



## The National Gas Company of Trinidad and Tobago Limited

### Media Release

#### NGC's e-auction tool saves Ministry of Education millions of dollars

**15<sup>th</sup> May 2023**

In a perfect example of making an impact beyond energy, The National Gas Company of Trinidad and Tobago Limited (NGC), in collaboration with the National Information and Communication Technology Company Limited (iGovTT), has enabled the Ministry of Education (MOE) to save millions of dollars in a recent laptop procurement exercise, through the use of a Reverse Auction on NGC's e-auction platform.

NGC began using e-auctions to procure goods and services in May 2019. The basic premise of an e-auction is competitive bidding – participants compete on a digital platform to outdo competitors in terms of pricing offered. 'Forward Auctions' are used to sell items (highest bid wins), whereas 'Reverse Auctions' are used to purchase items (lowest bid wins). NGC has been using Reverse Auctions to allow suppliers to present bids on certain project scopes or tenders, for the opportunity to supply the requested good or service.

Having saved millions of dollars relative to in-house estimates since its first e-auction, NGC has recognised the value of the e-auction procurement methodology and has contemplated extending the availability of its e-auction platform to other state entities to generate savings and help streamline public procurement practices.

Earlier this year, NGC approached iGovTT - the implementation arm of the Ministry of Digital Transformation – to demonstrate the utility of e-auctions in a public procurement exercise for the Ministry of Education. Specifically, iGovTT was assisting the MOE with the purchase of 8000 laptops for the students of Trinidad and Tobago.

On March 3<sup>rd</sup> 2023, NGC hosted the e-auction event on behalf of iGovTT and the MOE, where representatives were able to witness the functionalities of the e-auction platform and potential applications of the system for future procurement activities. Not only did the Reverse Auction result in significant savings to the MOE and the public purse, but representatives left with valuable insights on the e-auction process and platform that can be replicated at the MOE and other Ministries.

Speaking on the intent behind this collaborative effort, NGC President Mark Loquan explained: "We at NGC see ourselves in a position to leverage technologies utilised at NGC for the use and benefit by other State entities. This includes not only E-auctions, but also the adoption of satellite services. We are continuously seeking opportunities to cut new paths, to help Trinidad and

Tobago achieve its development goals. But just as a rising tide lifts all boats, we believe the impact of our innovations and learnings can be multiplied if shared with other companies, particularly in the state enterprise sector, which faces similar challenges. If we can collaborate with other state companies and Ministries to help them work more efficiently and cost-effectively, then all of Trinidad and Tobago wins.”

Echoing these sentiments was Kurt Scotland, NGC’s Senior Manager, Supply Chain Management, who initiated and spearheaded this collaboration. “One of NGC’s strategic growth pillars aims to strengthen the company’s national contribution, and this exercise is a prime example of NGC actively helping our compatriot companies grow. E-auctioning halved the MOE’s procurement cost in this instance, and we foresee the potential for similar gains elsewhere in the public sector. For this reason, we are currently exploring opportunities to share our e-auction expertise and platform with other stakeholders.”

**For more information:**

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