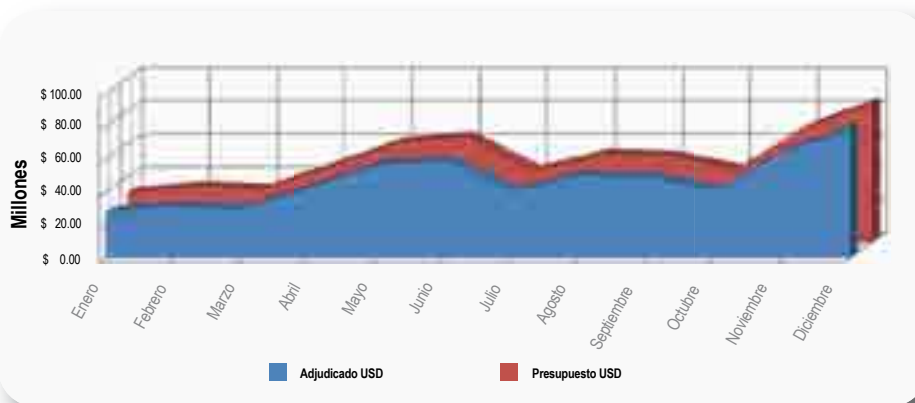
MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	497	31,838,237.10	25,953,653.57	5,884,583.53	18%
Febrero	781	43,074,577.59	33,094,083.78	9,980,493.81	23%
Marzo	1.508	54,827,590.19	44,230,004.24	10,597,585.95	19%
Abril	1.454	75,931,600.93	62,562,499.55	13,369,101.38	18%
Mayo	1.204	56,394,403.50	45,255,172.26	11,139,231.24	20%
Junio	1.399	77,950,276.43	65,794,201.61	12,156,074.82	16%
Julio	1.294	72,232,541.06	56,450,526.89	15,782,014.17	22%
Agosto	1.560	72,404,902.86	57,993,910.51	14,410,992.35	20%
Septiembre	1.245	56,675,210.25	46,640,854.78	10,034,355.47	18%
Octubre	1.374	58,691,265.52	47,526,394.56	11,164,870.96	19%
Noviembre	1.461	70,815,490.26	57,016,158.98	13,799,331.28	19%
Diciembre	1.111	80,691,428.84	66,876,740.38	13,814,688.46	17%
TOTAL	14.888	751,527,524.53	609,394,201.11	142,133,323.42	19%



* Información tomada en base a la fecha de adjudicación de los procesos.

Más de 14 mil procesos realizados con la Subasta Inversa con PUJA, han permitido la participación de miles de proveedores, en igualdad de condiciones, con un precio justo para el Estado.

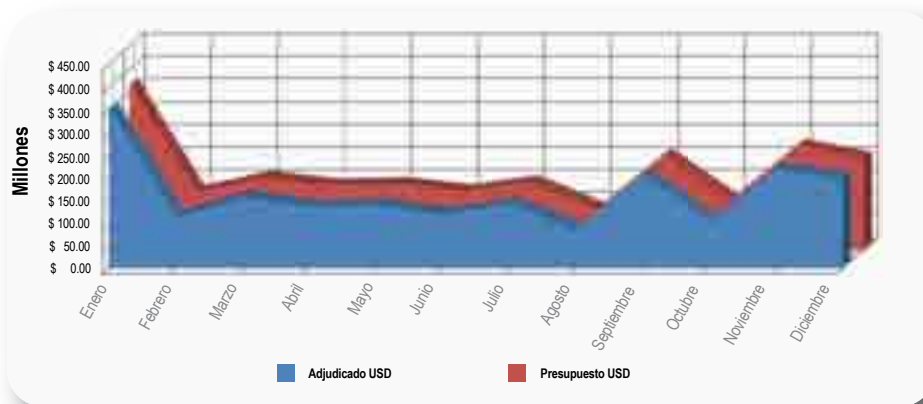
MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	436	30,215,415.40	27,584,947.97	2,630,467.43	9%
Febrero	630	34,109,905.21	31,322,618.64	2,787,286.57	8%
Marzo	1.341	32,354,352.58	29,805,107.38	2,549,245.20	8%
Abril	1.590	46,131,473.09	42,671,139.37	3,460,333.72	8%
Mayo	1.166	60,650,934.63	56,195,666.08	4,455,268.55	7%
Junio	1.128	64,212,950.25	59,246,108.86	4,966,841.39	8%
Julio	985	43,356,345.27	40,233,562.69	3,122,782.58	7%
Agosto	1.407	53,761,511.36	50,052,362.62	3,709,148.74	7%
Septiembre	1.075	52,567,912.53	48,840,116.98	3,727,795.55	7%
Octubre	1.250	44,091,930.60	40,779,035.26	3,312,895.34	8%
Noviembre	1.540	69,659,867.38	64,210,039.22	5,449,828.16	8%
Diciembre	1.234	84,854,448.02	78,951,625.33	5,902,822.69	7%
TOTAL	13.782	615,967,046.32	569,892,330.40	46,074,715.92	7%



* Información tomada en base a la fecha de adjudicación de los procesos.

Se la realiza en caso de existir una sola oferta técnica calificada. Con este mecanismo, se obtuvo una Rebaja Presupuestaria del 7 por ciento, sobrepasando lo estimado en el Art. 47 del Reglamento General de la Ley Orgánica del Sistema Nacional de Contratación Pública, que establece que el oferente deberá rebajar su oferta económica en, al menos, el 5 por ciento del presupuesto referencial de la subasta inversa convocada.

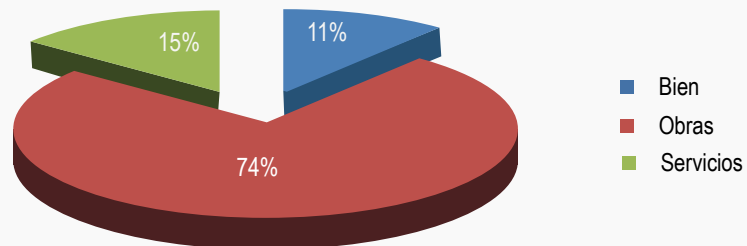
MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	45	364,540,983.49	354,415,261.86	10,125,721.63	2.78%
Febrero	42	126,636,170.59	112,525,430.58	14,110,740.01	11.14%
Marzo	30	159,635,009.63	156,460,510.10	3,174,499.53	1.99%
Abril	55	141,572,540.02	134,533,299.53	7,039,240.49	4.97%
Mayo	44	145,284,618.92	138,722,376.69	6,562,242.23	4.52%
Junio	42	128,797,114.00	117,514,010.22	11,283,103.78	8.76%
Julio	44	148,907,982.23	141,427,305.36	7,480,676.87	5.02%
Agosto	42	89,279,811.88	86,093,316.24	3,186,495.64	3.57%
Septiembre	49	210,289,065.71	206,386,098.15	3,902,967.56	1.86%
Octubre	44	107,984,579.18	102,351,847.17	5,632,732.01	5.22%
Noviembre	68	230,462,321.60	220,275,545.10	10,186,776.50	4.42%
Diciembre	65	201,402,046.87	195,608,866.33	5,793,180.54	2.88%
TOTAL	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



* Información tomada en base a la fecha de adjudicación de los procesos.

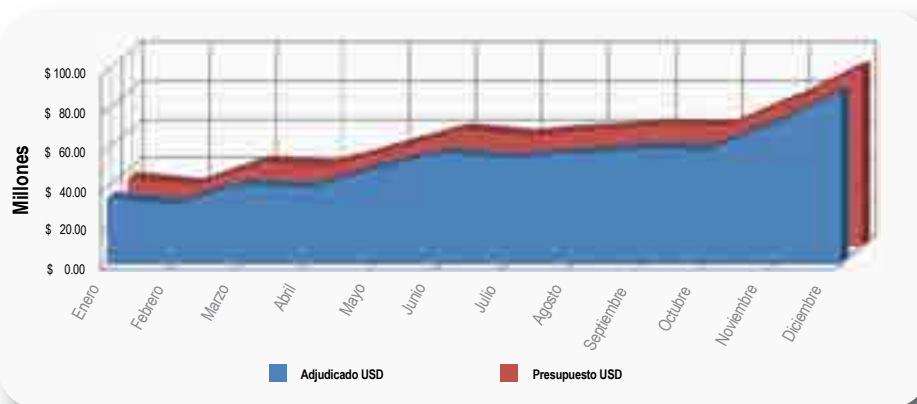
Cerca de 600 procesos de Licitación para la adquisición de obras, bienes o servicios han sido realizados a través del portal www.incop.gob.ec, alcanzando un monto de adjudicación de casi 2 mil millones de dólares.

TIPO	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Bien	103	232,469,834.02	209,933,908.96	22,535,925.06	9.69%
Obras	339	1,510,600,870.44	1,459,195,901.51	51,404,968.93	3.40%
Servicios	128	311.721.539,66	297,184,056.86	14,537,482.80	4.66%
TOTAL	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



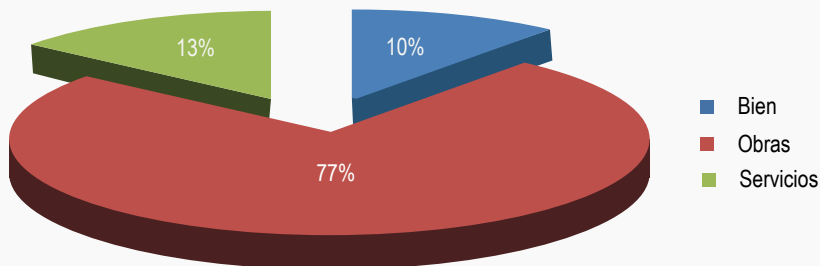
* Información tomada en base a la fecha de adjudicación de los procesos.

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	178	35,688,634.91	34,246,105.16	1,442,529.75	4.04%
Febrero	168	32,320,497.18	30,726,267.84	1,594,229.34	4.93%
Marzo	200	43,715,676.89	41,083,398.29	2,632,278.60	6.02%
Abril	179	41,766,081.57	39,314,114.03	2,451,967.54	5.87%
Mayo	211	51,133,317.89	48,814,877.15	2,318,440.74	4.53%
Junio	245	60,601,779.16	57,418,835.06	3,182,944.10	5.25%
Julio	231	57,287,184.21	54,234,925.20	3,052,259.01	5.33%
Agosto	236	60,540,497.22	57,158,250.14	3,382,247.08	5.59%
Septiembre	252	63,189,650.52	59,957,690.29	3,231,960.23	5.11%
Octubre	269	62,376,881.62	59,255,763.14	3,121,118.48	5.00%
Noviembre	302	76,550,147.37	72,502,144.33	4,048,003.04	5.29%
Diciembre	368	93,243,317.57	89,020,185.87	4,223,131.70	4.53%
TOTAL	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



* Información tomada en base a la fecha de adjudicación de los procesos.

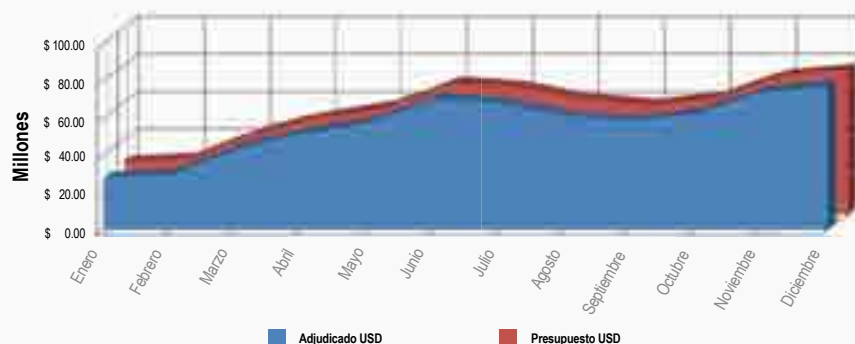
TIPO	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Bien	512	70,913,306.62	66,925,650.28	3,987,656.34	5.62%
Obras	1.664	519,950,580.46	492,511,821.62	27,438,758.84	5.28%
Servicios	663	87,549,779.03	84,295,084.60	3,254,694.43	3.72%
TOTAL	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



* Información tomada en base a la fecha de adjudicación de los procesos.

Mas de 14 mil proveedores, elegidos mediante sorteo público y de forma aleatoria a través del Portal COMPRASPUBLICAS, fueron invitados a participar en los casi 3 mil procesos de contratación realizados, que permitieron una rebaja presupuestaria de más de 34 millones de dólares

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
ENERO	990	28,145,848.14	28,086,322.99	59,525.15	0.21%
FEBRERO	1.242	29,919,806.79	29,770,072.98	149,733.81	0.50%
MARZO	1.688	43,415,095.18	43,295,600.99	119,494.19	0.28%
ABRIL	1.987	52,159,882.03	52,008,892.16	150,989.87	0.29%
MAYO	2.030	57,471,743.48	57,294,697.17	177,046.31	0.31%
JUNIO	2.417	70,243,501.37	70,109,525.16	133,976.21	0.19%
JULIO	2.370	68,107,166.16	67,973,916.50	133,249.66	0.20%
AGOSTO	2.451	61,259,536.29	61,073,591.41	185,944.88	0.30%
SEPTIEMBRE	2.264	58,336,083.50	58,192,175.81	143,907.69	0.25%
OCTUBRE	2.367	62,567,290.80	62,461,871.73	105,419.07	0.17%
NOVIEMBRE	2.700	74,511,498.69	74,305,167.31	206,331.38	0.28%
DICIEMBRE	2.719	77,540,713.32	77,359,556.06	181,157.26	0.23%
TOTAL	25.225	683,678,165.75	681,931,390.27	1,746,775.48	0.26%



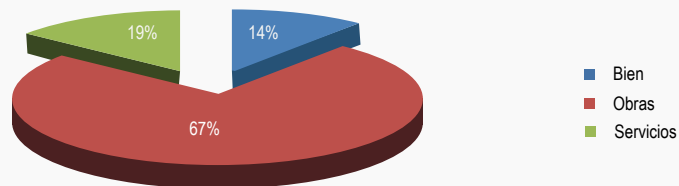
* Información tomada en base a la fecha de adjudicación de los procesos.

Con el uso de esta herramienta se ha privilegiado la contratación de profesionales, micro y pequeñas empresas que estuvieron habilitados para ejercer la actividad requerida y domiciliados en el cantón donde se ejecuta cada contrato. Más de 600 millones de dólares fueron transaccionados, en más de 25 mil procesos.

> MENOR CUATÍA POR TIPO DE OBJETO CONTRACTUAL

TIPO	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Bien	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%
Obras	10.247	459,143,408.76	459,143,408.76	0.00	0.00%
Servicios	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%
TOTAL	25.225	683,678,165.75	681,931,382.61	1,746,783.14	0.26%

* Información tomada en base a la fecha de adjudicación de los procesos.



> MENOR CUANTÍA OBRAS

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD
Enero	414	19,002,098.28	19,002,098.28
Febrero	325	14,185,608.11	14,185,608.11
Marzo	523	25,125,074.65	25,125,074.65
Abril	739	34,648,311.13	34,648,311.13
Mayo	879	40,610,629.35	40,610,629.35
Junio	1.026	49,465,181.12	49,465,181.12
Julio	987	47,104,191.26	47,104,191.26
Agosto	936	40,171,418.42	40,171,418.42
Septiembre	965	40,133,552.99	40,133,552.99
Octubre	1.004	42,643,620.97	42,643,620.97
Noviembre	1.213	53,034,909.21	53,034,909.21
Diciembre	1.236	53,018,813.27	53,018,813.27
TOTAL	10.247	459,143,408.76	459,143,408.76

> MENOR CUANTÍA BIENES Y SERVICIOS

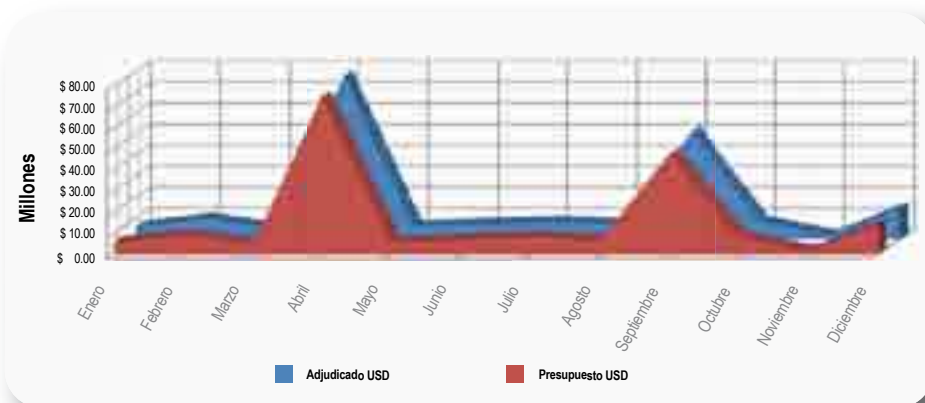
MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	275	3,397,635.98	3,361,213.28	36,422.70	1.07%
Febrero	442	6,703,045.37	6,640,230.74	62,814.63	0.94%
Marzo	597	8,047,984.68	7,988,882.16	59,102.52	0.73%
Abril	672	7,847,960.23	7,760,180.59	87,779.64	1.12%
Mayo	582	7,564,979.60	7,443,609.12	121,370.48	1.60%
Junio	667	8,418,536.24	8,352,136.58	66,399.66	0.79%
Julio	654	8,506,016.34	8,436,977.89	69,038.45	0.81%
Agosto	815	9,322,559.11	9,229,541.71	93,017.40	1.00%
Septiembre	670	8,229,494.60	8,162,874.28	66,620.32	0.81%
Octubre	681	8,025,838.74	7,982,211.90	43,626.84	0.54%
Noviembre	798	9,722,059.73	9,617,264.87	104,794.86	1.08%
Diciembre	801	11,973,928.30	11,846,769.82	127,158.48	1.06%
TOTAL	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%

* Información tomada en base a la fecha de adjudicación de los procesos.

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	301	5,746,113.88	5,723,010.68	23,103.20	0.40%
Febrero	475	9,031,153.31	8,944,228.11	86,925.20	0.96%
Marzo	568	10,242,035.85	10,181,644.12	60,391.73	0.59%
Abril	576	9,663,610.67	9,600,400.44	63,210.23	0.65%
Mayo	569	9,296,134.53	9,240,458.51	55,676.02	0.60%
Junio	724	12,359,784.01	12,292,207.10	67,576.91	0.55%
Julio	729	12,496,958.56	12,432,747.27	64,211.29	0.51%
Agosto	700	11,765,558.76	11,672,631.22	92,927.54	0.79%
Septiembre	629	9,973,035.91	9,895,748.40	77,287.51	0.77%
Octubre	682	11,897,831.09	11,836,038.88	61,792.21	0.52%
Noviembre	689	11,754,529.75	11,652,993.12	101,536.63	0.86%
Diciembre	682	12,547,971.75	12,493,973.06	53,998.69	0.43%
TOTAL	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%

(Para contratación de Consultoría)

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	7	5,908,021.69	5,926,378.34	-18,356.65	-0.31%
Febrero	5	10,097,360.69	9,520,912.18	576,448.51	5.71%
Marzo	6	4,680,848.45	4,702,110.11	-21,261.66	-0.45%
Abril	5	77,879,997.16	75,297,227.62	2,582,769.54	3.32%
Mayo	9	6,156,751.85	5,998,253.02	158,498.83	2.57%
Junio	9	7,345,852.94	7,224,668.93	121,184.01	1.65%
Julio	7	8,606,846.32	8,248,247.24	358,599.08	4.17%
Agosto	9	6,994,449.20	6,716,409.96	278,039.24	3.98%
Septiembre	3	51,208,229.27	47,872,059.88	3,336,169.39	6.51%
Octubre	7	8,546,850.60	8,416,038.33	130,812.27	1.53%
Noviembre	2	1,623,935.80	1,566,051.80	57,884.00	3.56%
Diciembre	12	15,132,640.73	14,508,894.60	623,746.13	4.12%
TOTAL	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%



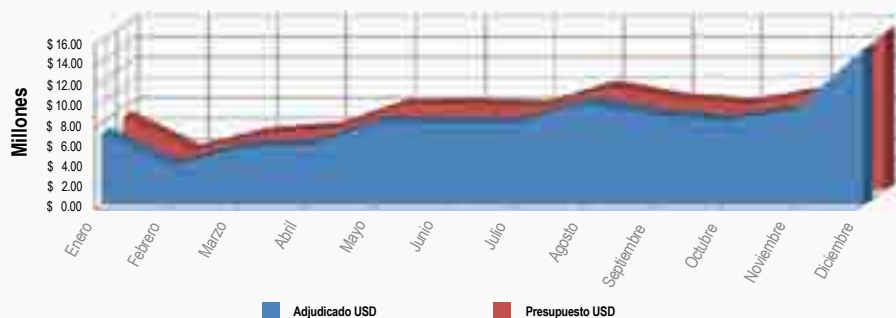
* Información tomada en base a la fecha de adjudicación de los procesos.

81 procesos fueron realizados en concurso público para la contratación de CONSULTORÍAS, en los que los proveedores proporcionaron al Estado sus servicios profesionales especializados.

> LISTA CORTA

(Para contratación de Consultoría)

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	57	7,139,006.05	6,948,805.95	190,200.10	2.66%
Febrero	30	3,855,380.77	3,853,631.74	1,749.03	0.05%
Marzo	41	5,571,258.63	5,632,127.58	-60,868.95	-1.09%
Abril	44	5,979,942.06	5,930,728.47	49,213.59	0.82%
Mayo	59	8,293,563.72	8,159,133.62	134,430.10	1.62%
Junio	59	8,392,148.84	7,995,915.96	396,232.88	4.72%
Julio	58	8,146,250.15	8,087,061.58	59,188.57	0.73%
Agosto	77	10,126,708.14	9,997,929.50	128,778.64	1.27%
Septiembre	72	8,910,723.30	8,795,242.82	115,480.48	1.30%
Octubre	62	8,329,571.90	8,220,308.53	109,263.37	1.31%
Noviembre	62	9,560,619.36	9,299,648.00	260,971.36	2.73%
Diciembre	112	15,401,453.10	15,218,945.34	182,507.76	1.19%
TOTAL	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%



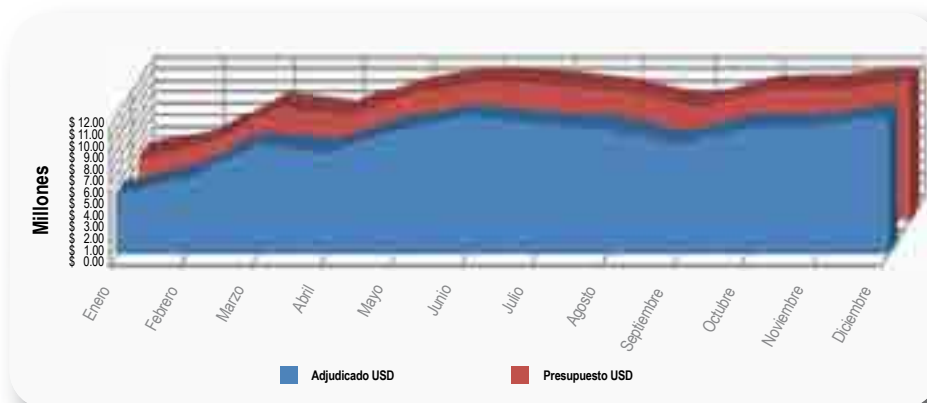
* Información tomada en base a la fecha de adjudicación de los procesos.

Con un presupuesto referencial de alrededor de 100 millones de dólares y una rebaja presupuestaria de más de 1 millón 500 mil dólares, se realizaron 733 procesos de contratación.

MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	321	5,377,627.99	5,285,592.91	92,035.08	1.71%
Febrero	416	6,730,106.79	6,609,730.94	120,375.85	1.79%
Marzo	552	9,839,687.36	9,636,695.46	202,991.90	2.06%
Abril	539	9,200,923.60	8,866,675.23	334,248.37	3.63%
Mayo	622	11,161,366.33	10,866,285.70	295,080.63	2.64%
Junio	681	12,146,870.58	11,978,668.44	168,202.14	1.38%
Julio	649	11,733,937.11	11,414,752.52	319,184.59	2.72%
Agosto	613	11,111,268.69	10,924,498.36	186,770.33	1.68%
Septiembre	608	9,806,555.56	9,630,096.27	176,459.29	1.80%
Octubre	648	11,339,228.24	11,070,058.54	269,169.70	2.37%
Noviembre	682	11,434,626.79	11,232,352.42	202,274.37	1.77%
Diciembre	727	12,257,293.85	12,124,594.53	132,699.32	1.08%
TOTAL	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%

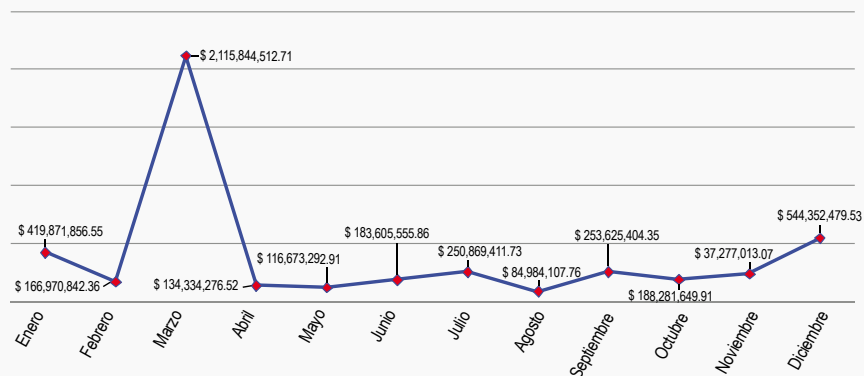
* Información tomada en base a la fecha de adjudicación de los procesos.

Cerca de 2 millones 500 mil dólares fue la rebaja presupuestaria alcanzada, en más de 7 mil exitosos procesos.

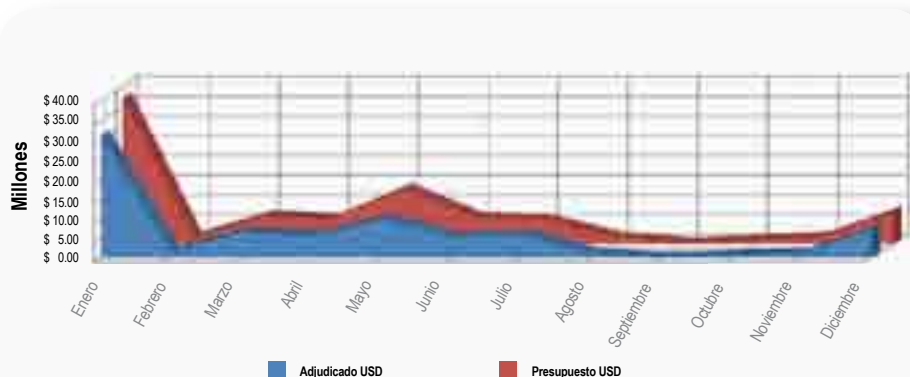


MES	No. DE PROCESOS	MONTO CONTRATADO USD
Enero	7.594	419,871,856.55
Febrero	6.007	166,970,842.36
Marzo	6.240	2,115,844,512.71
Abril	5.359	134,334,276.52
Mayo	7.360	116,673,292.91
Junio	5.841	183,605,555.86
Julio	4.492	250,869,411.73
Agosto	3.887	84,984,107.76
Septiembre	4.332	253,625,404.35
Octubre	3.076	188,281,649.91
Noviembre	3.703	37,277,013.07
Diciembre	4.733	544,352,479.53
Total	62.624	4,696,690,403.26

Corresponden a contrataciones de Régimen Especial, Giro Especifico del Negocio e Infima Cuantía, hasta mayo de 2011.

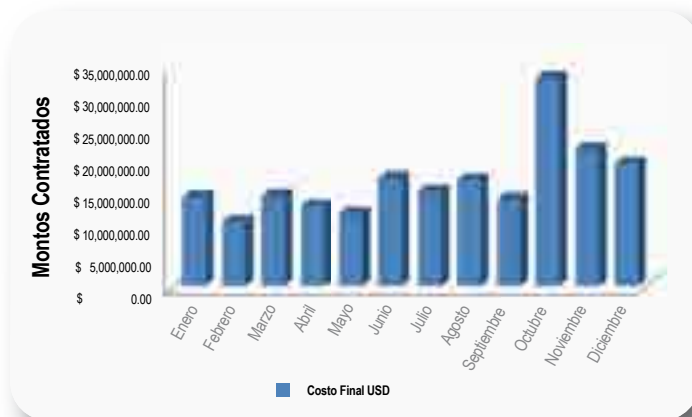


MES	No. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Enero	14	37,120,628.17	31,153,075.98	5,967,552.19	16.08%
Febrero	15	1,787,912.31	1,738,915.97	48,996.34	2.74%
Marzo	32	7,102,005.00	6,673,688.17	428,316.83	6.03%
Abril	31	6,428,779.07	5,600,224.33	828,554.74	12.89%
Mayo	21	14,051,751.45	9,859,271.25	4,192,480.20	29.84%
Junio	27	6,738,692.03	5,396,367.97	1,342,324.06	19.92%
Julio	26	6,281,337.44	6,064,248.33	217,089.11	3.46%
Agosto	22	1,753,475.96	1,302,832.22	450,643.74	25.70%
Septiembre	11	326,330.65	266,647.58	59,683.07	18.29%
Octubre	17	922,654.63	821,929.71	100,724.92	10.92%
Noviembre	26	1,883,019.73	1,348,166.87	534,852.86	28.40%
Diciembre	27	8,288,125.04	7,264,189.47	1,023,935.57	12.35%
TOTAL	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%



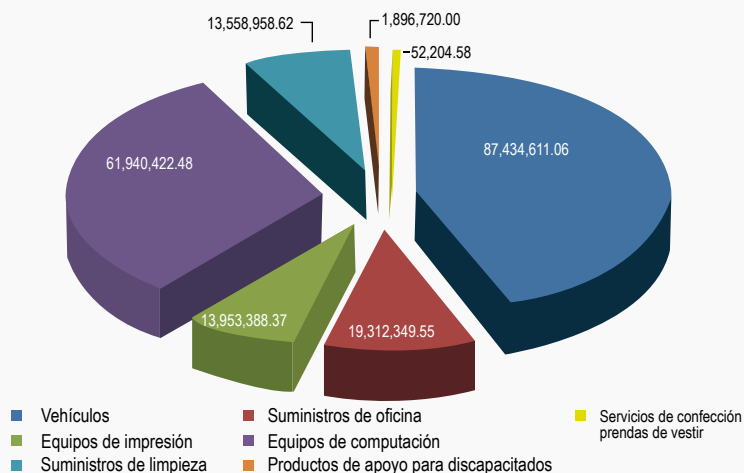
* Información tomada en base a la fecha de adjudicación de los procesos.

MES	CANTIDAD	COSTO FINAL USD	NÚMERO DE PROCESOS
Enero	1.441.846	14,036,854.48	822
Febrero	3.260.136	10,079,943.96	1.795
Marzo	3.460.107	14,161,170.66	2.163
Abril	2.595.814	12,620,684.98	2.213
Mayo	1.780.992	11,395,015.06	2.071
Junio	3.126.764	17,026,736.11	2.228
Julio	2.225.379	14,874,751.23	1.916
Agosto	1.558.173	16,794,360.94	1.994
Septiembre	2.468.021	13,728,710.11	2.167
Octubre	2.116.661	32,669,668.07	2.364
Noviembre	2.625.517	21,459,021.88	2.620
Diciembre	1.439.697	19,301,737.20	1.803
TOTAL	28.099.107	198,148,654.66	24.156



Más de 28 millones de productos han sido adquiridos por las entidades contratantes a través del Catálogo Electrónico, con una inversión de casi 200 millones de dólares. La adquisición de vehículos y equipos de computación ocupan los rubros más altos.

