

Chapter II Products and Services Covered by the Government Procurement Survey

This survey covers government purchased products and services which fell under the following voluntary measures on government procurement: "Procedures for Government Procurement on Products (Operational Guidelines)", "Measures on Japanese Public Sector Procurement of Telecommunications Products and Services", and "Measures Related to Japanese Public Sector Procurement of Medical Technology Products and Services".

In other words, it covers in principle procurement contracts made by central government entities and public corporations given in the following Table A, and products and services of which value were above the threshold given below. *

From 1 January 2012 to 31 March 2012: 100,000 SDR (15 million yen)

From 1 April 2012 to 31 December 2012: 100,000 SDR (12 million yen)

*(Note) Procurement for public works (including architectural planning and consultancy) is excluded from this survey.

Table A

Central Government Entities (23)	Public Corporations (40)	Independent Administrative Institutions (89)
House of Representatives; House of Councillors; Supreme Court; Board of Audit; Cabinet; National Personnel Authority; Cabinet Office; Imperial Household Agency; National Public Safety Commission; Financial Services Agency; Consumer Affairs Agency; Reconstruction Agency; Ministry of Internal Affairs and Communications; Ministry of Justice; Ministry of Foreign Affairs; Ministry of Finance; Ministry of Education, Culture, Sports, Science and Technology; Ministry of Health, Labor and Welfare; Ministry of Agriculture, Forestry and Fisheries; Ministry of Economy, Trade and Industry; Ministry of Land, Infrastructure, Transport and Tourism; Ministry of the Environment; Ministry of Defense	Hokkaido Railway Company; East Japan Railway Company; Central Japan Railway Company; West Japan Railway Company; Shikoku Railway Company; Kyusyu Railway Company; Japan Freight Railway Company; Japan Tobacco Inc.; Nippon Telegraph and Telephone Co.; Nippon Telegraph and Telephone East Co.; Nippon Telegraph and Telephone West Co.; Japan Finance Organization for Municipalities; Okinawa Development Finance Corporation; Japan Finance Corporation; Development Bank of Japan Inc.; Japan Bank for International Cooperation; The Promotion and Mutual Aid Corporation for Private Schools of Japan; The Open University of Japan Foundation; Health Insurance Claims Review & Reimbursement Services; Japan Racing Association; Mutual Aid Association for Agricultural, Forestry and Fishery Organization Personnel; The National Association of Racing; Mutual Aid Fund for Official Casualties and Retirement of Volunteer Firemen; Japan Post; Narita International Airport Corporation; Japan Environmental Safety Corporation; Tokyo Metro Co., Ltd; National University Corporation; Inter-University Research Institute Corporation; East Nippon Expressway Company Limited; Central Nippon Expressway Company Limited; West Nippon Expressway Company Limited; Metropolitan Expressway Company Limited; Hanshin Expressway Company Limited; Honshu-Shikoku Bridge Expressway Company Limited; Japan Alcohol Corporation; Keirin Promotion association; Motorcycle Racing Promotion Association; Japan Health Insurance Association;	National Archives of Japan; National Research Institute of Brewing; National Center for University Entrance Examination; National Institute of Special Needs Education; National Women’s Education Center; National Museum of Nature and Science; National Institute for Materials Science; National Research Institute for Earth Science and Disaster Prevention; National Institute of Radiological Sciences; National Museum of Art; National Center for Teacher’s Development; The National Institute of Health and Nutrition; National Center for Seeds and Seedlings; National Livestock Breeding Center; National Fisheries University; National Institute of Agrobiological Sciences; National Institute for Agro-Environmental Sciences; Japan International Research Center for Agricultural Sciences (JIRCAS); Forestry and Forest Products Research Institute; Fisheries Research Agency; Research Institute of Economy, Trade and Industry; National Center for Industrial Property Information and Training; Nippon Export and Investment Insurance; National Institute of Advanced Industrial Science and Technology; National Institute of Technology and Evaluation; Public Works Research Institute; Building Research Institute; National Traffic Safety and Environment Laboratory; National Maritime Research Institute; Port and Airport Research Institute; Electronic Navigator Research Institute; National Institute for Sea Training; Civil Aviation College; The National Institute for Environmental Studies; Labor Management Organization for USFJ Employees; National Agency of Vehicle Inspection; National Statistics Center; Japan Mint; National Printing Bureau; Japan Water Agency; Japan Railway Construction, Transport and Technology Agency; Japan Science and Technology Agency; Japan International Cooperation Agency; Welfare and Medical Service Agency; Agriculture and Livestock Industries Corporation; Northern Territories Issue Association; National Consumer Affairs Center of Japan; RIKEN; Japan Foundation; Japan Arts Council; Japan Society for the Promotion of Science; Japan Sport Council; National Center for Persons with Severe Intellectual Disabilities, Nozominosono; Farmers' Pension Fund; Japan External Trade Organization; New Energy and Industrial Technology Development Organization; Japan National Tourism Organization; The Japan Institute for Labour Policy and Training; Organization for Workers' Retirement Allowance Mutual Aid; Japan Nuclear Energy Safety Organization; Japan Oil, Gas and Metals National Corporation; Environmental Restoration and Conservation Agency; Japan Labour Health and Welfare Organization; Japan Student Services Organization; National Institute of Information and Communications Technology (NICT); Institute of National Colleges of Technology, Japan; National Institution for Academic Degrees and University Evaluation; Center for National University Finance and Management; National Hospital Organization; Organization for Small & Medium Enterprises and Regional Innovation, JAPAN; Urban Renaissance Agency; Fund for the Promotion and Development of the Amami Island; Japan Atomic Energy Agency; Japan Expressway Holding and Debt Repayment Agency; National Institution for Youth Education; Marine Technical Education Agency; Government Pension Investment Fund; National Institute of Occupational Safety and Health, Japan; National Agriculture and Food Research Organization; Japan Housing Finance Agency; National Institutes for Cultural Heritage; Food and Agricultural Materials Inspection Center; National Cancer Center; National Cerebral and Cardiovascular Center; National Center for Neurology and Psychiatry; National Center for Global Health and Medicine; National Center for Child Health and Development; National Center for Geriatrics and Gerontology; Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers

