УДК 338.22:339.186(571.6)

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Participation of small-scale business subjects in the state procurement system. Regional features

In this article the features of participation of the Far-Eastern small-scale business subjects in the state procurement system are considered. The factors forming the environment state procurement system functioning, and also the factors which affect to making decision on participation of the company in the state procurement system are revealed. In the article one of the most remote Russian regions, which is a part of the state procurement system is considered. The vast territory of the Far-Eastern Federal District is characterized by a low level of social-economic development. According to the information portals, not all organizations are spreading their activities in the sphere of the state contract system, orders and services. The average participation in public procurement for the small and medium-sized businesses, as well as individual business of the Khabarovsk territory – 38.3%. In recent years, the number of suppliers, contractors, artists increased. In turn, participation in the state procurement system will be a catalyst for accelerated development of the Far-Eastern business.

Участие субъектов малого бизнеса в системе государственного заказа. Региональные особенности.

В статье рассматриваются особенности участия субъектов предпринимательства Дальнего Востока (далее – ДВ) в системе государственного заказа. Выявлены факторы, формирующие среду для функционирования системы госзаказа, а также факторы, влияющие на принятие решения об участии компании в системе государственного заказа. Дальневосточный федеральный округ (далее – ДФО) – один из самых удаленных регионов России, входящих в систему государственного заказа. Обширная территория ДФО характеризуется невысоким уровнем социально-экономического развития. Далеко не все организации распространяют свою деятельность на сферу системы государственного контракта, заказов и услуг. Средний показатель участия в госзакупках субъектов малого и среднего бизнеса, а также индивидуального предпринимательства Хабаровского края – 38,3%. За последнее время количество поставщиков, подрядчиков, исполнителей возросло. Участие в системе государственного заказа станет катализатором для ускоренного развития предпринимательства ДФО.

Keywords: *state procurement system, social-economic conditions, the Far-Eastern region, business subject.*

Ключевые слова: *система государственного заказа, социально-экономические условия, Дальневосточный регион, субъект предпринимательства.*

Russian state procurement system exists for so long time, and it has undergone considerable changes in recent years. The economic situation in the country has also changed and, as a result, affected the state procurement system. In article one of the most remote Russian regions, which is a part of the state procurement system is considered. The Far-Eastern economy (further: FE) has a number of features, the local enterprises fulfill the activity in the conditions other than conditions of middle and western part of the country.

The Far-Eastern region is the huge territory occupying 6 215,9 thousand square kilometers that makes 36% of Russian Federation.

The Far-Eastern federal district (further FEFD) includes:

1. The Republic of Sakha (Yakutia) – the capital is Yakutsk, the area is 3 084 000 sq.m.;
2. The Primorsky territory – the capital is Vladivostok, the area is 165 900 sq.m.;
3. The Khabarovsk territory – the capital is Khabarovsk, the area is 788 600 sq.m.;
4. The Amur region – the capital is Blagoveshchensk, the area is 363 700 sq.m.;
5. The Sakhalin region – the capital is Yuzhno-Sakhalinsk, the area is 87 100 sq.m.;
6. The Chukotka autonomous region – the capital is Anadyr, the area is 737 700 sq.m.;
7. Kamchatka territory – the capital is Petropavlovsk-Kamchatsky, the area is 472 300 sq.m.;
8. The Magadan region – the capital is Magadan, the area is 461 400 sq.m.;
9. The Jewish autonomous region – the capital is Birobidzhan, the area is 36 000 sq.m.

The share of the Far-Eastern population makes only 4,6% of Russian population. Density of population is one person to one square kilometer. According to statistical data, the number of the Far-Eastern population was reduced by 1,8 million people for the last 20 years. The population migratory outflow makes 57,5%, the share of natural losses in the general structure are 42,5% [6].

In 1991, permanently living population of the Far-Eastern federal district made 8 056,6 thousand people, and in 2011 – 6265,8 thousand people. The Magadan region has lost 57% of the citizens, the Sakhalin region has lost 31% of the citizens, the Amur region – 23%, Khabarovsk territory – 17% concerning to the total number of the population [5]. If current trends during 2015-2025, the region

can get to "demographic hole" that will lead to annual losses of 1,6% the Gross regional product (further GRP).

Conventionally, there are three comfort zones to live in the Far East Federal District:

1. The adverse to human life – the Republic of Sakha (Yakutia), Chukotka autonomous region, Magadan region, the Koryak autonomous region, the northern part of the Khabarovsk territory, the Amur and Sakhalin region. This area is home to 17.7% of the Far-Eastern Federal District population.