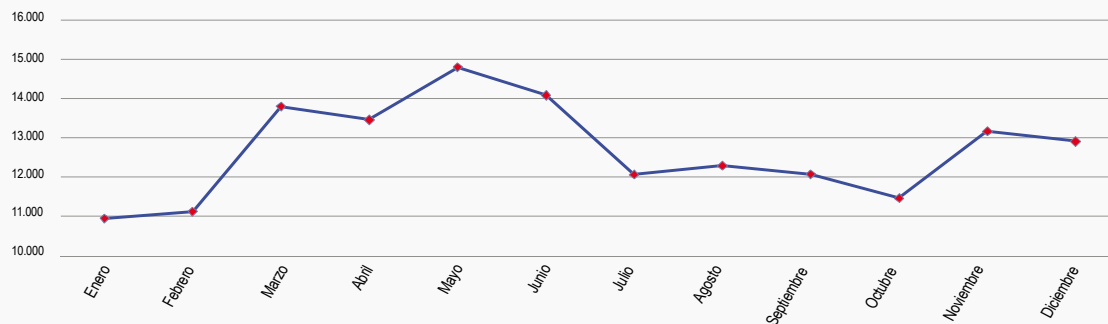
CATÁLOGOS EXISTENTES	LÍNEAS DE PRODUCTO	PRODUCTOS ADQUIRIDOS	MONTO DE CONTRATACIÓN USD
Vehículos	46	3.311	87,434,611.06
Suministros de oficina	1.003	23.080.230	19,312,349.55
Equipos de impresión	508	12.388	13,953,388.37
Equipos de computación	115	60.628	61,940,422.48
Suministros de limpieza	618	4.930.305	13,558,958.62
Productos de apoyo para discapacitados	10	5.892	1,896,720.00
Servicios de confección prendas de vestir	9	6.353	52,204.58
TOTAL	2.309	28.092.754	198,148,654.66



> NÚMERO DE PROCESOS DE CONTRATACIÓN

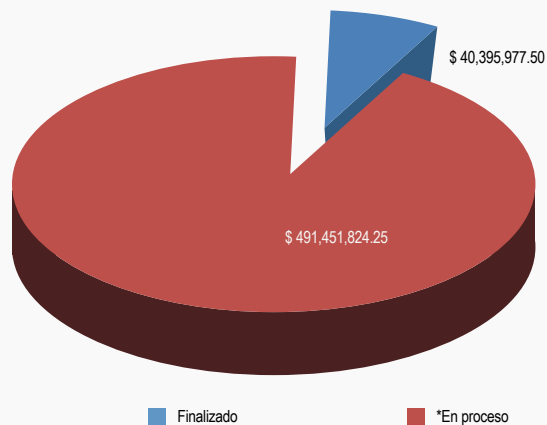
MES	PUBLICACIÓN	CONCURSO PÚBLICO	LISTA CORTA	CONTRATACIÓN DIRECTA	LICITACIÓN DE SEGUROS	LICITACIÓN	COTIZACIÓN	MEJOR CUANTÍA	SUBASTA INVERSA ELECTRÓNICA	CATÁLOGO ELECTRÓNICO	TOTAL
Enero	7.594	7	57	321	14	45	178	990	933	822	10.961
Febrero	6.007	5	30	416	15	42	168	1.242	1.411	1.795	11.131
Marzo	6.240	6	41	552	32	30	200	1.688	2.849	2.163	13.801
Abril	5.359	5	44	539	31	55	179	1.987	3.044	2.213	13.456
Mayo	7.360	9	59	622	21	44	211	2.030	2.370	2.071	14.797
Junio	5.841	9	59	681	27	42	245	2.417	2.527	2.228	14.076
Julio	4.492	7	58	649	26	44	231	2.370	2.279	1.916	12.072
Agosto	3.887	9	77	613	22	42	236	2.451	2.967	1.994	12.298
Septiembre	4.332	3	72	608	11	49	252	2.264	2.320	2.167	12.078
Octubre	3.076	7	62	648	17	44	269	2.367	2.624	2.364	11.478
Noviembre	3.703	2	62	682	26	68	302	2.700	3.001	2.620	13.166
Diciembre	4.733	12	112	727	27	65	368	2.719	2.345	1.803	12.911
TOTAL	62.624	81	733	7.058	269	570	2.839	25.225	28.670	24.156	152.225

La aplicación de la Ley Orgánica del Sistema Nacional de Contratación Pública, refleja la adquisición planificada de obras, bienes y servicios, por parte de las entidades contratantes.



ESTADO	NÚMERO DE RESOLUCIÓN DE EMERGENCIA	NÚMERO DE PROCESOS	MONTOS ADJUDICADOS USD
Finalizado	247	603	40,395,977.50
*En Proceso	156	754	491,451,824.25
Total	403	1.357	531,847,801.75

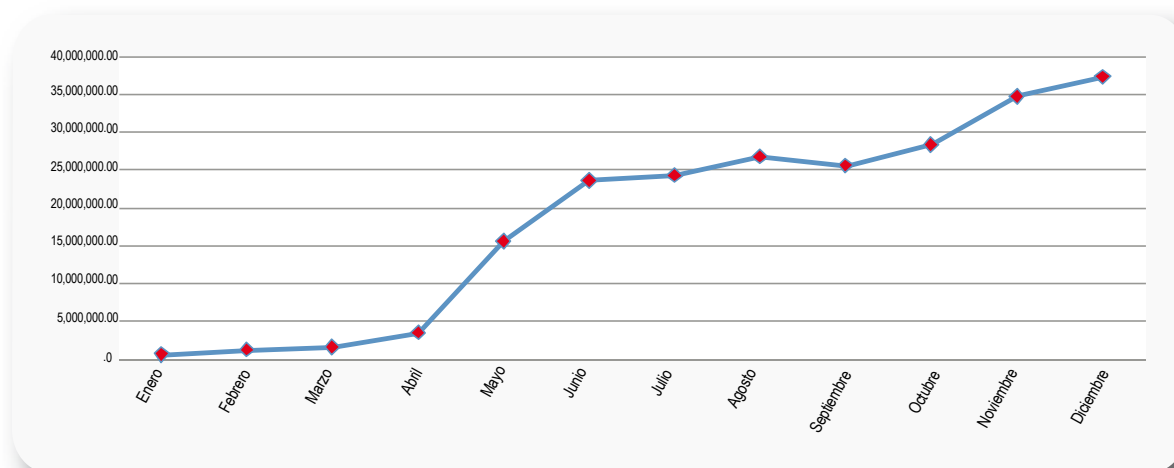
* Corresponden a las declaratorias de emergencia que no han sido declaradas como terminadas por la entidad contratante correspondiente.



MES	ENE	FEB	MAR	ABR	MAY	JUN	JUL	AGO	SEP	OCT	NOV	DIC	TOTAL
Número de facturas	1.341	2.735	3.826	6.037	29.520	44.234	44.539	46.727	47.520	51.892	59.167	53.927	391.465
Monto contratado	633,471.00	1,200,228.00	1,539,375.00	3,481,964.00	15,541,029.00	23,594,467.00	24,236,654.00	26,761,875.00	25,534,970.00	28,313,600.00	34,673,487.00	37,345,374.00	222,856,494.00

* Para el análisis se emplearon aquellos procesos reportados que no superan el monto fijado para ínfima cuantía (\$ 4,790.50)

* La herramienta de ínfima cuantía entró en vigencia en mayo de 2011, como se refleja en la gráfica presentada. La información presentada recoge las facturas de 2011 ingresadas hasta el 15 de enero de 2012



LA SUBASTA INVERSA CORPORATIVA DE MEDICAMENTOS, UN PROCESO PIONERO

El proceso de Subasta Inversa Corporativa de Medicamentos ha significado para el INCOP un reto sin precedentes por los cambios que debió enfrentar y la magnitud de la contratación.

EL PROCESO

2010

JULIO: Se desarrolló la primera reunión de trabajo en la que participaron representantes de las cuatro instituciones prestadoras de salud: Instituto Ecuatoriano de Seguridad Social, IESS; Ministerio de Salud Pública, Instituto de Seguridad Social de la Policía Nacional, ISSPOL; Instituto de Seguridad Social de las Fuerzas Armadas, ISSFA; y técnicos del INCOP a fin de elaborar el cronograma de trabajo, metodología, montos que se esperaba negociar, entre otros puntos de igual importancia.

JULIO - SEPTIEMBRE: La comisión trabajó intensamente en la identificación de ítems, elaboración de fichas técnicas y creación del Código Único de Medicamentos, CUM; correspondientes al Séptimo Cuadro de Medicamentos Básicos. Posteriormente, se elaboraron los pliegos, que fueron aprobados por la Comisión Técnica en diciembre.

2011

ENERO: El proceso debió detenerse en vista de que el Ministerio de Salud Pública estaba a punto de aprobar el Octavo Cuadro de Medicamentos, que fue calificado en marzo de 2011, fecha en la que la comisión técnica retomó el proceso.

21 DE JULIO: Se publicó el proceso con 615 ítems, tomando en cuenta los márgenes de preferencia establecidos para los productos nacionales frente a los productos extranjeros.

| Negociación





| Socialización a Proveedores

29 DE JULIO Y 01 DE AGOSTO: Se socializó el proceso con los proveedores de Guayaquil y Quito. Las socializaciones ayudaron a aclarar dudas sobre los mecanismos que se aplicarían en la subasta y de qué manera se beneficiarían los productores nacionales, entre otros temas.

13 DE AGOSTO: El Presidente de la República dispone un nuevo orden de prioridades para la adquisición de medicamentos: primera, a los producidos en Ecuador; segunda, a los producidos en Cuba, siempre y cuando no se produzcan en Ecuador y tercera a los producidos por industrias transnacionales siempre y cuando no se elaboren en Ecuador.

De ahí que en una negociación de gobierno a gobierno, Ecuador importará de la isla 78 ítems.

A partir de ahí son 524 ítems, entre productos nacionales y extranjeros, los que finalmente fueron publicados el 29 de agosto de 2011 para ser subastados a la inversa, dentro del proceso.

OFERTAS

- Hasta el 26 de septiembre se recibieron 1546 ofertas de 88 proveedores.
- Hasta el 03 de octubre se notificó a los proveedores de la convalidación de errores
- Hasta el 06 octubre se receptaron las convalidaciones, es decir, las correcciones que debían hacer, los proveedores en sus ofertas.
- 12 de octubre: el INCOP realizó un simulacro de puja con el afán de detectar posibles problemas dentro del sistema electrónico.



| Puja electrónica en tiempo real

- 17 de octubre: culminó el proceso de calificación de ofertas y entre el 19 y el 21 de octubre se desarrolló la etapa de pujas y negociaciones. Etapa en la que proveedores, entidades y ciudadanía en general, evidenciaron el proceso transparente que el Instituto Nacional de Contratación Pública ha liderado en su totalidad.

Dentro de la siguiente etapa de la SICM:

El 21 de octubre y el 30 de octubre se publicaron 118 procesos.

Entre el 30 de noviembre y el 05 de diciembre se receptaron las convalidaciones de errores para los procesos que fueron publicados el 21 de octubre.

14 de diciembre: Calificación de 352 ofertas de 59 proveedores.



Crnl. Roque Moreira Subdirector del ISSFA, Dr. Vicente Peralta Subsecretario Jurídico de la Presidencia de la República, Dr. David Chiriboga Ministro de Salud, Ing. Raúl Martínez Subdirector INCOP, Dr. Andrés Chiriboga Asesor Secretaría Nacional de Transparencia de Gestión.

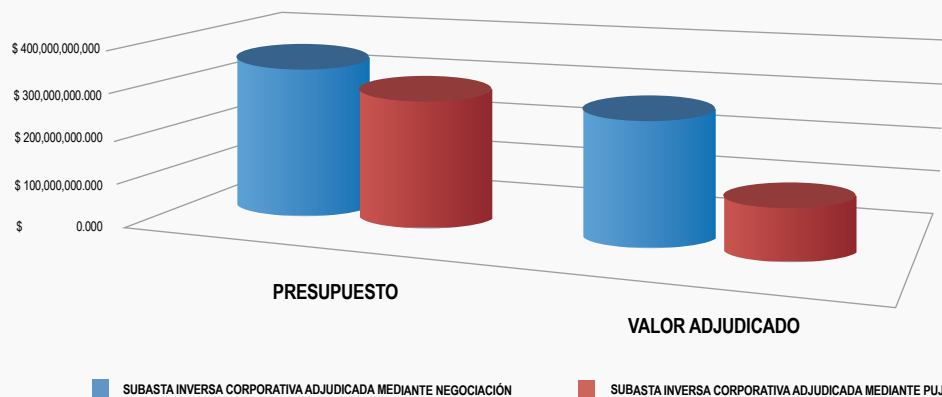
16 de diciembre: 25 pujas y 53 negociaciones.

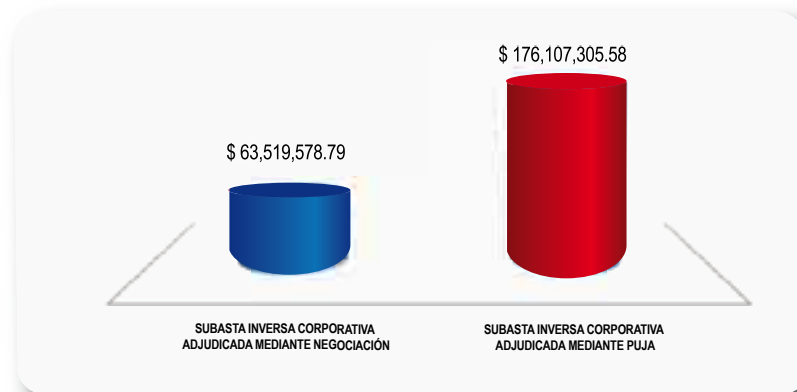
9 de diciembre: Publicación de 21 procesos más. Es decir, 139 procesos publicados hasta esta fecha.

En enero de 2012 se firmarán los Convenios Marco, que darán paso a la creación del PRIMER REPERTORIO DE MEDICAMENTOS, meta y objetivo de este inmenso esfuerzo del Estado, en beneficio de la salud y bienestar del pueblo ecuatoriano.

> SUBASTA INVERSA CORPORATIVA DE MEDICAMENTOS POR TIPO DE ADJUDICACIÓN

TIPO	Nº. DE PROCESOS	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Subasta Inversa Corporativa adjudicada mediante negociación	152	360,408,074.46	296,888,495.67	63,519,578.79	17.62%
Subasta Inversa Corporativa adjudicada mediante puja	113	278,087,184.91	101,979,879.33	176,107,305.58	63.33%





Cabe subrayar que la rebaja presupuestaria de la SICM corresponde a un estimado de la cantidad de adquisiciones que realizarán las entidades públicas de salud durante los próximos dos años.

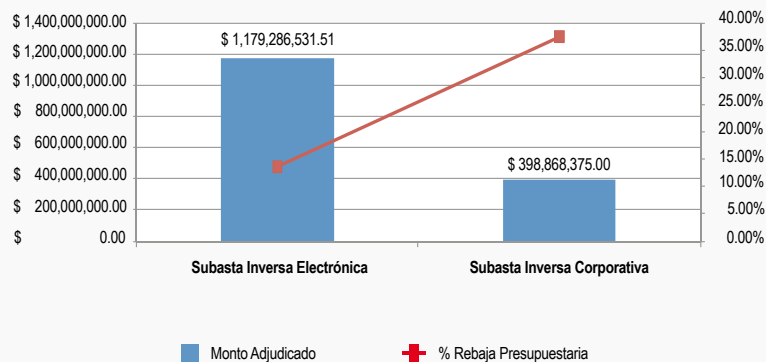
> REBAJA PRESUPUESTARIA INCLUIDO ESTIMADO DE LA SICM

Total Presupuestado	10,836,425,579.21
(-) Publicación	4,696,690,403.26
(=) Base Cálculo Rebaja Presupuestaria	6,139,735,175.95
Rebaja Presupuestaria	580,187,510.41
% Rebaja Presupuestaria	9.45%

> COMPARATIVO SUBASTA INVERSA ELECTRÓNICA FRENTE A SUBASTA CORPORATIVA DE MEDICAMENTOS

PROCESO	PRESUPUESTO USD	ADJUDICADO USD	REBAJA PRESUPUESTARIA USD	% REBAJA PRESUPUESTARIA
Subasta Inversa Electrónica	1,367,494,570.85	1,179,286,531.51	188,208,039.34	13.76%
Subasta Inversa Corporativa	638,495,259.37	398,868,375.00	239,626,884.37	37.53%

* Los montos presentados corresponde a adjudicaciones realizadas durante el año 2011.



FERIAS INCLUSIVAS: EL BUEN VIVIR EN MANOS DE TODOS...

En el año 2011, la feria inclusiva se potenció como un procedimiento de contratación relacionado íntimamente al fomento de las micro y pequeñas unidades de producción y de los actores del sector de la Economía Popular y Solidaria; de esa manera, se ha articulado con las políticas públicas de carácter socio económico establecidas por el Estado. El INCOP expidió el procedimiento de contratación mediante resolución, asesoró la realización de este tipo de



procesos a nivel nacional, preparó un modelo de pliego y capacitó ampliamente en la realización de ferias. Los resultados son alentadores: la confección de uniformes, la adquisición de alimentos o el servicio de mantenimiento vial han sido contratadas con comunidades de base, con el sector artesanal o con productores directos, evitando cadenas innecesarias de intermediación y estableciendo precios justos que reconozcan los costos reales de producción.

Treinta y tres Ferias Inclusivas realizadas con asistencia técnica del INCOP, han alcanzado un monto de contratación de:
USD 4,804,585.65

Pero el mayor avance en este sentido, ha sido la integración de la feria inclusiva como procedimiento para catalogar bienes y servicios producidos por el sector artesanal. En efecto, el INCOP realizó en octubre de 2011 la primera feria inclusiva para insertar en el Catálogo Electrónico la oferta de delantales, chalecos y mandiles producidos por artesanos ecuatorianos. Con esta acción, los productos mencionados deberán ser adquiridos obligatoriamente por parte de las entidades que requieran esta clase de confecciones, en función de la capacidad de producción de los proveedores que han sido satisfactoriamente calificados; además, se ha creado un procedimiento a través del portal: www.compraspublicas.gob.ec para transparentar y agilizar la realización de ferias inclusivas.

En un futuro muy cercano, los pequeños productores podrán ofrecer sus productos a través del Catálogo Electrónico, garantizando una compra oportuna y de calidad, que privilegia al trabajador ecuatoriano.

EL INCOP, UNA DE LAS INSTITUCIONES LÍDERES EN AMÉRICA LATINA Y EL CARIBE...

La experiencia del INCOP es sin lugar a dudas, una de las más interesantes que me ha tocado conocer en los últimos años; no solamente por los resultados obtenidos, sino también porque los mismos se produjeron en un lapso de apenas tres años.

Los logros del INCOP son evidentes, tanto en términos de eficiencia de los procesos y de ahorros obtenidos para el sector público, como también en lo que hace a la transparencia en las compras gubernamentales. Ambos objetivos se lograron a la vez que se promovió un mayor acceso de las micro, pequeñas y medianas empresas al mercado de compras públicas, con el impacto que eso implica en términos de generación de empleo y de sustentabilidad social.

Las claves del éxito del INCOP residen no sólo en una estrategia clara y definida, sino también en el liderazgo de su conducción, en el apoyo político que ha recibido desde los más altos estamentos del Estado y en un equipo de gestión profesional y comprometido con la tarea de hacer las compras públicas más accesibles, más transparentes y más eficientes.

Estas características distintivas han hecho del INCOP una de las instituciones líderes en América Latina y el Caribe en materia de reforma de los sistemas de compras públicas. Así lo han reconocido recientemente los propios pares, designando al Director del INCOP, Dr. Jorge Luis González, como Presidente de la Red Interamericana de Compras Gubernamentales (institución que conforman las oficinas responsables de



Gabriel Beschinsky
Catedrático
UNIVERSIDAD DE SAN MARTÍN
- ARGENTINA

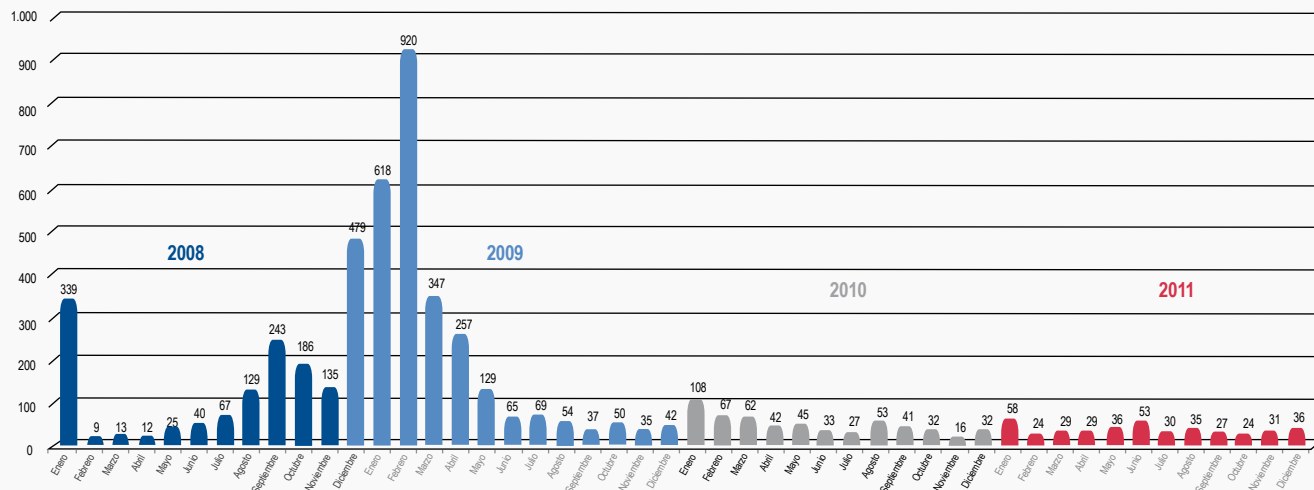
las compras públicas de todos los países de América Latina y el Caribe) para el período 2011-2012.

Seguramente falta mejorar muchos aspectos del funcionamiento y de la gestión de las compras públicas en Ecuador, pero sin dudas el INCOP ha dado un enorme paso adelante.

TOTAL 2008	1.677
TOTAL 2009	2.623
TOTAL 2010	558
TOTAL 2011	412
*TOTAL ENTIDADES HABILITADAS	5.270

* Los valores obtenidos están sujetos a variación debido a la deshabilitación de entidades en períodos posteriores.

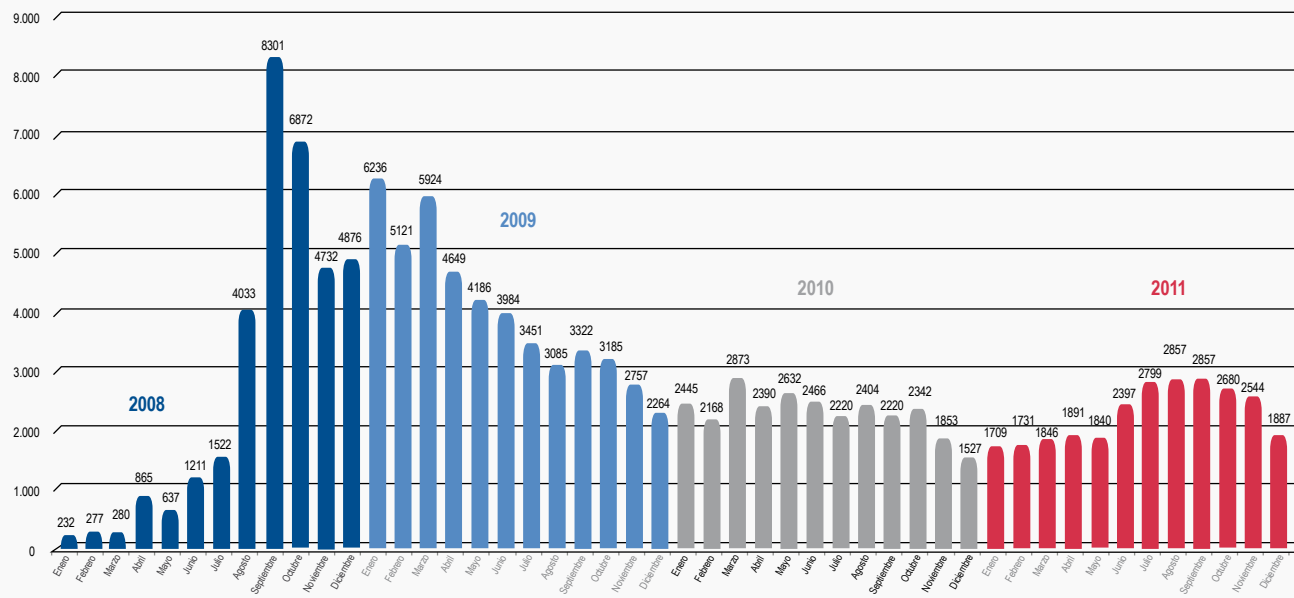
Más de 5 mil entidades contratantes que se manejan dentro del gobierno central, ministerios, prefecturas, municipios, corporaciones, fundaciones y demás dependencias que reciben más del 50 por ciento de presupuesto estatal, ahora realizan sus adquisiciones a través del portal www.compraspublicas.gob.ec con procesos de compras transparentes y eficientes.



> PROVEEDORES REGISTRADOS

TOTAL 2008	33.838
TOTAL 2009	48.164
TOTAL 2010	27.540
TOTAL 2011	27.038
*TOTAL PROVEEDORES REGISTRADOS	136.580

* El número de proveedores registrados es susceptible de variación debido a la eliminación de registros que no son actualizados.

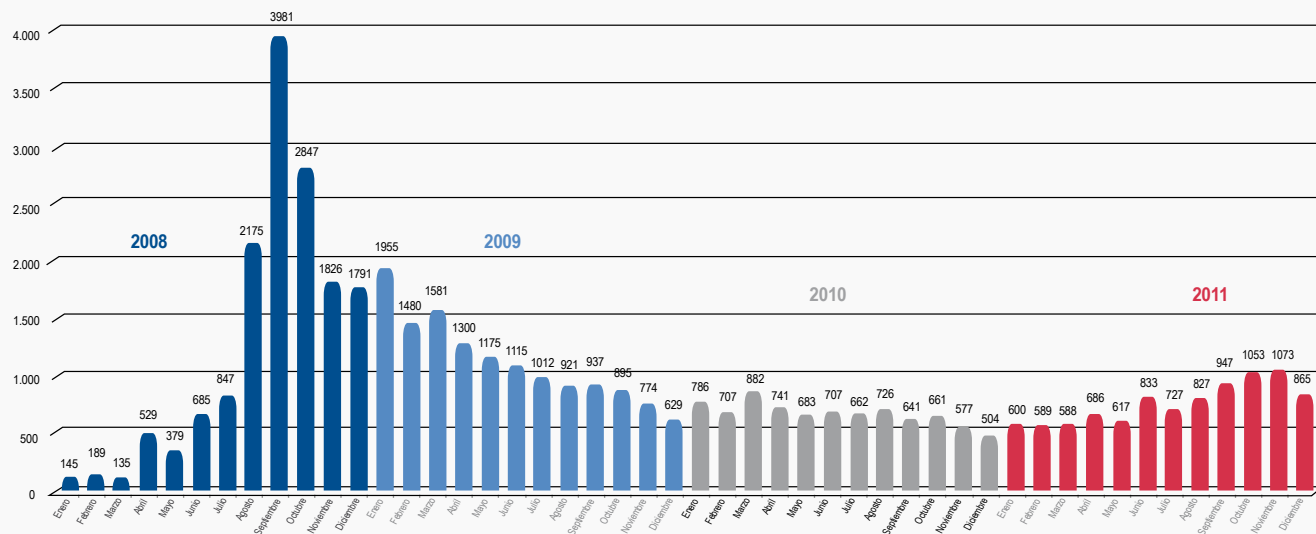


TOTAL 2008	15.529
TOTAL 2009	13.774
TOTAL 2010	8.277
TOTAL 2011	9.405
*TOTAL PROVEEDORES HABILITADOS	46.985

TIPO DE PROVEEDOR	HABILITADO
Grande Empresa	1.198
Mediana Empresa	1.800
Microempresa	37.222
Pequeña Empresa	6.765
TOTAL GENERAL	46.985

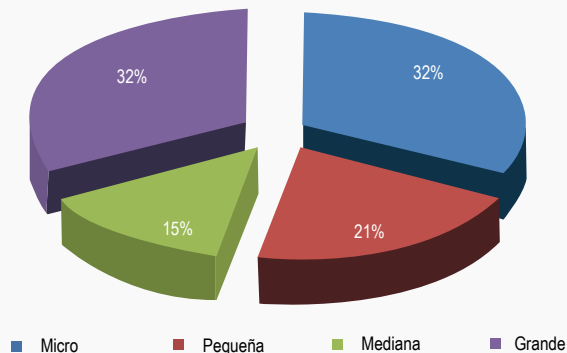
Es importante señalar que existen 82.820 proveedores adicionales que se encuentran deshabilitados por diversos motivos. (Ej: tributarios, laborales, etc.)

El Estado se ha convertido en el mayor generador de empleo y desarrollo productivo. Casi 50 mil ecuatorianos y ecuatorianas, hoy por hoy, pueden ofertar sus obras, bienes y servicios en igualdad de condiciones y oportunidades.



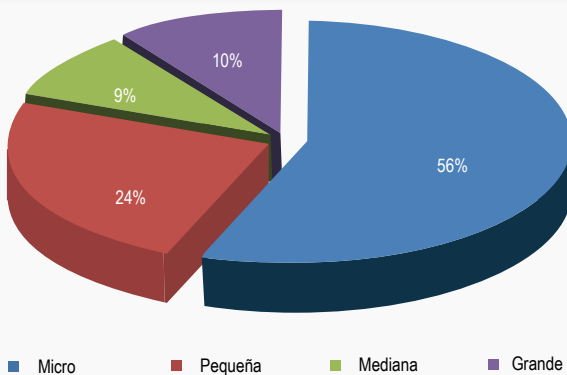
> PARTICIPACIÓN DE PROVEEDORES POR MONTO DE CONTRATACIÓN

Micro	1,590,925,457.58	32%
Pequeña	1,036,077,107.62	21%
Mediana	726,034,195.55	15%
Grande	1,608,154,089.76	32%
4,961,190,850.51		



> PARTICIPACIÓN POR TAMAÑO DE PROVEEDOR POR NÚMERO DE CONTRATACIONES

Micro	36.854	56%
Pequeña	15.740	24%
Mediana	6.061	9%
Grande	6.770	10%
65.425		



Información obtenida en base a procesos que identifican al tipo de proveedor.

ENTIDADES CAPACITADAS

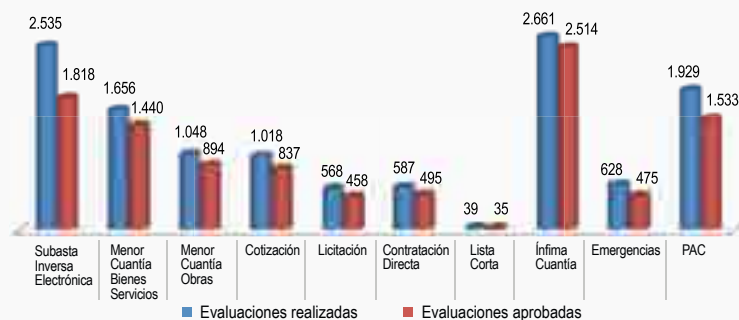
PROVINCIA	USUARIOS APROBADOS
Azuay	325
Bolívar	25
Cañar	121
Carchi	29
Chimborazo	139
Cotopaxi	96
El Oro	119
Esmeraldas	59
Galápagos	82
Guayas	624
Imbabura	100
Loja	116
Los Ríos	84
Manabí	334
Morona Santiago	112
Napo	36
Orellana	50
Pastaza	101
Pichincha	1.081
Sta. Elena	64
Sto. Domingo	41
Sucumbios	59
Tungurahua	259
Zamora Chinchipe	37
TOTAL	4.093

EVALUACIONES REALIZADAS A ENTIDADES EN CURSOS DE CAPACITACIÓN VIRTUAL

No.	CURSO	EVALUACIONES REALIZADAS	EVALUACIONES APROBADAS	% USUARIOS APROBADOS
1	Subasta Inversa Electrónica	2.535	1.818	71.72%
3	Menor Cuantía Bienes y Servicios	1.656	1.440	86.96%
5	Menor Cuantía Obras	1.048	894	85.31%
7	*Cotización	1.018	837	82.22%
9	*Licitación	568	458	80.63%
11	*Contratación Directa	587	495	84.33%
13	*Lista Corta	39	35	89.74%
15	*Ínfima Cuantía	2.661	2.514	94.48%
17	Emergencias	628	475	75.64%
18	PAC	1.929	1.533	79.47%
	TOTAL	12.669	10.499	82.87%

*Cursos virtuales desarrollados en el 2011

Los cursos virtuales de autocapacitación facilita a las entidades contratantes el manejo del portal y los distintos tipos de procedimientos de contratación pública, que cada entidad debe realizar, para optimizar los recursos del Estado y dinamizar el desarrollo del país.



EVALUACIONES REALIZADAS A PROVEEDORES EN CURSOS DE CAPACITACIÓN VIRTUAL

No.	CURSO	EVALUACIONES REALIZADAS	EVALUACIONES APROBADAS	% USUARIOS APROBADOS
2	Subasta Inversa Electrónica	632	460	72.78%
4	Menor Cuantía Bienes y Servicios	453	357	78.81%
6	Menor Cuantía Obras	342	271	79.24%
8	*Cotización	351	279	79.49%
10	*Licitación	188	120	63.83%
12	*Contratación Directa	225	211	93.78%
14	*Lista Corta	15	12	80.00%
16	*Convenio Marco	138	101	73.19%
	TOTAL	2.344	1.811	77.26%

*Cursos virtuales desarrollados en el 2011

Los cursos virtuales, al tener un acceso vía web, brindan una capacitación las 24 horas los 7 días de la semana; es decir se ajustan a la disponibilidad de tiempo de cada usuario y lo más importante de forma gratuita.



PROVINCIA	ENTIDADES	PROVEEDORES	TOTAL
Azuay	97		97
Bolívar	6		6
Cañar	49		49
Carchi	43	14	57
Chimborazo	9	2	11
Cotopaxi	93	1	94
El Oro	4	3	7
Esmeraldas	41	158	199
Galápagos	23		23
Guayas	164	522	686
Imbabura	38	2	40
Loja	30		30
Los Ríos	84	6	90
Manabí	54		54
Morona Santiago	4		4
Napo	24		24
Orellana	5		5
Pastaza	46		46
Pichincha	843	506	1.349
Sta. Elena	30	1	31
Sto. Domingo	34		34
Sucumbios	9		9
Tungurahua	205		205
Zamora Chinchipe	3		3
TOTAL	1.938	1.215	3.153



Tomás Campero
Especialista
Líder de Contratación Pública, BID

Ecuator puede sentirse muy orgulloso del progreso logrado en Contratación Pública. Más allá de los desafíos pendientes, los avances exhibidos por el país son notables y es uno de los mejores ejemplos en la región de muy buen trabajo en esta área.

