

Newsletter

January - June 2026

Electronic Government Procurement (e-GP) System enhancements and upgrade

**Strengthening Local Industry:
New Rules on Subcontracting for Foreign Bidders**

Harnessing Artificial Intelligence and Data Analytics to Strengthen Zambia's Procurement and Development Agenda



About Us

The Zambia Public Procurement Authority (ZPPA) is a regulatory body established under the Public Procurement Act No. 8 of 2020. Pursuant to this Act, the Authority is charged with the responsibility of regulating public procurement. The other responsibilities are planning, standard setting, compliance and performance monitoring, professional development and information management and dissemination in the field of public procurement.

Vision

To be a regulatory body that creates and provides a conducive public procurement environment

Mission

To regulate public procurement to ensure compliance and value for money.

Goal Statement

To establish a transparent and competitive public procurement system through the use of information and communications technology.

Shared Value Statement

In its discharge of duties, the Authority staff shall uphold the shared core values, be guided and commit to uphold the values of **Fairness, Integrity, Transparency, Innovation, Mutual Respect, Professionalism, Accountability, Confidentiality and Teamwork (FIT IMPACT)**.

e-GP Help Desk

Operating hours

08:00 – 13:00 hours | 14:00 – 16:00 hours

Every week day call the e-GP help desk numbers:

+260 211 377416 / 17  +260 767 671355



Zambia Public Procurement Authority
Stand No. Sub J-11790.
Chisekela Road
P.O. Box 31009, Longacres, Lusaka, Zambia.

Telephone : + 260 211 3 777 400



Email :info@zppa.org.zm



Website : www.zppa.org.zm



You can find us on facebook, youtube and LinkedIn.



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Editorial Team



Mr. Gilbert Mbewe
Manager - Contracts and
Procurement Audit



Ms. Inutu Mushambatwa
Principal Officer - Public Relations



Mr. Kumbuka Nkhata
Principal Officer - Capacity Building



Mr. Moono Bwalya
Principal Officer - ICT



Ms. Lucy Lumbe
Assistant Public Relations Officer



The Director General's Message

- Thirty-one thousand seven hundred and thirty-one (31,731) tenders were published on the system by four hundred and forty-one (441) procuring entities bringing the total number of tenders published to two hundred and four thousand three hundred and fifty-seven (204, 357), as of 30th June, 2026.
- Four thousand seven hundred and eighty-three (4,783) suppliers were registered on the e-GP System.
- As at 30th June 2026, ZPPA had eight hundred and thirty-five (835) procuring entities that registered on the System and one hundred and one thousand seventy-two (101,072) suppliers that were registered on the System since its inception in 2016.

ZPPA will continue to provide weekly virtual sensitisation trainings to sensitise stakeholders on the use of the e-GP System and enhanced features.

In June this year, ZPPA in conjunction with United Nations Office on Drugs and Crime and Open Contracting, hosted three (3) countries at a regional e-procurement workshop in Lusaka for selected member states in Southern and Eastern Africa. The purpose of the workshop was to share experiences on best practices in e-GP System implementation and how to mitigate procurement risks in public procurement.

Furthermore, in the first half of 2026, capacity building remained a core focus. ZPPA facilitated a series of training programmes on the Preference and Reservation Schemes, Regulations, (Statutory Instrument No. 45 of 2025), Market Price Index and Price Reasonableness Analysis Reports, and Inventory and Stores Management Reports. The trainings were held monthly.

I wish to appreciate all our stakeholders for the cordial support and feedback rendered to ZPPA as we continue to carry out our mandate and regulatory role in public procurement.

I hope you find the articles shared in this newsletter valuable and informative.

Ms Gloria Ngoma

Welcome to the latest edition of the Zambia Public Procurement Authority (ZPPA) January - June 2026 Newsletter. To support the Government's economic development agenda, ZPPA accelerated its efforts to streamline public procurement in the first half of 2026.

One of the major achievements scored by ZPPA, in line with the Government's digital transformation agenda, is the migration of the electronic Government Procurement (e-GP) System to an enhanced platform. ZPPA has rolled out significant upgrades to optimize performance, efficiency, security, and transparency for procuring entities and suppliers. Key enhancements include mobile-friendly bidding integrating the e-GP System with Patents and Companies Registration Agency and Zambia Revenue Authority, updated supplier dashboards and management tools, modified tender structures, and strengthened financial corrections.

In addition, ZPPA conducted trainings to sensitise suppliers and procuring entities on the enhanced features and usage of the new e-GP system. The total number of suppliers trained on the enhancement to the e-GP System was seven hundred and sixty-one (761).

Other significant strides achieved by ZPPA through the e-GP System include:

Zambia Showcases E-Procurement Success at a Regional Procurement Integrity Workshop

By Iñutu Mushambatwa



ZPPA Director General Gloria Ngoma addressing delegates at the official opening of the regional workshop at Intercontinental Hotel in Lusaka.

Zambia reaffirmed its commitment to promoting transparency, accountability, and efficiency in public procurement by showcasing its electronic Government Procurement (e-GP) System at a regional workshop aimed at strengthening procurement integrity across Eastern and Southern Africa.

Speaking during the official opening of the Eastern and Southern African Regional Workshop on E-Procurement and the Mitigation of Corruption Risks at the Intercontinental Hotel in Lusaka on Tuesday, 30th June 2026, Permanent Secretary for Economic Management and Finance, Mr. Mulele Mulele, said that African countries needed to work together to combat corruption and modernise public procurement systems through digital transformation.

The workshop brought together chief executive officers of procurement agencies from selected member states, representatives from the United Nations Office on Drugs and Crime (UNODC), the Open Contracting Partnership, development partners, diplomatic missions, and other stakeholders to exchange experiences and identify practical solutions for improving electronic public procurement systems.

Mr. Mulele, who was represented by the Director – Economic Management and Finance, Mr. Akapelwa Imwiko, described the workshop as an important platform for regional cooperation, noting that countries across Eastern and Southern Africa were at different

stages of implementing e-GP Systems but shared a common objective of building procurement systems that were transparent, competitive, efficient, and accountable.

He thanked the UNODC, the Open Contracting Partnership, Open Ownership, and other partners for supporting the workshop. He also acknowledged the Governments of Norway and Denmark for their continued assistance in promoting transparency, accountability, and good governance in public procurement across Africa.

“Malpractice and corruption in public procurement remain among the most significant governance challenges facing countries around the world,” Mr. Mulele said. “No country can address these challenges in isolation. We all stand to benefit from learning from one another’s successes, innovations, and lessons learned,” he said.

Highlighting Zambia’s progress in procurement reform, Mr. Mulele said that the country had become a continental leader in implementing the e-GP System.