(Note) This table lists up entities that existed in 2012.

1. Total Value and Number of Government Procurement Contracts

The total value for government procurements of goods and services for 2012 was 1,834 billion yen, an increase of 30.0% from the previous year. The total number of contracts was 14,640, an increase of 16.1% from the previous year.

Table 1-1: Total value and number of government procurement contracts
(100mil. Yen or Number of contracts)

	2007	2008	2009	2010	2011	2012
Total value (increase from the previous year, %)	14, 037 (+9. 5)	13, 648 (-2. 8)	18, 542 (+35. 9)	15, 630 (-15. 7)	14, 110 (-9. 7)	18, 344 (+30. 0)
Total number of contracts (increase from the previous year, %)	12, 902 (+5. 8)	12, 741 (-1. 3)	14, 462 (+13. 5)	13, 249 (-8. 4)	12, 613 (-5. 0)	14, 640 (+16. 1)

2. Breakdown of Procurements by Type of Goods or Service, and by Contract Type (2012)

The ratios of open tendering contracts to single tendering contracts vary significantly according to whether the items procured were goods or services. In 2012, about 87% of the number and 84% of the total value of goods procurement were contracted through open tendering procedures. Meanwhile, in terms of service, about 64% of the number and 54% of the total value of procurement were contracted through open tendering procedures.

Table 2: Breakdown of procurements by types of goods and services, and by contract type
(Upper col.: Number of contracts, Lower col.: Value(100 mil. Yen))

	Open tendering	Selective tendering	Single tendering	Total
Goods	8,399 (87.1)	54 (0.6)	1,194 (12.4)	9,647
	7,574 (83.9)	179 (2.0)	1,274 (14.1)	9,027
Services	3,171 (63.5)	41 (0.8)	1,781 (35.7)	4,993
	5,013 (53.8)	41 (0.4)	4,264 (45.8)	9,318
Total	11,570 (79.0)	95 (0.6)	2,975 (20.3)	14,640
	12,587 (68.6)	220 (1.2)	5,537 (30.2)	18,344

(Note) Figures in parentheses: Ratio(%)

3. Trends in Procurement Breakdown by Type of Contract (5 year period)

In 2012, the share of open tendering was about 79% in terms of the number of contracts. In terms of value basis, it was about 69%.

