

Curriculum Vitae

Gian Luigi Albano

Professional Address

Research and Development Unit

Consip S.p.A. - *The Italian Public Procurement Agency*

Via Isonzo 19/E, 00198 Rome - Italy

Tel. +39 06 85449.627

Email: gianluigi@tesoro.it

<http://www.eng.consip.it/on-line/en/Home/ResearchDevelopment.html>

Born June 23, 1967 in Cosenza (Italy)

Education

- 1999 Post-doctoral Fellowship in Economics, Université de Toulouse I (France)
- 1998 Ph.D. in Economics, Université catholique de Louvain (Belgium)
- 1995 Master of Arts in Economics, Université catholique de Louvain (Belgium)
- 1992 Laurea in Economia Politica (Political Economy, *Summa cum Laude*), Università Bocconi, Milan (Italy)

Employment

- 2008 - Head of Research and Development, Consip S.p.A. - *The Italian Public Procurement Agency*
- 2007 - 2008 Head of Research, Consip S.p.A. - *The Italian Public Procurement Agency*
- 2005 - 2006 Senior Economist, Consip S.p.A. - *The Italian Public Procurement Agency*
- 1999 - 2005 Permanent Lecturer, Department of Economics, *University College London* (UK)

1995 - 1999 Teacher Assistant, Department of Economics, *Universite' catholique de Louvain* (Belgium)

Language Skills

Italian: Mother tongue

English: Fluent

French: Fluent

Spanish: Very good

Professional Experiences

July '08 to date:

Head of Research and Development, Consip S.p.A. - The Italian Public Procurement Agency

Main duties/activities

- *Supervision/Coordination of the Agency's contribution to national and international projects:*
 - **PEPPOL**
 - **STEPPIN:** 2-year EU-funded project aiming at determining how the use of standards in public procurement may foster suppliers' innovative solutions;
 - **EU Public Procurement Learning Lab:** Knowledge-sharing, self-funded and voluntary network of European public institutions working in the broad field of public procurement
- *Supervision of the economic assessment of (e-)procurement strategies.*

Main tasks include: lots design, contractual incentive schemes, scoring rules, bidding consortia, preventing collusion
- *Supervision of the economic assessment for the implementation of new e-procurement solutions (according to Directive 2004/18/CE):*
 - Framework Agreements: implementation of the first framework agreement in Italy for IT consulting services on behalf of the Ministry of Economy and Finance;
 - Dynamic Purchasing System

- Electronic Auctions and e-marketplace
- *Teaching and Training*
 - University LUISS “G. Carli” (Rome): Master in Economics (as of 2012)
 - University of Rome “Tor Vergata”: Ph.D in Finance and Master in e-procurement
 - University of Siena: Master in e-procurement;
 - the Italian Higher School of Government (SSPA)
 - the International Training Centre of the International Labor Organization (ITC-ILO): Master in Sustainable Procurement
- *Supervision and coordination of research activities.*

Main topics: The law and economics of public contracts, preventing collusion in public procurement, scoring rules, empirical analysis of complex IT projects, empirical analysis of transactions on the e-marketplace, economic analysis of bidding consortia and subcontracting

- *Supervision of international relations*
- *Invited Speaker at international workshops and conferences.*

Main topics: Auction design, e-Auctions, the Economics of Public Procurement

- *Expert on Public Procurement for SIGMA-OECD, the European Commission and the InterAmerican Development Bank*
- *Expert for the Italian Ministry of Economy and Finance on awarding procedures for concessions and on the “Emission Trading Scheme”*
- *Lead European Expert for the OECD “peer review” of the US Federal Acquisition System*

Jan '07 – June '08:

Head of the Research Unit, Consip S.p.A. - The Italian Public Procurement Agency

Feb '05 – Dec '06:

Senior Economist – Research Unit, Consip S.p.A. - The Italian Public Procurement Agency

Sept '99 – Jan 05:

Permanent Lecturer at the Department of Economics, University College London, UK

- Teaching: Industrial Organization I: Market Structure, Game Theory , Economic Policy Analysis, Economics of Innovation, Microeconomics, Contracts and Information
- Visiting Lecturer: Free University of Brussels, University of Brescia, Solvay Business School (Brussels)

Research and Related Activities

Published Papers in refereed Journals (in English)

- “Collusive Drawbacks of Sequential Auctions,” (2011), *Journal of Public Procurement*, forthcoming, (with G. Spagnolo)
- “Flexible Strategies for Centralized Public Procurement,” *Review of Economics and Institutions*, 1 (2), Article 4. doi: 10.5202/rei.v1i2.4. Retrieved from <http://www.rei.unipg.it/rei/article/view/17> (with M. Sparro)
- “Symposium on International Public Procurement: Introduction,” (2010), *Journal of Public Procurement*, Vol. 10, N. 3, (with Dae-In Kim)
- “Asymmetry and Collusion in Sequential Procurement: A Large Lot Last Policy,” (2010), *The B.E. Journal of Theoretical Economics* , Vol. 10, Issue 1 (Topics), (with G. Spagnolo)
- “Regulating Joint Bidding in Public Procurement,” (2009), *Journal of Competition Law and Economics*, 5(2), pp. 335-360 (with G. Spagnolo and M. Zanza)
- “A Simple Model of Framework Agreements: Competition and Efficiency,” (2008) *Journal of Public Procurement* (with M. Sparro)
- “Bid Average Methods in Procurement,” (2006), *Rivista di Politica Economica*, No. I-II, pp. 41-64 (with M. Bianchi and G. Spagnolo)
- “Retaliatory Equilibria in a Japanese Auction for Multiple Objects”, (2006), *Review of Economic Design*, Vol. 10, pp. 1-8 (with F. Germano and S. Lovo)
- “Ascending Auctions for Multiple Objects: The Case for the Japanese Design”, (2006), *Economic Theory*, Vol. 28, pp. 331-355, (with F. Germano and S. Lovo)
- “(All) Equilibria in a Class of Bidding Games”, (2005), *Economics Letters*, **87**, pp. 61-66 (with A. Matros)
- “Bayesian Inference in Repeated English Auctions”, (2004), *Test*, Vol. **13**, No. **1**, pp. 1-19 (with F. Jouneau)