“Zambia first introduced its e-GP system through a pilot programme involving seven procuring entities in 2016 before making its use mandatory in 2021 under the Public Procurement Act No. 8 of 2020. Today, more than seven hundred and forty-five (745) procuring entities are actively using the platform, while over 81,903 users have been registered

on the system,” he said.

Mr. Mulele further stated that Zambia had recently migrated to an enhanced e-GP platform and planned to pilot a locally developed e-GP System later in the year.

According to Mr. Mulele, strengthening procurement systems is not merely an administrative exercise but a critical component of sustainable development and economic growth as it represents one of the largest areas of Government expenditure and directly influences the quality of infrastructure development, healthcare, education and other essential public services.

The Permanent Secretary underscored the importance of international standards in guiding procurement reforms, citing the United Nations Convention against Corruption (UNCAC), which recognises a transparent and objective procurement system as an important tool for preventing corruption.

Mr. Mulele said that the next phase of procurement reform extended beyond electronic tendering and included the use of procurement data analytics to detect corruption risks, identify red flags and strengthen oversight.

He noted that open contracting and beneficial ownership transparency were becoming increasingly important in exposing conflicts of interest and hidden business relationships among companies participating in public procurement.

Electronic Government Procurement (e-GP) System enhancements and upgrade

By Lucy Lumbe



In line with the Government's digital transformation agenda, as espoused in the Eighth National Development Plan (8NDP) under the first Strategic Development Area which states that the integration of digital technologies into business processes is key to enhancing efficiency and productivity for economic transformation, ZPPA has been overseeing the use of the electronic Government Procurement (e-GP) System by procuring entities since July 2016. Since its inception, the e-GP System has been adopted by eight hundred and ninety (890) procuring entities as at 30th June, 2026.

Another achievement has been the migration of the e-GP System to an upgraded platform which was implemented in June 2026.

The upgrade of the e-GP System has optimised system performance, efficiency and transparency in the tender process. Below are the features of the System upgrade.

- Mobile-friendly bidding:** Introduction of a web-based tender preparation tool (webTPT) that eliminates Java requirements. Users can now securely prepare and submit bids directly from Android and IOS devices such as mobile phones and tablets, significantly enhancing accessibility. Notably, the maximum bid package size has been increased from 100MB to 150MB.
- Tender structure modification:** Tender coordinators can now modify tender structures during active bid submission periods. To ensure fairness, if a tender structure changes, previously submitted bids are automatically invalidated, and suppliers are immediately notified to re-submit their bids.
- Strengthened financial corrections and contract awards:** A new automated workflow allows evaluators to adjust value added tax and tax amounts, requiring supplier acceptance. Additionally, contract award offers must now be accepted electronically by the supplier before the award notice can be published, ensuring seamless execution.
- Advanced oversight and audit access:** System visibility has been expanded for critical oversight roles. Controlling officers, auditor roles, appeal user role and ZPPA Compliance Officers now have comprehensive read access to evaluation reports, bids, and auditing logs at key procurement stages.
- Live technical support:** To enhance user experience, a dedicated "Live Chat" feature is now operational on the e-GP platform, providing real-time technical assistance to users from our support agents.
- New procurement mechanisms:** A new procurement technique, pre-qualification, has been introduced for goods, works, and non-consultancy services for open bidding methods. The process follows the same workflow as the existing Expression of Interest procedure. Further, two (2) new evaluation mechanisms for consulting services have been added. These are selection based on consultancy qualifications and selection based on individual consultant's qualifications.
- Reduced floatation period:** A Reduced Floatation Justification field in the Annual Procurement Plan (APP) template has been introduced. This will allow procuring entities to request exemptions from the standard procurement timelines. Compliance officers are required to review and approve the justification before the APP is approved and published. Once approved, the linked tender can proceed without the system enforcing the standard bid submission period, thereby supporting justified reduced floatation periods.

ZPPA has implemented trainings to sensitise suppliers and procuring entities on the enhanced features and usage of the new e-GP System.

Strengthening Local Industry: New Rules on Subcontracting for Foreign Bidders



Picture courtesy of <https://www.pinsentmasons.com/out-law/analysis/bce-nominated-vs-selected-subcontractors>

The Public Procurement Regulations, 2022 stipulates clear and enforceable measures to ensure that foreign bidders contribute to the growth of Zambian citizens and local enterprises. Regulations 20 to 23 of the Public Procurement Regulations stipulates a mandatory framework for subcontracting which is designed to integrate citizen suppliers and contractors into major public procurement contracts.

If you are a foreign bidder, a procuring entity, or a local supplier, here is what you need to know about the subcontracting obligations.

Mandatory 20% of the Subcontracting threshold (Regulation 20 of the Public Procurement Regulations)

For procurements exceeding the simplified bidding and simplified

selection thresholds, **foreign bidders or suppliers are required to subcontract a minimum of 20% of the total contract value to citizen bidders and suppliers.**

> Key Takeaway: This is not optional. Foreign contractors must plan for meaningful local participation from the outset of their bid.

Two (2) Approved Methods of Subcontracting (Regulation 20(2) (3) of the Public Procurement Regulations)

The Public Procurement Regulations specify two (2) methods for achieving the 20% requirement, which must be clearly stated in the solicitation documents:

1. **Domestic Subcontracting (Regulation 21 of the Public Procurement Regulations):** The foreign bidder selects a citizen

subcontractor.

2. **Nominated Subcontracting (regulation 22 of the Public Procurement Regulations):** The procuring entity identifies and nominates a citizen subcontractor through a competitive process.

How Domestic Subcontracting Works (Regulation 21 of the Public Procurement Regulations)

Under this method, the foreign bidder takes the lead in selecting a citizen partner. To comply, the foreign bidder must ensure the selected subcontractor:

- Is eligible to participate in public procurement under section 89 of the Public Procurement Act No. 8 of 2020.
- Meets the qualification criteria under section 90 of the Public Procurement Act.

Required bid documents include:

- Details of the selected subcontractor.
- Proof of the subcontractor's eligibility and qualifications.
- Scope of works and priced schedules for the subcontracted portion.
- A proposed subcontracting agreement.
- *Note: The foreign bidder remains fully responsible for the subcontractor's performance (Regulation 23).*

How Nominated Subcontracting Works (Regulation 22 of the Public Procurement Regulations)

In this case, the **procuring entity runs a parallel tender** to identify a citizen subcontractor, who is then nominated to work with the main foreign contractor.

Key steps for the procuring entity:

- Prepare separate scopes of work and bills of quantities for the main contractor and the subcontractor.
- Run parallel tender processes.
- The best evaluated bidder in the subcontract tender is nominated and must sign a subcontract

agreement with the main contractor.

- If the subcontract bid sum does not meet the required threshold, the procuring entity may reallocate part of the main contract scope to the subcontractor to meet the minimum 20% requirement.

