

Giulia Di Pierro

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BIOGRAPHY

Giulia Di Pierro is a Consultant at Lear. She deals with technical assistance projects in the area of public procurement in cooperation with Multilateral Development Banks and public administrations. She is currently engaged in several projects focused on modernization of national public procurement system, remedies and strengthening of procurement knowledge of public officials. Giulia is also in charge of Lear's business development in the field of procurement and competition; she participates in international conferences, monitors business opportunities and deals with the preparation of expression of interests or proposals in response to procurement notices.

Prior to joining Lear, Giulia worked for two years at the European Bank for Reconstruction and Development (EBRD) in the Technical Cooperation (TC) Department. During her period at the EBRD, Giulia's core responsibility was the procurement of consultancy services for TC projects either funded from the Bank's own funds or through funds made available to the Bank by European Union, bilateral and multilateral donors. She dealt with TC projects in a wide range of sectors such as municipal infrastructure, agribusiness, financial institutions, power and energy and transport. Giulia's assignments at the EBRD involved also advisory services to internal and external Clients, capacity building, results management and donor reporting. Before joining the EBRD, she did an internship at Moverim Consulting in Bruxelles, dealing with EU project management.

Giulia has a Bachelor degree in Economics, a Master of Science degree in Business Administration and a post-graduate degree in International Public Procurement Management. She has full professional proficiency in English and intermediate knowledge of French. Her main area of expertise is public procurement and she wrote several papers on a variety of topics including – but not limited to - corruption and anti-competitive behaviours, modernization of public procurement legal frameworks, open data, SMEs involvement, professionalism in public procurement, innovation and sustainable public procurement.

PROFESSIONAL EXPERIENCE

2016-present	LEAR – LABORATORIO DI ECONOMIA, ANTITRUST E REGOLAMENTAZIONE Economic Consultancy Consultant
2014-2016	EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT Senior Officer - Department of Technical Cooperation
2013	MOVERIM CONSULTING SPRL, BRUXELLES Intern

EDUCATION

2014-2015	UNIVERSITY OF ROME TOR VERGATA Post-graduate International Master in Public Procurement Management <u>Core exams:</u> Economic analysis of the market; Public Contracts Law (EU, WTO and UN), Public-Private Partnership, IFI's procurement procedures, Quality Management and Green Procurement, Strategic Procurement <u>Final grade:</u> 110 cum laude
2011-2013	UNIVERSITY OF ROME TOR VERGATA Master of Science in Business Administration <u>Core exams:</u> Business Statistics, Microeconomics, Corporate Governance and Accountability, Finance, European Commercial Law, Economics of Procurement <u>Final grade:</u> 110 cum laude

2008-2011

UNIVERSITY OF ROME TOR VERGATA

Bachelor's in Economics and Management

Core exams: Microeconomics, Macroeconomics, Mathematics, Statistics, Industrial Economics, Law (Private, Public, Commercial)

MAIN CONSULTANCY PROJECTS

- 08/2019-10/2019 Economic impact evaluation of the adoption of auction mechanisms alternative to the sealed bid first price
Activities performed: review of relevant economic literature on auction theory; economic analyses; preparation of report and presentation of results and findings
- 05/2019- ongoing Capacity Building for the Albanian Competition Authority
Activities performed: desk research and analysis of past competition advocacy efforts; preparation of reports, an online questionnaire, and ppt presentations; organization of study visits for Authority's public officials
- 01/2019-03/2019 Revision of the auction mechanism for the allocation of waste in Italy
Activities performed: economic analysis on the competitive impact of a revision of the current auction system implemented by a waste management and recycling consortium to allocate the collected material
- 03/2018-03/2019 Enhancing the tribunal skills and capacity of the Public Procurement Review Body members (EBRD)
Activities performed: negotiations; project planning and management; organization of study visits in two EU Member States; preparation of a training curricula on remedies in public procurement in BiH
- 02/2018-03/2019 Technical Assistance in reforming the Complaint procedure Mechanism of the Public Procurement Review Body of Bosnia and Herzegovina (EBRD)
Activities performed: negotiations; project planning and management; gap analysis; surveys; preparation of an action plan for institutional strengthening
- 04/2017-07/2018 Enhancing the System of Protection of Rights in Public Procurement Procedures in Serbia (EBRD)
Activities performed: project planning and management; analysis of legal framework; draft reports, memorandum of cooperation and two training curricula; organization of a Regional Conference with all review bodies in South-Eastern Europe; ensure continuous dialogue with Client and stakeholders
- 01/2018-03/2018 Capacity Building for Bulgaria's Commission on Protection of Competition (EBRD)
Activities performed: draft training curriculum for two modules: (1) remedies and (2) optimal design of tenders to fight big rigging; deliver the training on Module (2).
- 11/2016-07/2018 Public Procurement system action plan for Serbia (EBRD)
Activities performed: project planning and management; review of national and international legal framework; conduct surveys and sample analysis; perform benchmarking exercise; draft policy reports, aide memoires; organization of Final Conference; ensure continuous dialogue with Client and stakeholders

LANGUAGE SKILLS

Italian: native language

English: level C1 in reading, speaking and writing

French: level B1 in reading, speaking and writing

SELECTED PUBLICATIONS

- *Detecting Bid-Rigging in the “Big Data Era”* Published in the book *Advancing Public Procurement: Theories and Practices* (Chapter 5), PrAcademics Press 2019. Co-author with Paolo Buccirosi and Luca Giangregorio
- *The road ahead for public procurement in Europe: is there life after the Directives?* Published in the *Handbook on Global Public Policy and Administration* (Chapter 36), Routledge 2016. Co-author with Prof. Gustavo Piga.
- *EBRD’s approach to build capacity in Public Procurement. From Investment, drive ‘ad-hoc’ capacity building to teaching public procurement at the university level.* October 2015
- *Proposal for the improvement of Small Medium Enterprises’ access to public procurement.* Co-author with Prof. Gustavo Piga. May 2015
- *Small Business Act: from the United States to Lazio Region in Italy.* Co-author with Prof. Gustavo Piga. December 2013

SPEAKER AT INTERNATIONAL CONFERENCE

Workshop on Contemporary issues in Public Procurement, EBRD HQ, London, October 2015
Workshop on Global Public Policy and Administration, Yonsei University, Seoul, August 2014

ALUMNI

President of the Alumni Association of the International Master in Public Procurement Management (10/2016 – 10/2018)

Member of the EBRD Alumni (11/2016 – present)