- “Strategic Certification and Provision of Quality”, (2001), *International Economic Review*, Vol. **42**, No. **1**, pp. 267-283 (with A. Lizzeri)
- “A Class of All-Pay Auctions: Equilibrium, Revenue Ranking and Surplus Extraction”, (2001), *Louvain Economic Research*, Vol. **67**, pp. 31-38
- “A Comparison of Standard Multi-Unit Auctions with Synergies”, (2001), *Economics Letters*, **71**, pp. 55-60 (with F. Germano and S. Lovo)

Published Papers in refereed Journals (in Italian)

- “Problemi e prospettive del Public Procurement in Italia tra esigenze della pubblica amministrazione e obiettivi di politica economica”, (2009), *Economia Italiana* (with F. Antellini Russo), n. III
- “Basi d’Asta nelle Gare per gli Acquisti Pubblici”, (2008), *Rivista di Politica Economica* (with N. Dimitri)
- “Guerra per Bande: l’asta UMTS inglese,” (2000), *Mercato Concorrenza Regole*, N. 3, Dicembre, pp. 523-37 (with B. Bortolotti)

Book Chapters

- “Bidding for Complex Projects: Evidence from the Acquisition of IT Services by the Italian Ministry of Economy and Finance,” in M. A. Wimmer, H. Jochen Scholl, M. Janssen, R. Traunmüller (Eds.), *Electronic Government. 8th International Conference, EGOV 2009*. Springer Verlag: Heidelberg et al, LNCS # 5693, 2009 (with F. Dini and R. Zampino).
- “Preventing Collusion in Procurement”, in N. Dimitri, G. Piga and G. Spagnolo (Eds.), *Handbook of Procurement*, Cambridge University Press, 2006 (with P. Buccirossi, G. Spagnolo and M. Zanza).
- “Participation and Reserve Price”, in N. Dimitri, G. Piga and G. Spagnolo (Eds.), *Handbook of Procurement*, Cambridge University Press, 2006 (with N. Dimitri and G. Piga).
- “Procurement Contracting Strategies”, in N. Dimitri, G. Piga and G. Spagnolo (Eds.), *Handbook of Procurement Auction Design*, Cambridge University Press, 2006 (with G. Calzolari, F. Dini, E. Iossa, G. Spagnolo).
- “Information and Tendering Formats”, (with N. Dimitri, R. Pacini G. Spagnolo), in N. Dimitri, G. Piga and G. Spagnolo (Eds.), *Handbook of Procurement*, Cambridge University Press, 2006.

Ongoing Research Projects

- “Competition in the execution of public contracts”, with G. M. Racca and R. Cavallo Perin
- “Contract incompleteness and selection procedures in Public-Private Partnerships”, with G. M. Racca and R. Cavallo Perin
- “How successful are Small and Medium Enterprises in public procurement: Evidence from the Italian e-marketplace”, with R. Zampino and V. Surace
- “The integrity of public contract management: Evidence from the National Framework Contracts in Italy”, with Roberto Zampino
- “Relational procurement contracts and reputational mechanisms”, with B. Cesi and A. Iozzi
- “Strategic subcontracting in competitive public procurement”, with G. Mattera

Refereeing activity and Editorial duties

Econometrica; American Economic Review; Review of Economic Studies; RAND Journal of Economics; The B.E. Journal of Theoretical Economics; Journal of Economic Theory; Games and Economic Behavior; Journal of the European Economic Association; International Economic Review; Journal of Public Economics; European Economic Review; International Journal of Industrial Organization; Journal of Industrial Organization; Review of Economic Design; Economica; Economic Journal; Review of Finance; Canadian Journal of Economics; Energy Journal; Fiscal Studies; Louvain Economic Review; The European Review of Agricultural Economics; American Journal of Agricultural Economics; Economics and Philosophy; Rivista di Politica Economica; Mercato, Concorrenza e Regole

Reviewer for the National Science Foundation

Associate Editor of the Journal of Public Procurement

Awards

“Best Full-Length Paper Award” at the 3rd International Public Procurement Conference, Amsterdam, 2008.

Invited Academic Seminars

Free University of Brussels, Free University of Berlin; University of Brescia, University of Venice, University of Bologna, University LUISS “G. Carli” (Rome), European Institute Florence, University of Lausanne, Birkbeck College (London), University of Edinburgh, University of Exeter, University of Essex, University of Cambridge, Queen

Mary College (London), London Business School, Royal Holloway College (London), New York University Law School; George Washington University Law School

Invited Talks on Public Procurement (2006-10)

Belgrade, Skopje, Sofia, The Hague, Paris, Warsaw, Podgoriça, Vienna, Turin, Naples, Florence, Beijing, Brussels, Rome, Bucharest, Tunis, Washington, Panama City

Other activities

- Consultant for Lexecon and Europe Economics
- Expert for the EC on the EU-China Trade Project

http://www.euchinawto.org/index.php?option=com_content&task=view&id=228&Itemid=62

- Local organizer (jointly with Bernardo Bortolotti, University of Turin) of three conferences (September 2002/03/04) on “**Auctions and Market Design: Theory, Evidence and Applications.**” The conferences were sponsored by the European Commission as high level conferences (contract number HPCF-2001-00125).

Rome, 25th January 2011