Management of Subcontracts – Who is Responsible? (Regulation 23)

The main contractor (foreign bidder) retains significant responsibility, including:

- Managing, supervising, and coordinating the subcontractor's work.
- Certifying the goods, works, or services supplied by the subcontractor.
- Supervising subcontractor costs.
- Including an amount for managing the subcontractor in their bid.
- *Direct Payment: Payments for certified works undertaken by the subcontractor shall be made directly by the procuring entity into the subcontractor's bank account – not through the main contractor. This enhances financial security for local firms.*

Final Word for procuring entities and bidders

These regulations are a major step toward economic empowerment and local capacity building. Procuring entities must ensure that solicitation documents clearly state the subcontracting method and thresholds. Foreign bidders must plan their bids accordingly, and citizen suppliers should prepare to meet qualification standards to take advantage of these new opportunities.

Compliance is mandatory. Non-compliance may lead to bid rejection or suspension.

For more guidance, refer to the Public Procurement Regulations, or contact the Zambia Public Procurement Authority (ZPPA).

Stay compliant. Build Zambia!



The author is **Gilbert Mbewe**
Manager – Contracts and Procurement Audit at
Zambia Public Procurement Authority.

From the Tender Box to the Boardroom: Why Zambia's Procurement Professionals must stop waiting for a seat and start earning one

Across Zambia, procurement professionals manage millions and often billions of Kwachas in organizational expenditure. Yet when critical strategic decisions are made in boardrooms, procurement is frequently absent.

Why? The uncomfortable truth is that many procurement professionals seek boardroom influence before demonstrating boardroom value.

For years, the profession has excelled at compliance, procedures, and process management. While these are essential, they are not what earns a seat at the executive table. Boardrooms are not driven by procurement regulations; they are driven by strategy, growth, risk management, sustainability, and shareholder value.

The greatest mistake many procurement professionals make is believing that technical expertise alone guarantees career progression. Certifications, procurement regulations, and tender evaluation skills are important; however they are merely the foundation. Organizations promote leaders who create measurable value, improve performance, reduce risk, and contribute to business growth.

The procurement professional of the future must stop thinking like a transaction manager and start thinking like a business leader.

A procurement officer asks, *"Did we follow the procedure?"* A business leader asks, *"How does this decision improve organizational performance?"*

Compliance protects organizations from fraud, waste, and reputational damage, but compliance alone does not create competitive advantage. Value creation does. The procurement leader who delivers cost savings, strengthens supplier performance, reduces lead

times, and improves organizational efficiency will always have greater influence than the one who reports compliance statistics alone.

One of the biggest barriers to executive leadership is financial illiteracy. Procurement professionals must learn the language of the boardroom which is finance. Understanding profitability, cash flow, return on investment, capital expenditure, and financial risk transform procurement practitioners into trusted strategic advisors.

Equally important is commercial awareness. Zambia's evolving economy demands procurement professionals who understand markets, supply chains, foreign exchange volatility, commodity pricing, technology, and global business trends. Those who master these dynamics become indispensable. Those who ignore them risk remaining administrators.

For aspiring procurement leaders, the path forward is clear:

Do:

- think beyond procurement and understand the entire business;
- measure and communicate value relentlessly;
- develop executive presence and strategic communication skills;
- build strong relationships across departments; and
- become known for solving problems, not merely identifying them.

Don't:

- hide behind regulations without offering solutions;
- focus on processes at the expense of organizational goals;
- ignore technology and digital transformation.

- wait for recognition instead of demonstrating impact; and
- become comfortable with technical expertise alone.

The future of procurement in Zambia is not about processing requisitions or managing paperwork. It is about influencing investment decisions, shaping corporate strategy, and driving organizational performance.

Every procurement professional should ask themselves one difficult question:

If procurement disappeared from my organization tomorrow, would the board notice the absence of a strategic partner, or merely the absence of an administrative function?

The answer reveals everything.

The journey from the tender box to the boardroom is not earned through seniority, titles, or years of service. It is earned through leadership, commercial intelligence, financial competence, strategic thinking, and relentless value creation.

The boardroom is not waiting for procurement professionals; Procurement professionals must become impossible to ignore.



The author is **Richard Mumbi**,
a Procurement and Project Management Expert.

Building Scalable and Sustainable e-GP Systems: A Strategic Imperative for the Future

Over the past decade, the Zambia Public Procurement Authority (ZPPA) has made commendable strides in advancing the country's electronic Government Procurement (e-GP) System. What began as a modernization initiative has evolved into a critical infrastructure supporting transparency, efficiency, and accountability across the public procurement landscape. However, as the system grows in scale and complexity, its sustainability increasingly depends on high-level strategic, technical, and financial considerations, some of which may extend beyond the institutional boundaries of ZPPA. The following are shared experiences and opportunities for the scalability and sustainability of the e-GP System:

System Design for Scalability and Resilience

A sustainable e-GP System must be engineered with scalability, modularity, and resilience at its core. The architecture should embrace modern technologies which enable independent scaling of system modules and minimizing the risk of total system downtime. Over the past ten years, lessons learned from ZPPA's e-GP System operations have demonstrated that system performance is not only a technical issue but a product of proactive design and continuous innovation. Integrating business continuity planning, robust disaster recovery, automated monitoring and elastic infrastructure is essential to meet future system demands and guarantee system uptime.

Institutional and Technical Support Framework

Sustainability is equally a matter of institutional alignment. While ZPPA remains the technical custodian of the e-GP platform, long-term continuity requires a structured ecosystem of technical support—both internal and external. This includes capacity building of local Information, Communication and Technology (ICT) professionals, vendor management frameworks for timely system updates, and partnerships with reputable service providers. The goal is to ensure that knowledge, skills, and support structures are institutionalized rather than person-dependent, securing continuity regardless of personnel changes.

The Role of Strategic Financial Support

Perhaps the most critical lesson from a decade of implementation, is that financial sustainability is the backbone of technical stability. Historically, ZPPA has shouldered the financial responsibility of maintaining and upgrading the e-GP System. However, this model has proven increasingly restrictive. From experience, system downtime and delayed upgrades have often correlated directly with limited and project-based funding. Could high-level financial commitment, perhaps anchored at the Ministry of Finance and National Planning level, be a more sustainable model? An opportunity here could be that this model would position the e-GP System as a national digital infrastructure rather than an institutional project. This paradigm shift would secure stable, predictable funding streams for system hosting,

security enhancements, and continuous innovation.

A Forward-Looking Recommendation

To sustain and scale Zambia's e-GP System, the next phases should be guided by a National Digital Procurement Strategy supported at policy and fiscal planning levels. Embedding e-GP financing into the national budget, establishing a dedicated sustainability fund, and adopting a multi-stakeholder governance model will ensure that the system remains operational, secure, and future-proof.