Table 3-1: Change in the composition of tendering types
(Number of contract basis)

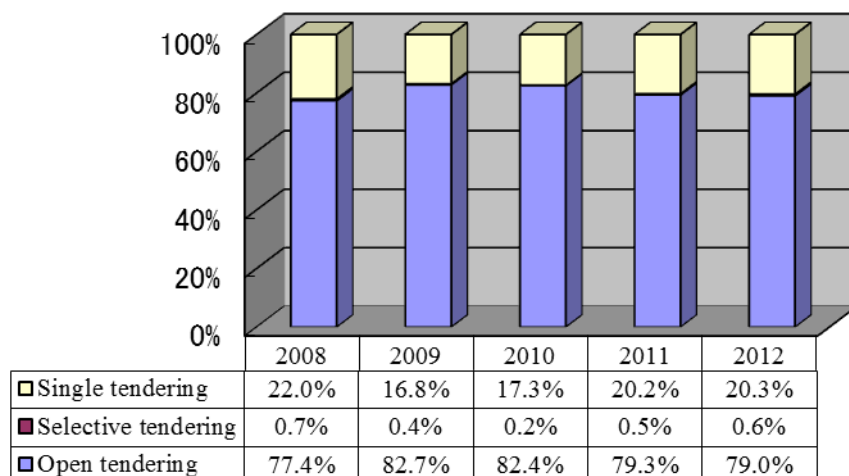
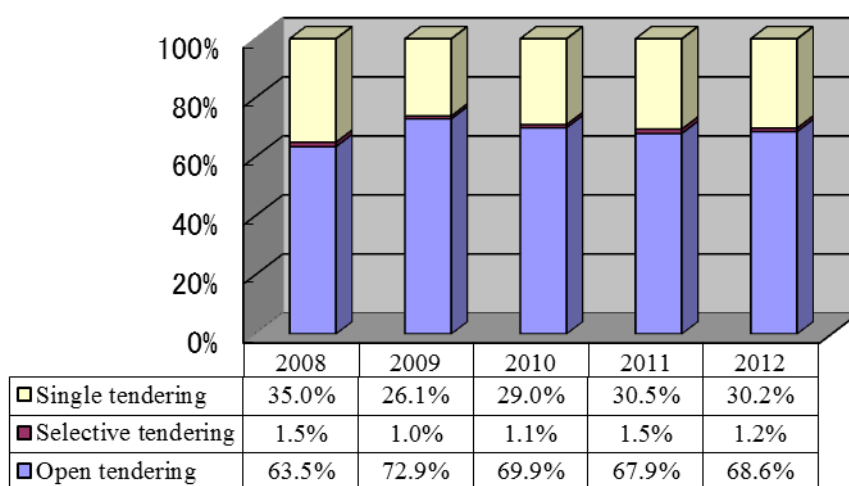


Table 3-2: Change in the composition of tendering types
(Value basis)



4. Grounds for Selective Tendering Procedures

The contracts through selective tendering procedures keep low level. In 2012, the contracts through selective tendering were less than 1% of the total.

Table 4-1 Total number of selective tendering procedures (Number of contracts)

	2010	2011	2012
Total	33 (0.2)	65 (0.5)	95(0.6)

(Note) Figures in parentheses: Ratio(%)

Table 4-2 Reasons for selective tendering procedures (Number of contracts)

Reasons	2012
Only a small number of suppliers is expected to tender because of the nature or the purpose of the contract	88
Use of open tendering is expected to be disadvantageous for procuring entities	7
Others	0
Total	95

5. Breakdown of Grounds for Single Tendering Procedures

Of the reasons listed in the 15th Article of the WTO Agreement on Government Procurement as the conditions of single tendering procedure, the one most often cited for the adoption of single tendering procedures was "when, for works of art or for reasons connected with protection of exclusive rights, such as patents or copyrights, or in the absence of competition for technical reasons, the products or services can be supplied only by a particular supplier" which accounted for about 35 percent of cases in 2012.