2. Favorable – Primorsk territory. In this zone, 30.9% of the population lives.

3. Average favorable - the rest territory of the Far-Eastern Federal District, this area is home to 51.4% of the population.

Considering the Far-Eastern Federal District, we emphasize that the most economically active areas are the southern districts. In the Primorsk territory concentrated more than 31% of all Far-Eastern companies. According to the dynamics of investment in fixed capital, the Far East has a dynamic indicators, which, however, are achieved at the expense of foreign investments in the oil and gas projects and have little effect on the Gross regional product growth and industrial production. The vast territory of the Far-Eastern Federal District is characterized by a low level of social-economic development.

The region produces less than 5% of total Russian Gross regional product amount, the cost of living is 40% higher than the Russian average, respectively, the proportion of poor people above the national average. The Far-Eastern Federal District takes one of the last places among federal districts on the value of fixed assets and the volume of shipped goods manufacturing, on electrical energy, gas and water production and distribution; in terms of housing construction per 1 000 population and share of paved roads; on tax revenues to the federal budget.

There is a contradiction between the rich and poor resource base of industrial and social infrastructure. The largest share of the national wealth in demand in the Far-Eastern Federal District accounts for the Republic of Sakha (Yakutia) – is 58.3%, the second place is the Sakhalin region – 12.2%, and then Primorsk territory in decreasing order – 9.4%, the Magadan Region – 7,4%, the Khabarovsk territory – 7.4%, Amurskaya oblast – 3.1%, minor figures in the Chukotka autonomous region – 1.3%, the Kamchatka territory – 0.7% and the Jewish autonomous region – 0.2%.

In the structure of industrial production of the Far-Eastern Federal District is dominated by extractive industries. The paradox of the Far-Eastern economy is that because of the high unit cost is the cost-effective extraction of natural resources and is the primary processing.

Since 2010, the dynamics of the gross regional product is determined primarily by an increase in retail trade turnover and production services in the lagging pace of industrial growth. And in 2015 against the backdrop of an economically unstable environment, an increase in trade turnover is also not necessary to speak.

Manufacturing industry actually developed only in two regions: in the Primorsky region – 27.49%, and the Khabarovsk region – 40,47% of the total

volume of this indicator in the Far-Eastern Federal District. The shares of other regions and territories account for less than 10%.

Areas of advancing economic development in the Far-Eastern Federal District presented agribusiness, manufacturing and natural resource extraction. In terms of agricultural products the Far-Eastern Federal District is one of the last places in Russia.

In the Far-Eastern Federal District has a system of budgetary equalization security of regions through subsidies, trenches and other forms. For example, in the budget of the Sakhalin region the level of subsidies to less than 10 per cent of budget income, and the level of subsidies to the Kamchatka territory, the Amur region reaches more than 30%, in other words the budget of these municipalities 30 per cent is generated by subsidies. As for the other regions, the Khabarovsk Territory including the numbers of grants range from 12 to 18%. These indicators show the Far-Eastern Federal District financial dependence, and its level above the Russian average. The region does not implement the concept of financial self-sufficiency of regions completely [2]. The Far East is supported by the Government. The region has a priority status for Russia. At the end of 2015, we can talk about the creation of a whole range of new mechanisms for social and economic development of the Far East, such as the network of areas of advanced development to date has been selected three sites for TOSER(this is the Far-Eastern Federal District, which, in accordance with the decision of the Russian Government established a special legal regime aimed at creating favorable conditions for business and investment) in the Khabarovsk territory, in the metropolitan area of Komsomolsk-on-Amur, near the Khabarovsk agglomeration, on the territory of the Vanino-Sovetskaya Gavan transport hub; free port status registration in Vladivostok, support of investment projects is the top, the provision of tax incentives, the establishment of specialized development institutions. In addition, priority activities are the preservation and strengthening of defense production capacity of the Far-Eastern Federal District, to assist them in providing public and export orders. Representatives of the Far-Eastern companies take an active part in international forums, attract investment, foreign partners and buyers of their products, and first of all – in the field of aircraft construction [3].

The Khabarovsk region – a major industrial center within the Far Eastern Federal District. In the Khabarovsk territory made major share of machinery and metal products, wood materials, petroleum products, the entire volume of steel and rolled steel of the Far-Eastern region.

Khabarovsk territory is the regional center, the capital of the Khabarovsk territory. The Khabarovsk territory is a transportation hub at the intersection of water, air, rail and road communications. Trans-Siberian Railway, a branch at Komsomolsk-on-Amur, is connected to the Baikal-Amur Mainline. On the territory of Khabarovsk and the Khabarovsk territory more than 13,028 commercial organizations successfully operate. It should be noted that the data provided to the agency on a voluntary basis and are exemplary. However, the information we use, clearly shows the Khabarovsk market companies rotation according to activity sphere and the business market [1].