ZPPA's ten-year journey with the e-GP offers valuable insight: technology alone cannot sustain digital transformation, what is required is strategic, financial and institutional alignment that must accompany it. As the nation moves toward deeper digital integration in public procurement, now is the time to elevate the e-GP System to a national infrastructure priority backed by high-level policy and fiscal support.



The Author is **Albert Moono Bwalya**
Principal Officer - ICT at Zambia Public
Procurement Authority.



The Ministry of Finance and National Planning Director - Economic Management and Finance Akapelwa Imwiko officiating at the opening of the Eastern and Southern African Regional Workshop on E-Procurement and the Mitigation of Corruption Risks workshop on behalf of the Ministry of Finance and National Planning Permanent Secretary- Economic Management and Finance Mulele.



United Nations Office on Drugs and Crime Regional Representative for Southern Africa, Jane Marie Ogola Ongolo delivering her remarks during the official opening of the Eastern and Southern African Regional Workshop on E-Procurement and the Mitigation of Corruption Risks workshop at Intercontinental Hotel in Lusaka.



Students at the Zambia Public Procurement Authority stand during the Junior Farmer Agriculture Show.



Zambia Public Procurement Authority Director General Gloria Ngoma addressing journalists during the Fourth Quarter Press Briefing in February, 2026.



ZPPA staff at the 2026 Africa Public Service Day Commemoration at Piazza, East Park in June, 2026.

Risk-Based Selection of Security Guarantees in Public Procurement: Reinforcing Guidance under Circulars 5 and 6 of 2015

Public procurement systems rely on effective safeguards to protect public funds and ensure contract performance. Key among these safeguards is bid and performance securities which play a critical role in mitigating risks associated with bidder default and non-performance.

Recent stakeholder engagements between the Zambia Public Procurement Authority (ZPPA) and institutions such as the Road Development Agency have brought renewed focus to the practical application of different types of security guarantees—particularly those issued by financial service providers other than commercial banks.

These developments underscore the continued relevance of **ZPPA Circulars No. 5 and No. 6 of 2015**, which provide guidance on the acceptance of guarantees and bonds from non-bank financial institutions.

Policy Context: ZPPA Circulars 5 and 6 of 2015

ZPPA Circulars 5 and 6 of 2015 were issued to broaden participation in public procurement by allowing procuring entities to accept guarantees and bonds from financial service providers other than commercial banks, including insurance companies.

However, this policy flexibility was not intended to create automatic equivalence between all forms of guarantees. Rather, it places responsibility on procuring entities to ensure that any accepted security:

- is legally enforceable;
- provides adequate financial protection; and
- is appropriate to the risk profile of the procurement.

Understanding the Distinction

In practice, different instruments exhibit different risk characteristics:

- **Bank Guarantees** – typically unconditional and payable on first demand;
- **Insurance Bonds/Guarantees** – may, in some cases, operate as conditional instruments depending on their structure and wording.

This distinction is critical. A security instrument that is difficult to enforce or subject to conditions may undermine its intended purpose, particularly in high-value or high-risk procurements.

The Risk-Based Principle

The Public Procurement Act No.8 of 2020, the Public Procurement Regulations, 2022 coupled by the ZPPA Circulars 5 and 6 adopts a risk-based approach rather than a prescriptive one.

Procuring entities are expected to determine the most appropriate form of security by considering:

- contract value and exposure to financial loss;
- complexity and strategic importance of the procurement;
- capacity and reliability of the security issuer; and
- past experience with enforcement of guarantees.

This approach ensures that flexibility is retained, while still safeguarding public resources.

Practical Implications for Procuring Entities

In applying ZPPA Circulars 5 and 6 of 2015, procuring entities should:

- clearly specify in bidding documents the required characteristics of securities, including whether they must be unconditional and payable on demand;
- conduct due diligence on the financial strength and credibility of issuers, particularly for

insurance-backed guarantees;

- align the type of security with the level of procurement risk, rather than adopting a uniform approach; and
- exercise discretion to restrict or exclude certain instruments where they do not provide sufficient protection.

Furthermore, the exiting legal framework empowers procuring entities to require more stringent instruments, such as unconditional bank guarantees, for high-value or high-risk procurements.

Addressing Emerging Concerns

Feedback from stakeholders has highlighted challenges in enforcing certain insurance-backed guarantees. While these concerns are valid, they do not necessarily indicate a gap in the legal framework. Rather, they point to the need for:

- stronger specification of guarantee conditions;
- improved risk assessment during procurement planning; and
- enhanced compliance with existing guidance under ZPPA Circulars 5 and 6.

Looking Ahead

ZPPA remains committed to strengthening procurement practice through continuous guidance and stakeholder engagement. Current insights will inform future interventions, including:

- development of standardized guarantee templates;
- enhanced guidance on acceptable security instruments; and
- measures to improve enforceability and financial reliability of guarantees.

In conclusion, Circulars 5 and 6 of 2015 provide a flexible but controlled framework for the acceptance of guarantees from a broader range of financial service providers. The

Cont'd on next page

effectiveness of this framework, however, depends on how procuring entities exercise their discretion.

Ultimately, the objective is clear, security guarantees must be selected based on risk, enforceability, and the need to protect public funds—not merely on availability or convenience.

By adhering to this principle, procuring entities can ensure that procurement outcomes remain both competitive and financially secure.



The author is **Gilbert Mbewe**
Manager – Contracts and Procurement Audit
at ZPPA

Harnessing Artificial Intelligence and Data Analytics to Strengthen Zambia's Procurement and Development Agenda

Public procurement remains one of the most powerful economic tools aimed at achieving national development goals. It is the channel through which government translates policies into tangible services, roads, schools, hospitals, and agricultural support.

In Zambia, the Zambia Public Procurement Authority (ZPPA) has made commendable progress in promoting efficiency, transparency, and accountability through reforms such as the implementation of the electronic Government Procurement (e-GP) System and enhanced regulatory oversight.

As Zambia pursues the ambitions of the Eighth National Development Plan (8NDP), the time has come to build on this strong foundation by integrating Artificial Intelligence (AI) and data analytics into our procurement and project management processes. This integration would not replace ZPPA's systems but rather complement and strengthen the Authority's regulatory mechanisms by enhancing decision-making, promoting value for money, and accountability across all sectors.

Why AI and Data Analytics Matter for Zambia

Globally, AI and data analytics are transforming how Governments buy goods, works and services. For Zambia, these technologies can help address persistent challenges such as fragmented data, manual analysis, slow decision-making, and limited visibility across procurement entities.

Enhancing Transparency and Oversight

AI can monitor procurement activities in real time, flagging potential irregularities or risks before they

escalate. Automated audit trails and intelligent dashboards can support ZPPA's oversight mandate by highlighting anomalies and improving accurate reporting. This would empower both procuring entities and oversight institutions with timely, data-driven insights.