Table 5: Reasons for use of single tendering procedures

Reasons	2010	2011	2012
	Number of contracts	Number of contracts	Number of contracts
	Ratio (%)	Ratio (%)	Ratio (%)
In the absence of tenders in response to an open or selective tender	484	494	673
	21. 1	19. 4	22. 6
When, for works of art or for reasons connected with protection of exclusive rights, such as patents or copyrights, or in the absence of competition for technical reasons, the products or services can be supplied only by a particular supplier	729	834	1, 048
	31. 8	32. 7	35. 2
When, for reasons of extreme urgency, the products could not be obtained in time by means of open or selective tendering procedures	51	299	187
	2. 2	11. 7	6. 3
A change of supplier would harm interchangeability with already existing products or equipment	1, 008	897	1, 024
	43. 9	35. 2	34. 4
When an entity procures prototypes or a first product which are developed at its request	7	2	1
	0. 3	0. 1	0. 0
Others	15	21	42
	0. 7	0. 8	1. 4
Total	2, 294	2, 547	2, 975

6. Ratio of Foreign Supplier's Awards

The ratio of foreign supplier's awards accounted for about 3.2% on the number of contracts basis and 3.0% on the value basis in 2012.

Table6-1: Ratio of Procurement from Foreign Suppliers

(%)

	2010		2011		2012	
	Procurement value	Number of contracts	Procurement value	Number of contracts	Procurement Value	Number of contracts
Ratio	3. 5	2. 7	3. 1	3. 1	3. 0	3. 2

Table: 6-2: Nation' s Origin in the Foreign Supplier' s Award

	Number	Value (100 million yen)
USA	220	209.2
EU	191	238.6
Others	56	95.7
Total	467	543.5

7. Percentage of Foreign Suppliers' Tenders and Awards

In 2012, percentage of foreign suppliers' tenders and awards were still low in open tendering procedures. Meanwhile, the percentage of foreign suppliers' awards was higher than that of tenders.

Table7: Percentage of Foreign Suppliers' Tenders and Awards in 2012 (%)

Method for Procurement Contract	Percentage of tenders (previous year)	Percentage of awards or Percentage of contracts (previous year)
Open tendering procedures	0. 9 (0.9)	1. 5 (1.4)
Single tendering procedures	—	4. 4 (4.8)

(Note 1) Percentage of tenders: The number of foreign tenders/The total number of tenders X 100

Percentage of awards: The number of contracts awarded to foreign tenders/The total number of contracts in open tendering procedures X 100

Percentage of contracts: The number of contracts made by foreign suppliers in single tendering procedures/The total number of contracts in single tendering procedures X 100

8. Ratio of Foreign Goods and Services

In 2012, foreign goods and services accounted for about 6.0% of the total procurement value, and 10.5% of the total number of contracts. In addition, foreign goods accounted for 10.3% of the total procurement value of goods, and 14.5% of the total number of contracts of goods.

Table8: Ratio of Foreign Goods and Services (%)

	2010	2011	2012
Procurement value	8. 2(11. 2)	7. 9(13. 7)	6. 0(10. 3)
Number of contracts	14. 5(20. 8)	14. 4(20. 2)	10. 5(14. 5)

(Note 1) Figures in parentheses are for procurement of goods only.

9. Breakdown of Foreign Goods and Services by Place of Origin

In 2012, goods and services from the United States accounted for about 46% on the value basis and about 45% on the number of contracts basis.

Table9-1: Breakdown of Foreign Goods and Services by Place of Origin (value basis)
(100 million yen, %)

Place of origin	2010	2011	2012
	Procurement Value	Procurement Value	Procurement Value
	Ratio	Ratio	Ratio
U S A	681. 2	512. 9	505. 3
	53. 0	46. 2	45. 9
E U	437. 2	402. 9	408. 1
	34. 0	36. 3	37. 1
Others	167. 2	195. 2	187. 6
	13. 0	17. 6	17. 0
Total	1, 285. 5	1, 111. 0	1, 100. 9

Table9-2: Breakdown of Foreign Goods and Services by Place of Origin
(number of contracts basis)

Place	(number of contracts, %)		
	2010	2011	2012
	Number of Contracts	Number of Contracts	Number of Contracts
	Ratio	Ratio	Ratio
U S A	647	644	686
	33. 8	35. 4	44. 8
E U	468	464	506
	24. 5	25. 5	33. 0
Others	799	711	340
	41. 7	39. 1	22. 2
Total	1, 914	1, 819	1, 532

10. Procurement Value by Product Categories and Foreign Ratios

Table 10 shows government procurement by product categories (value basis) and presents the ratio of foreign products in 2012.