Table 3

Rotation of organizations of the Khabarovsk region in the sphere of activity

Sphere of activity	Description of goods, works and services	The number of companies in the Khabarovsk territory (pcs.)
Building and real estate	Property construction materials, building services	2101
Equipment	wood processing, metallurgical equipment, electrical equipment, food, banking equipment and accessories for cleaning, thermal equipment, fire equipment, etc.	598
Industrial Products, Tools,	optics, professional photo and video equipment, control instruments, automation, control, industrial electronics, automation systems, safety, alarm, etc.	376
Metal	sheet metal, shapes, sections, metal tubes	305
Raw materials	secondary raw materials, fossil fuels and their products, non-metallic minerals, pulp, wood pulp, paper and cardboard, chemical raw materials, construction materials	394
Transport	motor vehicles, spare parts, equipment, transportation, logistics, storage, repair of vehicles, rail transport, agricultural machinery, electric transport, buses and others.	1203
Manufacturing and business services	rental of equipment and transport, outsourcing, to ensure the safety and security services, installation and maintenance, certification, testing to ensure the safety and security services, research institutions, and others.	1750
Office Supplies	paper and office supplies, computers, software	647

Advertising, printing, media	publishing and printing activities, media, printing, advertising, marketing, information services, and others.	684
Food	alcoholic products, meat and meat products, bakery and confectionery products, fish and fish products, and others.	711
Contact, WEB	Internet, communications, services, installation and repair of antennas, ie the construction of objects of communication, etc.	487
Financial and legal services	banks, accounting and auditing services, insurance services, collection agencies, leasing, pawn shops, lottery, notaries, attorneys' fees, etc.	862
Furniture	home furniture, office furniture and accessories for decoration materials, furniture, school, training, furniture for bars cafes and restaurants	482
Products for home and garden	consumer electronics and appliances, domestic household products, baby products, products for sports, tourism, toys, books, music, jewelry, watches, etc.	1453
Clothing, footwear, cloth	footwear, clothing, underwear, clothing, work shoes, leather, leather, fur, fur, yarn, technical fabrics, fabrics, curtains, sewing accessories	755
Medicine	drugs, medical facilities, medical equipment, optics items	829
Enterprises trade and catering	hyper- and supermarkets, supermarkets and department stores, grocery stores, shopping and purchasing companies, e-commerce and others.	1746
Domestic services	baths, saunas, marriage agencies and dating services, housekeeping barbershops, beauty salons, sewing and repairing clothes and shoes, tutoring services, funeral services, jewelry shops, etc.)	1481

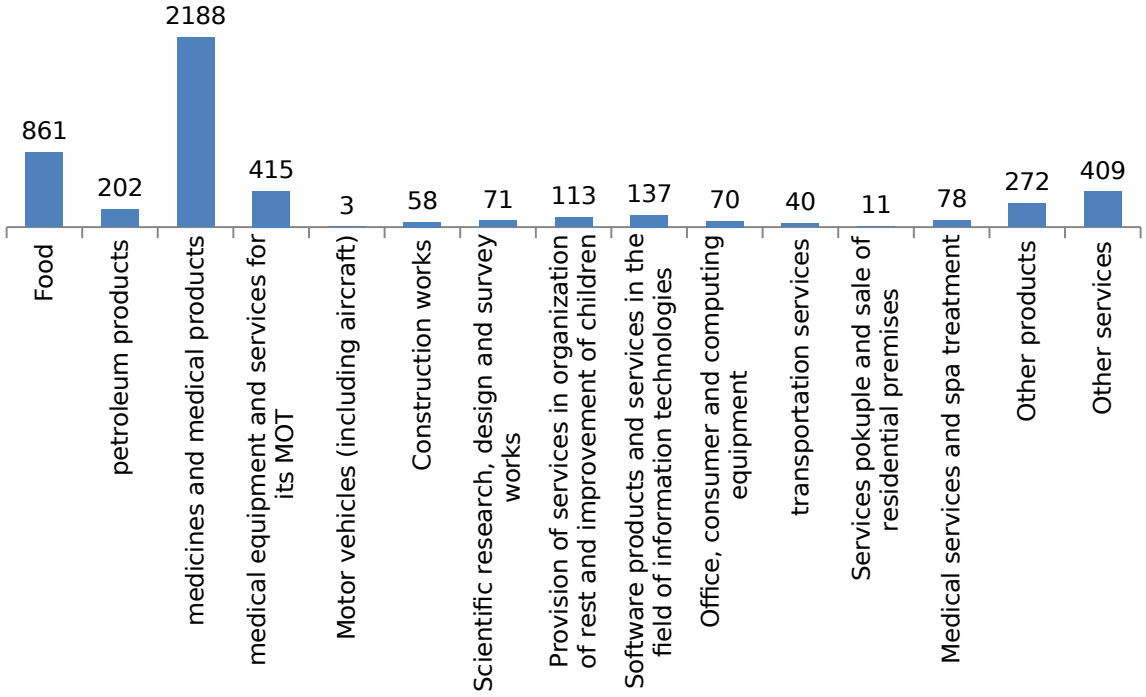
Culture and Sports	art, creativity, antiques, sports equipment and tools, sports clubs and groups, organization of concerts and events, theaters, philharmonic society, a circus, museums, etc.	543
Housing and utilities	emergency and emergency dispatch services, housing maintenance companies, asset management companies, utilities, heating, electricity and gas.	418
Nature	agricultural machines, fertilizers, agricultural chemistry, ecology, agriculture, hunting and fishing, greenhouses, etc.	219
Education, work, leisure	driving schools, academic institutions, bureaus, secondary schools, lyceums, gymnasiums, schools, tourist services, nurseries, kindergartens, children's homes, etc.	1132
Authorities	administrations of all levels of executive power bodies, courts, arbitration service bailiffs, police, prosecutors, etc.	566
Public organizations	public funds, charities, religious organizations, trade unions, etc.	308