Driving Efficiency and Value for Money

Predictive analytics can help forecast demand, optimise procurement planning, and identify price trends in key commodities. Government Ministries would efficiently formulate Annual Procurement Plans for medical supplies, construction materials, or agricultural inputs reducing emergency purchases and achieving better value for money.

Strengthening Risk Management

AI-powered tools can detect patterns that suggest fraud or collusion; such as repetitive bidding or identical pricing. These systems would not replace human expertise but would serve as early warning mechanisms, allowing ZPPA and procuring entities to take proactive action.

Supporting Local Supplier Development

Analytics can reveal participation trends and capacity gaps among Zambian suppliers. With such insights, ZPPA and other stakeholders can design supplier development programmes that promote inclusion, especially for Small and Medium Enterprises (SMEs) and women-led businesses.

Linking Procurement and Project Management

Procurement and project execution

are inseparable. Many project delays and cost overruns which stems from weak procurement planning or contract management. Integrating AI and analytics into both processes can create a seamless information flow between procurement timelines, contract performance, and project milestones.

For example, project managers can use data dashboards to monitor supplier performance, delivery schedules, and expenditure in real time. Predictive tools can also flag potential risks such as delays or budget overruns allowing for timely interventions that improve project delivery. This strengthens accountability for results and ensures that public spending translates into visible national development outcomes.

Ethical and Integrity Considerations

While AI offers transformative potential, its adoption must uphold the integrity and ethical standards that define Zambia's procurement system. Technology should serve human decision-making, not replace it.

(to be continued in the next publication)



The author is **Richard Mumbi**, a
Procurement and Project Management
Expert.

Highlights of the Public Procurement (Preference and Reservation Schemes) Regulations, Statutory Instrument No. 45 of 2025

By Iñutu Mushambatwa

In June 2025, the Government issued the Public Procurement (Preference and Reservation Schemes) Regulations, Statutory Instruments No. 45 of 2025. The Regulations provide for preference and reservation schemes for targeted groups.

The Purpose of the Public Procurement (Preference and Reservation Schemes) Regulations.

Section 91 of the Public Procurement Act No.8 of 2020, as amended by the Public Procurement (Amendment) Act No. 17 of 2023, provides for preference and reservations schemes. The said section provides that a procuring entity shall, as prescribed:

- grant a margin of preference for the benefit of bids by a target group offering goods, works, or services manufactured or performed by the target group;
- grant a prescribed margin of preference to a bidder offering goods, works, or services with local content; or
- reserve or set aside certain procurement requirements for a target group by restricting bidding to the target group.

Target groups for Preference and Reservation Schemes.

A target group for any preference or reservation scheme shall be determined in accordance with the Government's economic and social policies and may include—

- (i) citizen or local suppliers;
- (ii) goods, works or services manufactured in or provided from the Republic or a particular region in the Republic or performed by citizens or

- persons from a particular region in the Republic;
- (iii) citizen suppliers in a particular industry or economic sector;
- (iv) small and medium-sized enterprises;
- (v) enterprises owned by women, youths, or persons with disabilities;
- (vi) a business whose annual turnover does not exceed the upper limit of the annual turnover tax threshold (K5million) specified under the Income Tax Act;
- (vii) a citizen supplier in a joint venture or subcontracting arrangement with a local supplier;
- (viii) an enterprise subject to turnover tax under the Income Tax Act;
- (ix) any other group designated by Government policy.

Target group and documentation requirements

Regulation 3(2) of the Public Procurement (Preference and Reservation Schemes) Regulations provides that a target group shall provide documentation to establish the target group's:

- a) national identification;
- b) ownership;
- c) where applicable—
 - premises and production facilities;
 - source of raw material or component; and
 - extent of subcontracting or association with a citizen supplier in accordance with Regulation 20 of the Public Procurement Regulations; and
- d) any other relevant factor.

Regulation 3(3) of the Public

Procurement (Preference and Reservation Schemes) Regulations provides that a target group shall be a legal entity registered with a relevant Government body to benefit from the preference and reservation scheme. An enterprise must be registered with the Patents and Companies Registration Agency (PACRA) to benefit from the preference and reservation schemes. Therefore, micro, small, and medium-sized enterprises and cooperative societies are required to provide the aforesaid proof to a procuring entity for them to be considered under the preference and reservation schemes.

Margins of Preference

During the evaluation of bids, bid prices shall be adjusted (discounted) to facilitate the preferential evaluation of a bid in accordance with Regulation 4(1) of the Public Procurement (Preference and Reservation Schemes) Regulations.

The following are the percentages for target groups:

1. local supplier, at five percent (5%);
2. citizen supplier, at seven percent (7%);
3. citizen enterprise owned by a—
 - (i) woman, at nine percent (9%);
 - (ii) youth, at nine percent (9%); or (iii) a person with disability, at ten percent (10%).
4. a business whose annual turnover does not exceed the upper limit of the annual turnover tax threshold specified under the Income Tax Act owned by a citizen, at eight percent (8%); and

5. a citizen supplier and local supplier in a joint venture or a subcontracting agreement, at six percent (6%).

Despite the provision on the margin of preference percentages for the local supplier, citizen supplier, and local supplier in joint ventures or subcontracting agreements, preferential treatment shall only apply to a local bidder where a foreign bidder is permitted to participate in the bidding process in accordance with Regulation 4(2) of the Public Procurement (Preference and Reservation Schemes) Regulations. Further, a margin with the highest advantage to the bidder shall be applied where a target group is eligible for more than one margin of preference in accordance with Regulation 4(3) of the Public Procurement (Preference and Reservation Schemes) Regulations.

Margin of Preference for Local Content

Procuring entities shall apply preferential treatment for products that are produced within the Republic of Zambia and have local content. Local content means the extent of utilization of local inputs, products, or personnel in the production of goods and services in the Republic, as provided in section 2 of the Public Procurement Act. Therefore, there is positive discrimination for products made in Zambia. There is an advantage for products made in Zambia on account of the quantity of locally sourced inputs (local content that makes up the final product). Therefore, local content means that the amount of local input, products, or personnel used in the production of goods and services in Zambia. The minimum local content percentage to qualify under this provision is thirty-five percent (35%).

Margin of Preference for Local Content

Procuring entities can apply margins of preference for items produced in Zambia as stated below.

- (i) 15% for products produced within the Republic by a citizen



- bidder and containing at least thirty-five percent (35%) local content.
- (ii) 12% for products produced within the Republic by a citizen bidder and local bidder in a joint venture or subcontracting agreement and contains at least thirty-five percent (35%) local content.
- (iii) 10% for products produced within the Republic by a citizen bidder and local bidder in a joint venture or subcontracting agreement and contains at least thirty-five percent (35%) local content.