En los últimos años se han introducido varios de los engranajes claves que debieran permitir a la sociedad ecuatoriana alcanzar los resultados que requiere en transparencia y eficiencia. La aprobación de la nueva ley y de las sucesivas regulaciones

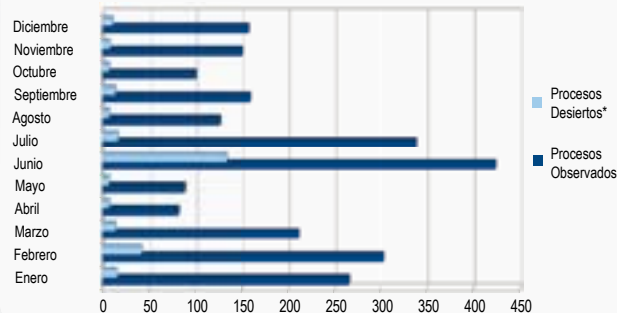
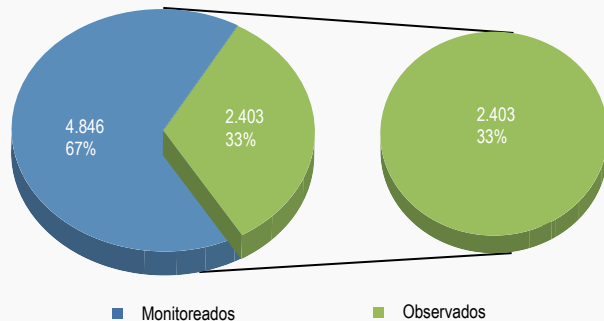
LOS RESULTADOS: UN REFLEJO DE TRANSPARENCIA Y EFICIENCIA

han significado mejores reglas para una interacción más justa entre Estado y empresas. Igualmente, la creación de herramientas avanzadas como la plataforma tecnológica www.compraspublicas.gob.ec y los nuevos métodos de contratación introducidos -especialmente los Convenios Marco-, han consentido un mejor acceso a este mercado, tiempos y precios óptimos en muchas licitaciones. Pieza central de este sistema ha sido la instauración del INCOP, entidad que ha demostrado una conducción excelente en este proceso de reforma. Gestión que fue reconocida a nivel internacional con el Premio Liderazgo 2010 de la Red Interamericana de Compras Gubernamentales, otorgado con el respaldo del BID, OEA e IDRC. Sin duda, escuchando a los distintos actores, aún observamos demandas por mayor eficiencia y transparencia. Al respecto, es importante tener presente que muchos resultados son de largo plazo e implican un cambio cultural mayor en los agentes compradores y proveedores del Estado.

A su vez, hay algunos factores claves para el éxito de una reforma de compras públicas que no dependen del INCOP, tales como las políticas de recursos humanos y los sistemas de control interno y externo estatal. Estos son dos engranajes claves que debieran tener una mayor sincronía con los desafíos de la contratación pública. Muy difícil alcanzar mayores logros sin profesionales de contratación con una adecuada formación, acreditación de competencias y buenos incentivos. También es necesario contar con un muy buen control del correcto uso de las nuevas reglas y herramientas en compras públicas. En todo caso, debiera existir confianza en que si ya han mostrado progresos muy importantes, podrán continuar mejorando aún más su sistema de contratación. Sin embargo, el llamado es a continuar muy activos. Como lo hemos visto en otras experiencias es posible retroceder y aún falta por rentabilizar toda la inversión realizada. Las autoridades políticas y empresariales debieran decididamente continuar apoyando los cambios y avanzar hacia una segunda generación de reformas, que les permita capitalizar mejor el gran impacto económico y social que puede lograr una contratación pública al servicio de desarrollo del Ecuador.

SEGUIMIENTO	OBSERVACIONES PROCESOS	
MES	PROCESOS OBSERVADOS	PROCESOS DESIERTOS *
Enero	265	16
Febrero	303	42
Marzo	211	14
Abril	81	7
Mayo	88	7
Junio	424	133
Julio	339	17
Agosto	126	7
Septiembre	159	14
Octubre	100	7
Noviembre	150	8
Diciembre	157	11
TOTAL	2.403	283

* Por efecto de las observaciones realizadas el trabajo de control y monitoreo que el INCOP realiza en los procesos de contratación ha sido intensivo, con el afán de que se cumpla con la correcta aplicación de la Ley Orgánica del Sistema Nacional de Contratación Pública, su reglamento y resoluciones.



RESOLUCIONES 2011

Se han expedido siete nuevas resoluciones de carácter general, que permiten el mejor funcionamiento del Sistema Nacional de Contratación Pública, a través de reglas y parámetros claros.

Número: Resolución 047-2011

Fecha de emisión: 25 de enero de 2011

Tema: Procedimiento de Contratación para realizar Ferias Inclusivas.

Descripción: En consideración a las características propias de la Feria Inclusiva, el INCOP diseñó un procedimiento ágil y sencillo, que permite la aplicación de criterios de inclusión y equidad para adquirir bienes y servicios originados en las micro y pequeñas empresas, artesanos y actores de la Economía Popular y Solidaria.

Número: Resolución 048-2011

Fecha de emisión: 02 de mayo de 2011

Tema: Resolución Sustitutiva de Casuística de uso del procedimiento de Ínfima Cuantía.

Descripción: Esta resolución establece las circunstancias en las cuales la ínfima cuantía podrá ser utilizada para adquirir bienes y servicios.

Número: Resolución 049-2011

Fecha de emisión: 17 de mayo de 2011

Tema: Disposiciones para los procesos de selección de proveedores para la celebración de Convenio Marco.

Descripción: El INCOP determina las reglas procedimentales generales para seleccionar proveedores que, luego de la firma de convenios marco, oferten bienes y servicios a través del Catálogo Electrónico.

Número: Resolución 050-2011

Fecha de emisión: 22 de junio de 2011

Tema: Instructivo para la adquisición de vehículos por parte de las entidades contratantes.

Descripción: Instructivo general expedido, dada la disposición contenida en el Reglamento Sustitutivo de Adquisición de Vehículos, para las entidades del Estado.

Número: Resolución 051-2011

Fecha de emisión: 16 de septiembre de 2011

Tema: Normas Complementarias para la Determinación del Giro Específico del Negocio.

Descripción: El INCOP expidió el procedimiento para solicitar la determinación del giro específico de negocio, tanto por parte de empresas públicas como de otras entidades contratantes.

Número: Resolución 052-2011

Fecha de emisión: 11 de octubre de 2011

Tema: Procedimiento administrativo del Registro Único de Proveedores (RUP), registro de entidades contratantes y registro de incumplimientos.

Descripción: A través de este instrumento se actualizan los procedimientos de administración de los registros de proveedores, entidades contratantes e incumplimientos que se encuentran a cargo del INCOP.

Número: Resolución 053-2011

Fecha de emisión: 14 de octubre 2011

Tema: Detalle de la Documentación considerada como relevante que debe ser publicada en el portal de Compras Públicas en los procesos de Contratación Pública (Fase Precontractual y Contractual).

Descripción: A fin de cumplir lo previsto en el Reglamento General de la Ley Orgánica de Contratación Pública, esta resolución establece con claridad la documentación relevante dentro de un proceso de contratación.

Número: Resolución 054-2011

Fecha de emisión: 12 de noviembre de 2011

Tema: Normas relacionadas con las Especificaciones Técnicas, Términos de Referencia y el establecimiento de plazos y términos que forman parte de los pliegos para los procedimientos de Contratación Pública.

Descripción: En cumplimiento de la atribución de asesorar a entidades contratantes y proveedores, el INCOP ha expedido lineamientos metodológicos para la determinación de especificaciones técnicas, términos de referencia y el establecimiento de plazos y términos en los procesos de contratación.

NOTA: El detalle de cada una de las resoluciones las podrá encontrar en nuestra página web: www.incop.gob.ec. Menú: Normativa

En Ecuador se está generando una cultura de contratación pública sana y confiable, aunque sabemos que todo proceso cultural debe atravesar etapas.

Todas las funcionarias y funcionarios encargados de contratar con personas naturales o jurídicas utilizan el sistema como herramienta oficial y los proveedores se apropian de él con la certeza de que se ha eliminado el secretismo de los procesos de contratación pública, caracterizados por agilidad y transparencia.

Parte de este trabajo consiste en socializar, difundir y capacitar a la población sobre las leyes, normativas, procesos y herramientas que construyen el Sistema Nacional de Contratación Pública. De ahí nació la necesidad de diseñar un portal electrónico amigable, adaptado a las necesidades de los usuarios y con información encaminada a facilitar el entendimiento y la investigación.

¡NOS RENOVAMOS PARA TI!



UN NUEVO ROSTRO CON UNA NUEVA MIRADA A LA CONTRATACIÓN PÚBLICA NACIONAL

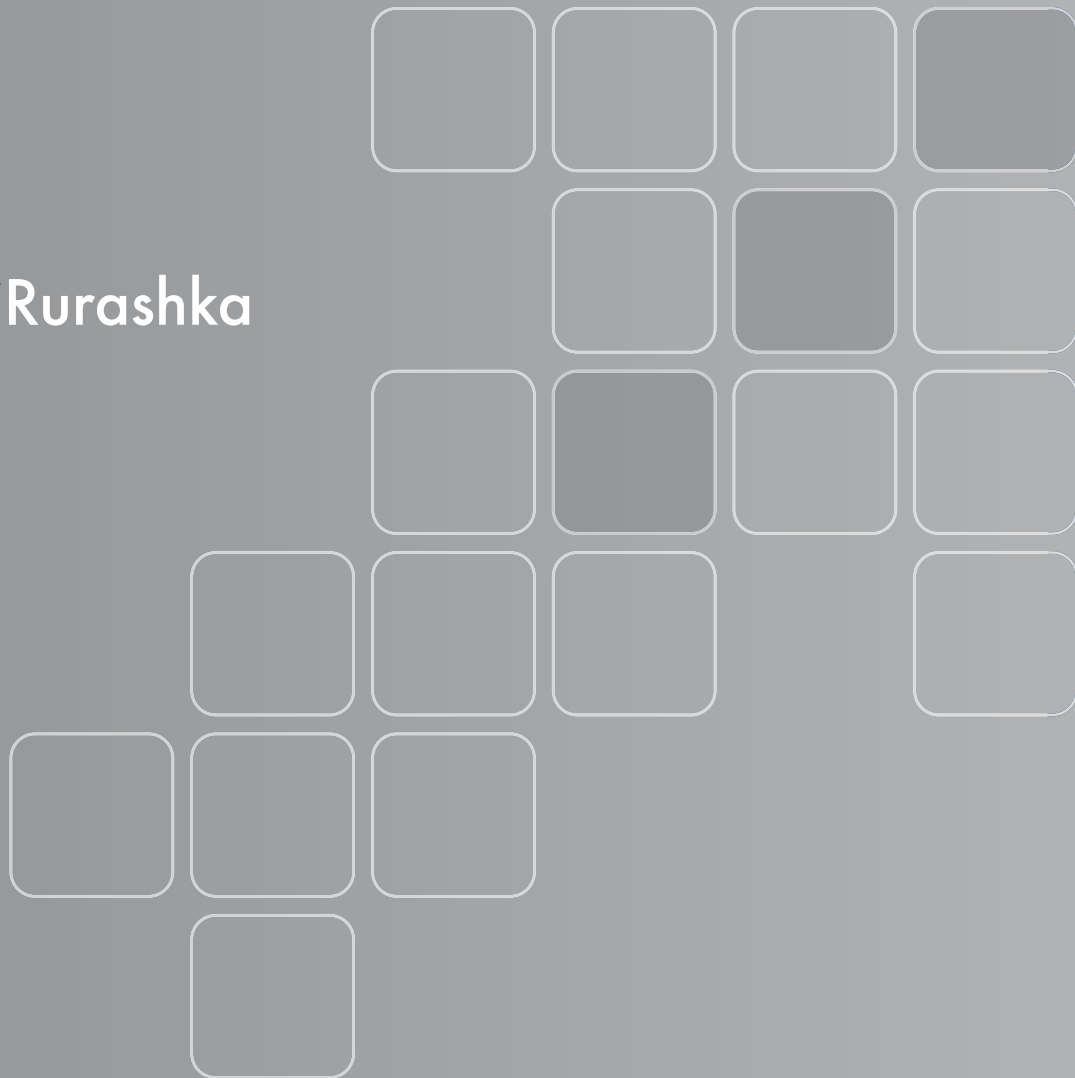


www.incop.gob.ec

El 2011 trajo consigo la publicación de LA REVISTA DE LA CONTRATACIÓN PÚBLICA. Con tres ediciones bimensuales, cinco mil personas ahora tienen en sus manos un material didáctico de consulta inmediata sobre los pasos a seguir y requisitos para acceder a cada una de las herramientas que se manejan dentro del sistema.

Hasta el momento, temas como: la Subasta Inversa Electrónica; la trascendencia y los beneficios alcanzados con el desarrollo y ejecución de la Subasta Inversa de Medicamentos; el sistema de seguridad en información y tecnología con el que se maneja el Sistema Nacional de Contratación Pública y la trascendencia de los reconocimientos alcanzados, como país, a nivel internacional han tenido enorme acogida entre nuestros lectores.

› 2011 WatapiRurashka



INCOP, SUYU UKUPIMI SAYWAKUNATA PASKAN

Allipacha rimaripika Ecuador mamallaktaka hatun llamkaymanmi tatkin. Tukuymi sakirin kay ñukanchi pura tinkirishpa, ashkayashka- ashanyashka llankaykunata allichichishpa tatkipi, sumaklla utkalla llamkaykunata rikuchikpi.

Ashkata alli llankashkamantami, kay sistema electrónico de contratación públicaka tukuy Abya yalapimi riksirishka, utka chayaymantami, mana ashka kullki Shitashkamanta, kay MI-PYMES alli minkayarishkamanta, chinallatak tukuy Ecuador runakunata yanapaipak paktashkamantapash.

Chaymantami, kay ishka waranka chunka shuk watapika INCOPka may allitami sakirishka rikurishkapash kutishuk mamallaktakunapi, ashtawanka shukniki riksiri “Joseph Francois Marcellotami” hapita ushashka; katikpika Hatun pushana pachapipash kay Red Interamericana de Compras Gubernamentalespi (RICG) churashkami sakirishkanchik, ashtawan, imashina mamallakta ukupi llankashkata kay pachapi rikuchinkapak.

Chaymantami, Ecuador mamallaktataka tukuy llamkaykunaman kayashka, shuktak shuktak mamallaktakuna ashtawan ñukanchita riksinkapak, Shinallatak llamkaykunata yachankapakmi kayakunata karashka.

Tukuy shunkuwanmi rimarina kanchik, kunan punchapika Ecuador mamallakta may allimi sakirishkami kan, kutishuk mamallaktakunamanta, ashtawan may allitami rimarinkuna ñukanchik Sistema de Contratación Publicata sumakllata charishkamanta. Chaymantami, INCOPka tukuy punchakunatami llakan, ñukanchik hatun pushak yuyashka sumak kawsayta paktachinkapak.

¡INCOPWANKA TUKUYKUNAMI ALLITA TATKINCHIK!

Dr. Jorge Luis González Tamayo
INCOP HATUN PUSHAK

ECUADOR MAMALLAKTA:



Kunan 2012 watapika, wayru killapi chunka pusak puncha, ishkey chunka punchakunapipash, kay Santo Domingo, República Dominicana mamallaktapika tiyarkami kay Kanchisniki Conferencia Anual de Compras Gubernamentales de las Américas, kaymi kan hatun pushakkuna rantiriy rimarina pacha -RIGC- shinallatak rantina pachakunapi rikushpa katina pachami tukushka.

RIGC mamallaktakunamanta hatun pushakkuna llankaymi kan, shinallatak kay Organización de los Estados Americanos, OEA; yanapashkami kan, chaymantapash kay Banco Interamericano de Desarrollo, BID; Centro Internacional de Investigación para el Desarrollo, IDRC; Agencia Canadiense de Desarrollo Internacional, CIDA; tantanakuymantapash yanapashkami; katipikka, kay Universidad San Martín de Argentina, Chile mamallaktamanta FLACSO, tukuy watakunata paykunapak pushakta akllashpami kan, kaypaka ashtawan pitak alli llamkashkatami rikushpa kankuna.

Kay watapika, chay pushana pachaka ñukanchik INCOPpak pushak, Luis Gonzálezpa makipimi umarishka kashka, kutin ashtawan mana kayta usharinataka yuyashka kashkachu, imamanta: tiyarkakuna kutishuk akllarinakuna, kallarihpaka wasiyukllati karka kay compras públicas dominicanasmanta pushak; kayka Centroamérica mamallaktakunamanta, Caribe mamallaktamantapash yanapashkami karka, chaymantami paykunaka yallikshina rikurirka kay ñukanchik Ecuadormanta, Luis Gonzálezta yanapak mamallaktakunamanta; kutin ashtawan kay Perú mamallaktamanta pushak kashkamanta, shinallatak CAN ukupi kashkamantapash, tukuykunami ñukanchik pushakta akllashpa karka.

Shukniki pushana pachaka, ñukanchik may alli llamkashkamantami karashka kan kay Compras Gubernamentales Conferencia 2010pi kushkaka, shinallatak ashtawan Ecuador mamallakta ñawpaman katishkata muchashpa, iñishpa, riksirishpapash, tukuy mamallaktakuna hawamanta, kaycompras gubernamentaleskunata alliyachishpa apashkamanta. Mana pantarishpaka, shinallatami kay Sistema Nacional de Contratación Pública, ñukanchik mamallakta ukupi alli wiñachishkata rikushpami kay karaykunaka rikurishkakuna.

Ñukanchik shunkumanta llamkana kanmi kay INCOPmanta allichishpa katinata, ashkayashka- ashanyashka purinakunata rurashpa, ñukanchikpak kashkata rikushpa kay Mamallaktamanta hapishkakunata, kunanka mushukyashkami rikurinkuyna.



| Red Interamericana de Compras Gubernamentales 2011 watamanta pushakkuna

COMUNIDAD ANDINA, CONOSUR ECUADOR MAMALLAKTAWAN TUKUSHPA KAY SUYUKUNAPI YACHAYTA RURARKA



| 4, 5 karwa killapi 2011 wata

NCOP, kay Red Interamericana de Compras Gubernamentales, RIGC; Banco Interamericana de Desarrollo, BID; Organización de Estados Americanos, OEA; Centro Interamericano de Investigación para el Desarrollo, CRDIpash yanapaykunawanka, kinsa wata tukushkata paktachishkamanta, punta yachayta TALLER SUBREGIONAL COMUNIDAD ANDINA Y CONOSUR nishka rurarirka.

Kay yuyakunamanta rimarkakuna:

- Achillka rantikuna hawamanta
- Mamallakta ukupi llamkana charikunamanta
- Imashina pakta alli contratación pública nishkata ruramanata shina-llatak mamallakta ukupi utkashpa ruraymantapash

Shuktak rimarinakunapika, Abyayalamanta pushakkuna chayarkakuna, shinallatak kay yachaymanya hatun yachakkunapash wankurirkakuna.

Tukuy contratación pública hawamanta yachana munayta charikkunapa, shinallata mamallaktakunapi yanapak mashikunapakmi karka kay yachaykuna.

INCOP, KANMI TUKUY SUYUKUNAPI RIKUSHPA RURANA

NCOP, wacharishkamanta kimsa watakunata paktachishka, kay watakunapika yapa yanapayta kushka Ecuador mamallaktapa pushakmanta pakta sinchi yanapay wasi tukunkakama, shina tukuykunapak shutak karu mamallaktakunapakpash kushikurimi kan, allí ruraykunata, yanapaykunata paktachiskmanata kay compras públicas llankaypi.

Llakta uku rantinaka kanmi 25% kay Producto Interno Bruto Ecuador mamallaktapi, shinallatak may llankana ushaykuna, llamkakunatapash surkunkapak tukuy mama llaktapi, kutin ashtawan ñukanchik mamallakta llamkashkakuna may alli rikurishka kachunka INCOP makipimi sakirin.

Tukuy INCOPpa yanapakwasi panikuna kay Abyayala suyumanta Caribe suyumanatapash, ashtawan kay Red Interamericana de Compras Gubernamentales (RICG) ukupi kakkuna allikachishkami kay 2010 watapi ñukanchik INCOP llamkay ushaykunata. Kay alli ruraykunata rikushpa Jorge Luis González, INCOP pushak mashiman Joseph Francoise Robert Marcelo shutiwan unanchatami kurka, paypa llamkashkamanta 2011 watapi. Tukuy allikunata rurashkamanta tukuy tinkirishka kay Abyayala suyupa pushakpa aklarka.

Secretaría Técnica de RICGmanta, OEAKa alli yuyaykunatami karankuna INCOP sumak ñankuna katishpa llamkashkamanta, chaymanta ashtawan tukuy kaypi llamkakkunaman ninkunami ama wakllirishpa llamkachun, Ecuador mamallakta tukuy pachapi riksirishka kachun kay compras públicas pachakunapi. Shinallatk yupaycha-



Miguel A. Porrúa
Secretario Técnico de la RICG /
Experto Senior e-Gobierno
ORGANIZACIÓN DE LOS ESTADOS
AMERICANOSPA PUSHAK

ykunata kachan ñukanchik INCOP punkukunata paskashkamanta, yuyaykunata tukuy wawki mamallaktakunaman karashkamanta. Kay ñanpi katichun ninkunami.

PORTALPI RIKUCHIKUNA

RIKUCHIK	RURASHKA
Portal pachayuk kan	99.78%
Masna kutin portalta llakichisa nishka	125.422
Rantikapak mashna kutik kayayta rurashka	81.196.158

INCOP MIRACHISHKA

INCOPi llankay wasimanta mashna kullki kachaska	\$ 5,811,284.65
Mashna llankkakukuna	165
Sistema Nacional de Contratación Pública llankaymanta kullkita ashayachishka	\$ 340,521,816.14
INCOP llankay pi pataskmanata urlachishka	1.71%

HATUN KULLKI RIKUCHI 2011

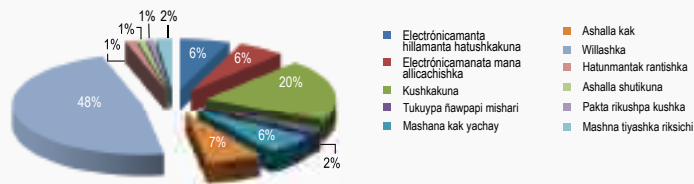
RIKUCHIK	RURASHKA
Mammallakta ukupu 2011pi kullki tiyashka	\$ 23,950,249,957.03
PIB 2011 (Previs) USD	\$ 65,945,000,000.00
Mashna kullkita kushka Contratación Pública yanapachun	\$ 9,857,369,693.80
Tukuy mamallaktamanta kushkimanta patsakyachishka	41%
PIB nishkamanta kullkita kushka cantración publicapa	15%

Tukuy kullki tiyashka	\$ 10,197,930,319.84
(-) Riksicichishka	\$ 4,696,690,403.26
(=) Imapaklla ushkata rikushpa uriyachishka	\$ 5,501,239,916.58
Kuna kullkimanta uriyachishka	\$ 340,560,626.04
% Kuna kullkimanta uriyachishka	6.19%

* Uriyachishka kay yachanamanta subasta inversa de medicamentosta incopmanta rurashkapika mana yaykuchichishkachu

> RURASHKAKUNA

IMALLA RURASHKAKUNA	MASHNA KUTIN RURASHKA	KULLKI USD	KULLKI KUSHKA USD	KULLKI ASHAYACHISKAUSD	% PATSAKMANATA ASHAYACHISHKA
Electrónicamanta hillamanta hatushkakuna	14.888	751,527,524.53	609,394,201.11	142,133,323.42	18.91%
Electrónicamanata mana allicachishka	13.782	615,967,046.32	569,892,330.40	46,074,715.92	7.48%
Kushkakuna	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%
Tukuy pa ñawpapi mishari	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%
Mashana kak yachay	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%
Ashalla kak	25.225	683,678,165.75	681,931,390.27	1,746,775.48	0.26%
Willashka	62.624	4,696,690,403.26	4,696,690,403.26	0.00	0.00%
Hatunmantak rantishka	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%
Ashalla shutikuna	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%
Pakta rikushpa kushka	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%
Mashna tiyashka rikisichi	24.156	198,148,654.66	198,148,654.66	0.00	0.00%
TUKUY	152.225	10,197,930,319.84	9,857,369,693.80	340,560,626.04	3.00%



INCOP... MAMA PACHAPIMI KAN

27-28 inti raymi killapi 2011 watapi

San Salvador, El Salvador

Suyu ukupi kay Centroamérica de la Red Interamericana de Compras Gubernamentales nishka tantanakuypi yachay rurarirka

Ruraykunamanta: shuktak mamallaktapi, shuk mamallaktakunapash kay Chile, México, Panamá mamallaktakunawan waykariranchik.

Paktachishkakuna: wakin mamallaktakuna ñukanchik mamallaktapi llamkashkakunata riksina munankuna. Kay compas publicapi kakkunata kachanka Ecuador mamallatan yachankuna kachuk kay shina ñawpakman achikllata apankapa antikunapi, llamkaykunapi, hatuykunapipash.

14 sitwa killapi 2011 watapi

Bogotá, Colombia

Secretaría de Planeación de Colombia karashka

Ruraykuna: Colombia mamallaktapi tanka compas públicaspi yanapak wasikunawan tantarirka mamallakta mushukyarina yuyayta charishkamamanta shinapa contratación pública kachukta wiñachinkapak yuyankuna ñawpakman yallichichu.

Paktachishkakuna: Ecuador mamallaktapi rurashkakuna katina ñanmi washipa sakurishka.

18, 20 wayru killapi 2011 watapi

Santo Domingo, República Dominicana mamallaktapi

Kanchis wata rimanakuy Compras Gubernamentales de las Américas-Red Interamericana de Compras Gubernamentales-RICG- hatun rimarikuna ruarirka-RICG-

Ruraykuna: waykarishpa rimanakuykunapi kimiri shinallata RICGpa mushun pushakta aklankapakpash karka kay tantanakuy.

Paktachishkakuna: Red Interamericana de Compras Gubernamentalespa pushakta churarkanchik.



09, 10 sasi killapi 2011 watapi
San José, Costa Rica mamallaktapi

**Chuskuniki hatun tantanakuy Gobierno digitalpi
mushukyachinkapa.**

Ruraykuna: Kay tanatanakuy pika shuk yachachik yanaparkakuna, kay compras publicas hawamanta, ima shina mamallaktakunapi pakta alli yanapayata kuna hawamanta, yuyaykunawan, ruashka yachaykunawan, tapuykunawan ashtawan kay sistema tecnológico nishka hillakunata pakta ushankapa.

Paktachishkakuna: Ecuador mamallaktapi alli kaskamanta kay contratación pública nishka shinamanta ashtawan sinchiyachishpa sakirkakuna karu mamallaktakunapa, shinallatak kuchulla mamallaktakunapakpash shuk rikuna, yachana, achikkllapash kakta.

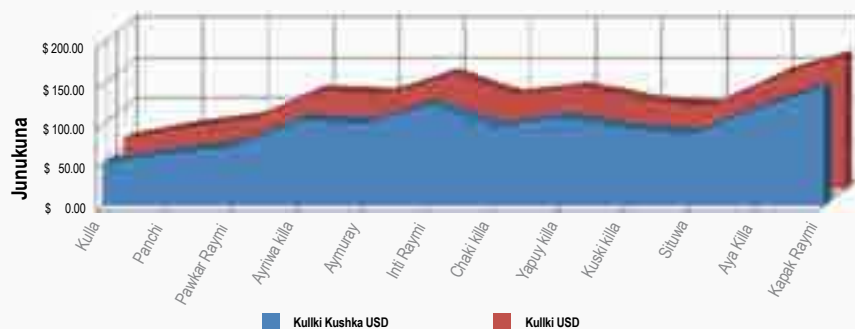
21, 24 sasi killapi 2011 watapi
Bali, Indonesia

**Asia, Pacífico suyukunapi Contratación Pública Electrónica
hatun rimariy.**

Ruraykuna: kay Banco Asiático, Banco Interamericana de Desarrollo karayta rurarka Ecuador mamallaktapi mushuk Sistema Electrónico de Contratación Pública nishkawan, ima paktakykunata charishka yachankapa, shinallatak kay hawamanta yachachinpush.

Paktachishkakuna: Alli ruraykunata charishkamanta kay asiaticunapa rimanakuy yachaypi, Ecuador mamallaktaka INCOP, yanapak wasi alli sakirirka kay Abayayala mamallaktamanta.

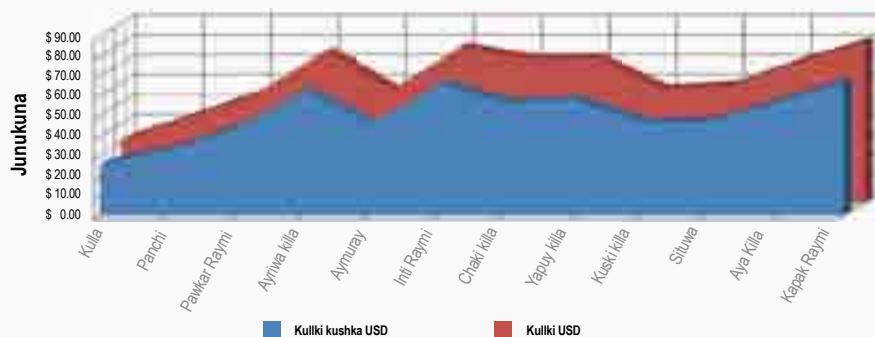
KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	933	62,053,652.50	53,538,601.54	8,515,050.96	14%
Panchi	1.411	77,184,482.80	64,416,702.42	12,767,780.38	17%
Pawkar Raymi	2.849	87,181,942.77	74,035,111.62	13,146,831.15	15%
Ayriwa killa	3.044	122,063,074.02	105,233,638.92	16,829,435.10	14%
Aymuray	2.370	117,045,338.13	101,450,838.34	15,594,499.79	13%
Inti Raymi	2.527	142,163,226.68	125,040,310.47	17,122,916.21	12%
Chaki killa	2.279	115,588,886.33	96,684,089.58	18,904,796.75	16%
Yapuy killa	2.967	126,166,414.22	108,046,273.13	18,120,141.09	14%
Kuski killa	2.320	109,243,122.78	95,480,971.76	13,762,151.02	13%
Situwa	2.624	102,783,196.12	88,305,429.82	14,477,766.30	14%
Aya Killa	3.001	140,475,357.64	121,226,198.20	19,249,159.44	14%
Kapak Raymi	2.345	165,545,876.86	145,828,365.71	19,717,511.15	12%
TUKUY	28.670	1,367,494,570.85	1,179,286,531.51	188,208,039.34	14%



*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

188 hunuta yallitami uriyachita paktashka kay 29 waranka katukkunata hapishpa, kaywanka alli llika pankapimi tukushka tukuy katuk rantik pachakunapak.

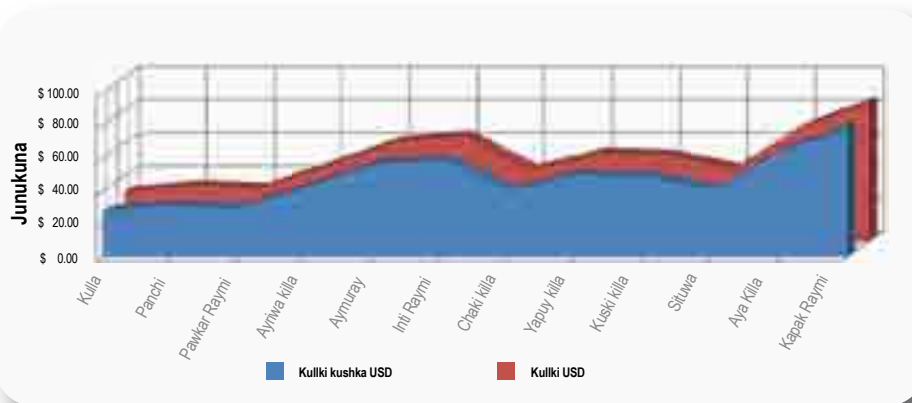
KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	497	31,838,237.10	25,953,653.57	5,884,583.53	18%
Panchi	781	43,074,577.59	33,094,083.78	9,980,493.81	23%
Pawkar Raymi	1.508	54,827,590.19	44,230,004.24	10,597,585.95	19%
Ayriwa killa	1.454	75,931,600.93	62,562,499.55	13,369,101.38	18%
Aymuray	1.204	56,394,403.50	45,255,172.26	11,139,231.24	20%
Inti Raymi	1.399	77,950,276.43	65,794,201.61	12,156,074.82	16%
Chaki killa	1.294	72,232,541.06	56,450,526.89	15,782,014.17	22%
Yapuy killa	1.560	72,404,902.86	57,993,910.51	14,410,992.35	20%
Kuski killa	1.245	56,675,210.25	46,640,854.78	10,034,355.47	18%
Situwa	1.374	58,691,265.52	47,526,394.56	11,164,870.96	19%
Aya Killa	1.461	70,815,490.26	57,016,158.98	13,799,331.28	19%
Kapak Raymi	1.111	80,691,428.84	66,876,740.38	13,814,688.46	17%
TUKUY	14.888	751,527,524.53	609,394,201.11	142,133,323.42	19%



*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

14 waranka katikkuna tiyashka kay Tikarachishpa Katuna PUJAWan, kayka waranka karakkunatami chayachun sakishka, mana yanka kullkitapash sitashpa kachun mamallaktapi.