Data provided on the basis of information from the analytical agency Rosfirm Khabarovsk.

According to information portals, not all organizations are spreading their activities in the sphere of the state contract system, orders and services. The average participation in public procurement for small and medium-sized businesses, as well as individual business of the Khabarovsk territory – 38.3%.

It should be noted that the ratification of the number 44-FL, began to appear a large number of socially-oriented business organizations. Active economic position began to occupy the associations of disabled persons. Explanation of such a development simple – № 44-FL obliges customers to carry out procurement activities in SMEs, SONO, etc., to give priority to the consideration of tender documentation, additionally operates a system of tax benefits.. According to the Public Procurement Committee of the Khabarovsk Territory Government, in 2014 the participation of such organizations in the state procurement system increased by 1.3%, while the number of newly established companies has reached 60.

Fig. 2. Structure of the participation of small and medium-sized enterprises in public procurement in the Khabarovsk territory



The data are taken from the report on key indicators of work of the authorized body, the Committee of the state order territory Government.

The representatives of medium-sized businesses in the first place, it is the scope of the procurement of drugs and medical devices – more than 44%, in – the second, the purchase of food products – 17.5%, then construction and the provision of repair and installation services, they take part in the system of contracts and often more than one year. After a survey of 37 small and medium-sized companies operating in the fields of trade, logistics, construction, information services / advertising, fire safety, cleaning and security services about the reasons for participation or non-participation in the public procurement system, we obtained the following data (Table 4).

Table 4

Summarized results of the survey on participation in the public procurement system

take part	do not take part
Expansion of the client base, the ability to conquer markets in other localities. Possibility to provide orders of the organization in a difficult economic situation.	We prefer to work with clients in person. Discussion of terms of the agreement / contract in the dialogue, changes in interpersonal communication and exchange of experience.
Uniform requirements, unified economic zone for all subjects. Regulation of tendering procedures.	Legislation now one thing and another a year later. We do not have time to follow the changes. No staff member in the state.
	Electronic trading - it sell, all decided in

The opportunity to participate in several competitions.	advance. Corruption.
Guarantee product quality. Guaranteed execution of the order on time. Guarantee the customer contract payments, especially the government customer.	The need to ensure participation. We do not have the available funds. Bank guarantee - it is necessary to provide a large number of documents.

Data are presented on the basis of the survey.

The table 4 shows only the most popular answers. It should be noted that the surveyed small business owners - individual entrepreneurs who do not participate in the state procurement system. We conclude that the main problem of the choice of the participation or non-participation in the system of government contracts, procurement and service delivery - is illiteracy and lack of awareness on the issues of participation and bidding. The lack of qualified personnel, who must monitor and search for orders / applications on an ongoing basis. The difficulties with the provision of security. Our findings are confirmed by statistics - 61% of applications for participation in the electronic trading are not allowed at the auction due to improper paperwork.

The table shows the performance of SMP participation in quantitative terms, however, to identify priority areas for the business in the Far East, it is necessary to consider the participation of SMEs in the system of public procurement in qualitative or financial aspect.