Margin of Preference for Local Content

A procuring entity shall include a requirement in the solicitation document for a local manufacturer or local producer to submit a detailed declaration of local content as evidence of eligibility for preferential treatment in accordance with Regulation 5(3) of the Public Procurement (Preference and Reservation Schemes) Regulations.

Regulation 5(3) of the Public Procurement Preference and Reservations Schemes, Regulations provides that:

“A procuring entity shall include a requirement in the solicitation document for a local manufacturer or local producer to submit a detailed declaration relating to that local manufacturer or producer’s local content adherence as evidence of eligibility for preferential treatment under subregulation (2) in the Form set out in the Schedule.”

According to the Regulations, for the micro, small, and medium-sized enterprises and cooperatives to qualify for a local content margin of preference, they must be a local manufacturer or producer that physically transforms raw materials into finished or semi-finished products within Zambia to the extent of thirty-five percent (35%) local content.

The Margin of Preference for local content shall not apply if:

- (a) the goods and services cannot be produced locally;
- (b) the technical specification of a locally produced good or service does not meet the regulatory requirements; or

- (c) local manufacturers cannot meet the demand for the goods and services that a procuring entity requires.

Target Sectors for Manufacturers or Producers

The margin of preference for local content is applied in the procurement of manufactured products, which include textile products, furniture, an assistive device for a person with disability, fertilizer, pharmaceuticals, copper and other mineral products, national supplement, Information and Communication Technology equipment, footwear, construction products, including metal fabrication, a cleaning product, and agricultural farming equipment.

Reservation for Constituency Development Fund Procurements

Regulation 8 of the Public Procurement (Preference and Reservation Schemes) Regulations provides that a procuring entity shall reserve a procurement funded under the Constituency Development Fund for a citizen bidder domiciled

within a constituency. Goods, works, or services may be procured from a citizen bidder domiciled outside a constituency where the procurement requirements for a procuring entity cannot be satisfied by a citizen bidder domiciled within a constituency.

Monitoring and evaluation

Regulation 11 of the Public Procurement (Preference and Reservation Schemes) Regulations provides that:

“The Authority shall monitor and evaluate an application of a preference and reservation scheme under these Regulations by a procuring entity”.

Register of Preference and Reservation Schemes

Regulation 12 of the Public Procurement (Preference and Reservation Schemes) Regulations provides that ZPPA shall maintain a register of procurements where a preference and reservation scheme is applied by a procuring entity.

Register of Tenders

Regulation 13 of the Public Procurement (Preference and Reservation Schemes) Regulations provides that ZPPA shall maintain a register of tenders allocated to target groups under a preference and reservation scheme and publish it on its website.

Integration of Preference and Reservation Schemes in the Annual Procurement Plan and Reporting

Regulations 14 and 15 of the Public Procurement (Preference and Reservation Schemes) Regulations require a procuring entity to identify procurements subject to preference or reservation schemes and to include those procurements in its procurement plan in accordance with section 57 of the Public Procurement Act. Additionally, the procuring entity must report quarterly to the Authority any procurement awards to which a preference or reservation scheme has been applied.

The Evaluation Committee and Principles of Bid Evaluation

By Inutu Mushambatwa

This article highlights the role of the Evaluation Committee and the principles of bid evaluation in public procurement.

Evaluation Committee

To understand the evaluation process, it is important to explain how an Evaluation Committee is constituted. In accordance with section 66 (1) and (2) of the Public Procurement Act No.8 of 2020, as amended by the Public Procurement (Amendment) Act No.17 of 2023, and Regulation 97 of the Public Procurement Regulations, 2022, an Evaluation Committee consists of:

- (i) procurement, technical, financial,

- and legal skills;
- (ii) where internal capacity is lacking, a consultant may be appointed;
 - (iii) a Procurement Committee member shall not be a member of the Evaluation Committee in accordance with Regulation 97(5) of the Public Procurement Regulations;
 - (iv) the Evaluation Committee must be appointed by the Controlling Officer or Chief Executive Officer; and
 - (v) the committee must be ad hoc.

The size, make-up, and experience of the Evaluation Committee must reflect the scale and complexity of the activity to be evaluated, including the degree of specialist input consistent with the nature of the procurement.

Further, the Evaluation Committee must have a minimum of three (3) members, and at least one (1) member should be from the Procurement Unit/Department. In addition, all the Evaluation Committee members must sign a Conflict-of-Interest Declaration, and the Committee members who are not public officers may be required to sign a Confidentiality Agreement.

The Role of Evaluation Committee Members

The role of an Evaluation Committee member, in line with Regulation 97 of the Public Procurement Regulations, is to:

1. evaluate, in an open, fair, and transparent manner, and score the submission in accordance with the details contained in the

- solicitation documents;
2. confirm that they have no conflict of interest at all stages of the process;
3. ensure that they sign off and date all evaluation documents, including all evaluation comments, justifications, marks, and amendments;
4. ensure due cognisance is taken of the professional procurement advice provided by the Procurement Unit; and
5. be available to support with debriefing of unsuccessful bidders.

Confidentiality of Procedures

Regulation 97(7) and (8) of the Public Procurement Regulations provides that no information relating to the examination, clarification, evaluation of bids, and recommendations concerning awards shall be communicated to any person not officially concerned with these procedures until the announcement of the award of the contract to the successful bidder has been made.

The Evaluation Process

A solicitation document provides specific requirements for a tender process as provided in section 60 of the Public Procurement Act. Further, procuring entities must always use the criteria provided in the solicitation documents to evaluate bids. In addition, Regulation 85(2)(3) and (4) of the Public Procurement Regulations provides that the evaluation criteria for bid examination is contained in the solicitation document. Criteria that is not included in the solicitation document shall not be used during the evaluation of bids.

The stages of the evaluation process include:

1. Preliminary Examination;
2. Technical Evaluation;
3. Commercial Evaluation;
4. Financial Evaluation; and
5. Post-qualification.

1. Preliminary Examination

The purpose of the preliminary examination is to examine whether the bids received are complete as required by the solicitation documents in accordance with Regulation 102 of the



Public Procurement Regulations. The areas under preliminary examination include:

- i. whether the required securities have been furnished;
- ii. whether bid documents have been properly signed;
- iii. whether a power of attorney for the authorized person has been submitted;
- iv. whether joint venture agreements, if required, are submitted;
- v. whether documents establishing the eligibility of bidders have been furnished;
- vi. whether documents required to assess the post-qualification of a bidder with respect to its financial and technical capability to undertake the contract have been provided; and
- vii. whether bids are generally in order, for further evaluation.

2. Technical Evaluation

Regulation 103 (1) and (2) of the Public Procurement Regulations provides that during the technical evaluation, all bids must be:

- (i) checked for substantial responsiveness to the technical requirements of the bidding documents;
- (ii) factors to consider may include –
 - conformity to specifications, standards, drawings;
 - understanding of the assignment or scope of works as demonstrated by the methodology or design submitted by a bidder; and
- (iii) if a bid contains material deviations or omissions, it shall be rejected.