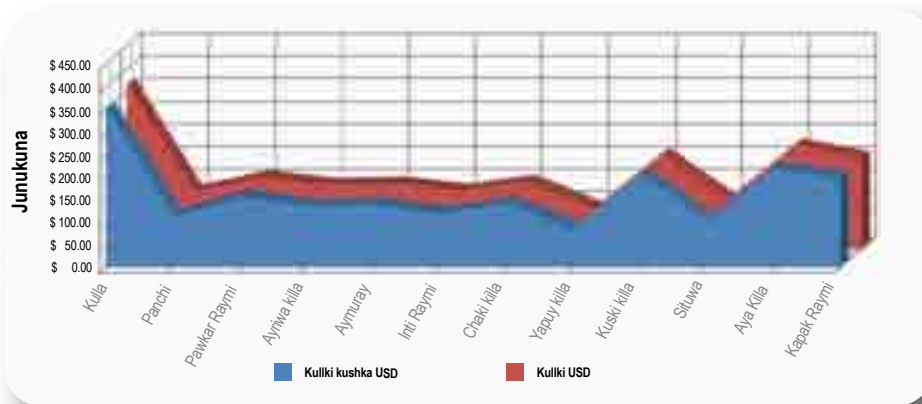
KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISHKA	% PATSKMANTA ASHAYACHISHKA
Kulla	436	30,215,415.40	27,584,947.97	2,630,467.43	9%
Panchi	630	34,109,905.21	31,322,618.64	2,787,286.57	8%
Pawkar Raymi	1.341	32,354,352.58	29,805,107.38	2,549,245.20	8%
Ayriwa killa	1.590	46,131,473.09	42,671,139.37	3,460,333.72	8%
Aymuray	1.166	60,650,934.63	56,195,666.08	4,455,268.55	7%
Inti Raymi	1.128	64,212,950.25	59,246,108.86	4,966,841.39	8%
Chaki killa	985	43,356,345.27	40,233,562.69	3,122,782.58	7%
Yapuy killa	1.407	53,761,511.36	50,052,362.62	3,709,148.74	7%
Kuski killa	1.075	52,567,912.53	48,840,116.98	3,727,795.55	7%
Situwa	1.250	44,091,930.60	40,779,035.26	3,312,895.34	8%
Aya Killa	1.540	69,659,867.38	64,210,039.22	5,449,828.16	8%
Kapak Raymi	1.234	84,854,448.02	78,951,625.33	5,902,822.69	7%
TUKUY	13.782	615,967,046.32	569,892,330.40	46,074,715.92	7%



*kay willaykunaka kushka pachamantallami hapishka kan.

Shuklla rantik tiyakpimillami kay ruraykunataka rurarin ushan. Kay tatkiwanka kanchista patsakmanta uriyachirka 7% kay kamachik Art. 47 yupayta mishashpa kay uchilla kamachi Ley Orgánica del Sistema Nacional de Contratación Pública killkashkata katishpa, hatukka uriyachinami kan pishkata patsakmanta 5% uriyachispami willana kan tikrachishpa katunaman kayashkapi.

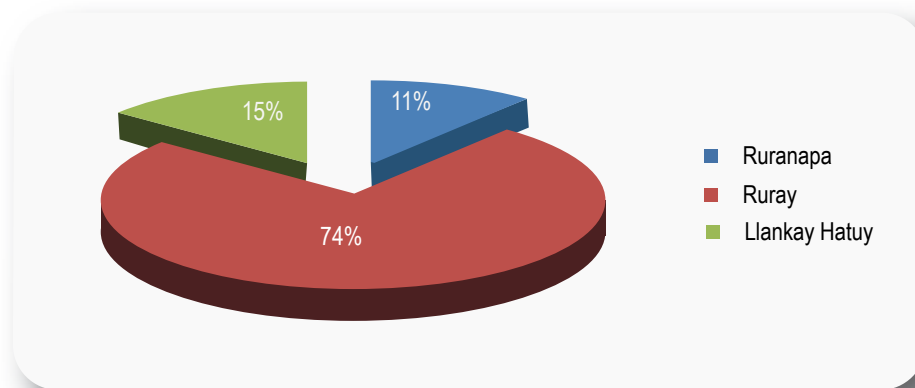
KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	45	364,540,983.49	354,415,261.86	10,125,721.63	2.78%
Panchi	42	126,636,170.59	112,525,430.58	14,110,740.01	11.14%
Pawkar Raymi	30	159,635,009.63	156,460,510.10	3,174,499.53	1.99%
Ayriwa killa	55	141,572,540.02	134,533,299.53	7,039,240.49	4.97%
Aymuray	44	145,284,618.92	138,722,376.69	6,562,242.23	4.52%
Inti Raymi	42	128,797,114.00	117,514,010.22	11,283,103.78	8.76%
Chaki killa	44	148,907,982.23	141,427,305.36	7,480,676.87	5.02%
Yapuy killa	42	89,279,811.88	86,093,316.24	3,186,495.64	3.57%
Kuski killa	49	210,289,065.71	206,386,098.15	3,902,967.56	1.86%
Situwa	44	107,984,579.18	102,351,847.17	5,632,732.01	5.22%
Aya Killa	68	230,462,321.60	220,275,545.10	10,186,776.50	4.42%
Kapak Raymi	65	201,402,046.87	195,608,866.33	5,793,180.54	2.88%
TUKUY	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



*kay willaykunaka kushka pachamantallami hapishka kan.

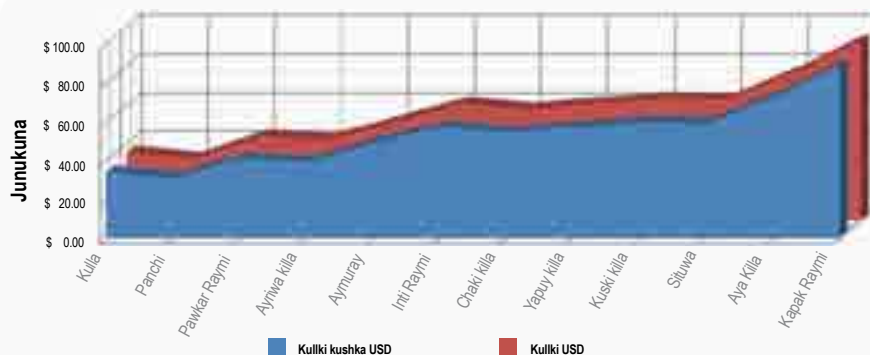
Sukta patsak 600 ruraykunatami katishka llamkayta, charita, yanapayta rikunkapak kay llika panka www.incop.gob.ec, ushashpa ishkey hunu waranka kulkima yallinkama.

KILLA	MASHNA KUTIN RURASHKA	KULLI USD	KULLKI KUSHKA USD	KULLKITA ASHAYACHISKA	% PATSAKMANTA ASHAYACHISKA
Ruranapa	103	232,469,834.02	209,933,908.96	22,535,925.06	9.69%
Ruray	339	1,510,600,870.44	1,459,195,901.51	51,404,968.93	3.40%
Llankay Hatuy	128	311.721.539,66	297,184,056.86	14,537,482.80	4.66%
TUKUY	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



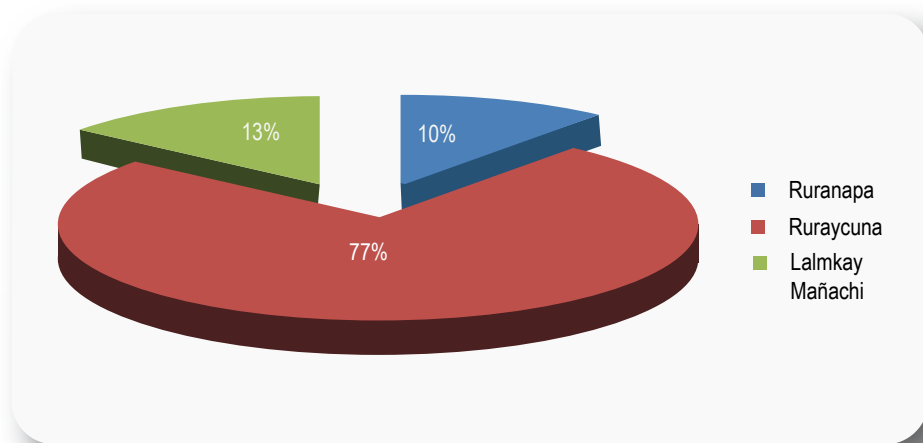
*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	178	35,688,634.91	34,246,105.16	1,442,529.75	4.04%
Panchi	168	32,320,497.18	30,726,267.84	1,594,229.34	4.93%
Pawkar Raymi	200	43,715,676.89	41,083,398.29	2,632,278.60	6.02%
Ayriwa killa	179	41,766,081.57	39,314,114.03	2,451,967.54	5.87%
Aymuray	211	51,133,317.89	48,814,877.15	2,318,440.74	4.53%
Inti Raymi	245	60,601,779.16	57,418,835.06	3,182,944.10	5.25%
Chaki killa	231	57,287,184.21	54,234,925.20	3,052,259.01	5.33%
Yapuy killa	236	60,540,497.22	57,158,250.14	3,382,247.08	5.59%
Kuski killa	252	63,189,650.52	59,957,690.29	3,231,960.23	5.11%
Situwa	269	62,376,881.62	59,255,763.14	3,121,118.48	5.00%
Aya Killa	302	76,550,147.37	72,502,144.33	4,048,003.04	5.29%
Kapak Raymi	368	93,243,317.57	89,020,185.87	4,223,131.70	4.53%
TUKUY	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



* kay willaykunaka katirana pacha kushkamanta hapishkami kan.

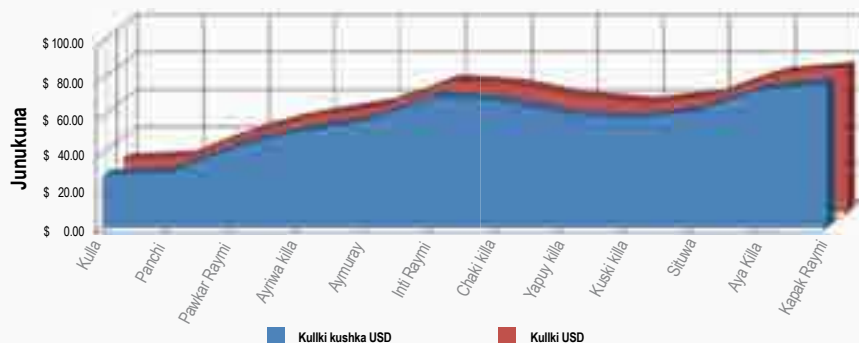
KILLA	MASHNA KUTIN RURASHKA	KULLI USD	KULLKI KUSHKA USD	KULLKITA ASHAYACHISKA	% PATSAKMANTA ASHAYACHISKA
Ruranapa	512	70,913,306.62	66,925,650.28	3,987,656.34	5.62%
Ruraykuna	1.664	519,950,580.46	492,511,821.62	27,438,758.84	5.28%
Lalmkay Mañachi	663	87,549,779.03	84,295,084.60	3,254,694.43	3.72%
TUKUY	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

14 waraka karakkuna, akllashpa hapishka kashka kay llika panka COMPRASPUBLICAS, kaymanka 3 waranka katinakunaman kayashkami karka, ashtawan usharishpa 34 waranka kullkikunata uriyachishpa.

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISHKA	% PATSKMANTA ASHAYACHISHKA
Kulla	990	28,145,848.14	28,086,322.99	59,525.15	0.21%
Panchi	1.242	29,919,806.79	29,770,072.98	149,733.81	0.50%
Pawkar Raymi	1.688	43,415,095.18	43,295,600.99	119,494.19	0.28%
Ayriwa killa	1.987	52,159,882.03	52,008,892.16	150,989.87	0.29%
Aymuray	2.030	57,471,743.48	57,294,697.17	177,046.31	0.31%
Inti Raymi	2.417	70,243,501.37	70,109,525.16	133,976.21	0.19%
Chaki killa	2.370	68,107,166.16	67,973,916.50	133,249.66	0.20%
Yapuy killa	2.451	61,259,536.29	61,073,591.41	185,944.88	0.30%
Kuski killa	2.264	58,336,083.50	58,192,175.81	143,907.69	0.25%
Situwa	2.367	62,567,290.80	62,461,871.73	105,419.07	0.17%
Aya Killa	2.700	74,511,498.69	74,305,167.31	206,331.38	0.28%
Kapak Raymi	2.719	77,540,713.32	77,359,556.06	181,157.26	0.23%
TUKUY	25.225	683,678,165.75	681,931,390.27	1,746,775.48	0.26%

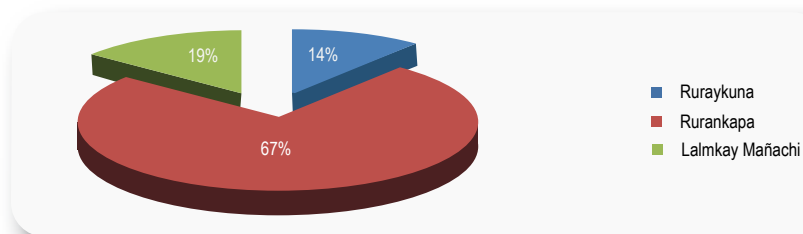


*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

Kay hillaykunawanka alli yachakkunatami hapishka, uchuk, asha uchuk mintalaykunata kay kitipi kawsakkunata. 600 hunu kullikunami llika pankapi yallishka karka, kay 25 waranka katirana pachapi.

KILLA	MASHNA KUTIN RURASHKA	KULLI USD	KULLKI KUSHKA USD	KULLKITA ASHAYACHISKA	% PATSAKMANTA ASHAYACHISKA
Ruraykuna	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%
Rurankapa	10.247	459,143,408.76	459,143,408.76	0.00	0.00%
Lalmkay Mañachi	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%
TUKUY	25.225	683,678,165.75	681,931,382.61	1,746,783.14	0.26%

*kay willaykunaka kushka pachamantallami hapishkallamanta kan.



> ASHALLA KULKIPI RURASHKA KUNA

KILLA	MASHNA KUTIN RURASHKA	KULLI USD*	KULLKI KUSHKA USD
Kulla	414	19,002,098.28	19,002,098.28
Panchi	325	14,185,608.11	14,185,608.11
Pawkar Raymi	523	25,125,074.65	25,125,074.65
Ayriwa killa	739	34,648,311.13	34,648,311.13
Aymuray	879	40,610,629.35	40,610,629.35
Inti Raymi	1.026	49,465,181.12	49,465,181.12
Chaki killa	987	47,104,191.26	47,104,191.26
Yapuy killa	936	40,171,418.42	40,171,418.42
Kuski killa	965	40,133,552.99	40,133,552.99
Situwa	1.004	42,643,620.97	42,643,620.97
Aya Killa	1.213	53,034,909.21	53,034,909.21
Kapak Raymi	1.236	53,018,813.27	53,018,813.27
TUKUY	10.247	459,143,408.76	459,143,408.76

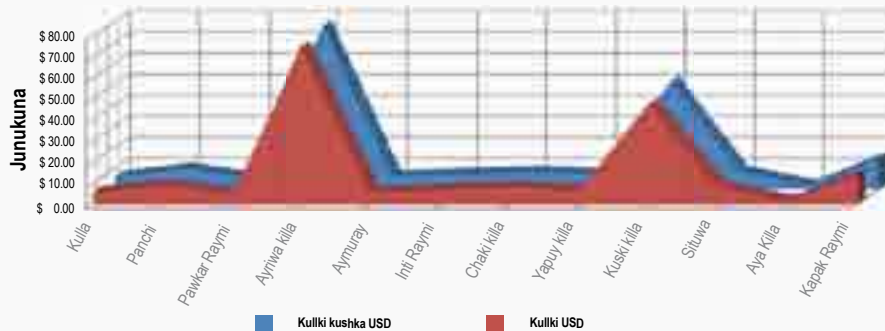
KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	275	3,397,635.98	3,361,213.28	36,422.70	1.07%
Panchi	442	6,703,045.37	6,640,230.74	62,814.63	0.94%
Pawkar Raymi	597	8,047,984.68	7,988,882.16	59,102.52	0.73%
Ayriwa killa	672	7,847,960.23	7,760,180.59	87,779.64	1.12%
Aymuray	582	7,564,979.60	7,443,609.12	121,370.48	1.60%
Inti Raymi	667	8,418,536.24	8,352,136.58	66,399.66	0.79%
Chaki killa	654	8,506,016.34	8,436,977.89	69,038.45	0.81%
Yapuy killa	815	9,322,559.11	9,229,541.71	93,017.40	1.00%
Kuski killa	670	8,229,494.60	8,162,874.28	66,620.32	0.81%
Situwa	681	8,025,838.74	7,982,211.90	43,626.84	0.54%
Aya Killa	798	9,722,059.73	9,617,264.87	104,794.86	1.08%
Kapak Raymi	801	11,973,928.30	11,846,769.82	127,158.48	1.06%
TUKUY	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%

*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	301	5,746,113.88	5,723,010.68	23,103.20	0.40%
Panchi	475	9,031,153.31	8,944,228.11	86,925.20	0.96%
Pawkar Raymi	568	10,242,035.85	10,181,644.12	60,391.73	0.59%
Ayriwa killa	576	9,663,610.67	9,600,400.44	63,210.23	0.65%
Aymuray	569	9,296,134.53	9,240,458.51	55,676.02	0.60%
Inti Raymi	724	12,359,784.01	12,292,207.10	67,576.91	0.55%
Chaki killa	729	12,496,958.56	12,432,747.27	64,211.29	0.51%
Yapuy killa	700	11,765,558.76	11,672,631.22	92,927.54	0.79%
Kuski killa	629	9,973,035.91	9,895,748.40	77,287.51	0.77%
Situwa	682	11,897,831.09	11,836,038.88	61,792.21	0.52%
Aya Killa	689	11,754,529.75	11,652,993.12	101,536.63	0.86%
Kapak Raymi	682	12,547,971.75	12,493,973.06	53,998.69	0.43%
TUKUY	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%

(Llamkankapak yachak ukuta hapinkapak)

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	7	5,908,021.69	5,926,378.34	-18,356.65	-0.31%
Panchi	5	10,097,360.69	9,520,912.18	576,448.51	5.71%
Pawkar Raymi	6	4,680,848.45	4,702,110.11	-21,261.66	-0.45%
Ayriwa killa	5	77,879,997.16	75,297,227.62	2,582,769.54	3.32%
Aymuray	9	6,156,751.85	5,998,253.02	158,498.83	2.57%
Inti Raymi	9	7,345,852.94	7,224,668.93	121,184.01	1.65%
Chaki killa	7	8,606,846.32	8,248,247.24	358,599.08	4.17%
Yapuy killa	9	6,994,449.20	6,716,409.96	278,039.24	3.98%
Kuski killa	3	51,208,229.27	47,872,059.88	3,336,169.39	6.51%
Situwa	7	8,546,850.60	8,416,038.33	130,812.27	1.53%
Aya Killa	2	1,623,935.80	1,566,051.80	57,884.00	3.56%
Kapak Raymi	12	15,132,640.73	14,508,894.60	623,746.13	4.12%
TUKUY	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%



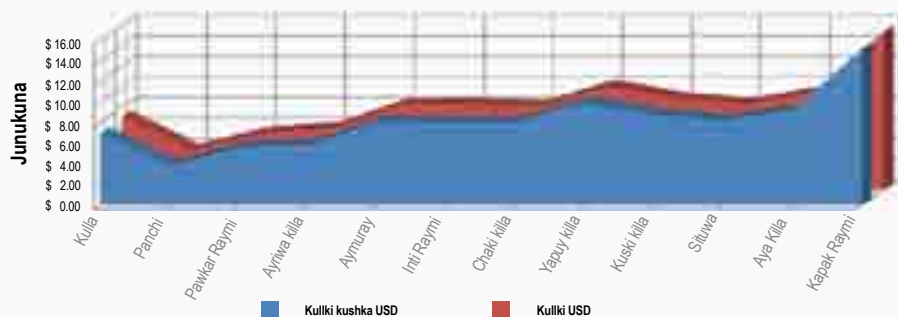
*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

81 katikkunaka kay tukuy pacha yachashkata rikunkapak kayashkapimi hapishka kan, kaypika tukuy karakkunami alli yachaykunata chayachichirka mamallaktaman.

> ASHALLA KUNAMAN RANTISHKA

(Llamkankapak yachak ukuta hapinkapak)

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	57	7,139,006.05	6,948,805.95	190,200.10	2.66%
Panchi	30	3,855,380.77	3,853,631.74	1,749.03	0.05%
Pawkar Raymi	41	5,571,258.63	5,632,127.58	-60,868.95	-1.09%
Ayriwa killa	44	5,979,942.06	5,930,728.47	49,213.59	0.82%
Aymuray	59	8,293,563.72	8,159,133.62	134,430.10	1.62%
Inti Raymi	59	8,392,148.84	7,995,915.96	396,232.88	4.72%
Chaki killa	58	8,146,250.15	8,087,061.58	59,188.57	0.73%
Yapuy killa	77	10,126,708.14	9,997,929.50	128,778.64	1.27%
Kuski killa	72	8,910,723.30	8,795,242.82	115,480.48	1.30%
Situwa	62	8,329,571.90	8,220,308.53	109,263.37	1.31%
Aya Killa	62	9,560,619.36	9,299,648.00	260,971.36	2.73%
Kapak Raymi	112	15,401,453.10	15,218,945.34	182,507.76	1.19%
TUKUY	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%

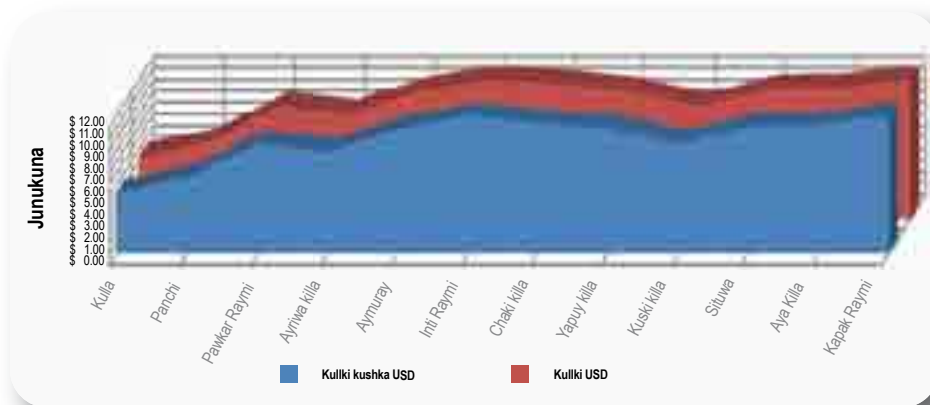


*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

Patsak waranka hunu 100.000.000 kullkiwan rantinamanta, uriyachishkami shuk hunu pishka waranka 1.500.000 kullkiman, shinamanta kanchis chunka kinsa 733 ruraykunata yallichishka.

(Llamkankapak yachak ukuta hapinkapak)

KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISHKA	% PATSKMANTA ASHAYACHISHKA
Kulla	321	5,377,627.99	5,285,592.91	92,035.08	1.71%
Panchi	416	6,730,106.79	6,609,730.94	120,375.85	1.79%
Pawkar Raymi	552	9,839,687.36	9,636,695.46	202,991.90	2.06%
Ayriwa killa	539	9,200,923.60	8,866,675.23	334,248.37	3.63%
Aymuray	622	11,161,366.33	10,866,285.70	295,080.63	2.64%
Inti Raymi	681	12,146,870.58	11,978,668.44	168,202.14	1.38%
Chaki killa	649	11,733,937.11	11,414,752.52	319,184.59	2.72%
Yapuy killa	613	11,111,268.69	10,924,498.36	186,770.33	1.68%
Kuski killa	608	9,806,555.56	9,630,096.27	176,459.29	1.80%
Situwa	648	11,339,228.24	11,070,058.54	269,169.70	2.37%
Aya Killa	682	11,434,626.79	11,232,352.42	202,274.37	1.77%
Kapak Raymi	727	12,257,293.85	12,124,594.53	132,699.32	1.08%
TUKUY	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%

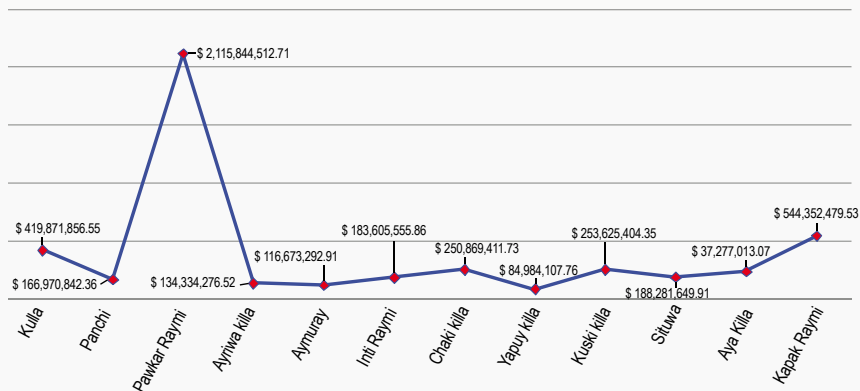


*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

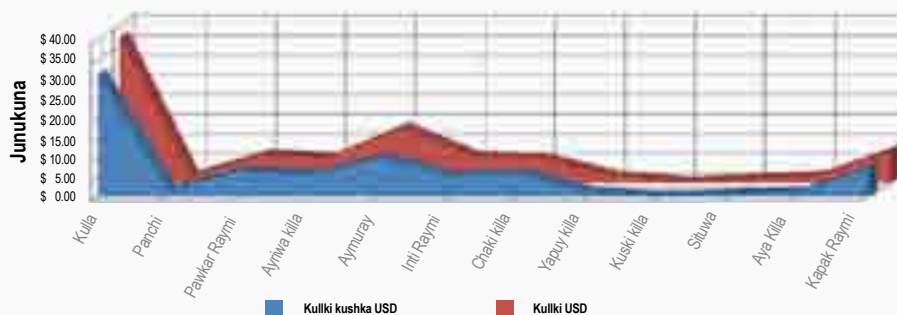
Ishkay hunu pishka patsak warankata 2.500.000 kullkita uriyachita usharishka, shinamanta kanchis waranka alli ruraykunata katishpa alli paktata rurashpa

KILLA	MASHNA KUTIN RURASHKA	TUKUY RANTISHKUNA USD
Kulla	7.594	419,871,856.55
Panchi	6.007	166,970,842.36
Pawkar Raymi	6.240	2,115,844,512.71
Ayriwa killa	5.359	134,334,276.52
Aymuray	7.360	116,673,292.91
Inti Raymi	5.841	183,605,555.86
Chaki killa	4.492	250,869,411.73
Yapuy killa	3.887	84,984,107.76
Kuski killa	4.332	253,625,404.35
Situwa	3.076	188,281,649.91
Aya Killa	3.703	37,277,013.07
Kapak Raymi	4.733	544,352,479.53
TUKUY	62.624	4,696,690,403.26

Kay Contratación de Régimen Especial,
Giro Especifico del Negocio chinallatak
uchuk yupayka kay aymuray killa 2011
watakamami hapishka kan.

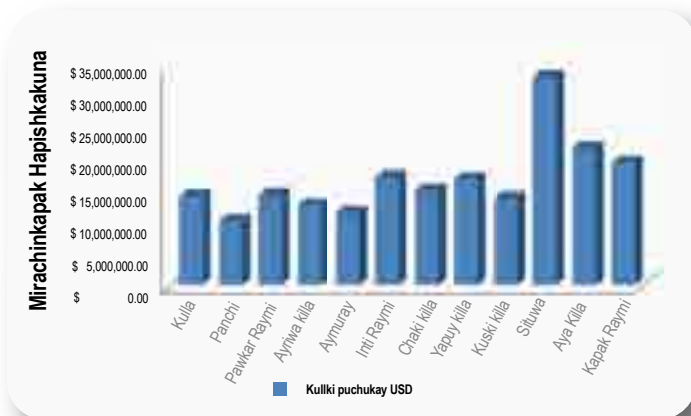


KILLA	YUPAY RURASHAKUNA	KULLKI USD	KULLKI KUSHKA USD	KULLI ASHAYACHISKA	% PATSKMANTA ASHAYACHISHKA
Kulla	14	37,120,628.17	31,153,075.98	5,967,552.19	16.08%
Panchi	15	1,787,912.31	1,738,915.97	48,996.34	2.74%
Pawkar Raymi	32	7,102,005.00	6,673,688.17	428,316.83	6.03%
Ayriwa killa	31	6,428,779.07	5,600,224.33	828,554.74	12.89%
Aymuray	21	14,051,751.45	9,859,271.25	4,192,480.20	29.84%
Inti Raymi	27	6,738,692.03	5,396,367.97	1,342,324.06	19.92%
Chaki killa	26	6,281,337.44	6,064,248.33	217,089.11	3.46%
Yapuy killa	22	1,753,475.96	1,302,832.22	450,643.74	25.70%
Kuski killa	11	326,330.65	266,647.58	59,683.07	18.29%
Situwa	17	922,654.63	821,929.71	100,724.92	10.92%
Aya Killa	26	1,883,019.73	1,348,166.87	534,852.86	28.40%
Kapak Raymi	27	8,288,125.04	7,264,189.47	1,023,935.57	12.35%
TUKUY	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%



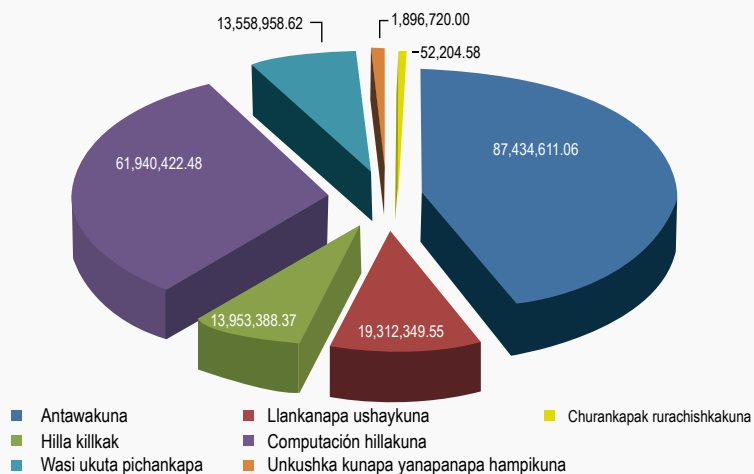
*kay willaykunaka katirana pacha kushkamanta hapishkami kan.

KILLA	TUKUY	KULLKI PUCHUKAY USD	MASHNA KUTIN RURASHKA
Kulla	1.441.846	14,036,854.48	822
Panchi	3.260.136	10,079,943.96	1.795
Pawkar Raymi	3.460.107	14,161,170.66	2.163
Ayriwa killa	2.595.814	12,620,684.98	2.213
Aymuray	1.780.992	11,395,015.06	2.071
Inti Raymi	3.126.764	17,026,736.11	2.228
Chaki killa	2.225.379	14,874,751.23	1.916
Yapuy killa	1.558.173	16,794,360.94	1.994
Kuski killa	2.468.021	13,728,710.11	2.167
Situwa	2.116.661	32,669,668.07	2.364
Aya Killa	2.625.517	21,459,021.88	2.620
Kapak Raymi	1.439.697	19,301,737.20	1.803
TUKUY	28.099.107	198,148,654.66	24.156



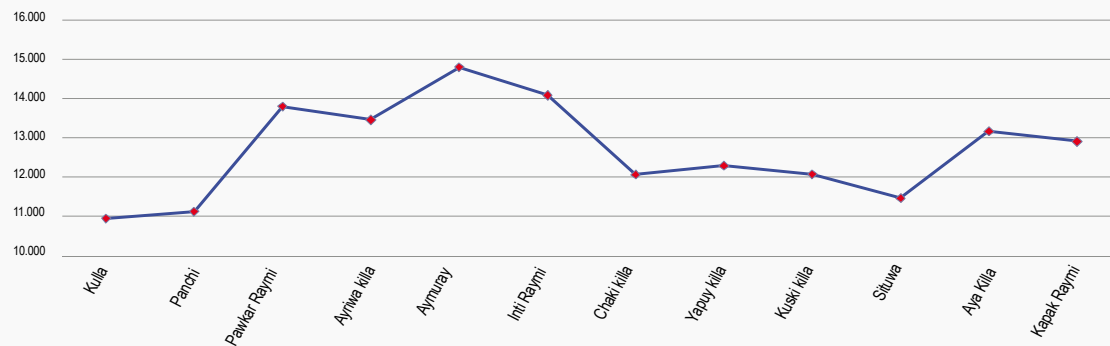
28 hunukuna yallishkatami rantrishka kay llika panka millkapi, ashamenta churashpa kay 200 hunu kullkita. Kaypika rantrishkami antawakuna, antanikkunapash ashtawan ashka kullkikunata shitashpa.