The total value of procurement of goods amounted to about 903 billion yen. The item that has the largest shares was "office machines and automatic data processing equipment" (personal computers, typewriters, projection screens, etc.) which accounted for about 26% of total procurement value.

The categories with high ratio of foreign goods were "Aircraft and associated equipment" (about 74%).

Table10: Procurement Value by Product Categories(2012)

(100 Million Yen, %)

Product Categories	Procurement Value (difference between 2011 and 2012)	Foreign Share (%)
Products from agriculture and from agricultural and food processing	21. 5(-23.3)	0. 5
Mineral products	518. 8(+225.6)	11. 0
Products of the chemical and allied industries	41. 1(+10.5)	0. 0
Medicinal and pharmaceutical products	385. 3(-170.3)	18. 8
Artificial resins; rubber, raw hides and skins; leather; and articles thereof.	16. 1(-0.3)	4. 9
Wood and articles of wood; paper making material; paper and paperboard and articles thereof.	188. 5(+41.2)	0. 0
Textiles and textile articles; thread for spinning and weaving; and articles thereof.	68. 7(-12.2)	2. 5
Articles of stone, of cement and similar materials; ceramic products; glass and glassware; and articles thereof.	0. 4(-3.6)	0. 0
Iron and steel and articles thereof	170. 5(-7.3)	0. 1
Non-ferrous metals and articles thereof	41. 3(-12.4)	5. 3
Power generating machinery and equipment	60. 0(+37.1)	5. 0
Machinery specialized for particular industries	84. 3(-86.9)	2. 2
General industrial machinery and equipment	112. 8(+38.3)	0. 8
Office machines and automatic data processing equipment	2, 382. 7 (+713.6)	3. 9
Telecommunications and sound recording and reproducing apparatus and equipment	576. 2(+108.1)	2. 9
Electrical machinery, apparatus and appliances, and electrical parts thereof	284. 6(+90.9)	5. 2
Road Vehicles	421. 1(+121.5)	1. 7
Railway vehicles and associated equipment	57. 9(-32.2)	0. 0
Aircraft and associated equipment	157. 6(+56.2)	74. 2
Ships, boats and floating structures	136. 3(+99.8)	0. 0
Sanitary, plumbing and heating equipment	3. 5(-3.7)	0. 0
Medical, dental, surgical and veterinary equipment	776. 0(+162.5)	25. 8
Furniture and parts thereof	54. 5(+5.1)	0. 0
Scientific and controlling instruments and apparatus	1, 384. 2 (+509.9)	20. 1
Photographic apparatus and equipment, optical goods, and clocks	22. 7(+5.2)	3. 5
Miscellaneous articles	1, 059. 8 (-58.1)	5. 9
Total	9, 026. 5 (+1,815.1)	10. 3

11. Procurement Value by Service Type and Foreign Ratios

Table 11 shows government procurement by service categories (value basis) and presents the ratio of foreign services in 2012.

The total value of procurement of services amounted to about 745 billion yen and about 80% of the total (about 932 billion yen) was shared by "computer and related services" (computer programming, data processing, etc.).

Table11: Procurement Value by Type of Services(2012)

(100 million Yen, %)

Type of Services	Procurement value (difference between 2011 and 2012)	Foreign Share (%)
Maintenance and repair services of motor vehicles	6. 5(+3.3)	0. 0
Maintenance and repair services of motorcycles and snowmobiles	0. 0(0)	—
Other land transport services (except Mail transportation by land)	82. 0(−61.0)	0. 0
Rental services of sea-going vessels with operator	8. 1(−0.6)	0. 0
Rental services of non-sea-going vessels with operator	0. 9(+0.9)	0. 0
Air transport services (except Mail transportation by air)	10. 5(−13.3)	19. 7
Freight transport agency services	22. 9(+9.3)	0. 0
Courier services	2. 7(−1.2)	2. 8
Telecommunications services	130. 5(+55.9)	18. 4
Computer and related services	7, 451. 7 (+2,230.1)	1. 8
Market research and public opinion polling services	35. 6(+12.1)	0. 9
Advertising services	573. 6(+285.8)	0. 0
Armored car services	102. 3(+75.4)	0. 0
Building-cleaning services	476. 0(+111.5)	0. 0
Publishing and printing services	162. 3(+0.4)	0. 1
Repair services incidental to metal products, machinery and equipment	111. 8(+23.5)	10. 1
Sewage and refuse disposal, sanitation and other environmental protection	38. 9(−272.8)	0. 0
other	101. 3(−40.3)	0. 0
Total	9, 317. 6 (+2,419.0)	1. 8

12. Procurement Contracts by Product Categories and Foreign Ratios

Table 12 shows government procurement by product categories (number of contracts basis) and foreign product ratios in 2012.