3. Commercial Evaluation

Regulation 104 (1) of the Public Procurement Regulations provides that:

“(1) *An Evaluation Committee shall conduct a commercial evaluation by comparing each bid to the commercial requirements in the solicitation document, to determine whether the bids are substantially responsive;*

(2) *An evaluation committee shall, in a commercial evaluation, take into account factors indicated in the solicitation document, which include —*

(a) *conformity to proposed currency;*

(b) *applicable set of commercial or trade rules which specifies the responsibility of a procuring entity and a bidder;*

(c) *payment methods and terms;*

(d) *delivery periods and schedules; or*

(e) *warranty.”*

4. Financial Evaluation

The purpose of the financial evaluation is to determine the evaluated price of each bid and determine the lowest priced bid in accordance with Regulation 105 of the Public Procurement Regulations. The evaluated price is determined by

- i. taking the price as read out at bid opening;
- ii. correcting any arithmetical errors, non-conformities, and omissions;

- iii. applying any non-conditional discounts;
- iv. converting all bids to a single currency; and
- v. applying any margin of preference.

For bid evaluation and comparison purposes, all bid prices shall be converted into a single currency, using the selling exchange rates on the date specified in the bidding documents. In addition, following the financial evaluation, bids shall then be ranked to determine the bidder with the lowest evaluated price.

5. Post-qualification.

The successful bidder must be qualified to perform the contract. A post-qualification may be conducted to determine whether the bidder with the lowest evaluated price is qualified in accordance with section 67 of the Public Procurement Act and Regulation 107 of the Public Procurement Regulations. A post-qualification can be conducted only if it is provided in the solicitation document.

If bidders were pre-qualified before bidding, then a verification is made to determine that the lowest evaluated bidder still satisfies the qualifying requirements specified for pre-qualification. A positive determination shall result in the award of the contract to the bidder. A negative determination shall result in the rejection of the bid; in this case, you proceed to the next lowest evaluated bid to make a similar determination of the bidder's capability.

The criteria for post and pre-qualification may include:

- i. qualifications and experience of key staff;
- ii. availability of equipment;
- iii. manufacturing or construction facilities and their capacity, taking into account other commitments;
- iv. manufacturer's authorisation to supply if the bidder is not a manufacturer;
- v. financial position; and
- vi. experience and satisfactory performance in similar contracts.

Principles of Evaluation

Pursuant to Regulation 6(1) and (2) of the Public Procurement Regulations, tender and evaluation processes should comply with the following principles:

1. **Accountability and transparency** - the process will be open, clear, and defensible;
2. **Fairness** - equal opportunities are provided for all bidders in the process;
3. **Impartiality** - the process treats all bidders the same way and without bias;
4. **Objectivity** - subjective judgement and opinion not based on objective evidence is minimised in decisions.
5. **Reasonableness** - decisions are based on the information reasonably knowable by evaluators and are supported by rational and logical argument.
6. **Thoroughness** - decisions are based on a competent and comprehensive analysis of all relevant information.

Applying these principles ensures that the evaluation identifies the best bidder and the selection can be properly justified.

The Evaluation Report

The Evaluation Committee is required to prepare an evaluation report for submission to the Procurement Committee in accordance with Regulations 108 of the Public Procurement Regulations. The tender evaluation report documents the reasons for selecting the recommended bidder(s) identified in the report. Its principal objective is to demonstrate that the selected bidder(s) offer the best value for money or are the best.

The evaluation report shall include:

- i. the nature of the procurement;
- ii. the tender process involved, including the evaluation criteria and their relative weightings;
- iii. bids received;
- iv. results of preliminary, technical, financial, and, where applicable, post-qualification;
- v. reasons why any bids were non-responsive; and

- vi. a statement of the best evaluated bid.

Recommendations and Approvals

The evaluation report must be presented to the relevant approvals authority for consideration in line with the Public Procurement Act and Regulation 108(4) of the Public Procurement Regulations. In considering the recommendations, the approving authority must ensure that:

- I. the evaluation has been conducted in accordance with the evaluation criteria;
- II. scores against the criteria were arrived at fairly;
- III. all legal and policy requirements have been met, and procedures required have been followed;
- IV. the bid(s) recommended provide the best value for money; and
- V. funds are available for the contract.

If the approving authority accepts the recommendations and all other approvals and clearances are in place, the award and/or decision may then follow.

Timelines for Conducting Evaluations

Regulation 97(10) of the Public Procurement Regulations provides that:

"An Evaluation Committee shall, within twenty-one days of the commencement of an evaluation, submit an evaluation report and recommendations to the approvals authority or report to the approvals authority the anticipated completion date of the evaluation report".

Best Practices in Bid Evaluation

1. A well-prepared solicitation document contributes to the success of an evaluation process (and the entire procurement process generally).
2. Make sure that the scope of work, terms of reference, and evaluation criteria are clearly presented.
3. Provide sufficient time for bidders to respond to the invitation to bid.
4. Request for clarification must be responded to promptly.

Balancing Competition and Capacity in Public Works Procurement

By Gilbert Mbewe

The Zambia Public Procurement Authority (ZPPA) will consider complaints against the alleged discriminatory tender evaluation criteria by some procuring entities. The matter which was brought to ZPPA's attention by a concerned bidder highlights an important and recurring issue within the procurement system on the need to effectively balance inclusive participation with an assurance of contractor capability.

The Major Concern

At the centre of the complaint is the requirement for bidders to demonstrate **prior company-level experience** in similar works. This is typically evidenced through:

- completion certificates;
- signed contracts; and
- interim Payment Certificates (IPCs).

The concern raised was that such requirements may unfairly exclude new suppliers/bidders particularly those that are technically qualified but lack a corporate track record.

Understanding the role of experience requirements

Experience requirements are a standard feature of public procurement systems worldwide. They serve as a proxy for:

- technical competence;
- institutional capacity; and
- delivery reliability.

From a regulatory standpoint, such requirements are lawful and necessary, especially in public works where projects often involve significant financial, technical, and safety risks.

However, the key contentious issue is not the existence of these requirements—but how they are applied.

Where Challenges Arise

ZPPA's compliance monitoring and review functions have identified a pattern across procuring entities:

- use of standardized ("copy-and-paste") bidding documents;
- application of uniform experience thresholds, regardless of project size or complexity; and
- limited recognition of alternative

forms of capacity, such as key personnel expertise.

These practices can lead to over restrictive tendering, reduced competition and limited opportunities for emerging contractors.

Are the Concerns Valid?

The concerns raised are **partially valid**.

While requiring a company to have prior experience is not inherently discriminatory, it may become problematic where:

- requirements are disproportionate to the procurement need;
- the criteria is rigidly applied without justification; and
- there is no allowance for alternative capacity indicators.