TIYASHKA RIKSICHIKUNA	PUKUCHIKUNA UKUPI	RURASHKAKUNA RANTISHKA	RANTISHKAKUNA USD
Antawakuna	46	3.311	87,434,611.06
Llankanapa ushaykuna	1.003	23.080.230	19,312,349.55
Hilla killkak	508	12.388	13,953,388.37
Computación hillaakuna	115	60.628	61,940,422.48
Wasi ukuta pichankapa	618	4.930.305	13,558,958.62
Unkushka kunapa yanapanapa hampikuna	10	5.892	1,896,720.00
Churankapak rurachishkakuna	9	6.353	52,204.58
TUKUY	2.309	28.092.754	198,148,654.66



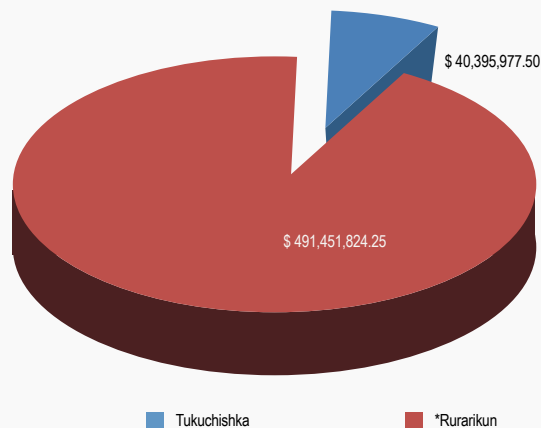
KILLA	WILLACHISHKA	TUKUYPA ÑAWPAKPI RURASHKA	SHUTILLIK	PAYMANTAK KUSHKA	LLAKIMANTA WAKICHICHUN KUSHKA	KUSHKA	MASHNA USHASHKA YACHAY	ASHALLA	TIKRACHISHPA LLIKA PANKAPI KATUNA-RANTINA	LLIKA PANKA MILLKA	TUKUY
Kulla	7.594	7	57	321	14	45	178	990	933	822	10.961
Panchi	6.007	5	30	416	15	42	168	1.242	1.411	1.795	11.131
Pawkar Raymi	6.240	6	41	552	32	30	200	1.688	2.849	2.163	13.801
Ayriwa killa	5.359	5	44	539	31	55	179	1.987	3.044	2.213	13.456
Aymuray	7.360	9	59	622	21	44	211	2.030	2.370	2.071	14.797
Inti Raymi	5.841	9	59	681	27	42	245	2.417	2.527	2.228	14.076
Chaki killa	4.492	7	58	649	26	44	231	2.370	2.279	1.916	12.072
Yapuy killa	3.887	9	77	613	22	42	236	2.451	2.967	1.994	12.298
Kuski killa	4.332	3	72	608	11	49	252	2.264	2.320	2.167	12.078
Situwa	3.076	7	62	648	17	44	269	2.367	2.624	2.364	11.478
Aya Killa	3.703	2	62	682	26	68	302	2.700	3.001	2.620	13.166
Kapak Raymi	4.733	12	112	727	27	65	368	2.719	2.345	1.803	12.911
TUKUY	62.624	81	733	7.058	269	570	2.839	25.225	28.670	24.156	152.225

Kay Sistema Nacional de Contratación Pública Kamachita churashpa llamkashkami rikuchin shuk allí katishpa llamkashkata, alli charishkakunata, yanapanakuna, tukuy llamkak uku pachamanta.



IMAPI KAN	MASHNA KUTIN LLAKIKUNATA ALLICHISHKA	MASHNA KUTIN RURASHKA	MASHNA KULLKICHURASHKA
Tukuchishka	247	603	40,395,977.50
*Rurarikun	156	754	491,451,824.25
TUKUY	403	1.357	531,847,801.75

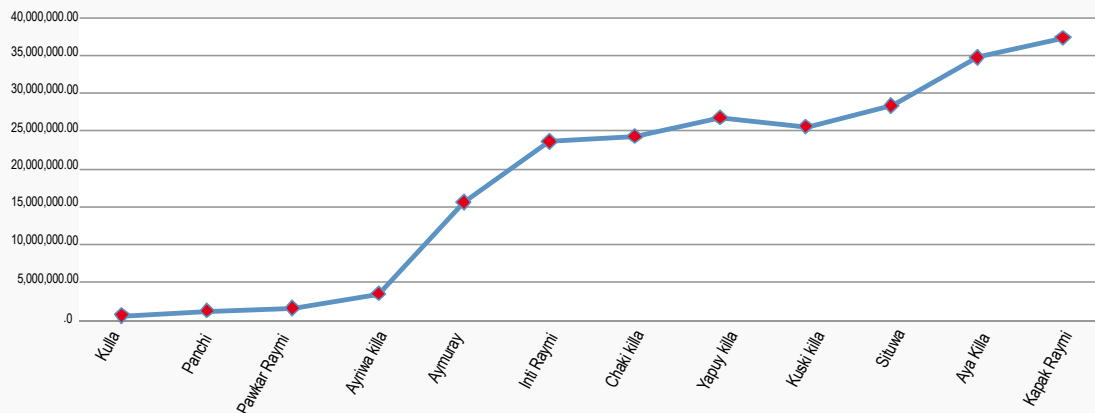
* Llakimanta utka willanami tukun kay mana tukurishka llamkak ukumanta.



KILL	KULLA	PANCHI	PAWKAR RAYMI	AYRIWA KILLA	AYMURAY	INTI RAYMI	CHAKI KILLA	YAPUY KILLA	KUSKI KILLA	SITUWA	AYA KILLA	KAPAK RAYMI	TUKUY
killka pankakuna	1.341	2.735	3.826	6.037	29.520	44.234	44.539	46.727	47.520	51.892	59.167	53.927	391.465
kullikuna kushka	633,471.00	1,200,228.00	1,539,375.00	3,481,964.00	15,541,029.00	23,594,467.00	24,236,654.00	26,761,875.00	25,534,970.00	28,313,600.00	34,673,487.00	37,345,374.00	222,856,494.00

* Kayta yachankapakka katishpa surkushkakunawanmi llamkashka, kutin asha kullki churashkata \$4,790.50 mana yallishpa usharishkata.

* Uchuklla hillaykunaka 2011 watapimi puri kallariyka, kayka rikurinmi kay millkapi. Yupana pankaka 2011 watapi yaykurishka willaykunatami rikuchin, 15 huchay puku punchakaman yaykurishkakuna.



WASHANYASH HAMPIKUNA KATUNA-RANTINA TANTANAKUY, TATKI KALLARIY PUNTAPI KAN

Kay washanyash Hampikuna Katuna-rantina Tantanakuy, INCOPAkka shuk hatun makanakuymi rikurishka, ashtawan mushukyaykunata chimpapurashpa, shinallatak may ashka mañaykunata chayamushkamantash.

Ruraykuna

2010 wata

Kay sitwa killapi: shuk niki hatun tantanakuymi tiyaka kay Ecuador mamallaktamanta yanapak wasi (IESS); Hampi Kamayuk Wasi; Ecuador mamallaktamanta awkakunata yanapak Wasi (ISSPOL); sinchiy awkakunata anapa Wasi (ISSFA), shinallatak INCOPmanta kay tukuy tantanakuykunawan yuyarinkapa imashina llankashpa katinamanta, ima pachakunapi yuyaykunta paktachinamanta mashna kullki yanaparinakunamanta shinallatak shuktak yuyaykunatapash.

Kay sitwa – kuski killapi: tantanakuyka ashkatami llamkarka kay yapaykunata riksishpa, millka pankakuna rurashpa, shinallatak kay Código Único de Medicamentostapash wallpashpa (CUM), kanchisniki mutsuna hampi millkakunaman. Kipawanka, yachay pankakunatami rurarka kay Comisión Técnica ari nirkami kay yuyakunata diciembre killapi

2011 wata

KAY KULLA KILLA: Llamkashpa katina tiyarishpami karka kay Hampi Kamayuk Wasi ña pusakniki millka hampikunata ari ninkapak karka, kutin shinapash kay mazo killa 2011 watapi kutin kay hawamanta llankakkuna kallarikakuna ñawpakman yallichinkapa.

21 SITWA KILLA: llamkashpa katinaka 615 yapaykunawanmi uyachirka, ñukanchik mamallakta ukupi churashkakunata rikushpa, hawa mamallaktamanta akllashpa.

| Mintalay





| Karakkunaman willay yachachik

29 SITWA KILLAMA, 01 KARWA KILLAPASH: katik llamkaykunata Guayaquil, Quito katukkuman riksichirkakuna Kay tantanakuypika allita yachashpa sakirinkuna kachu, shinallatak tapuykunata kutichinkapak pukuchikkunaman, tarpukkunaman, rurakkunaman, shinallatak kay shina yanapayka imapak allikakta imapi yanapakta riksichika tukuy mamallaktapi puchukkunapa.

13 KARWA KILLA: Mamallaktata Pushak mushuk rikuykunatami churarka kay hampikunata rantinkapak: shuknikipika ñukanchik mamallaktapi rurashkakunata, ishkanipika, kay Cubapi shinallatak kutishuk hampi rurak wasikunatapash, ñukanchik mamallaktapi mana rurashkallata.

Chaymantaka, mamallakta pushakpura rimarishpaka, Cubamantaka 78 hampi yapaykunatami rantishpa apamushka.

Kaymantaka 524 yapaykunatami uyachiy-rikuchirka, ñukanchik mamallaktapi tiyashkata shinallakta hawamanta mamallaktakunapi tiyashkakunatapash kay 29 punlla karwa killa 2011 watapi.

MINTALAY

- Kay 26 kuski killakamanka 1546 hatukkunata hapirkakuna.
- Kay 03 wayru killakamanka tukuy katukkunamanmi willarkakuna mana alli kashkata riksichishpa.
- Kay 06 wayru killakamanka allichishkakunata hapirka, katukkuna rurashpa kachashkakunata.
- 12 wayru killa: INCOPka shuk tankay pukllayta rurarka, kipakuna ama llakikuna tiyachun kay anku michakkunapi.
- 17 wayru killapi: kay rikuy pachaka tukurirkami, chaymantaka kay 19, 20 wayru killapika, kuna pachatami rurarkakuna, kaypika



Puja nishka sirpu pachapitak rikurin

tukuy katukkuna, llaktamanta runakunapash rikurka imashina kay Instituto Nacional de Contratación Pública hawanyashpa apan.

Kay SICM ukupika rurarkami:

21, chinallatak 30 wayru killapika 118 tatikikutami uyachirikuchirkakuna.

kay 30 sasi killamanta, 05 kamay killakaman allichishka pankakunatami hapirkakuna, 21 wayru killapi yachaypi churashkakunata.

14 kamay killa: 352 munachikkunatami rikurka kay 59 katukkunamanta.

16 kamay killa: 25 tankaykuna, 53 chimpapuraykuna.

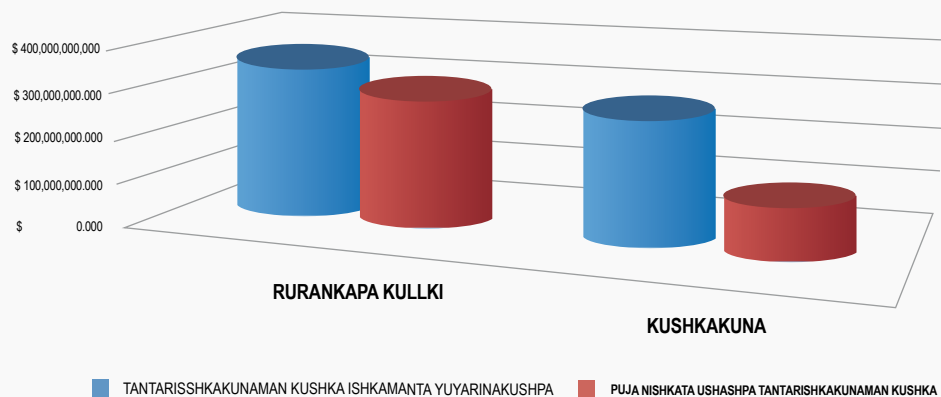


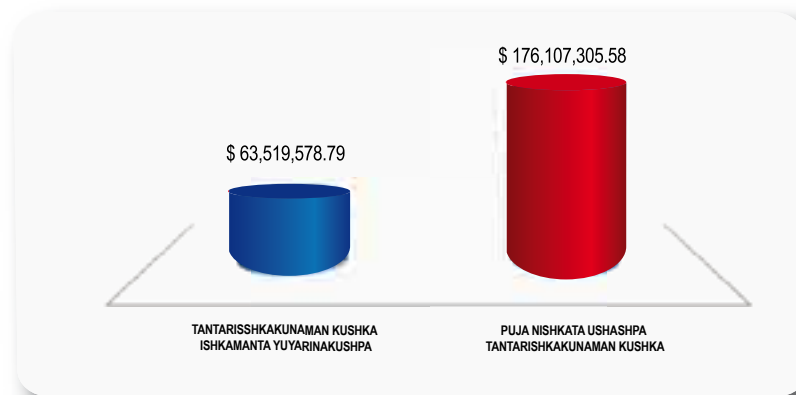
Cnrl. Roque Moreira Subdirector del ISSFA, Dr. Vicente Peralta Subsecretario Jurídico de la Presidencia de la República, Dr. David Chiriboga Ministro de Salud, Ing. Raúl Martínez Subdirector INCOP, Dr. Andrés Chiriboga Asesor Secretaría Nacional de Transparencia de Gestión kay tukuy pushakkuna.

9 kamay killa: 21 yapa uyachirikuchita rurarka. Chaymantaka, ñami 139 katikkuna tukurka kaykamanka.

Kay 2012 kulla killapika, millka yuyaykunatami aspinkakuna, kaywanka kay SHUKNIKI TANTACHISHKA HAMPIKUNAtami karanka, kayka Mamallakta may munashka llamkaymi kan, tukuy alli kawsayta charinkapak.

RURARIKUK	MASHNA RURARIKUK	RURANKAPA KULLKI	KUSHKAKUNA	KUNAMANTA USHAYACHISHKA	% PACHAKMANTA USHAYACHISKA
Tantarishkakunaman Kushka Ishkamanta Yuyarinakushpa	152	360,408,074.46	296,888,495.67	63,519,578.79	17.62%
Puja Nishkata Ushashpa Tantarishkakunaman Kushka	113	278,087,184.91	101,979,879.33	176,107,305.58	63.33%





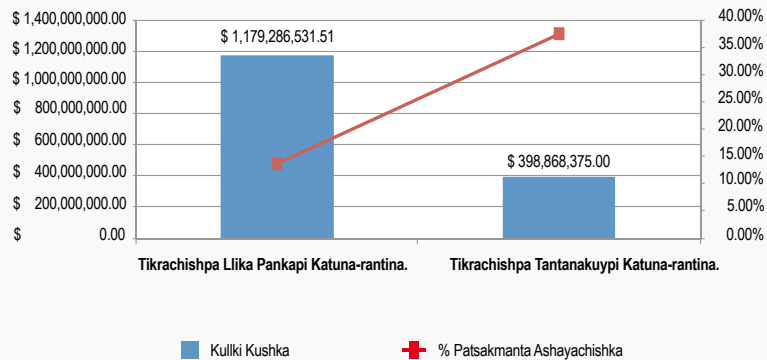
Rikuchina allimi kan kay SICM kullki uriyachishkaka, kay shamuy ishakay watakunata rikushpa rantishkakunami kan, tukuy mamallaktamanta hampik wasikunamanta.

> HAMPI RANTIKUNAPI URIYACHISHPA KUSHKA RANTINA MUNASHKAMANTA

Rurankapak tukuy kullki	10,836,425,579.21
(-) Riksicchik	4,696,690,403.26
(=) Ranti ushayta rikushpa ashayachishka	6,139,735,175.95
Rebaja Presupuestaria	580,187,510.41
% patsakmanta ashayachishka	9.45%

RURARIKUK	KULLKI	KULLKI KUSHKA	KUNAMANTA ASHAYACHISHKA	% PATSAKMANTA ASHAYACHISHKA
Subasta Inversa Electrónica nishka	1,367,494,570.85	1,179,286,531.51	188,208,039.34	13.76%
Subasta Inversa Corporativa nishka	638,495,259.37	398,868,375.00	239,626,884.37	37.53%

I *Kay kullkiyachina rikuchishkaka 2011 watapi kushkakunami kan.



YAYKURIY KATUNA PACHA: SUMAK KAWSAYKA TUKUYPA MAKIPIMI KAN...

2 011 watapika, kay yaykuriy katuna pachaka sinchiyashkami, shuk arininakuyta rikush katinkapak uchuklla mirarik pachakunawan, chinallatak kay Economía Popular, Solidaritätapah; chashnami tinkichishpa katishka kay kullkimirana pachakunawan ñukanchik mamallaktapi. Chinallatak INCOPka shuk rikuna kamachita surkurka tukuy mamallakta ukupi, chaymanta ashka yachana pachatami paskarkuna katuna pacha-



tan rurankapak. Llukshikkunaka may allimi kan: churanakuna ruray, mikunakunata hapiy, ñankunata allichish apakkuna kay llamakkunawanmi hapishkakuna, makiwan llamakkunawan, sapa mirachikkunawanpash, tinkishpa llamakkunata shitashpa, chinallatk kullkimantapash rikushpami kashkakuna.

Kimsa chunka kimsa ranti hatuy kunatmi ruashka INCOPka paktashkami kay ruaykunata USD 4.804.585,65 hunu kullkiman chayankakama

Kutin, hatun paktashkaka kanmi kay yaykuriy katuna pachata tinkishka, tukuy katuna-rantinakunata llamakkunawan. Rikunkapak, INCOPka kay wayru killa 2011 watapika shukniki yaykuriy katuna pachatami rurarka, chaymanta ashtawan kay Catálogo Electrónico tukuy maki llamkashkata, shuktak shuktak pintukuna rurakkunata chaypi churankapak. Kay llamkaywanka, tukuy mamallaktapi rurashkallata tukuykuna rantina kanchik, mashna paykuna usharishkawata; chinallatak kay COMPRAS PÚBLICAS yaykurinapika shuk ñantami rurashka kan, may allikunata rikushpa kankapak.

Asha punllakuna kipa ñami tukuy uchillallata pukunchikkuna charinakakuna kay Catálogo Electrónico, nishakta shina pakta riksichinapak imallakunta pukuchishkata shina Ecuador mamallaktapi llamakkunata allikachinkapa.

INCOP, ABYAYALAPA, CARIBEPAKPASH UMAYASHKA KAN...

INCOPka kay kinsa watakunata llamkashpa puripika may sumak yachaykunatami karashka, mana tukuy llamkanakunata llukchishkallamanta, shinallatak utkalla ruraykuna ushashkamanta kinsa watallapi kay tukuykunata rurashkanchik

INCOPpi llukchishkakunaka rikunallami kan, kutin kunanka ashalla punchakunapi ima yuyashka kunata usharishkamanta, shinallatak kay tukuy ima llamkashkakunata tukuykuna rikuyta ushana kanchik. Kay ishka yuyashkakuka usharishpami ashtawan ashalla pukuchikkunata yanapay ushaharishka hatu kunakachun shina llankayta kullikikunatapash chaskichun ashtawan pukuchispa katinkuna kachun.

Kay INCOPpak ushaykunaka chayamushkami mana shuklla manñapi llamkashkamanta, ashtawanka ñawpakman apashkamanta, mamallaktamanta hatun pushakkuna yanapashkamanta, yapankapak, shuk alli llamkak tantanakuy mashikuna tiyashkamantapash, paykunapak yachay charishkamanta, shunkumanta llamkashkamantami kay hatun paktaykunaka rikurishka.

Tukuy kay rimarishkakunamantami INCOPka kunanrika ashtawan hatun katina pachapimi tichurikishka kay Abya Yalamanta, Caribemantapash, kay katuna-rantina pachapi. Chashnamantami, kutishuk paypurallapash ashtawan rikuy tukurishka, kushpa kay hatun pushana pachataka Dr. Jorge Luis Gonzálezpa makipi kay Red Interamericana de Compras Gubernamentales (kayka tukuy katuna rantina wasikunatami paypak pachapika charin) 2011-2012 pachakaman.



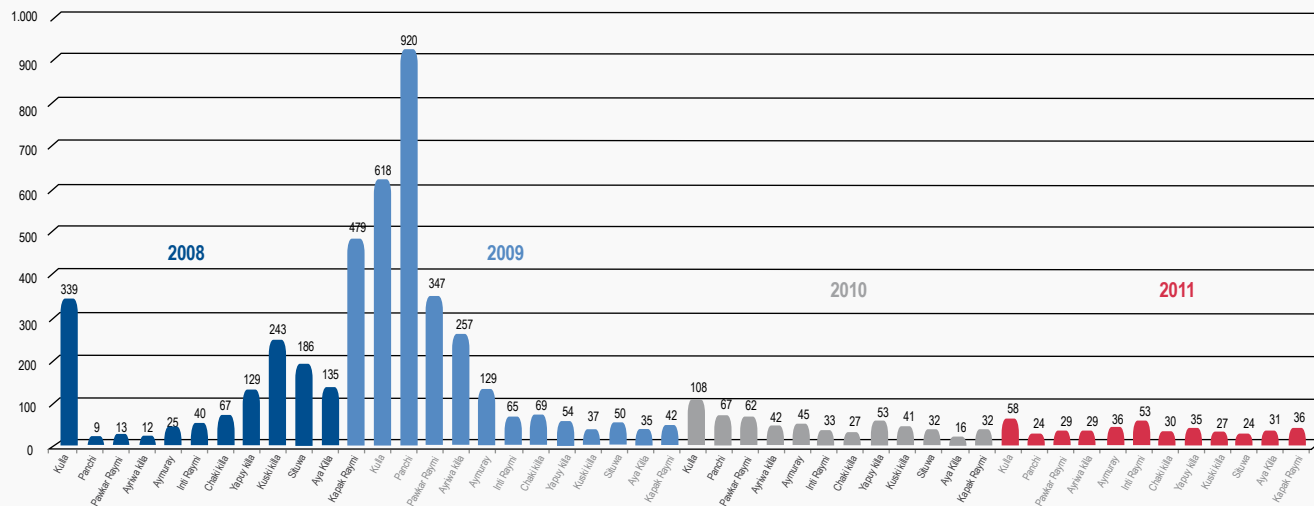
Gabriel Beschinsky
Hatun Yachachik
San Martín Hatun Yachana Wasi
Argentina Mamallaktapa

Ariy, ashtawan allí rikukpika ashka llamkanakunachari sirinkuna kay Ecuador mamallaktapi, kutin INCOPka shuk alli tatkitami kuchka kay ñanpika.

TUKUY 2008	1.677
TUKUY 2009	2.623
TUKUY 2010	558
TUKUY 2011	412
*TUKUY RURAYPA KILLKARISHKA	5.270

* Mashna hapishkakunaka kutishukyachinami kan, kipa pachapi kay llamkak wasi surkushpa katimanta.

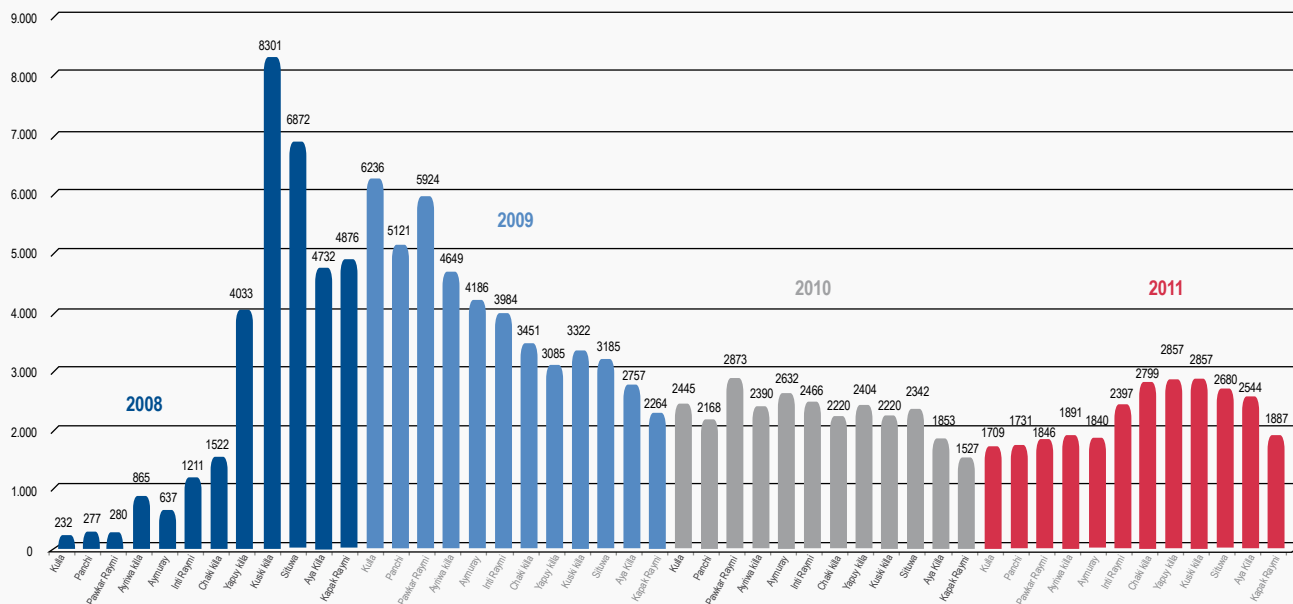
Pishka waranka 5.000.000 yalli llamkak wasikunami yaykushka Ministerios, Prefecturas, Municipios, corporaciones, fundaciones, kutin shukta tantanakuykunapash chaskishka pishka chunkata patsakmanta 50% mamallakta kullki hapikkunaka, kunanka rantinkunami kay llika punkupi www.compraspublicas.gob.ec yaykushpa alli katinakunata katishpa rantinkuna



> YAYKUCHISHKA KARAKKUNA KISHKARISHKAKUNA

TUKUY 2008	33.838
TUKUY 2009	48.164
TUKUY 2010	27.540
TUKUY 2011	27.038
*TUKUY KILLAKARISHKA HATUKKUNA	136.580

Kay yaykuchishka karakkuna yupayka kutishukyachinallami kan, mana willaykunata punchanta punchanta mushukyachishkamanta.

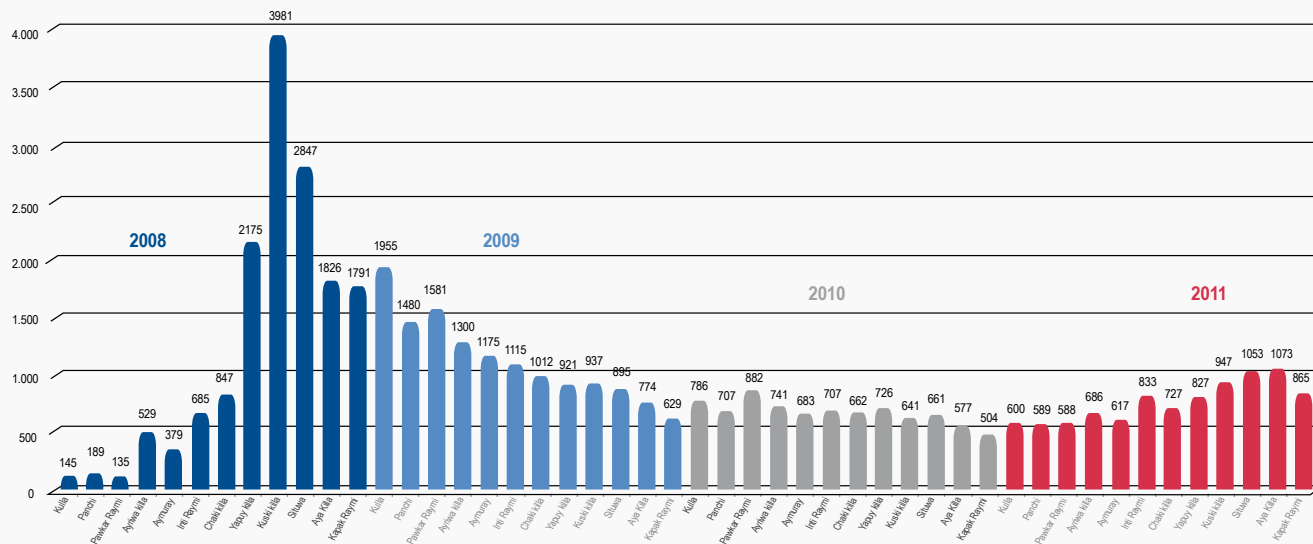


TUKUY 2008	15.529
TUKUY 2009	13.774
TUKUY 2010	8.277
TUKUY 2011	9.405
*TUKUY HATUKKUNA KILLKARISHKA	46.985

SAPAN HATUKKUNA	HABILITADO
Hatun Hatukkuna	1.198
Chawpi Hatukkuna	1.800
Uchilla Katukkuna	37.222
Llakta Kaktukkuna	6.765
TUKUYKUNA	46.985

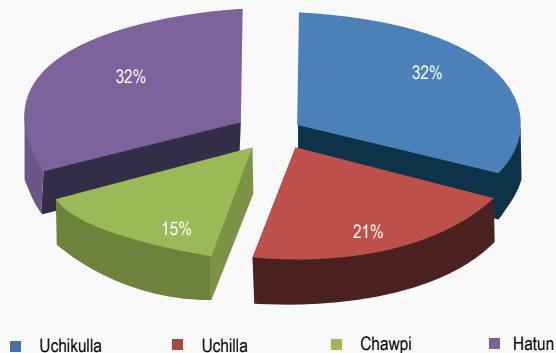
Rikuchina allimi kan kutin 82820 yapa karakkunaka mana yaykurita ushaskachu shuktan shuktak harkamanta kulli huchamanta, llamakaymanta, kutishukmantapash.

Mamallaktaka llamkanamanta, chinallatak tukuykuna wiñarishpa kankapak, hatun mirachikmi tukushka. Ashtawan 50 waranka Ecuador mamallaktamanta runakunami kunan punchaka paykunapa llamkashka, alli charishka, karanakunamantapash rikuchita ushankuna.



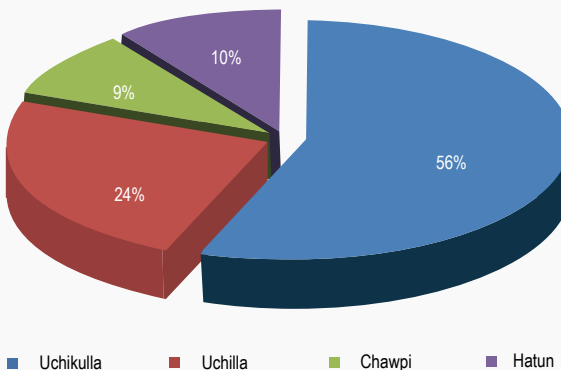
> KARAKKUNA CHAYASHPA LLAMKASHKAMANTA KULLKICHIK

Uchikulla	1,590,925,457.58	32%
Uchilla	1,036,077,107.62	21%
Chawpi	726,034,195.55	15%
Hatun	1,608,154,089.76	32%
4,961,190,850.51		



> LLAMKANKAPAK MASHNA KARAKKUNA CHAYASHKATA YUPANAKUNA

Uchikulla	36.854	56%
Uchilla	15.740	24%
Chawpi	6.061	9%
Hatun	6.770	10%
65.425		



pitak karak kashkata rikushpa willay hapishka.

YACHACHISHKA RUNAKUNA

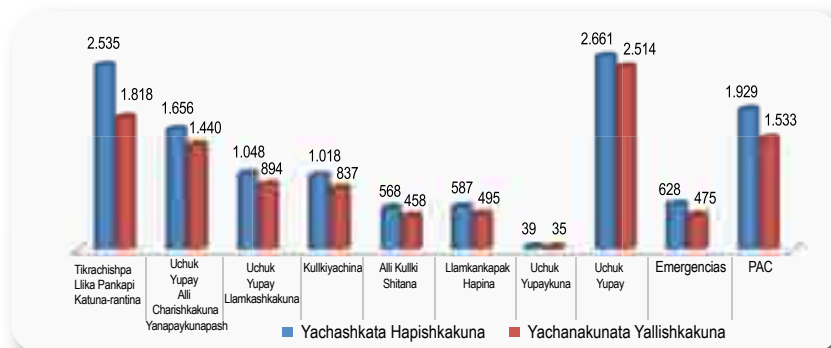
MARKAKUNAPI	YACHAYTA PAKTACHISHKAKUNA
Azuay	325
Bolívar	25
Cañar	121
Carchi	29
Chimborazo	139
Cotopaxi	96
El Oro	119
Esmeraldas	59
Galápagos	82
Guayas	624
Imbabura	100
Loja	116
Los Ríos	84
Manabí	334
Morona Santiago	112
Napo	36
Orellana	50
Pastaza	101
Pichincha	1.081
Sta. Elena	64
Sto. Domingo	41
Sucumbios	59
Tungurahua	259
Zamora Chinchipe	37
TUKUY	4.093

RUNAKUNATA LLIKA PANKAPI YACHACHISHKAMANTA YACHASHKATA HAPISHKAKUNA

No.	YACHAY KATINA	YACHASHKATA HAPISHKAKUNA	YACHANAKUNATA YALLISHKAKUNA	% HAPIRISHPA LLAMKAK YALLISHKAKUNA
1	Tikrachishpa Llika Pankapi Katuna-rantina	2.535	1.818	71.72%
3	Uchuk Yupay Alii Charishkakuna Yanapaykunapash	1.656	1.440	86.96%
5	Uchuk Yupay Llamkashkakuna	1.048	894	85.31%
7	*Kulliyachina	1.018	837	82.22%
9	*Alii Kulliki Shitana	568	458	80.63%
11	*Llamkankapak Hapina	587	495	84.33%
13	*Uchuk Yupaykuna	39	35	89.74%
15	*Uchuk Yupay	2.661	2.514	94.48%
17	Emergencias	628	475	75.64%
18	PAC	1.929	1.533	79.47%
	TUKUY	12.669	10.499	82.87%

lika pankapi katishpa yachaykunata llamkashkamanta kay 2011 watapi.

lika pankapi katishpa sapa yachaykunaka Llamkak Runa Wasikunatami yanapan, ashtawan tukuykuna rikushpa katichun ñukanchik mamallakta charishkakunata sumakta mirachinkapak.