The total number of procurement of goods amounted to 9,647 and items that have large shares (about 40%) were "Scientific and controlling instruments and apparatus" (binocular, thermometer, voltmeter, micrometer, etc.), "Mineral products" (soil and rocks, crude heavy oil, metal ores, etc.) and "Office machines and automatic data processing equipment" (personal computers, typewriters, projection screens, etc.)

The categories with high foreign ratio were "Aircraft and associated equipment" (about 55%).

Table12: Number of Procurement Contracts by Product Categories (2012) (number of contracts, %)

Product Categories	Number of Contracts (difference between 2011 and 2012)	Foreign Share (%)
Products from agriculture and from agricultural and food processing	31 (-29)	3. 2
Mineral products	1, 262 (+128)	23. 7
Products of the chemical and allied industries	141 (+47)	0. 0
Medicinal and pharmaceutical products	367 (-35)	40. 3
Artificial resins; rubber, raw hides and skins; leather; and articles thereof.	58 (+10)	0. 0
Wood and articles of wood; paper making material; paper and paperboard and articles thereof.	319 (+19)	0. 0
Textiles and textile articles; thread for spinning and weaving; and articles thereof.	215 (+80)	0. 5
Articles of stone, of cement and similar materials; ceramic products; glass and glassware; and articles thereof.	5 (+2)	0. 0
Iron and steel and articles thereof	69 (+16)	2. 9
Non-ferrous metals and articles thereof	88 (+19)	5. 7
Power generating machinery and equipment	129 (+59)	6. 2
Machinery specialized for particular industries	90 (-75)	3. 3
General industrial machinery and equipment	287 (+17)	1. 0
Office machines and automatic data processing equipment	1, 011 (+182)	5. 3
Telecommunications and sound recording and reproducing apparatus and equipment	385 (+106)	5. 5
Electrical machinery, apparatus and appliances, and electrical parts thereof	440 (+52)	4. 5
Road Vehicles	360 (+67)	1. 1
Railway vehicles and associated equipment	23 (+1)	0. 0
Aircraft and associated equipment	69 (+14)	55. 1
Ships, boats and floating structures	27 (+14)	0. 0
Sanitary, plumbing and heating equipment	20 (-13)	0. 0
Medical, dental, surgical and veterinary equipment	975 (+208)	21. 4
Furniture and parts thereof	154 (+45)	0. 0
Scientific and controlling instruments and apparatus	1, 593 (+332)	29. 5
Photographic apparatus and equipment, optical goods, and clocks	88 (-31)	2. 3
Miscellaneous articles	1, 441 (+11)	7. 5
Total	9, 647 (+1,246)	14. 5

13. Procurement Contracts by Service Type and Foreign Ratios

Table 13 shows government procurement by service categories (number of contracts basis) and foreign service ratios in 2012.

The total number of procurement of services amounted to 2,917 and about 58% of the total (4,993) was shared by "computer and related services." (computer programming, data processing, etc.)

Table13 Number of Procurement Contracts by Type of Services(2012) (number of contracts, %)

Type of Services	Number of Contracts (difference between 2011 and 2012)	Foreign Share (%)
Maintenance and repair services of motor vehicles	25(+13)	0. 0
Maintenance and repair services of motorcycles and snowmobiles	0(0)	—
Other land transport services (except Mail transportation by land)	105(+9)	0. 0
Rental services of sea-going vessels with operator	8(+1)	0. 0
Rental services of non-sea-going vessels with operator	2(+2)	0. 0
Air transport services (except Mail transportation by air)	16(+1)	18. 8
Freight transport agency services	85(+38)	0. 0
Courier services	9(-8)	11. 1
Telecommunications services	129(+47)	17. 8
Computer and related services	2, 917(+460)	3. 2
Market research and public opinion polling services	38(-1)	5. 3
Advertising services	334(+86)	0. 0
Armored car services	38(0)	0. 0
Building-cleaning services	575(+52)	0. 0
Publishing and printing services	236(+32)	0. 4
Repair services incidental to metal products, machinery and equipment	210(+49)	6. 7
Sewage and refuse disposal, sanitation and other environmental protection	138(-2)	0. 0
other	128(+2)	0. 0
Total	4, 993(+781)	2. 7