In such cases, the procurement process risks undermining the principle of fair and open competition.

Can Individual Experience Replace Company Experience?

A key proposal from the complainant is the recognition of:

- experience of business owners; and
- qualifications and experience of employees.

ZPPA acknowledges that human capital is a critical component of capacity and should be considered during evaluation. However, it is important to distinguish between:

- **individual expertise; and**
- **institutional capability.**

For complex or high-value contracts, company-level systems such as financial capacity, project management structures, and operational controls remain essential. And as such, individual experience may complement but not fully substitute company experience.

What About Performance Bonds?

Another proposal is the use of performance bonds as an alternative to experience requirements.

While performance securities play an important role in safeguarding public funds, they primarily address contractual

default risk. They do not demonstrate a contractor's technical or operational ability to deliver works. Therefore, they cannot serve as a standalone replacement for experience-based qualification criteria.

The Way Forward: A Balanced Approach

To promote both inclusivity and accountability, ZPPA encourages procuring entities to adopt the following **balanced and flexible approach** to a qualification criteria:

- **apply proportionality:** Align experience requirements with the value and complexity of the project;
- **encourage competition:** Avoid unnecessarily high thresholds that limit participation;
- **recognize alternative capacity:** Consider key personnel experience, joint ventures, and subcontracting arrangements; and
- **avoid rigid templates:** Tailor bidding documents to the specific procurement.

Strengthening the Procurement System

This issue underscores the need for continuous refinement of procurement practices. ZPPA is considering further interventions, including:

- issuance of **practice notes on proportional qualification criteria;**
- review of **Standard Bidding Documents; and**
- enhanced **compliance monitoring and guidance to procuring entities.**

In conclusion, public procurement must strike a careful balance: it must remain **open and accessible**, while ensuring that only capable contractors are entrusted with public resources.

The conversation sparked by the concerned bidder is therefore both timely and constructive. It presents an opportunity to reinforce best practices and ensure that Zambia's procurement system continues to promote **fair competition, value for money, and sustainable market development.**

For further guidance, procuring entities are encouraged to engage the Zambia Public Procurement Authority through its established advisory channels.

ZPPA suspends five suppliers from participating in public procurement in the first half of the year

By Iñutu Mushambatwa

The Zambia Public Procurement Authority (ZPPA) has suspended five (5) suppliers from participating in public procurement from 1st January to 30 June 2026. The suppliers were suspended for underperformance of contractual obligations in contracts and for submitting information that was not genuine in tenders.

On 23rd January 2026, ZPPA suspended Priority Worx Limited and Leisely Howards Limited from participating in public procurement for a period of one (1) year for having submitted documents that were not genuine in a National Pension Scheme Authority (NAPSA) tender. The suspension of Priority Worx Limited and Leisely Howards Limited was in relation to a tender for consultancy services, on a feasibility study on the development of a specialised hospital in Zambia, issued by NAPSA. ZPPA instituted investigations following a complaint from NAPSA in November 2025. ZPPA established that Priority Worx Limited submitted a NAPSA compliance Certificate that was not genuine in the aforesaid tender. In addition, ZPPA established that Leisely Howards Limited submitted NAPSA and Zambia Revenue Authority Compliance Certificates that were not genuine in the same tender.

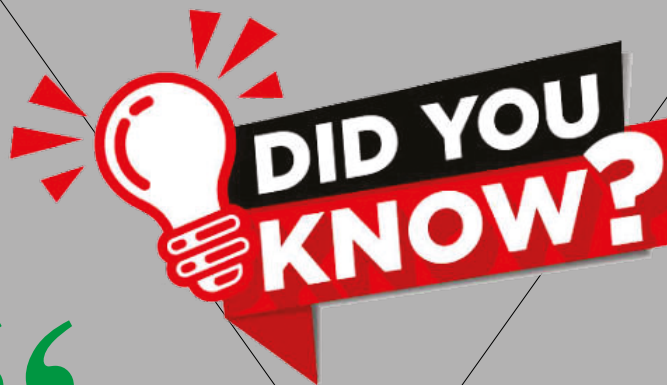
On 21st April 2026, ZPPA suspended Eligands Technologies from participating in public procurement for a period of one (1) year for underperformance of contractual

obligations in a contract with Chimwemwe Level Two Hospital. The suspension of Eligands Technologies was in relation to a contract for the installation of eleven (11) Closed Circuit Television (CCTV) cameras in the main pharmacy, pharmacy store, maternity ward, radiology and kitchen at the hospital at a cost of K66,750. In March 2026, ZPPA instituted an investigation following a complaint from Chimwemwe Level Two Hospital. ZPPA established that Eligands Technologies was paid an advance payment of K36,750 and supplied cables for the cameras in the aforesaid areas at a value of K3,888. However, Eligands Technologies did not install the CCTV cameras. Pursuant to section 96(g) of the Public Procurement Act No. 8 of 2020, ZPPA suspended Eligands Technologies from participating in public procurement for underperformance of the contract. Further, ZPPA directed Eligands Technologies to pay back part of the advance money to the hospital, as there was partial delivery of the contract.

ZPPA suspended Brikei General Dealers from participating in public procurement for a period of one (1) year for having submitted information that was not genuine in a tender for the provision of horticultural and landscaping services to Mulungushi Village Complex Limited. In April 2026, ZPPA instituted an investigation following a complaint from Mulungushi Village Complex Limited.

ZPPA established that Brikei General Dealers submitted three (3) reference letters that were not genuine in the said tender. Pursuant to section 96 (b) of the Public Procurement Act and Regulation 230 (1) of the Public Procurement Regulations 2022, ZPPA suspended Brikei General Dealers from participating in public procurement with effect from 19th May 2026.

ZPPA suspended Outright Ventures Limited from participating in public procurement for a period of one (1) year for failure to perform its contractual obligations in a contract with the Ministry of Water Development and Sanitation. The suspension of Outright Ventures Limited was in relation to a contract for the supply and delivery of five hundred (500) bicycles for Community Champions in the ten (10) provinces of Zambia. On 14th November 2025 Outright Ventures Limited signed the contract for the supply and delivery of five hundred (500) bicycles. The agreed delivery period as stipulated in the contract was eight (8) to ten (10) weeks. However, Outright Ventures Limited failed to deliver the bicycles within the contractual time frame despite numerous reminders from the Ministry of Water Development and Sanitation. Pursuant to section 96(g) of the Public Procurement Act, ZPPA suspended Outright Ventures Limited from participating in public procurement with effect from 29th June 2026.



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The e-GP System has been enhanced? Users can now securely prepare and submit bids directly from Android and IOS devices such as mobile phones and tablets, significantly enhancing accessibility. The maximum bid package size has been increased from 100MB to 150MB.”

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