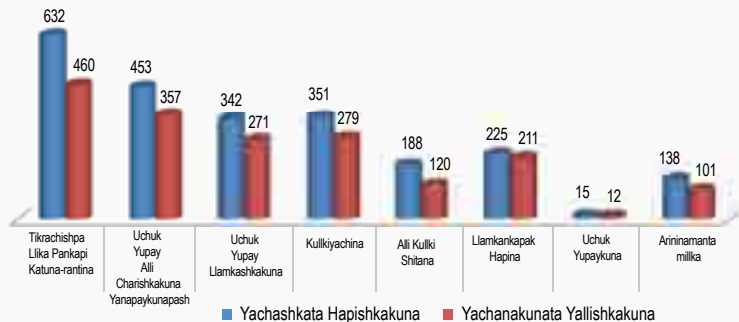


KATUKKUNATA YACHACHISHKAMANTA YACHASHKATA HAPISHKAKUNA

No.	YACHAY KATINA	YACHASHKATA HAPISHKAKUNA	YACHANAKUNATA YALLISHKAKUNA	% HAPIRISHPA LLAMKAK YALLISHKAKUNA
2	Tikrachishpa Lika Pankapi Katuna-rantina	632	460	72.78%
4	Uchuk Yupay Ali Charishkakuna Yanapaykunapash	453	357	78.81%
6	Uchuk Yupay Llamkashkakuna	342	271	79.24%
8	*Kulkiyachina	351	279	79.49%
10	*Ali Kulki Shitana	188	120	63.83%
12	*Llamkankapak Hapina	225	211	93.78%
14	*Uchuk Yupaykuna	15	12	80.00%
16	*Aninamanta milka	138	101	73.19%
	TUKUY	2.344	1.811	77.26%

Ilika pankapi katishpa yachaykunata llamkashmanta kay 2011 watapi.

Ankupi katishpa yachaykunaka, ishka chunka shusku pachakunatami llamkan kay kanchis kanchisriy punchakunata; tukuy runakupak pachata rikushpa, ashwankari nima kullita shitanachu kan.



MARKAKUNA	KAMAKKUNA	KATUKKUNA	TUKUY
Azuay	97		97
Bolivar	6		6
Cañar	49		49
Carchi	43	14	57
Chimborazo	9	2	11
Cotopaxi	93	1	94
El Oro	4	3	7
Esmeraldas	41	158	199
Galápagos	23		23
Guayas	164	522	686
Imbabura	38	2	40
Loja	30		30
Los Rios	84	6	90
Manabi	54		54
Morona Santiago	4		4
Napo	24		24
Orellana	5		5
Pastaza	46		46
Pichincha	843	506	1.349
Sta. Elena	30	1	31
Sto. Domingo	34		34
Sucumbios	9		9
Tungurahua	205		205
Zamora Chinchipe	3		3
TUKUY	1.938	1.215	3.153



Tomás Campero

Alli yachak

Contratación Públicamanta pushak, BID

Ecuator Mamallakta sumaktami kushiyarina kan kay Contratación Pública ñawpakman yallishkamanta, tukuykunapa ñan tukushpa rikurishka, may sinchi rikukpipash, ashtawan ña purishkakunaka kay mamallaktapika kan, kutin shuk mamallakunapa katina ñanmi tukushka paktata allí llamkashkamanta.

Kay tukuriy watakunapika yaykurishkami ashka ruranakuna,

PAKATACHISHKAKUNA: SHUK RIRPUSHINA, ACHIKLLA UTKASHPA LLAMKAKTA RIKUCHISHKA

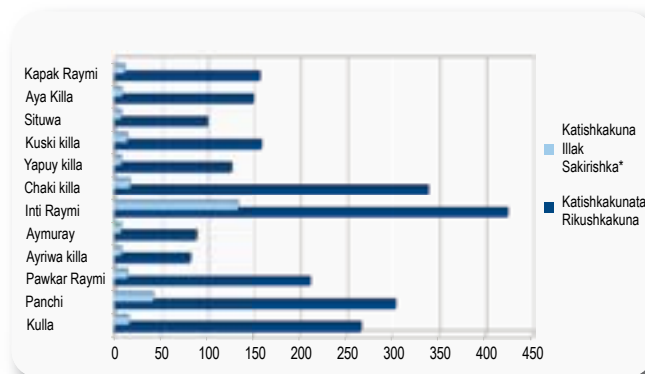
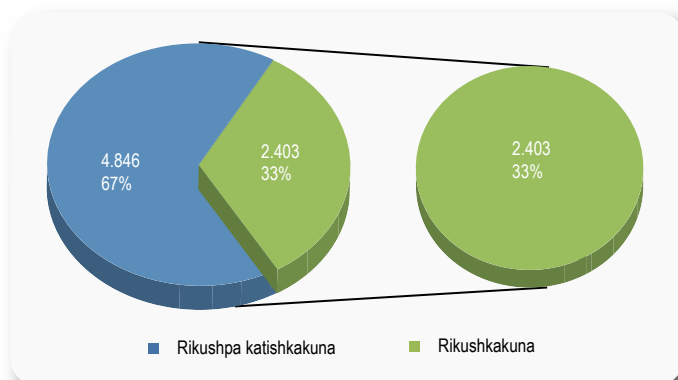
kaykunawanka Ecuador mamallaktapika allí llukshirikunatami charina kanchik. Mushuk kamachikunata ruray, shinallatak mushukyachipapash allitami rurayta ushachishka kay mamallakta ukupi kutishuk llamkak wasikunawan. Chinallatak, shuk rikuy patata rurashka www.compraspublicas.gob.ec chaymantapash mushuk hillaykunata churashpapas, kay convenios marco nishkawanka sumaktami allichishka katuna-rantina pachakunata. Kutin kay INCOPTa mushukyachimi may alli karan, paimi ashtawan shuk allí llamkayta rikushichka, chaymantami kay hatun rikuchiya karashka karka Premio Liderazgo 2010 de la Red Interamericana de Compras Gubernamentaleswan, BID yanapaywan, OEA, IDRCpash. Kutin chinallatak shuktak shuktak kuskamantapash mañaykuna rikurinmi. Kutin allimi kan rikuna ashtawan kaykunaka shuk kawsay mushukyachinami tukunka, chaymantatakmi ashka sinchi rikurin kay Mamallaktapika.

Chinallatak, kutishuk ruraykunapash tiyanmi, ashtawan INCOPTa yanapashpa, kaymi kan llamkak runakuna, mamallakta ukumanta – hawamanta kamak rikuykuna. Kay ishka hillaykunatami allí tinkichishpa apana kan may llakikuna ama tiyachun katuna-rantina pachapi. Alli yachak runakunata mana charishpaka, imatapash llukshichita mana usharinkachu, chinallatak paykunamanka, allitami charina kan, sumakta kullikunawanpah karashpa. Chinallatak rikuranami tukun, hillaykunata allita apachun. Kutinllati, paykuna llamkashkata allillami ñukanchik purashpa katina kan, kaywanka tukuy punchakunatami allí yachashpa katinkakuna. Ashtawanpash tukuy pachatami rikchaklla katina kanchik, ashka ñanmi sirin allí alliman chayankapakka. Mamallakta pushakkuna, hatun llamakkunapash punchanta punchanta wiñarishpa katina kan, kaywanka kullkiyachita paktankapak, chaymanta kipaka ñikanchik Ecuador mamallakta wiñaypi yanapashpa katinkapak.

KATIY	RIKUYKUNA KATIKUNA	
KILLA	KATISHKAKUNATA RIKUSHKAKUNA	KATISHKAKUNA ILLAK SAKIRISHKA*
Kulla	265	16
Panchi	303	42
Pawkar Raymi	211	14
Ayriwa killa	81	7
Aymuray	88	7
Inti Raymi	424	133
Chaki killa	339	17
Yapuy killa	126	7
Kuski killa	159	14
Situwa	100	7
Aya Killa	150	8
Kapak Raymi	157	11
TUKUY	2.403	283

* Rikushpa katishkamanta shushirishka.

Rikushpa muyurishpapash INCOPka llamkanmi kay (contratación) ashkami kashka, ashtawan kay Sistema Nacional de Contratación Pública hatun kamachipi nishkata rurachun, chinallatak paypak katina kamachikkunatapas.



2011 WATAPI YUYARISHKAKUNA

Kanchis mushuk kamachikunatami kacharishkakuna, kay Sistema Nacional de Contratación Pública may allta tatkichun, kamachipi killakashka ñankunata katishpa.

Yupay: kamachiy 047-2011

Kacharishka puncha: 25 kulla killapi 2011 watapi

Yuyay-rimay: katuna-rantina ñankuna, kay yaykuriy katuna pachata rurankapak.

Riksichiy: Kay yaykuriy katuna pachata rikushpaka, INCOPka shuk utka tatkina hillaikunatami churarka, kaywanka tukuy mutsushkakunatami rantinata usharinka, kay uchuk mintalay ukunapipi, chinallatak makiwan awashpa llamkak runakunapata, waklin llaktamanta kulliyachish llamkak runakunamantapash.

Yupay: kamachiy 048-2011

Kacharishka puncha: 02 aymuray killapi 2011 watapi

Yuyay-rimay: kamachimanta llukshishka rimarikuna shuktak kullkuchishkamanta ñankunata katishpa allichina.

Riksichiy: kay kamachiy surkushkaka ñanta paskashpami kan kay kipa ñukanchik mutsuykunata rantinkapak, chinallatak katunkapak.

Yupay: kamachiy 049-2011

Kacharishka puncha: 17 aymuray killapi 2011 watapi

Yuyay-rimay: Ñankunamanta rimari kay katukkunata aklashpa kankapak chinallatak kay arinishpa llamkana millkapi.

Riksichiy: ICOPka katina ñankunata churashpami kashka katukkunata aklankapak, chaymanta kipaka arinishpa llamkana millkapi aspichinkapak, chinallatak kay katukkunata tukuy katunakunata Catálogo Electrónico churashpa kachun.

Yupay: kamachiy 050-2011

Kacharishka puncha: 22 Inti killapi 2011 watapi

Yuyay-rimay: Antawakunata rantinkapa katina kamachiñan.

Riksichiy: Katina kamachiñantaka churashkami ashtawan kay Reglamento Sustitutivo de Adquisición de Vehículo nishkapi rimakushka kakpi, kayka tukuy ñukanchik Ecuador mamallaktapipi kan.

Yupay: kamachiy 051-2011

Kacharishka puncha: 16 Kuski killapi 2011 watapi

Yuyay-rimay: yapak kamachi mintalayta alli rikushpa charinkapak.

Riksichiy: INCOPka kamachiñantami churarka tukuy mintalaykuna mañachun.

Yupay: kamachiy 052-2011.

Kacharishka puncha: 11 Wayru killapi 2011 watapi

Yuyay-rimay: Registro Único de Proveedorespa Rikuna Hatun Kamachiñan, katun wasi churarichun, chinallatak mana ushakkunapash churarichun.

Riksichiy: kay mushuk hillaikunatami rikuna hatun kamachika mushukyashpa kan tukuy puchhakunata, chashnami katukkuna, hapikkuna, mana ushakkunatapash INCOPmi rikushpa kan.

Yupay: kamachiy 053-2011

Kacharishka puncha: 14 Wayru killapi 2011 watapi

Yuyay-rimay: Pankapi tiyak maychaniy yuyashkamanta rimari, kayka Portal de Compras Públicaspimi churarishpa rina kan kay mamallakta katuna-rantina ñan pachapi (Fase Precontractual y Contractual).

Riksichiy: kay Reglamento General de la Ley Orgánica de Contratación Públicapimi rimarikukta purichinkapak, kaypika allitami nin ima pankakunata tantachishpa katina kan kay katuna-rantina pachapi.

Yupay: kamachiy 054-2011

Kacharishka puncha: 12 Sasi killapi 2011 watapi

Yuyay-rimay: kay Especificación Técnica, Términos de Referenciapakpash kamachikunata churan, chinallatak pachakuna, pacha tukurinakunamantapash churashpami kashka, kay pankakunata katuna-rantinkapakpash tantachishpa kankapak.

Riksichiy: Kay katukkunata, rantikukkunatapash rikushpa katichinkapakka, INCOPka ashka ñankunata churashpami kashka, kaykunapika imashina katina, may pachakama usharina, chinallatak may pachapi tukurinamantapash churashpami kashka.

Uchuk willay: Tukuy ñukanchik willaykuna chinallatak llamkaykunatapash kay anku pankakunaman yaykurishpami tarinkichik: www.incop.gob.ec. Menú: Normativa

Ecuador mamallaktapika mushuk katunarantina pachami wiñarikun, kutin tukuy mushuk kawsaypash kutishuk sinchi patakunatami yallina kan.

Tukuykuna, warmi kari llamakkuna katunkapak rantinkapakpash charin shuk mushuk hillantakunata, kutin hapikkunapash ashtawan allitami kutichin, ña mana pakashkachu kan yuyashpa, ashtawan utkallami llamkashpa nishpa.

Tukuy runakunaman alli yachaykuna chayashpa kachunka, willay pankakunapimi kachashpa kashka, chinallatak mushuk kamachik wacharishkatapash willashpa, mushuk hillantakuna surkushkatapash willashpa kay Sistema Nacional de Contratación Pública manta rurashkakunata. Chaymantami wacharirka kay mashi punku anku michak, tukuy runakunapak allilla yaykurichun, riksichun, yachachun kay pachaman.



KATUNA-RANTINA MAMALLAKTAPI SHUK MUSHUK ÑAWI, MUSHUK RIKUYWAN KANA KAN



www.incop.gob.ec

2011 wataka apamurkami kay REVISTA DE LA CONTRATACIÓN PÚBLICA. Kimsa killkashka kamukunawan ishka killapi pichka waranka runakunami kuan punchapika paypak makikunapi charin shuk yachana pankakunata, maypi tukuy katina ñankunata tarinkakunami.

Kunankamanka rimanakuna: Subasta Inversa Electrónica; may allikashka paktashkakunatapash kay Subasta Inversa de Medicamentos; chinallatak willanapachapi kamakchishpa, chaymantapash kutishukkuna riksirykunata karashkamantapash, ñukanchik mamallakta Sistema Nacional de Contratación Pública may allipi sakirishka kan tukuy pachapi.

› Annual Report 2011



THE INCOP OPENS BORDERS INSIDE OF THE REGION

Definitively Ecuador is sent on its way to the achievement of big goals. All we have to do is to agree in order to reach common objectives addressed to improve the public-private practices in favour to the transparency and efficiency.

The great reliability reached by the electronic system of public hiring, in such a short time, has turned it into a continental referent because of its opportune implementation, its low prices of construction and maintenance, the remarkable participation of MI-PYMES in the public market, the citizen's intervention through the oversights and because of the results reached on benefit of the Ecuadorian society.

This confidence reflects that the INCOP, in year 2010, had achieved the first price to Leadership in the reforms of Public Hiring "Joseph Francois Marcelló" and that in this year we had been entrusted the Presidency of the Inter American Web of Governmental Purchases (RICG), trusting in that the confidence of the leadership displayed internally can now properly steer the reins of this Latin-American organisation.

From then during year 2011, Ecuador had been invited to participate in important international meetings where some countries of the region have shown their interest in knowing the Ecuadorian pattern.

We can tell with pride, that nowadays, Ecuador is located in the highest quadrant of the countries with the best systems of Public Hiring of America and the world. We live in a critic, executive and full of purposes country. In this frame, the INCOP keeps on working non-stop in order to reach the goals fixed in the National Plan of development, designed by the National Government.

¡WITH THE INCOP ALL OF US DO BETTER!

Dr Jorge Luis González Tamayo
EXECUTIVE DIRECTOR
NATIONAL INSTITUTE OF PUBLIC HIRING

ECUADOR: LEADER OF THE



Between October 18th and 20th-2011, it took place in Santo Domingo City, Dominican Republic, the VII Annual Conference of Governmental Purchases of the Americas, the highest authorities of dialogue, interchange, organization and negotiation of the Inter American web of governmental purchases -RICG-, being the most relevant technical forum for the diffusion of the advances of the Americas' Public Purchases.

The RICG, organising authority, appeared by initiative of the countries from the continent which is supported by the American States Organization, OEA; the Inter American Bank of Development, BID; The International Centre of Research for the Development, IDRC; and The Canadian Agency of International Development, CIDA; together with other organisations executors of projects such as San Martín University from Argentina and FLACSO Chile, during the Annual Conference elects their President every year, among the representatives of the organisations in charge of ruling the Governmental Hiring of the countries in the Continent.

In the current year, such designation was addressed to doctor Jorge Luis González, Executive Director of the INCOP, in a very tight election that seemed to have poor probabilities of triumph because the other candidate was the highest host representative of the Dominican public purchases; his candidature was sponsored by the central American and Caribbean countries, who apparently surpassed in number to the south American countries who supported the candidature of the representative of Ecuador, Doctor Jorge Luis González; there exists a natural tendency to rotate the representation by sub regions, taking in account the fact that the last President of the Interamerican System was the representative of Peru, member of the CAN.

This designation, added to the first Prize to Leadership in Governmental Purchases granted in the 2010 Conference, establishes a sign of respect, confidence and acknowledgement, at international level of what is being done by Ecuador in order to improve the efficiency and transparency of the Governmental Purchases.

Without any doubt, they also strength their wise move of imprinting a radical change in the National Public Hiring by impelling the creation of the National System of Public Hiring.

Our commitment of going on from the INCOP by having bearings on the improvement of the public-private practice in order to achieve an optimum progress and respect to the Public Resources, executed by the State Hiring, now looks renewed with this responsibility.



| Members of the Inter American System of Governmental Purchases 2011

SUB REGIONAL WORKSHOP ANDEAN COMMUNITY AND SOUTH CONE



| August the 4th – 5th 2011

The INCOP, with the support of the Inter American System of Governmental Purchases, RIGC; the Inter American Bank of Development, BID; the Organisation of American States, OEA and the International Centre of Research for the Development, CRDI; in commemoration of the third anniversary of the creation of the National System of Public Hiring, developed with success the first Sub Regional Workshop Andean Community and South Cone

The topics they dealt with were:

- Mechanisms of Transparency in the Public Hiring.
- The sustainability of the efficiency in the Public Hiring.
- Procedures for the Public Hiring and improvement of efficiency in the State.

Authorities of the ruling organisations of the Public Hiring in South America and National as well as international experts with acknowledged trajectory participated in the different panels.

The workshop was addressed to hiring organisations, State suppliers, control organisations y public concerned about the Public Hiring.

THE INCOP... A REFERENT OF TRADING FOR THE ENTIRE REGION

Since the launch of the INCOP three years ago, the Government from Ecuador has proved that the creation of the Institute was only the first step to materialize a modern vision of the negotiation of the Governmental Purchases. The advances and profits haven't stopped happening ever since the INCOP started working, which must be a reason for satisfaction not only for the Ecuadorian people but for all Latin America.

Granted that the Public Purchases suppose the 25% of the Gross Domestic Product from Ecuador, the competitiveness of the country, its aptitude to the attraction of investments, the possibility to develop a national entrepreneur class, and in general the credibility of the Ecuadorian Public Administration, depend in big part on the good labour of the INCOP.

All the institutions related to the INCOP in Latin America and the Caribbean, which make part of the Inter American System of Governmental Purchases(RICG), have recognised the success of the INCOP during year 2010 granting its Director, Jorge Luis González, the Prize Joseph Francoise Robert Marcelló to Leadership in Public Purchases of the region, and in year 2011, by electing Mister González for the charge of President of the System. These two facts speak by themselves about the work being done.

From its responsibility as Technical Secretariat of the RICG, the OEA congratulates the INCOP for the successful journey and cheers up all the members of the Institute to not to faint during the effort to turn Ecuador into an international reference in the



Miguel A. Porrúa
Technic Secretary of the RICG /
Senior Expert in charge- Government
AMERICAN STATES ORGANISATION

ambit of Governmental Purchases. In the same way it thanks the kind disposition of the INCOP to share its acknowledged experienced and its valuable knowledge with the brother countries of the Region. Keep on going through the same path.

PORTAL INDICATORS

INDICATOR	RESULT
Availability of the Portal	99.78%
Number of incidents that tried to attempt the security of the Portal	125.422
Number of invitations sent to suppliers to participate in hiring processes	81.196.158

PRODUCTIVITY OF THE INCOP

Budget assigned to the INCOP	\$ 5,811,284.65
Number of functionaries	165
Budget reduction from the National System of Public Hiring	\$ 340,521,816.14
Budget of the INCOP/Budget Reduction	1.71%

MACRO ECONOMIC INDICATORS 2011

INDICATOR	RESULT
General budget of the State 2011 USD	\$ 23,950,249,957.03
PIB 2011 (Previs) USD	\$ 65,945,000,000.00
Amount of Public Hiring USD	\$ 9,857,369,693.80
Amount of Public Hiring/General Budget of the State	41%
Amount of Public Hiring/PIB	15%

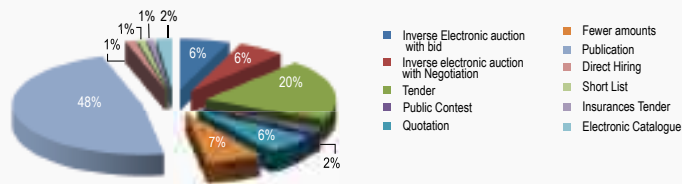
> BUDGET REDUCTION

Total Budget	\$ 10,197,930,319.84
(-) Publication	\$ 4,696,690,403.26
(=) Base Budget Reduction Estimate	\$ 5,501,239,916.58
Budget Reduction	\$ 340,560,626.04
% Budget Reduction	6.19%

* For this analysis the corporative auction of medicines made by the INCOP, is not included.

> SUMMARY OF HIRING PROCESSES

KIND OF PROCESS	# OF PROCESS	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
Electronic Inverse Auction With Bid	14.888	751,527,524.53	609,394,201.11	142,133,323.42	18.91%
Electronic Inverse Auction With Negotiation	13.782	615,967,046.32	569,892,330.40	46,074,715.92	7.48%
Tender	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%
Public Contest	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%
Quotation	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%
Fewer Amount	25.225	683,678.165.75	681,931,390.27	1,746,775.48	0.26%
Publication	62.624	4,696,690,403.26	4,696,690,403.26	0.00	0.00%
Direct Hiring	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%
Short List	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%
Insurances Tender	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%
Electronic Catalogue	24.156	198,148,654.66	198,148,654.66	0.00	0.00%
TOTAL	152.225	10,197,930,319.84	9,857,369,693.80	340,560,626.04	3.00%



THE INCOP... Present in the world

June the 27th – 28th 2011

San Salvador, El Salvador

Sub regional Central American workshop of the Inter American web of governmental Purchases.

Activity: Participation as a country external from the sub region, next to Chile, Mexico and Panama.

Results: some countries interested in following and studying the Ecuadorian pattern of Public Hiring. Delegations of functionaries will be sent to our country.

July the 14th 2011

Bogotá, Colombia

Invitation of the Secretariat of Planning of Colombia.

Activity: meeting with delegates of different public organisations of Colombia, who are in the Public Hiring Modernisation Plan, are in projects for the creation of their ruling organisation.

Result: the Ecuadorian experience presents a remark to follow.

October the 18th to the 20th 2011

Santo Domingo, Dominican Republic

VII Annual Conference of Governmental Purchases of the Americas – Inter American System of Governmental Purchases -RICG-

Activity: Participation in the conference y election of the new official of the RICG.

Results: Achievement of the Presidency of the Inter American Web of Governmental Purchases.



November the 09th to the 10th 2011

San José, Costa Rica

IV Congress of Innovation in Digital Government.

Activity: Participation as deponent. The experiences and knowledge about the improvement of the services were transmitted, in this case of Public Hiring that the State gives to the citizens through the usage and application of the technologies of information.

Results: it allowed even more, the positioning of the system of Public Hiring of Ecuador, as an international remark of transparency and efficiency.

November the 21th to the 24th 2011

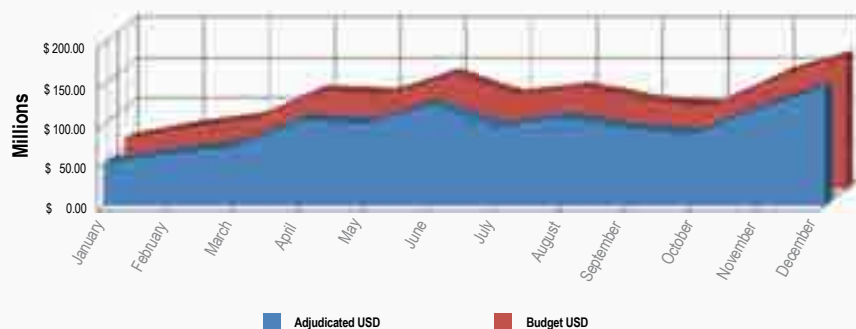
Bali, Indonesia

Conference about Electronic Public Hiring in Asia and the Pacific.

Activity: Theme: "The impacts of the implementation of the new Electronic System of Public Hiring in ECUADOR". It's worth to remark that the participation of Ecuador was required by: The Asian and Inter American Bank of development, sponsors of the event.

Results: based in the experience, Ecuador through the INCOP, managed to situate itself as a remark of the Latin-American Public Hiring, in that important Asian forum.

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	933	62,053,652.50	53,538,601.54	8,515,050.96	14%
February	1.411	77,184,482.80	64,416,702.42	12,767,780.38	17%
March	2.849	87,181,942.77	74,035,111.62	13,146,831.15	15%
April	3.044	122,063,074.02	105,233,638.92	16,829,435.10	14%
May	2.370	117,045,338.13	101,450,838.34	15,594,499.79	13%
June	2.527	142,163,226.68	125,040,310.47	17,122,916.21	12%
July	2.279	115,588,886.33	96,684,089.58	18,904,796.75	16%
August	2.967	126,166,414.22	108,046,273.13	18,120,141.09	14%
September	2.320	109,243,122.78	95,480,971.76	13,762,151.02	13%
October	2.624	102,783,196.12	88,305,429.82	14,477,766.30	14%
November	3.001	140,475,357.64	121,226,198.20	19,249,159.44	14%
December	2.345	165,545,876.86	145,828,365.71	19,717,511.15	12%
TOTAL	28.670	1,367,494,570.85	1,179,286,531.51	188,208,039.34	14%

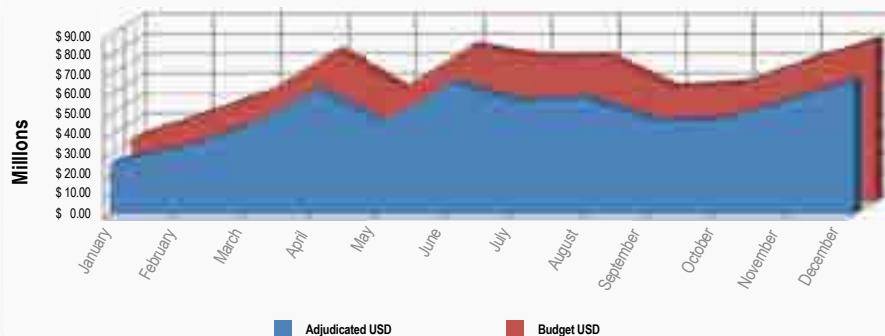


* Information took in reference to the date of adjudication of the processes.

More than 188 million dollars in Budget reduction has been reached with the execution of around 29 thousand hiring processes, turning the Electronic Inverse Auction's informatics tools into the most used by the hiring organisations.

> ELECTRONIC INVERSE AUCTION WITH BID

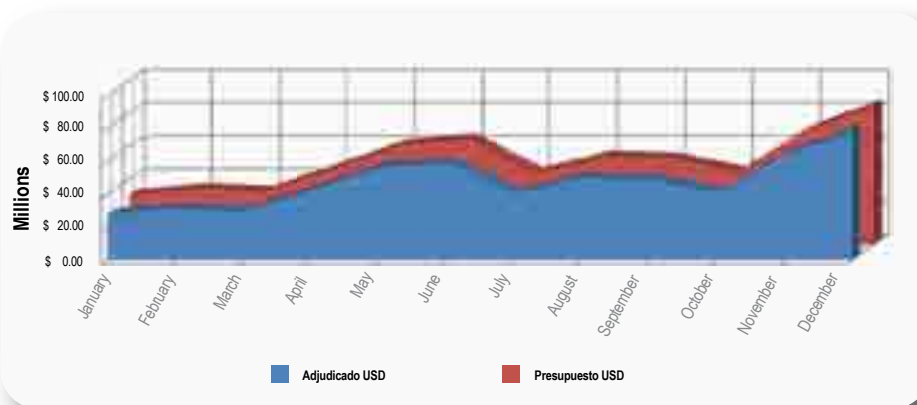
MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	497	31,838,237.10	25,953,653.57	5,884,583.53	18%
February	781	43,074,577.59	33,094,083.78	9,980,493.81	23%
March	1,508	54,827,590.19	44,230,004.24	10,597,585.95	19%
April	1,454	75,931,600.93	62,562,499.55	13,369,101.38	18%
May	1,204	56,394,403.50	45,255,172.26	11,139,231.24	20%
June	1,399	77,950,276.43	65,794,201.61	12,156,074.82	16%
July	1,294	72,232,541.06	56,450,526.89	15,782,014.17	22%
August	1,560	72,404,902.86	57,993,910.51	14,410,992.35	20%
September	1,245	56,675,210.25	46,640,854.78	10,034,355.47	18%
October	1,374	58,691,265.52	47,526,394.56	11,164,870.96	19%
November	1,461	70,815,490.26	57,016,158.98	13,799,331.28	19%
December	1,111	80,691,428.84	66,876,740.38	13,814,688.46	17%
TOTAL	14,888	751,527,524.53	609,394,201.11	142,133,323.42	19%



* Information took in reference to the date of adjudication of the processes.

More than 14 thousand processes done with the Inverse Auction with bid, have allowed the participation of thousands of suppliers, in equal conditions, with a fair price for the Government.

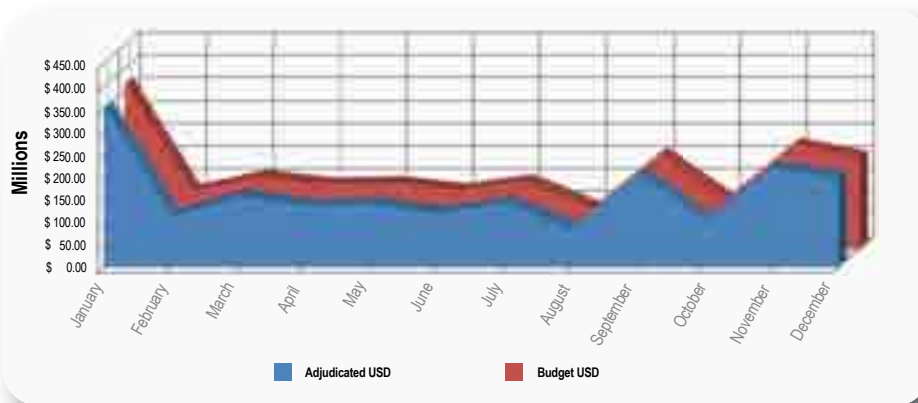
MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	436	30,215,415.40	27,584,947.97	2,630,467.43	9%
February	630	34,109,905.21	31,322,618.64	2,787,286.57	8%
March	1,341	32,354,352.58	29,805,107.38	2,549,245.20	8%
April	1,590	46,131,473.09	42,671,139.37	3,460,333.72	8%
May	1,166	60,650,934.63	56,195,666.08	4,455,268.55	7%
June	1,128	64,212,950.25	59,246,108.86	4,966,841.39	8%
July	985	43,356,345.27	40,233,562.69	3,122,782.58	7%
August	1,407	53,761,511.36	50,052,362.62	3,709,148.74	7%
September	1,075	52,567,912.53	48,840,116.98	3,727,795.55	7%
October	1,250	44,091,930.60	40,779,035.26	3,312,895.34	8%
November	1,540	69,659,867.38	64,210,039.22	5,449,828.16	8%
December	1,234	84,854,448.02	78,951,625.33	5,902,822.69	7%
TOTAL	13,782	615,967,046.32	569,892,330.40	46,074,715.92	7%



* Information took in reference to the date of adjudication of the processes.

It's being done in case of the existence of a single qualified technical option. With this mechanism, it was gotten a budget reduction of 7 per cent surpassing the estimated in Art. 47 from the General Regulation of the Organic Law of the National System of Public Hiring, that establishes that the people who offer must reduce their economical offer in at least 5 per cent of the referential budget of the called inverse auction.