14. Utilization of Overall-Greatest-Value Evaluation Method (OGV)

The voluntary measures (Procedures for Government Procurement of Products [Operational Guidelines]) encourage the adoption of the Overall-Greatest-Value evaluation method (OGV) where the lowest-price-award method is deemed inadequate. In addition, in the areas of computer products and services, telecommunication products and services, and medical technology products and services, when large procurement is conducted, it is obligatory in the voluntary measures to apply the OGV.

In 2012, the OGV was adopted in 883 procurements, representing about 6.0% of the total number of procurements. Of these contracts, 114 were awarded to foreign products and services.

Table14: Implementation of Overall-Greatest-Value Evaluation Method

		Number of contracts		
		2010	2011	2012
Contracts on a domestic /foreign basis	Domestic products and services	710	562	769
	Foreign products and services	98	86	114
Total		808	648	883
Ratio (%)		6. 1	5. 1	6. 0

15. Response to Requests for Comments

Responses to pre-bid requests for submission of materials and comments on draft specifications are illustrated in Table 15-1 and Table 15-2.

Table15-1: Response to Requests for Submission of Materials

(Number of responses)

	2010	2011	2012
Only Japanese suppliers answered	195	164	218
Only foreign suppliers answered	1	11	4
Both sides answered	50	29	33
Neither sides answered	7	26	19
Total	253	230	274

Table15-2: Response to Requests for Comments on Draft Specifications

(Number of responses)

	2010	2011	2012
Only Japanese suppliers answered	562	561	842
Only foreign suppliers answered	6	26	11
Both sides answered	123	66	104
Neither sides answered	133	101	112
Total	824	754	1, 069

16. Average Period for the Receipt of Tenders

Under the current WTO Agreement on Government Procurement, the period for the receipt of tenders from the date of publication of the Notice of Invitation to Tender is set at a minimum of 40 days. In addition, the Japanese Government voluntary measure, "Understanding on Government Procurement" issued in November 1991, stipulates that the period should be no less than 50 days.

Table 16 shows that the period of 50 days has been secured.

Table16: Average Period for the Receipt of Tenders

(days)

	2010	2011	2012
Average period for the receipt of tenders	60. 7	61. 0	60. 7

17. Government Procurement Seminars

In order to explain the planned procurement published in the official gazette (kanpo) in details, the Ministry of Foreign Affairs and other procurement entities hold government procurement seminars at the beginning of, or as early as possible in, the fiscal year. (The seminar hosted by the Ministry of Foreign Affairs was held on April 19, 2013.)

Table17; Attendance at Government Procurement Seminars

Classification		2010	2011	2012
Hosted by the Ministry of Foreign Affairs	Number of domestic attendants	82	44	44
	Number of foreign attendants	25	16	16
Hosted by other entities	Number of domestic attendants	260	273	215
	Number of Foreign attendants	27	22	20
Total		394	355	295

18. Entities with Large Ratios in Procurement Values and the Number of Contracts

Table18: Entities with large procurement (number of contracts and value basis) (2012)

Rank	Number of contracts	Value
1	National University Corporation (16.9)	Japan Post (16.4)
2	Ministry of Land, Infrastructure, Transport and Tourism (9.8)	National University Corporation (10.4)
3	Ministry of Finance (7.3)	Ministry of Health, Labour and Welfare (7.7)
4	National Hospital Organization (6.0)	Japan Pension Service (6.8)
5	Ministry of Defense (5.7)	Ministry of Land, Infrastructure, Transport and Tourism (6.5)
6	Japan Post (5.7)	Ministry of Justice (4.6)
7	Japan Pension Service (3.1)	Ministry of Finance (4.5)
8	Ministry of Agriculture, Forestry and Fisheries (2.7)	Ministry of Internal Affairs and Communications (4.0)
9	Ministry of Justice (2.6)	Japan Atomic Energy Agency (3.7)
10	Ministry of Health, Labour and Welfare (2.4)	National Hospital Organization (2.6)

(Note) Figures in parentheses: Ratio(%)