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TITLE OF DIPLOMA THESIS:

Best practices in the bidding process of Public-Private-Partnership projects

AUTHOR: Fragidou Anna

ABSTRACT

This work intends to identify through a questionnaire survey, the critical parameters of the PPP procurement procedures and to rank them aiming at establishing best practices for these procedures.

The critical parameters are identified through literature research. They are then presented and analyzed. References about the form that they have or the form they are applied to the countries that are being studied, comparatively and absolutely, as well as their influence in the procurement procedure are presented. It presents how they are assessed by the law, studies and / or research and suggestions for increasing or reducing their influence in the procedure and the adoption of best practices for their application or for their elimination. Similarly, those parameters that are critical in the award of PPP projects in Greece are identified and analyzed. These parameters are identified by the relevant laws and calls for tenders of PPP projects in Greece. They are subsequently analyzed in terms of specificity to be identified only in Greece. Their compatibility with the Greek and EU legislation is checked. The results of the literature research as far as it concerns the opinions and positions of the actors involved are also presented.

The identification of critical parameters of procurement procedures is then used for preparing the questionnaire, whereby the questionnaire survey is performed. The purpose of this questionnaire survey is to record the views of stakeholders involved with PPP projects in Greece, both for the rightness of their characterization as critical parameters and for the degree of their influence in the procurement procedure. The methodology for drafting the questionnaire is presented and the categories of professionals, public and private officers who were under investigation to answer the questionnaire are referred followed by the survey results and the statistical analysis results.

Subsequently, the results of the questionnaire survey are analyzed and evaluated. Based on the survey results, the profile of the Public and the Private sector is formed. A set of parameters of a PPP procurement procedures model is finally defined.

Finally, the research results and the main conclusions are highlighted while providing the motions on the use of the research and the directions of its expansion.

KEYWORDS

Procurement process, PPP, Critical parameters, Questionnaire survey