Referring to the official sources – the Committee of the National Order of the Khabarovsk territory Government, in 2014 and early 2015, having familiarized with the statistics, we note that the first place in terms of allocated / spent federal funds of the Khabarovsk territory, in other words – contracts, takes the sphere of construction – 41 % of the total, the second place, the so-called other services (including all the required content of residential and non-residential services fund, etc.) – and then in descending order of pharmaceuticals and medical products, research and development works , software products in the field of information technology, etc. This trend is due primarily to the fact that the Khabarovsk region – is being built extensively and developing region. A certain share of the construction area have government housing construction program for the victims of the floods of 2013. Figure 3 shows the structure of spent / allocated budget as a percentage.

Thus, the first half of 2015 the priority areas of commercial activity in the Khabarovsk region represented areas such as construction, supply of medicines and equipment, and other services, supplies of food. Consequently, participation in the system of municipal contracts in these areas is appropriate and economically justified from the point of view of the market demand.

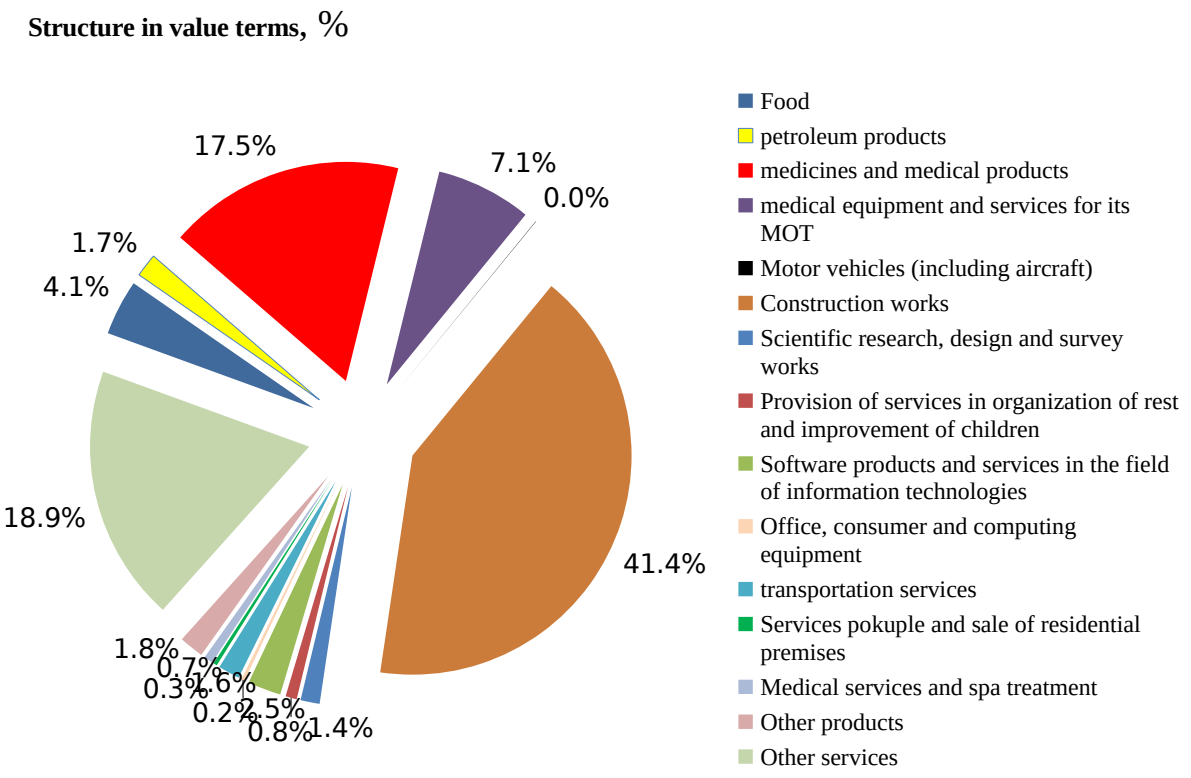


Fig. 3. Analysis of the state order system performance in the Khabarovsk territory in the terms of value for the period of 2014 and the first half of 2015

The data are taken from the report on key indicators of work of the authorized body, the Region Government Committee of the state order.

In recent years, the number of suppliers, contractors, artists increased 1.7 times [4]. The volume of the participation of commercial organizations, SMEs, SONO et al., The proportion of involvement of commercial structures in the Khabarovsk territory, albeit slightly, but increases, which makes it possible to hope in the rising popularity of the state order system in business representatives. In turn, participation in the state procurement system will be a catalyst for accelerated development of the Far-Eastern business.

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