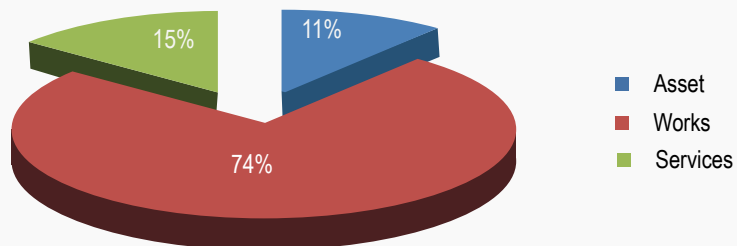
MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	45	364,540,983.49	354,415,261.86	10,125,721.63	2.78%
February	42	126,636,170.59	112,525,430.58	14,110,740.01	11.14%
March	30	159,635,009.63	156,460,510.10	3,174,499.53	1.99%
April	55	141,572,540.02	134,533,299.53	7,039,240.49	4.97%
May	44	145,284,618.92	138,722,376.69	6,562,242.23	4.52%
June	42	128,797,114.00	117,514,010.22	11,283,103.78	8.76%
July	44	148,907,982.23	141,427,305.36	7,480,676.87	5.02%
August	42	89,279,811.88	86,093,316.24	3,186,495.64	3.57%
September	49	210,289,065.71	206,386,098.15	3,902,967.56	1.86%
October	44	107,984,579.18	102,351,847.17	5,632,732.01	5.22%
November	68	230,462,321.60	220,275,545.10	10,186,776.50	4.42%
December	65	201,402,046.87	195,608,866.33	5,793,180.54	2.88%
TOTAL	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



* Information took in reference to the date of adjudication of the processes.

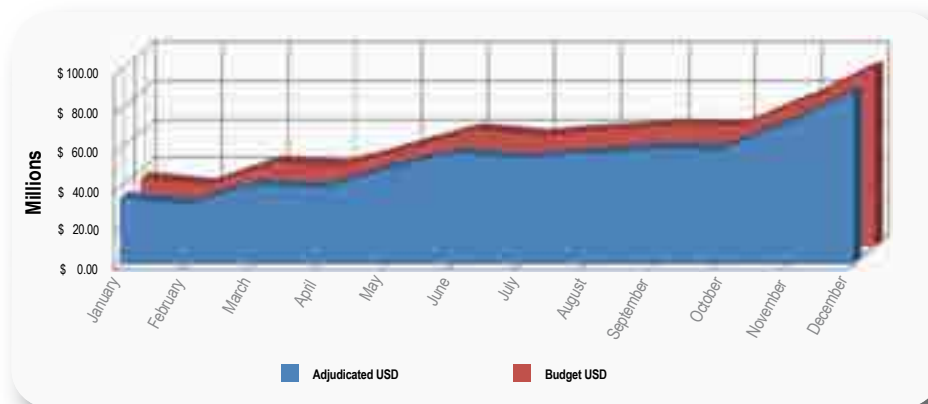
Close to 600 processes of Tender for the acquisition of works, assets or services have been done through the portal www.incop.gob.ec, reaching an amount of adjudication of almost 2 thousand million dollars.

CLASSIFICATION	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
Asset	103	232,469,834.02	209,933,908.96	22,535,925.06	9.69%
Works	339	1,510,600,870.44	1,459,195,901.51	51,404,968.93	3.40%
Services	128	311.721.539,66	297,184,056.86	14,537,482.80	4.66%
TOTAL	570	2,054,792,244.12	1,966,313,867.33	88,478,376.79	4.31%



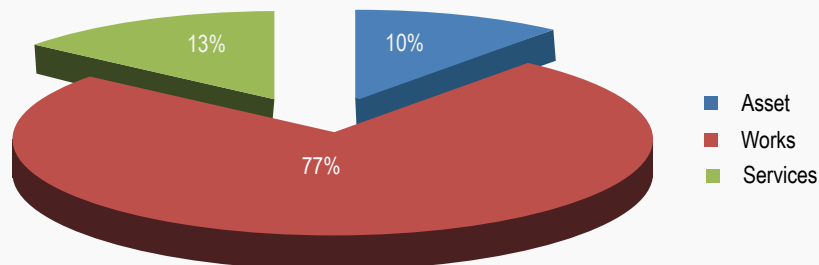
* Information took in reference to the date of adjudication of the processes.

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	178	35,688,634.91	34,246,105.16	1,442,529.75	4.04%
February	168	32,320,497.18	30,726,267.84	1,594,229.34	4.93%
March	200	43,715,676.89	41,083,398.29	2,632,278.60	6.02%
April	179	41,766,081.57	39,314,114.03	2,451,967.54	5.87%
May	211	51,133,317.89	48,814,877.15	2,318,440.74	4.53%
June	245	60,601,779.16	57,418,835.06	3,182,944.10	5.25%
July	231	57,287,184.21	54,234,925.20	3,052,259.01	5.33%
August	236	60,540,497.22	57,158,250.14	3,382,247.08	5.59%
September	252	63,189,650.52	59,957,690.29	3,231,960.23	5.11%
October	269	62,376,881.62	59,255,763.14	3,121,118.48	5.00%
November	302	76,550,147.37	72,502,144.33	4,048,003.04	5.29%
December	368	93,243,317.57	89,020,185.87	4,223,131.70	4.53%
TOTAL	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



* Information took in reference to the date of adjudication of the processes.

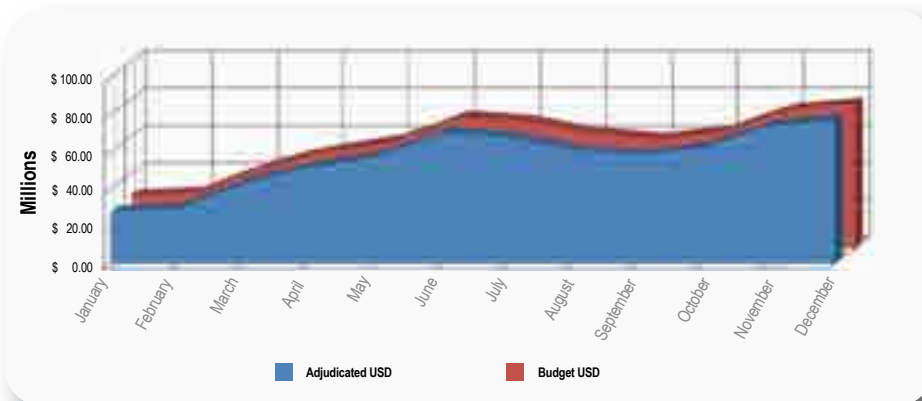
CLASIFICATION	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
Asset	512	70,913,306.62	66,925,650.28	3,987,656.34	5.62%
Works	1.664	519,950,580.46	492,511,821.62	27,438,758.84	5.28%
Services	663	87,549,779.03	84,295,084.60	3,254,694.43	3.72%
TOTAL	2.839	678,413,666.11	643,732,556.50	34,681,109.61	5.11%



* Information took in reference to the date of adjudication of the processes.

More than 14 thousand chosen suppliers, through public raffle and in a random way through the Portal PUBLIC PURCHASES, there were invited to participate in the almost 3 thousand hiring processes made, that allowed a budget reduction of more than 34 million dollars

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	990	28,145,848.14	28,086,322.99	59,525.15	0.21%
February	1.242	29,919,806.79	29,770,072.98	149,733.81	0.50%
March	1.688	43,415,095.18	43,295,600.99	119,494.19	0.28%
April	1.987	52,159,882.03	52,008,892.16	150,989.87	0.29%
May	2.030	57,471,743.48	57,294,697.17	177,046.31	0.31%
June	2.417	70,243,501.37	70,109,525.16	133,976.21	0.19%
July	2.370	68,107,166.16	67,973,916.50	133,249.66	0.20%
August	2.451	61,259,536.29	61,073,591.41	185,944.88	0.30%
September	2.264	58,336,083.50	58,192,175.81	143,907.69	0.25%
October	2.367	62,567,290.80	62,461,871.73	105,419.07	0.17%
November	2.700	74,511,498.69	74,305,167.31	206,331.38	0.28%
December	2.719	77,540,713.32	77,359,556.06	181,157.26	0.23%
TOTAL	25.225	683,678,165.75	681,931,390.27	1,746,775.48	0.26%



* Information took in reference to the date of adjudication of the processes.

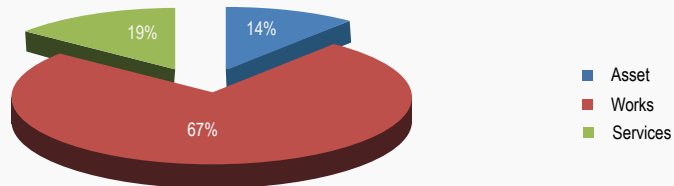
With the usage of this tool the Hiring of professionals has been privileged, micro and small enterprises that had been enabled to exercise the required activity and addressed in the canton, where every contract is executed.

More than 600 million dollars were Compromised, in more than 25 thousand processes

> FEWER AMOUNT DUE TO THE KIND OF CONTRACTUAL OBJECT

CLASIFICATION	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
Asset	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%
Works	10.247	459,143,408.76	459,143,408.76	0.00	0.00%
Services	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%
TOTAL	25.225	683,678,165.75	681,931,382.61	1,746,783.14	0.26%

* Information took in reference to the date of adjudication of the processes..



> FEWER AMOUNT WORKS

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD
January	414	19,002,098.28	19,002,098.28
February	325	14,185,608.11	14,185,608.11
March	523	25,125,074.65	25,125,074.65
April	739	34,648,311.13	34,648,311.13
May	879	40,610,629.35	40,610,629.35
June	1.026	49,465,181.12	49,465,181.12
July	987	47,104,191.26	47,104,191.26
August	936	40,171,418.42	40,171,418.42
September	965	40,133,552.99	40,133,552.99
October	1.004	42,643,620.97	42,643,620.97
November	1.213	53,034,909.21	53,034,909.21
December	1.236	53,018,813.27	53,018,813.27
TOTAL	10.247	459,143,408.76	459,143,408.76

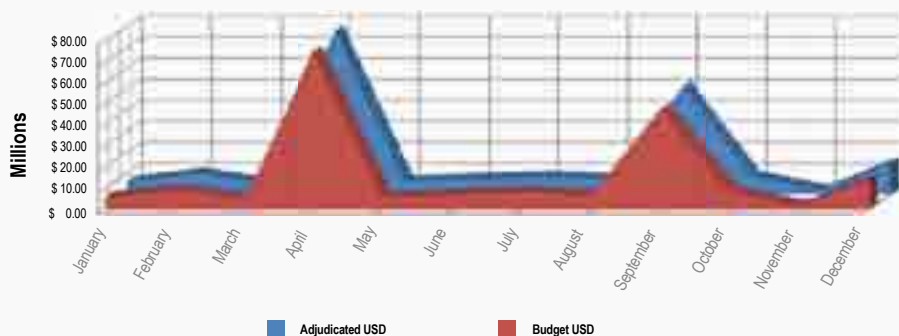
> FEWER AMOUNT ASSETS AND SERVICES

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	275	3,397,635.98	3,361,213.28	36,422.70	1.07%
February	442	6,703,045.37	6,640,230.74	62,814.63	0.94%
March	597	8,047,984.68	7,988,882.16	59,102.52	0.73%
April	672	7,847,960.23	7,760,180.59	87,779.64	1.12%
May	582	7,564,979.60	7,443,609.12	121,370.48	1.60%
June	667	8,418,536.24	8,352,136.58	66,399.66	0.79%
July	654	8,506,016.34	8,436,977.89	69,038.45	0.81%
August	815	9,322,559.11	9,229,541.71	93,017.40	1.00%
September	670	8,229,494.60	8,162,874.28	66,620.32	0.81%
October	681	8,025,838.74	7,982,211.90	43,626.84	0.54%
November	798	9,722,059.73	9,617,264.87	104,794.86	1.08%
December	801	11,973,928.30	11,846,769.82	127,158.48	1.06%
TOTAL	7.654	97,760,038.92	96,821,892.94	938,145.98	0.96%

* Information took in reference to the date of adjudication of the processes.

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	301	5,746,113.88	5,723,010.68	23,103.20	0.40%
February	475	9,031,153.31	8,944,228.11	86,925.20	0.96%
March	568	10,242,035.85	10,181,644.12	60,391.73	0.59%
April	576	9,663,610.67	9,600,400.44	63,210.23	0.65%
May	569	9,296,134.53	9,240,458.51	55,676.02	0.60%
June	724	12,359,784.01	12,292,207.10	67,576.91	0.55%
July	729	12,496,958.56	12,432,747.27	64,211.29	0.51%
August	700	11,765,558.76	11,672,631.22	92,927.54	0.79%
September	629	9,973,035.91	9,895,748.40	77,287.51	0.77%
October	682	11,897,831.09	11,836,038.88	61,792.21	0.52%
November	689	11,754,529.75	11,652,993.12	101,536.63	0.86%
December	682	12,547,971.75	12,493,973.06	53,998.69	0.43%
TOTAL	7.324	126,774,718.07	125,966,080.91	808,637.16	0.64%

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	7	5,908,021.69	5,926,378.34	-18,356.65	-0.31%
February	5	10,097,360.69	9,520,912.18	576,448.51	5.71%
March	6	4,680,848.45	4,702,110.11	-21,261.66	-0.45%
April	5	77,879,997.16	75,297,227.62	2,582,769.54	3.32%
May	9	6,156,751.85	5,998,253.02	158,498.83	2.57%
June	9	7,345,852.94	7,224,668.93	121,184.01	1.65%
July	7	8,606,846.32	8,248,247.24	358,599.08	4.17%
August	9	6,994,449.20	6,716,409.96	278,039.24	3.98%
September	3	51,208,229.27	47,872,059.88	3,336,169.39	6.51%
October	7	8,546,850.60	8,416,038.33	130,812.27	1.53%
November	2	1,623,935.80	1,566,051.80	57,884.00	3.56%
December	12	15,132,640.73	14,508,894.60	623,746.13	4.12%
TOTAL	81	204,181,784.70	195,997,252.01	8,184,532.69	4.01%



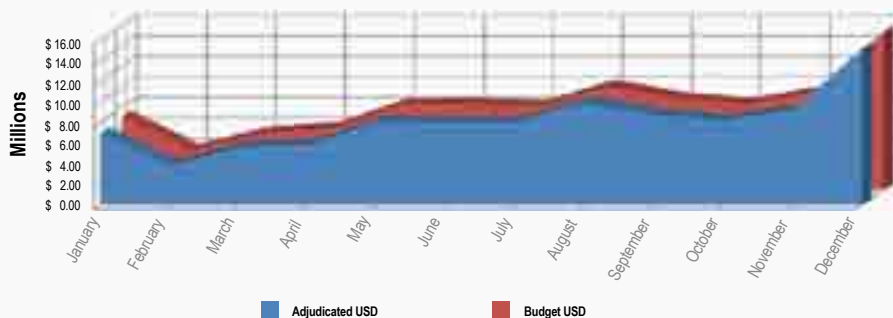
* Information took in reference to the date of adjudication of the processes.

81 processes were done in public contest for the counsellor hiring, in which the suppliers gave their professional specialised services to the State.

> SHORT LIST

(For counselor hiring)

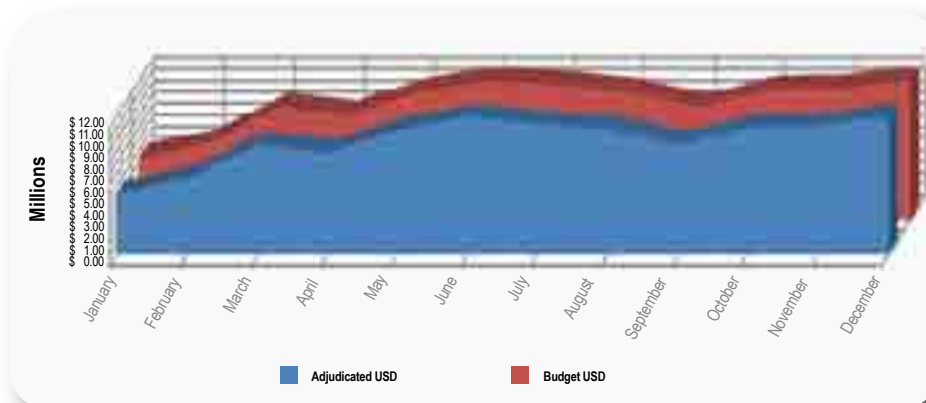
MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	57	7,139,006.05	6,948,805.95	190,200.10	2.66%
February	30	3,855,380.77	3,853,631.74	1,749.03	0.05%
March	41	5,571,258.63	5,632,127.58	-60,868.95	-1.09%
April	44	5,979,942.06	5,930,728.47	49,213.59	0.82%
May	59	8,293,563.72	8,159,133.62	134,430.10	1.62%
June	59	8,392,148.84	7,995,915.96	396,232.88	4.72%
July	58	8,146,250.15	8,087,061.58	59,188.57	0.73%
August	77	10,126,708.14	9,997,929.50	128,778.64	1.27%
September	72	8,910,723.30	8,795,242.82	115,480.48	1.30%
October	62	8,329,571.90	8,220,308.53	109,263.37	1.31%
November	62	9,560,619.36	9,299,648.00	260,971.36	2.73%
December	112	15,401,453.10	15,218,945.34	182,507.76	1.19%
TOTAL	733	99,706,626.02	98,139,479.09	1,567,146.93	1.57%



* Information took in reference to the date of adjudication of the processes.

With a referential budget of around 100 million dollars and a budget reduction of more than 1 million 500 thousand dollars, there have been done 733 hiring processes.

MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	321	5,377,627.99	5,285,592.91	92,035.08	1.71%
February	416	6,730,106.79	6,609,730.94	120,375.85	1.79%
March	552	9,839,687.36	9,636,695.46	202,991.90	2.06%
April	539	9,200,923.60	8,866,675.23	334,248.37	3.63%
May	622	11,161,366.33	10,866,285.70	295,080.63	2.64%
June	681	12,146,870.58	11,978,668.44	168,202.14	1.38%
July	649	11,733,937.11	11,414,752.52	319,184.59	2.72%
August	613	11,111,268.69	10,924,498.36	186,770.33	1.68%
September	608	9,806,555.56	9,630,096.27	176,459.29	1.80%
October	648	11,339,228.24	11,070,058.54	269,169.70	2.37%
November	682	11,434,626.79	11,232,352.42	202,274.37	1.77%
December	727	12,257,293.85	12,124,594.53	132,699.32	1.08%
TOTAL	7.058	122,139,492.89	119,640,001.32	2,499,491.57	2.05%

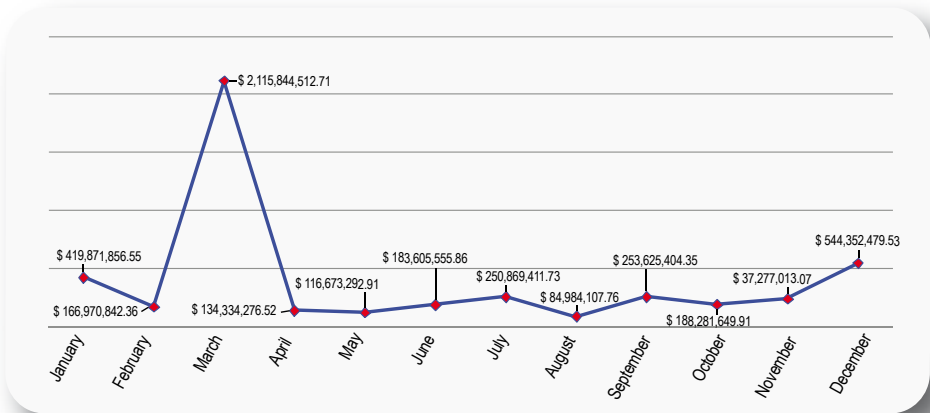


* Information taken base on the processes granted dates.

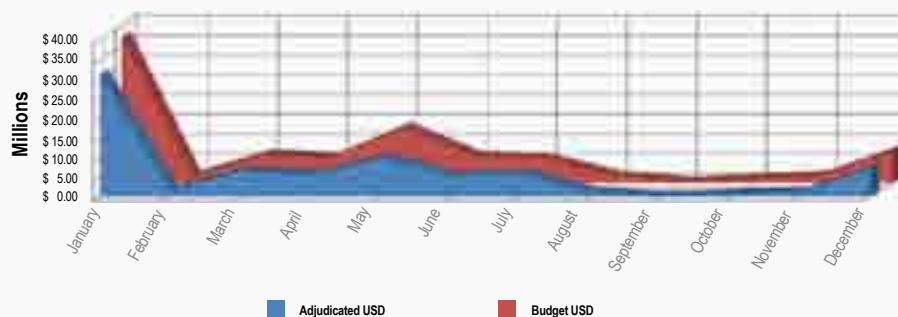
Near 2 million 500 thousand dollars was the budget save reached in more than 7 thousand successful processes.

MONTH	# OF PROCESSES	USD HIRED AMOUNT
January	7.594	419,871,856.55
February	6.007	166,970,842.36
March	6.240	2,115,844,512.71
April	5.359	134,334,276.52
May	7.360	116,673,292.91
June	5.841	183,605,555.86
July	4.492	250,869,411.73
August	3.887	84,984,107.76
September	4.332	253,625,404.35
October	3.076	188,281,649.91
November	3.703	237,277,013.07
December	4.733	544,352,479.53
TOTAL	62.624	4,696,690,403.26

These come from Special Regimen hirings, Business Specific management and Smallest Amount until May 2011.

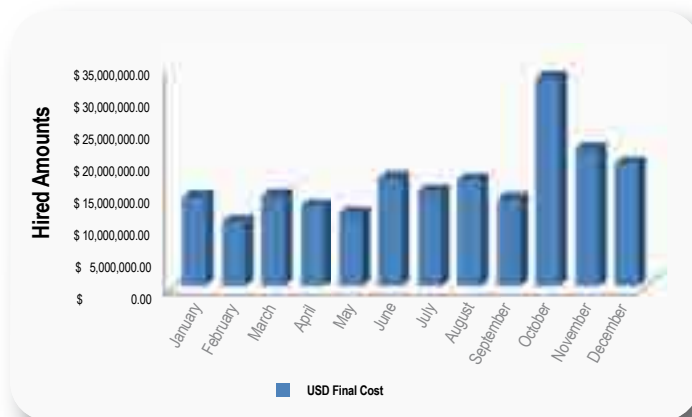


MONTH	# OF PROCESSES	BUDGET USD	ADJUDICATED USD	BUDGET REDUCTION USD	% BUDGET REDUCTION
January	14	37,120,628.17	31,153,075.98	5,967,552.19	16.08%
February	15	1,787,912.31	1,738,915.97	48,996.34	2.74%
March	32	7,102,005.00	6,673,688.17	428,316.83	6.03%
April	31	6,428,779.07	5,600,224.33	828,554.74	12.89%
May	21	14,051,751.45	9,859,271.25	4,192,480.20	29.84%
June	27	6,738,692.03	5,396,367.97	1,342,324.06	19.92%
July	26	6,281,337.44	6,064,248.33	217,089.11	3.46%
August	22	1,753,475.96	1,302,832.22	450,643.74	25.70%
September	11	326,330.65	266,647.58	59,683.07	18.29%
October	17	922,654.63	821,929.71	100,724.92	10.92%
November	26	1,883,019.73	1,348,166.87	534,852.86	28.40%
December	27	8,288,125.04	7,264,189.47	1,023,935.57	12.35%
TOTAL	269	92,684,711.48	77,489,557.85	15,195,153.63	16.39%



* Information taken base on the processes granted dates.

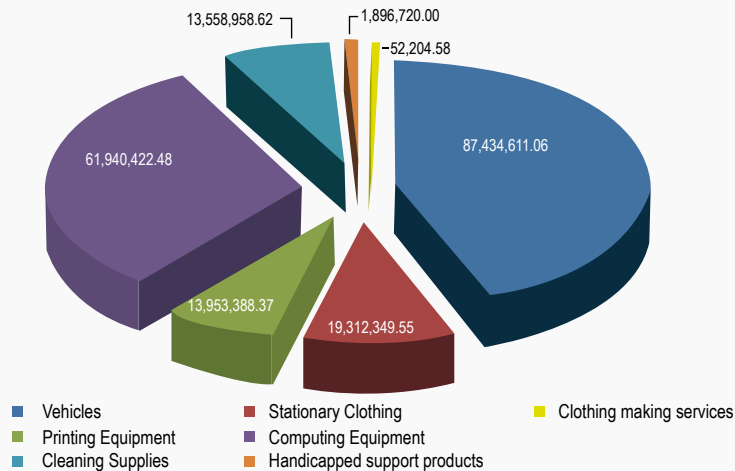
MONTH	AMOUNT	USD FINAL COST	NUMBER OF PROCESSES
January	1.441.846	14,036,854.48	822
February	3.260.136	10,079,943.96	1.795
March	3.460.107	14,161,170.66	2.163
April	2.595.814	12,620,684.98	2.213
May	1.780.992	11,395,015.06	2.071
June	3.126.764	17,026,736.11	2.228
July	2.225.379	14,874,751.23	1.916
August	1.558.173	16,794,360.94	1.994
September	2.468.021	13,728,710.11	2.167
October	2.116.661	32,669,668.07	2.364
November	2.625.517	21,459,021.88	2.620
December	1.439.697	19,301,737.20	1.803
TOTAL	28.099.107	198,148,654.66	24.156



More than 28 million products have been purchased by the hiring entities through the Electronic Catalog, investing almost 200 million dollars.

The purchase of vehicles and computing equipment, are placed as the higher spends.

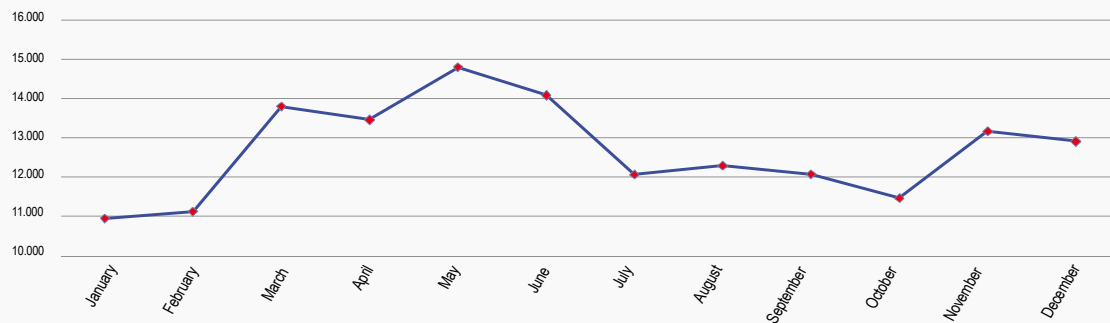
EXISTANT CATALOGS	PRODUCT LINES	PURCHASED PRODUCTS	USD HIRING AMOUNTS
Vehicles	46	3.311	87,434,611.06
Stationary	1.003	23.080.230	19,312,349.55
Printing Equipment	508	12.388	13,953,388.37
Computing Equipment	115	60.628	61,940,422.48
Cleaning Supplies	618	4.930.305	13,558,958.62
Handicapped Support Products	10	5.892	1,896,720.00
Clothing Services	9	6.353	52,204.58
TOTAL	2.309	28.092.754	198,148,654.66



> NUMBER OF HIRING PROCESSES

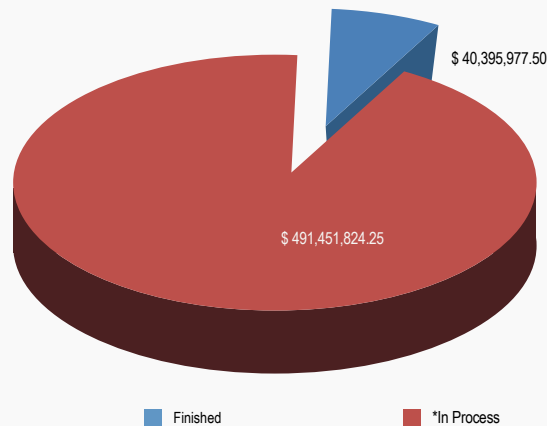
MONTH	PUBLICATION	PUBLIC AUCTION	SHORT LIST	DIRECT TENDER	HIRING INSURANCE	TENDER	PRICE	LESS AMOUNT	ELECTRONIC INVERSE AUCTION	ELECTRONIC CATALOG	TOTAL
January	7.594	7	57	321	14	45	178	990	933	822	10.961
February	6.007	5	30	416	15	42	168	1.242	1.411	1.795	11.131
March	6.240	6	41	552	32	30	200	1.688	2.849	2.163	13.801
April	5.359	5	44	539	31	55	179	1.987	3.044	2.213	13.456
May	7.360	9	59	622	21	44	211	2.030	2.370	2.071	14.797
June	5.841	9	59	681	27	42	245	2.417	2.527	2.228	14.076
July	4.492	7	58	649	26	44	231	2.370	2.279	1.916	12.072
August	3.887	9	77	613	22	42	236	2.451	2.967	1.994	12.298
September	4.332	3	72	608	11	49	252	2.264	2.320	2.167	12.078
October	3.076	7	62	648	17	44	269	2.367	2.624	2.364	11.478
November	3.703	2	62	682	26	68	302	2.700	3.001	2.620	13.166
December	4.733	12	112	727	27	65	368	2.719	2.345	1.803	12.911
TOTAL	62.624	81	733	7.058	269	570	2.839	25.225	28.670	24.156	152.225

The application of the Organic Law of the National System of Public Hiring, show the planned purchased of labors, goods and services from the hiring entities.



STATE	NUMBER OF EMERGENCY RESOLUTIONS	NUMBER OF PROCESSES	USD GRANTED AMOUNTS
Finished	247	603	40,395,977.50
*In Process	156	754	491,451,824.25
TOTAL	403	1.357	531,847,801.75

* These belong to the emergency declarations that have not been declared as finished by the corresponding hiring entity.

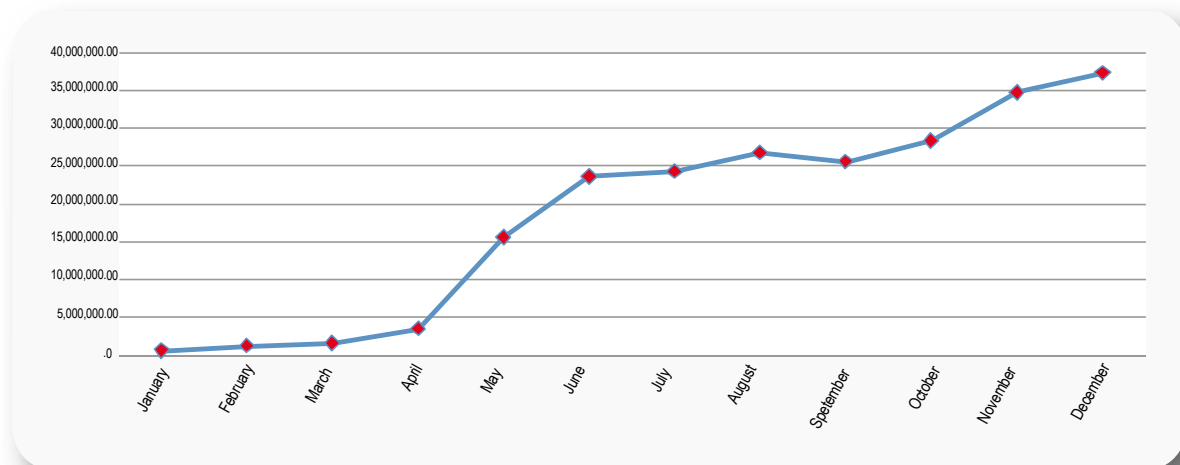


> SMALLEST AMOUNT PROCESSES

MONTH	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Number of invoices	1.341	2.735	3.826	6.037	29.520	44.234	44.539	46.727	47.520	51.892	59.167	53.927	391.465
Hired amount	633,471.00	1,200,228.00	1,539,375.00	3,481,964.00	15,541,029.00	23,594,467.00	24,236,654.00	26,761,875.00	25,534,970.00	28,313,600.00	34,673,487.00	37,345,374.00	222,856,494.00

* For the analysis were used the processes reported that do not over pass the amount for smallest amount of \$ 4,790.50.

* The tool of the smallest amount came into force in May 2011, which is showed in the current graph. The collected information in frames the invoices form 2011 registered until January 15 2012



THE CORPORATIVE INVERSE AUCTION OF MEDICINES, A PIONEERING PROCESS

The process of the Medicines Corporative Inverse Auction, has meant for the INCOP a challenge for the changes that have to be faced and the magnitude of the hiring.

THE PROCESS

2010

JULY: The first work meeting took place, which gathered representatives from the four health institutions: Ecuadorian Institute of Social Security (IESS), Health Secretary, Police Social Security Institution (ISSPOL), Army Social Security Institute (ISSFA) and technicians from the INCOP to elaborate the working schedule methodology, expected amounts to be traded, and other important topics.

JULY - SEPTEMBER: The committee worked intensively in the identification of items, technical sheets elaboration and creation of the Medicines Unique Codex (CUM), from the Seventh table of Basic Medicines. The reports that were elaborated later were approved by the Technical Committee in December.

2011

JANUARY: The process had to stop because the Health Secretary was about to approve the Eighth Table of Medicines, that was qualified in march 2011, date in which the technical committee re-started the process.

JULY 21: The process was published with 615 items, taking in account the preference guidelines established for the national manufactures, against the foreign manufactures.

| Negotiation





| Socialization to providers

JULY 29 AND AUGUST 01: The process was socialized with the Guayaquil and Quito suppliers. The socialization helped to clarify doubts about the mechanisms that will be applied in the auction and in which way the national manufacturers will be benefit, and other topics.

AUGUST 13: The President of the Republic set a new order of priorities for the purchases of medicines: first, to the manufactured in Ecuador; second, to the manufactured in Cuba, as long as they are not produced in Ecuador and third to the manufactured by the transnational industries as long as they are not produced in Ecuador.

