



Lead Instructor Profile:

**Jorge Claro, MBA, MCIPS
President & CEO, INPRI**

Jorge Claro is an internationally-recognized expert with over 35 years of experience in the field of Government Procurement. He was the Chief of the Procurement Policy and Coordination Office of the Inter-American Development Bank from 1992 to 2000. At the IDB, his duties included the formulation and interpretation of the procurement policy of the institution, the coordination of the procurement policy harmonization efforts among the Multilateral Development Banks, the elaboration of procedures manuals and standard bidding documents, as well as the oversight of procurement by borrowers under the US\$ 10 billion a year portfolio of Bank financed projects. Jorge also held the technical representation of the Bank to the Working Group on Government Procurement of the Free Trade Area of the Americas, FTAA.

Prior to joining the IADB, Jorge worked for the UN Development Programme in New York and several countries for more than twenty five years. While at UNDP, Jorge established the first procurement project on behalf of a country, overseeing the procurement of over US\$ 2.5 billion of goods, works and services.

As a private consultant and President of his own Consulting Company, Claro & Associates, Inc., since 2000, he has carried out multiple activities including lecturing on procurement matters and reform issues at Georgetown University and the International Law Institute, advising in the revision of the Model Law on Procurement as a member of UNCITRAL's Working Group on Government Procurement, and participating in the drafting of the Tendering and Bidding Law as a consultant to the National People's Congress of the People's Republic of China. From 2005 to 2007, he was also the Director of the Center for Public Procurement Law and Policy at the International Law Institute.

In 2007, Jorge launched the International Procurement Institute (INPRI) with offices in the United States, Chile and Jamaica. INPRI is a center of excellence in public sector procurement dedicated to the promotion of the procurement profession. Its mission is to provide advice, support, education and training to governments, international organizations and private sector companies, addressing procurement issues with efficiency, efficacy and transparency.

Jorge Holds an MBA from Leeds University in the UK and an MCIPS from the Chartered Institute of Purchasing and Supply, also of the UK. He is fluent in English and Spanish, with a working knowledge of French and Portuguese.