



# **The GPA: potential market access and social benefits for Asian economies**

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# The GPA: What are the benefits?

A diagram featuring two large green arrows with red outlines. One arrow points to the left and the other points to the right. They are positioned horizontally, with the left arrow on the left and the right arrow on the right. The text is placed inside each arrow.

Legally ensured  
market access to the  
procurement markets  
of other Parties'

Benefits of internal reform  
according to principles of  
integrity, transparency,  
and non-discrimination

**Double benefit: external and internal!**

# Market access: How much?



How much you get... depends on the size of procurement markets covered by the GPA.

- Under the GPA 1994:
  - an estimated USD 1.6 trillion market or around 2.5% of World GDP (2008) of which approximately 75% come from the two largest GPA Parties (US and EU).
- With the coming into force of the revised GPA:
  - Further expansion of coverage by USD 80-100 billion per year
- Possible accessions



# What has been added in the revised GPA

- Additional coverage of more than 400 new entities (in total, across Parties);
- New coverage of BOTs/public works concessions by three Parties;
- Expanded coverage of goods and/or services by all Parties, including new coverage of telecommunications services by eight Parties;
- Full coverage of construction services by all Parties, for the first time; and
- Reductions by several Parties in the thresholds applied under the 1994 Agreement.

# What is expected from upcoming accessions?



- Recently concluded accession negotiations:
  - New Zealand
  - Montenegro
- Accessions which are technically possible in the coming years:
  - Moldova
  - Ukraine
  - China
- Accessions being prepared/to be initiated:
  - Russia
  - Tajikistan
  - Australia

# What potential benefits?



➔ The benefits ... depend, in practice, on your suppliers' interests and competitiveness.

# Quantifying GPA market access opportunities



- **Possible key steps:**

- Step 1: Determine your suppliers interests and strength: in which sectors are they competitive? What areas are of interest? (Survey?)
- Step 2: Determine which GPA Parties provide market access in sectors/areas of interest. (GPA coverage schedules)
- Step 3: Estimate the potential market size/value of those areas/sectors of interest. (Statistics)
- Step 4: Compute estimated success rate

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_4638](https://www.yunbaogao.cn/report/index/report?reportId=5_4638)