So, in a negotiation between governments, Ecuador will import from to the island 78 items.

From that point there are 524 items, between national and foreign products, which were finally published to be auctioned back on August 29 2011 inside the process.

OFFERS

- Until September 26, 1546 offers were received from 88 suppliers.
- Until October 03 the suppliers were notified of the mistakes validation
- Until October 06 the validations were received, it means, the corrections that they had to do, in their offers, the suppliers.
- October 12: the INCOP performed a bid simulation, trying to detect possible problems inside the electronic system.



Real time Electronic bid

- October 17: The offers qualification processed finished and between October 19 and 21 the stage of bids and negotiations took place, stage in which the suppliers, entities and citizens in general, witnessed the transparent process that the National Institute of Public Hiring has led in its totality.

Inside the next stage of the SICM:

In October 21 and October 30, 118 processes were published.

Between November 30 and December 05 the validations were received for the processes that were published on October 21.

December 14: 352 offers qualified from 59 suppliers
December 16: 25 bids and 53 negotiations.



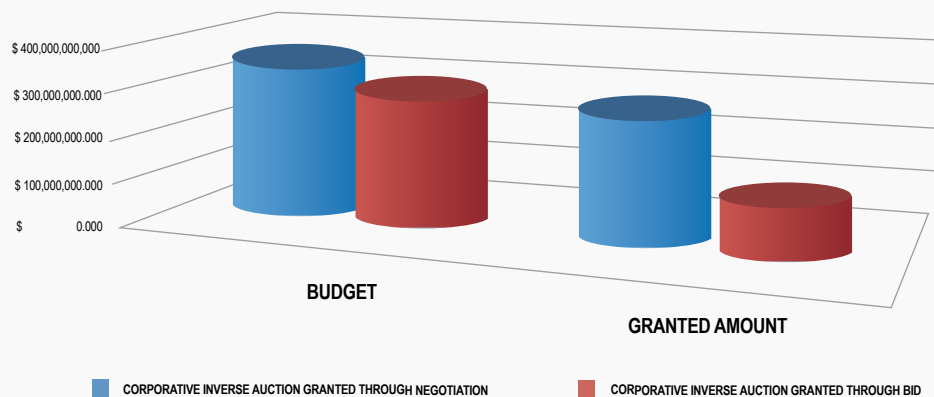
Cnrl. Roque Moreira ISSFA Sub Director, Dr. Vicente Peralta Law Sub secretary of the Republic Presidency, Dr. David Chiriboga Health Secretary, Ing. Raúl Martínez INCOP Sub director, Dr. Andrés Chiriboga National Secretary of the Transparent Manager Advisor.

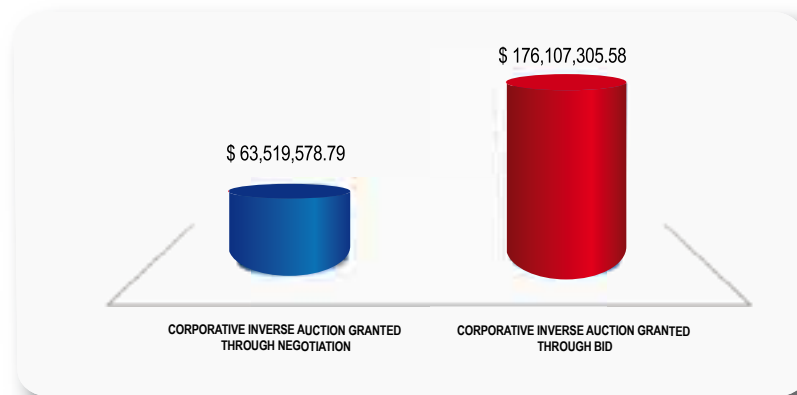
December 9: 21 more processes were published. It means 139 processes published up to this date.

In January 2012 the Framework agreement will be signed, that will open way for the creation of the FIRST REPERTOIRE OF MEDICINES, Goal and objective of this huge effort of the Government, in benefit of the health and welfare of the Ecuadorian citizens.

> CORPORATIVE INVERSER AUCTION OF THE MEDICINES BY GRANTED TYPE

TYPE	# OF PROCESSES	USD BUDGET	USD GRANTED	USD BUDGET SAVE	% BUDGET SAVE
Corporative Inverse Auction Granted Through Negotiation	152	360,408,074.46	296,888,495.67	63,519,578.79	17.62%
Corporative Inverse Auction Granted Through Bid	113	278,087,184.91	101,979,879.33	176,107,305.58	63.33%





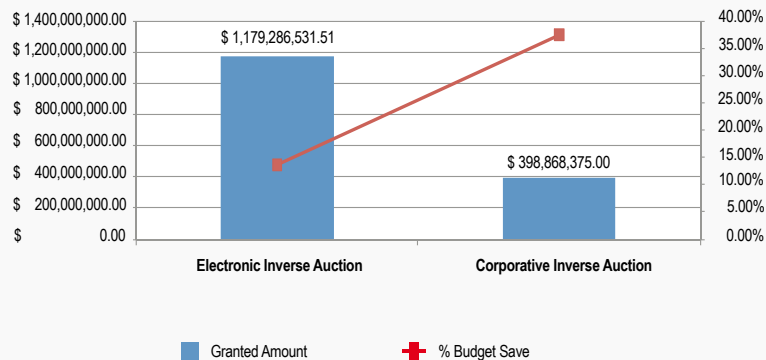
It is important to highlight that the SICM budget save is from an estimate of the amount of purchases that will be done by the public health entities during the next two years.

> BUDGET SAVE INCLUDED THE ESTIMATE OF THE SICM

Total budget	10,836,425,579.21
(-) Publication	4,696,690,403.26
(=) Budget Save Calculus Base	6,139,735,175.95
Budget Save	580,187,510.41
% Budget Save	9.45%

PROCESS	USD BUDGET	USD GRANTED	USD BUDGET SAVE	% BUDGET SAVE
Electronic Inverse Auction	1,367,494,570.85	1,179,286,531.51	188,208,039.34	13.76%
Corporative Inverse Auction	638,495,259.37	398,868,375.00	239,626,884.37	37.53%

I * The displayed amounts correspond to the awards done during 2011.



INCLUSIVE FAIRS: THE GOOD LIVING IN EVERYBODY'S HANDS....

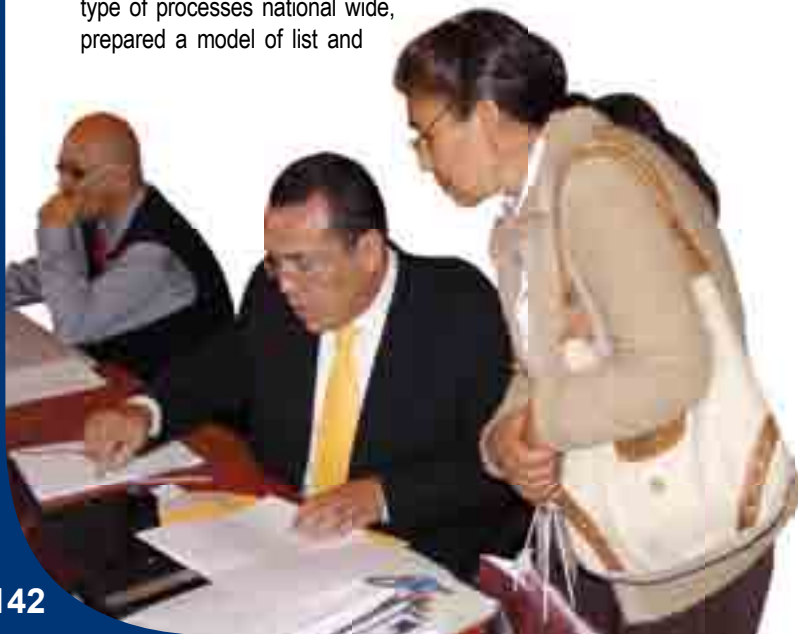
In 2011, the inclusive fair has been potentiated as a hiring related procedure intimately related to the building of the micro and little production units and the actors of the Popular and Solidarity Economy; this way they have been articulated with socio economic public policies established by the Government. The INCOP issued the hiring procedure through resolution, advising the conduction of these type of processes national wide, prepared a model of list and

thoroughly trained in the fairs conduction. The results are encouraging: the uniforms making, the purchase of food or the service of road maintenance have been hired with base communities, with the crafts area or with direct manufacturers, avoiding unnecessary chains of intermediation, and establishing fair prices that can realistically cover the production costs.

Thirty three Inclusive Fairs done with the technical assistance of the INCOP, have reached a hiring amount of : USD 4,804,585.65

But the mayor advanced in this area has been the integration of the Inclusive fair as a procedure to catalog goods and services manufactured by the crafts area. As a matter of fact, the INCOP conducted in October 2011 the first inclusive fair to insert in the Electronic Catalog the offer of aprons, vests and some types of work clothing manufactured by Ecuadorian artisans. With this action, the mentioned products must be purchased mandatorily by the entities that required this type of making, based on the production capacity of the suppliers that have been positively qualified; also a procedure has been created through the PUBLIC PURCHASES WEBSITE for transparency and speed the conduction of inclusive fairs.

In the near future, the little manufacturers will be able to offer their products through the Electronic Catalog, ensuring a timely purchase and the quality, that privileges the Ecuadorian Worker.



EL INCOP, ONE OF THE INSTITUTIONS LEADER IN LATIN AMERICA AND THE CARIBBEAN...

The experience of INCOP is no doubt, one of the most interesting that I had to know in the last years, not only for the results obtained, but also because they showed up in a period as little as three years.

INCOP achievements are evident, in terms of efficiency of the processes and the save obtained for the public area, as though in what it makes to the transparency in the government purchases. Both objectives were achieved promoting more access of the micro, little and medium companies to the field of public purchases, with the impact that this implies in terms of work generation and social sustainability.

The key of the INCOP success is based a not only in a clear and defined strategy, but also in the leadership of its conduction, in the political support that has received from the highest positions of the government and in a team of professional management and committed with the task of making the public purchases more accessible, more transparent and more efficient.

These distinctive characteristics have transformed the INCOP in one of the leader institutions in Latin America and the Caribbean in the field of public purchases system reforms. It is recently been recognized like this by the proper pairs, designated to the Director of INCOP, Dr. Jorge Luis González, as President of the Interamerican Web of Government Purchases (institutions that are part of the responsible departments of Public purchases in all the countries in Latin America and the Caribbean) for the period 2011-2012.



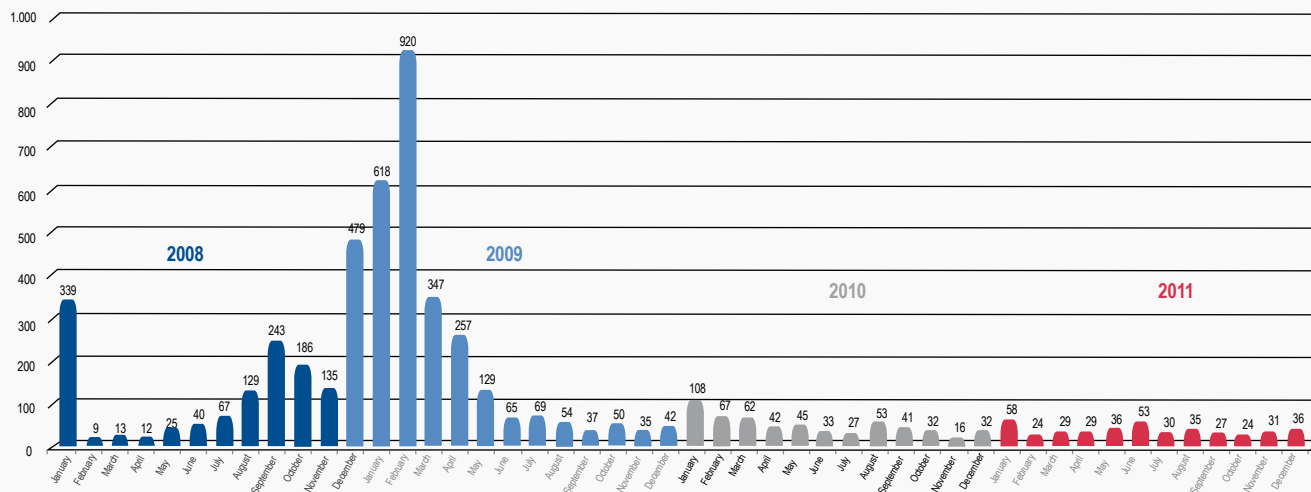
Gabriel Beschinsky
Catedrático
SAN MARTÍN UNIVERSITY - ARGENTINA

Surely there is a lot of functioning and management aspects that can be improved related to the public purchases in Ecuador but with no doubt the INCOP has done a lot in progress.

TOTAL 2008	1.677
TOTAL 2009	2.623
TOTAL 2010	558
TOTAL 2011	412
*TOTAL PROVEEDORES HABILITADOS	5.270

* The values obtained depend on a variation due to a entities disabled in later periods.

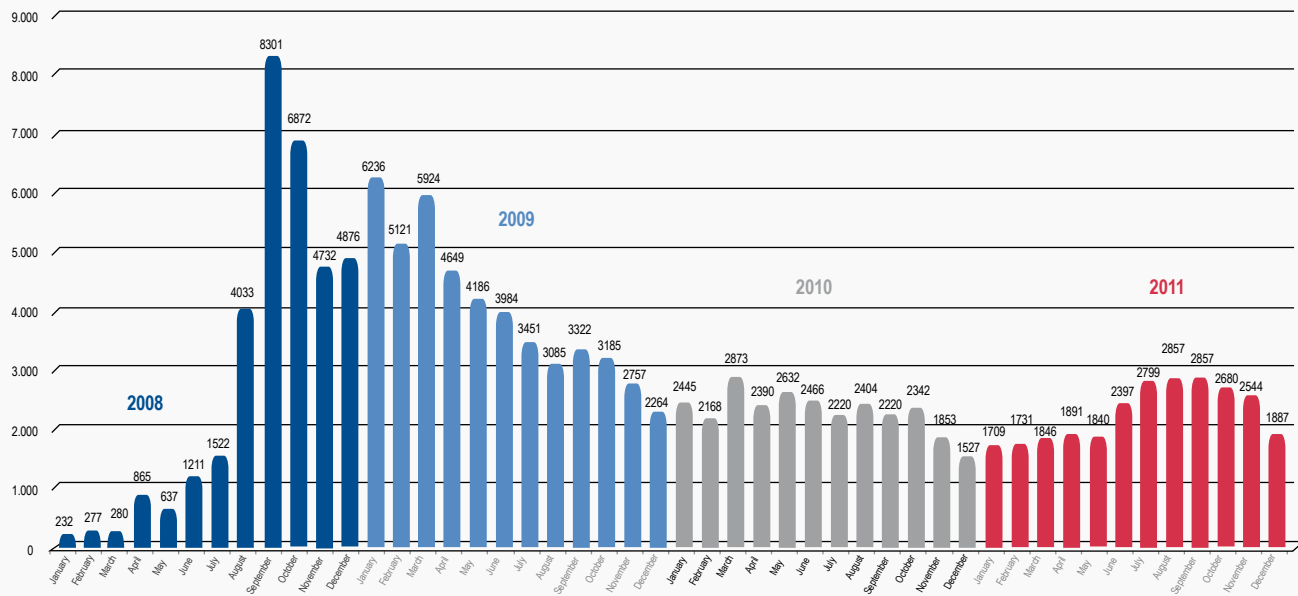
More than 5 thousand hiring entities that are managed inside of the Central Government, Secretaries, Prefectures, City Halls, corporations, foundations and more dependencies that receive more than 50 per cent of the government budget, now they conduct their purchases through the Website www.compraspublicas.gob.ec with transparent and efficient purchase processes.



> REGISTERED SUPPLIERS

TOTAL 2008	33.838
TOTAL 2009	48.164
TOTAL 2010	27.540
TOTAL 2011	27.038
* TOTAL SUPPLIERS REGISTERED	136.580

* The number of registered suppliers is susceptible of variation due to the elimination of the not upgraded registrations

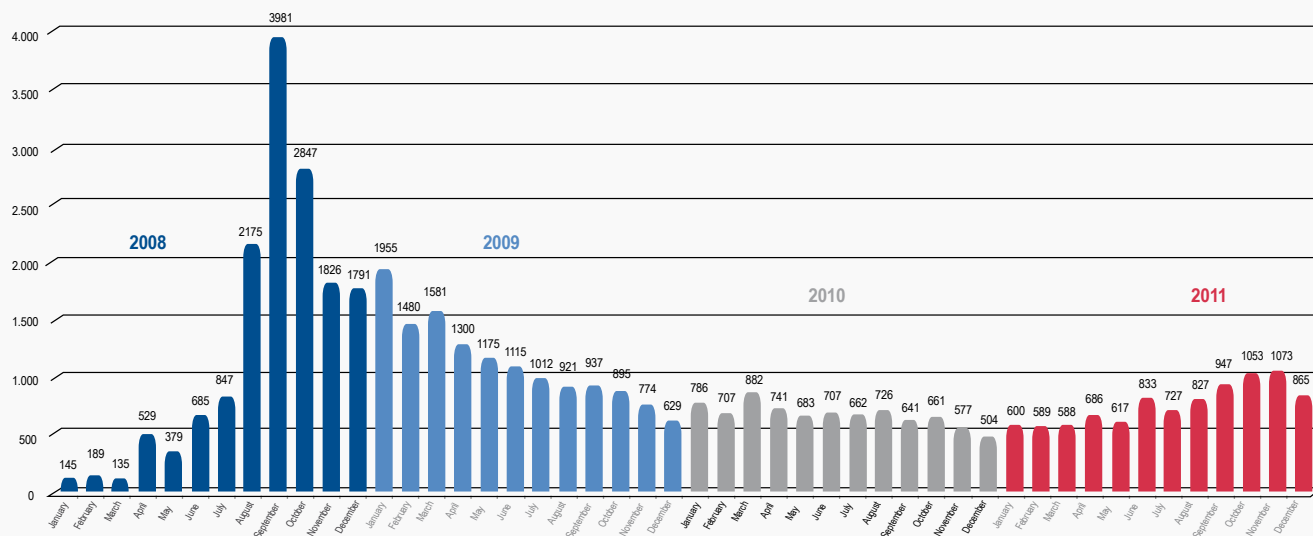


TOTAL 2008	15.529
TOTAL 2009	13.774
TOTAL 2010	8.277
TOTAL 2011	9.405
* TOTAL QUALIFIED SUPPLIERS	46.985

TYPE OF SUPPLIERS	ENABLED
Big Company	1.198
Medium Company	1.800
Microcompany	37.222
Little Company	6.765
TOTAL GENERAL	46.985

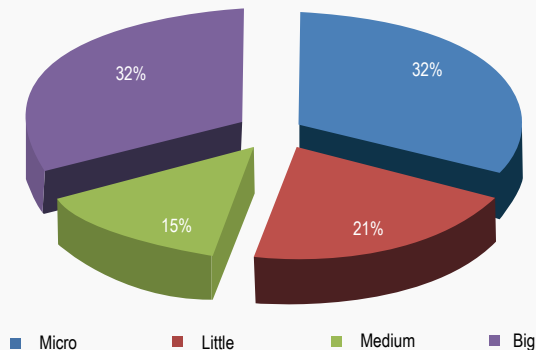
It is important to point out that there are 82820 additional suppliers that are disabled for diverse reasons like taxes payment, labor, etc.

The Government has become the biggest work generator and productive development. Almost 50 thousand Ecuadorians, nowadays, can offer their labors, goods and services under equal conditions and opportunities



>SUPPLIERS PARTICIPATION BY THE HIRING AMOUNT

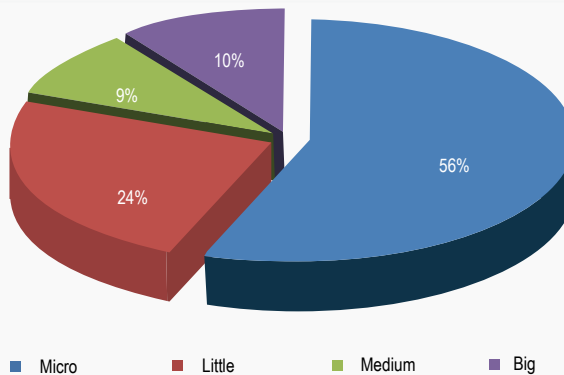
Micro	1,590,925,457.58	32%
Little	1,036,077,107.62	21%
Medium	726,034,195.55	15%
Big	1,608,154,089.76	32%
4,961,190,850.51		



> PARTICIPATION BY SUPPLIER SIZE AND BY NUMBER OF HIRINGS

Micro	36.854	56%
little	15.740	24%
Medium	6.061	9%
Big	6.770	10%
65.425		

Participation by size of provide per number of contracting.



TRAINED ENTITIES

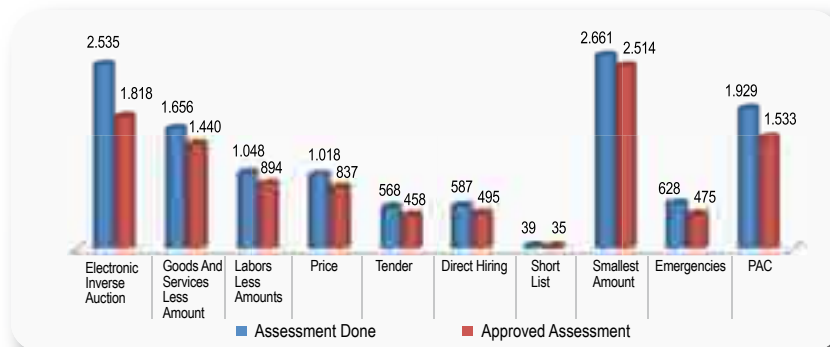
PROVINCE	APROVED USUARIOS
Azuay	325
Bolívar	25
Cañar	121
Carchi	29
Chimborazo	139
Cotopaxi	96
El Oro	119
Esmeraldas	59
Galápagos	82
Guayas	624
Imbabura	100
Loja	116
Los Ríos	84
Manabí	334
Morona Santiago	112
Napo	36
Orellana	50
Pastaza	101
Pichincha	1.081
Sta. Elena	64
Sto. Domingo	41
Sucumbios	59
Tungurahua	259
Zamora Chinchipe	37
TOTAL	4.093

ASSESSMENTS DONE TO ENTITIES IN VIRTUAL TRAINING COURSES

N°	CURSE	ASSESSMENT	APROVED ASSESSMENT	% APPROVED USUARIOS
1	Electronic Inverse Auction	2.535	1.818	71.72%
3	Goods And Services Less Amount	1.656	1.440	86.96%
5	Labors Less Amounts	1.048	894	85.31%
7	*Price	1.018	837	82.22%
9	*Tender	568	458	80.63%
11	*Direct Hiring	587	495	84.33%
13	*Short List	39	35	89.74%
15	*Smallest Amount	2.661	2.514	94.48%
17	Emergencies	628	475	75.64%
18	PAC	1.929	1.533	79.47%
	TOTAL	12.669	10.499	82.87%

*Virtual courses developed in 2011.

The virtual courses of auto training ease the use of the Website by the Hiring Entities and the different types of procedures of public hiring, that each entity has to do to optimize the Government resources and stimulate the development of the country .

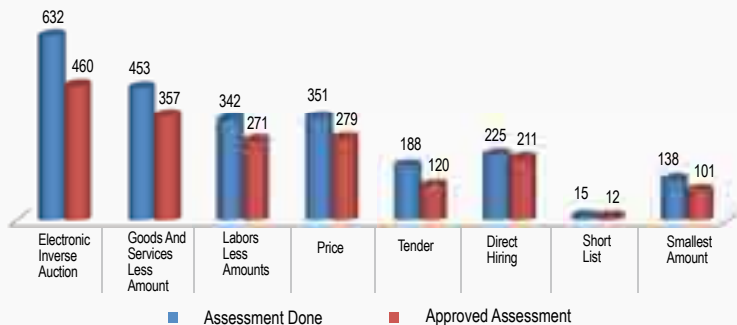


ASSESSMENT DONE TO SUPPLIERS IN VIRTUAL TRAINING COURSES

Nº	COURSE	ASSESSMENT	APROVED ASSESSMENT	% APPROVED USUARIOS
2	Electronic Inverse Auction	632	460	72.78%
4	Goods And Services Less Amount	453	357	78.81%
6	Labor Less Amount	342	271	79.24%
8	*Price	351	279	79.49%
10	*Tender	188	120	63.83%
12	*Direct Hiring	225	211	93.78%
14	*Short List	15	12	80.00%
16	*Framework Agreement	138	101	73.19%
	TOTAL	2.344	1.811	77.26%

*Virtual courses developed in 2011.

Since the virtual courses have access through, they can be used 24 hours 7 days a week; in other words they are perfect for the time availability of each user and the most important, free.



STATES	ENTITIES	SUPPLIERS	TOTAL
Azuay	97		97
Bolivar	6		6
Cañar	49		49
Carchi	43	14	57
Chimborazo	9	2	11
Cotopaxi	93	1	94
El Oro	4	3	7
Esmeraldas	41	158	199
Galápagos	23		23
Guayas	164	522	686
Imbabura	38	2	40
Loja	30		30
Los Rios	84	6	90
Manabi	54		54
Morona Santiago	4		4
Napo	24		24
Orellana	5		5
Pastaza	46		46
Pichincha	843	506	1.349
Sta. Elena	30	1	31
Sto. Domingo	34		34
Sucumbios	9		9
Tungurahua	205		205
Zamora Chinchipe	3		3
TOTAL	1.938	1.215	3.153



Tomás Campero
Specialist
Public Hiring Leader, BID

Eccuador can be very proud of the progress achieved in Public Hiring. Ahead more of the pending challenges the advances showed by the country are noticeable and it is one of the best examples in the region of a good work in the area.

In the last years some of the key pieces introduced should let the ecuadorian society reach the results that require in transparency and efficiency. The approval of the new law and the successive regulations have resulted in better rules for a fair interaction

THE RESULTS: A SAMPLE OF TRANSPARENCY AND EFFICIENCY

between the government and the companies. Also , the creation of advanced tools like the technological platform www.compraspublicas.gob.ec and the new hiring methods introduced – specially the Framework agreements- have ease a better access to this market, timing and prices optimal in some tenders.

Key piece of this system has been the creation of the INCOP, entity that has demonstrated an excellent management of the process of reform, management that was internationally awarded with the Leadership Prize 2010 of the Inter American System of Government Purchases, granted with the support of the BID, OEA and IDRC. With no doubt, listening to the main actors we still see demands for better efficiency and transparency. To that respect, it is important to understand that a lot of results are long term ones and imply a bigger cultural change in the buyers and suppliers of the government.

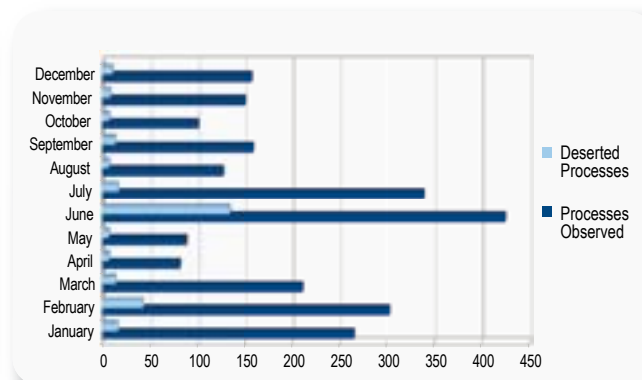
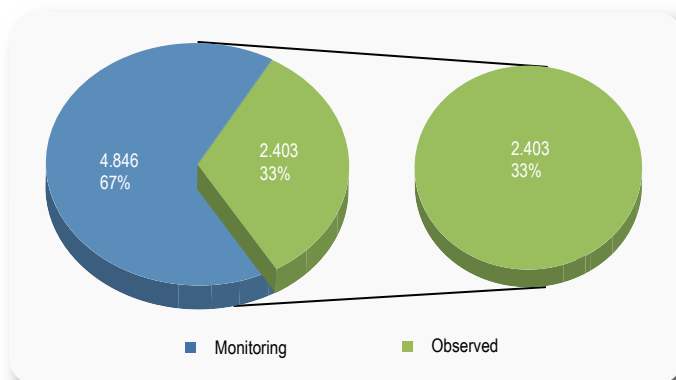
There are also some key factors for the success of a reform to the public purchases that do not depend on the INCOP, such as the human resources policies and the Government internal and external control systems. These are two key pieces that should have a closer approach with the challenges of the public hiring. It is very difficult to reach mayor achievements without hiring professionals with the right training, competencies certification and good incentives. It is also necessary to have a very good control of the correct use of the new rules and tools in public purchases. In any case, there should be confidence in that if they have already show important progress, they will continue to improve their hiring system even more. Nevertheless, the call is to continue very active. As we have seen it in other experiences is possible to back off and still has to make profitable all the inversion done. The companies and political authorities should continue to support the changes and y head off to a second generation of reforms, that let them capitalize better the big economical and social impact that can achieve a public hiring serving the development of Ecuador.

> OBSERVED PROCESSES

FOLLOW UP	PROCESSES OBSERVED	
	OBSERVED PROCESSES	DESERTED PROCESSES *
January	265	16
February	303	42
March	211	14
April	81	7
May	88	7
June	424	133
July	339	17
August	126	7
September	159	14
October	100	7
November	150	8
December	157	11
TOTAL	2.403	283

* By effect of the observations done.

The job of control and monitoring that the INCOP perform in the hiring processes has been intensive, reinforcing the correct application of the Organic Law of the National System of the Public Hiring, its regulations and resolutions.



RESOLUTIONS 2011

Seven new general resolutions have been issued that let the better performance of the National System of the Public Hiring, through clear rules and parameters.

Number: Resolution 047-2011

Date of issue: January 25 2011

Topic: Hiring Procedures to conduct Inclusive Fairs.

Description: Considering the proper characteristics of Inclusive Fair, the INCOP designed a procedure fast and easy, that let the application of inclusion and equity criterion to acquire goods and services originated in the micro and little companies, artisans and actors of the Popular and Solidarity Economy.

Number: Resolution 048-2011

Date of issue: May 02 2011

Topic: Casuistry Substitutive Resolution of the Use of the Procedure of Smallest Amount

Description: This resolution establishes the circumstances in which the smallest amount will be able to be used to acquire goods and services.

Number: Resolution 049-2011

Date of issue: May 17 2011

Topic: Provisions for the selection processes of the Suppliers for the celebration of the Framework agreement.

Description: The INCOP determine the general procedure rules to select the suppliers that, after signing the framework agreement, offer goods and services through the Electronic Catalog.

Number: Resolution 050-2011

Date of issue: June 22 2011

Topic: Instructive for the acquisition of vehicles from the hiring entities.

Description: General instructive issued because of the provision contained in the Vehicle Acquisition Substitutive Regulation for the Government entities.

Number: Resolution 051-2011

Date of issue: September 16 2011

Topic: Complementary Norms for the Determination of the Specific Turn Business .

Description: The INCOP issued the procedure to issue the determination Of the specific turn business, from public companies and other hiring entities..

Number: Resolution 052-2011

Date of issue: October 11 2011

Topic: Administrative Procedure of the Suppliers Unique Registration (RUP), register of hiring entities and register of breaches.

Description: Through this instrument the administrative procedures of the supplier register are up dated, hiring entities and breaches that the INCOP is in charge of.

Number: Resolution 053-2011

Date of issue: October 14 2011

Topic: Detail of the Documentation considered as relevant that have to be published in the Website of the Public Hiring in the processes of Public Hiring (Pre-contract and Contract Phase).

Description: Looking forward to meet the expected in the General Regulation of the Organic Law of the Public Hiring, this resolution clearly established the relevant documentation inside of a hiring process.

Number: Resolution 054-2011

Date of issue: November 12 2011

Topic: Norms related with Technical Specifications, Referential Terms and the establishment of time limits and terms that are part of the lists for the procedures for Public Hiring.

Description: In accordance of the attribution to advice hiring entities and suppliers, the INCOP has issued methodological guidelines for the determination of the technical specifications, referential terms and the establishment of time limits and terms in the hiring processes.

NOTE: The detail of each one of the resolutions can be found in our web site: www.incop.gob.ec. Menu: Normative.

In Ecuador a healthy and flexible culture of public hiring is growing, although we know that every cultural process has to go through stages.

All the functionaries in charge of hiring natural or legal entities use the system as an official tool and the suppliers use it certainly knowing that the secrecy of the processes of the public hiring have been abolished, characterized by efficiency y transparency.

Part of this job is about socialize, spread and train the population about the laws, normative, processes and tools that are part of the National System of Public Hiring. Then the necessity to design a friendly Website grew, adapted to the necessities of the users and with information aimed to ease the understanding and the investigation.

WE RENEW FOR YOU!



A NEW FACE WITH A NEW LOOK TO THE NATIONAL PUBLIC HIRING



www.incop.gob.ec

2011 brought the publication of the PUBLIC HIRING MAGAZINE. With three bimonthly editions, five thousand people now have in their hand a research material about the steps to follow and requirements to use each one of the tools present in the system.

Until now, topics such as: The Electronic Inverse Auction; the importance and benefits achieved with the development and implementation of the Medicines Inverse Auction; the security system in information and technology which helps to manage the National System of Public Hiring and the importance of the awards reached, as a country, internationally have had gratefully welcome between our readers.

WWW incop.gob.ec
compraspublicas.gob.ec



CON EL INCOP A
TODOS NOS VA MEJOR...