TÜRKİYE–GEORGIA ONLINE PUBLIC PROCUREMENT WORKSHOP

Georgia's Public Procurement System: Procurement of Goods and Participation Opportunities for Turkish Economic Operators

18 November 2026, 10:00-12:00 (TSİ)

Speaker Biographies

Prof. Dr. Kakha DEMETRASHVILI / State Procurement Agency of Georgia – Deputy Chairperson

Since June, 2014, Prof. Dr. DEMETRASHVILI has been serving as a Deputy Chairperson of the State Procurement Agency of Georgia – a single public procurement authority in the country. The agency is functioning under the Prime-Minister's supervision, managing, regulating and monitoring the whole public procurement ecosystem and developing legal and technological landscape. The agency is operative as a Central Purchasing Body on behalf of the Government and in favor of all contracting authorities. The agency is maintaining and developing the entire electronic platform – Georgian Electronic Government Procurement (Ge-GP) system.

During January 2013 – June 2014, Prof. Dr. DEMETRASHVILI has been appointed as a deputy head of a leading Georgian EGOV and ICT agency – Financial-Analytical Service at the Ministry of Finance, supervising development of an ePFMS – The Georgian Electronic Public Finance Management System.

He has more than 17 years of experience in international public aid and development programs as a senior management team member, team leader, project manager and a consultant to a wide variety of donor, governmental and academia organisations. He has a strong background in Public Management, ICTD and e-Governance in the context of democratic development and good governance. Since 1997 being as a project manager, team leader and a leading expert/consultant/analyst of UNDP, EU, USAID, CoE, WB, he was involved in a variety of specialized democratic governance programs including public administration reform, civil service reform, parliamentary strengthening, public finance management reform, government oversight, supreme audit reform, civil registry reform, regional development, decentralization and local governance reform, as well as institutional-building and capacity development projects.

Nato BERIDZE / State Procurement Agency of Georgia – Acting Head of the Legal Department at the State Procurement Agency of Georgia

Nato BERIDZE is a legal professional and researcher specializing in public procurement law, environmental law, and sustainable development. She currently serves as Acting Head of the Legal Department at the State Procurement Agency of Georgia and leads international initiatives focused on strengthening sustainable public procurement policies and institutional capacities.

A Chevening Scholar, she holds an LL.M. in Environmental Law with Distinction from the University of Dundee and is currently pursuing a PhD in Law, focusing on green and sustainable public procurement.

Her professional and academic interests include public procurement reform, environmental governance, ESG, and the integration of sustainability principles into legal and institutional frameworks. Her work bridges legal research, policy development, and practical implementation to advance sustainable public procurement at national and international levels.

Anna CHANIA / Head of the Analytical Department - State Procurement Agency of Georgia

Anna CHANIA is a results-driven procurement manager and professional trainer with over 15 years' experience in public and private sector procurement. She has extensive experience in e-commerce procurement processes, digital marketplace management and online engagement with suppliers. As Head of the Analysis Department, he has extensive experience in implementing data-driven tender planning, conducting comprehensive market and price analyses, developing analytical methods, monitoring contract performance, and providing evidence-based recommendations aimed at policy development, as well as enhancing efficiency and transparency. He possesses strong expertise in the areas of framework agreements (centralised procurement), supply chain management and process improvement, and has a proven track record in integrating digital tools and e-commerce platforms into procurement processes to strengthen strategic decision-making.

She is a proven leader in the development of tender strategies, the management of high-performing teams and ensuring compliance with international standards. She has extensive experience in capacity-building programmes for public officials, suppliers and local authorities, covering public procurement legislation, international standards, tender processes and electronic public procurement (e-GP) systems. She is skilled in negotiating favourable terms with suppliers, managing stock effectively and implementing sustainable procurement practices. She possesses strong communication and organisational skills and focuses on process improvement and achieving effective, measurable results.

Dimitri KAKHNIASHVILI / State Procurement Agency of Georgia - Head of Information Technology (IT) Department

Dimitri KAKHNIASHVILI is the Head of the Information Technology (IT) Department at the State Procurement Agency of Georgia. He joined the Agency in 2014. The primary responsibility of his department is the development and smooth operation of the Georgian Electronic Government Procurement (Ge-GP) system, the official portal for state procurement in Georgia. Which ensures an open, transparent, and competitive environment for all participants in state procurement procedures.

Mr. KAKHNIASHVILI received his Bachelor and Master degree in Informatics and Control Systems after graduated Tbilisi Georgian Technical University. He continued his studies at Doctoral since 2019.

Dimitri GULISASHVILI / State Procurement Agency of Georgia – Head of Foreign Relations Department

Dimitri GULISASHVILI is the Head of Foreign Relations Department at the State Procurement Agency of Georgia. He joined the Agency in 2014. His main responsibility is to monitor the fulfilment of the Agency's international obligations, including the commitments under the Association Agreement (AA) between the European Union (EU) and Georgia and the Deep and Comprehensive Free Trade Area (DCFTA), which forms part of that agreement. Mr. GULISASHVILI actively participates in the negotiations with EU on the status of the ongoing reforms, which is part of Governments reform strategy.

He joined civil service in 1994 at the Cabinet of Ministers of Georgia. Since 1994 he was working at various positions, leading donor coordination at the State Chancellery of Georgia, at the Ministry of Economy and Tbilisi City Hall.

He received his Bachelor degree in Economics after graduated Tbilisi State University in 1994. He continued his studies at Edinburgh Business School U.K, receiving his MBA in 1999. He also attended various short term training courses at the Moscow State University, Joint Vienna Institute, Wharton School, ILO etc.

Dr. Ahu Meryem ERDOĞAN / Head of International Relations Department, Public Procurement Authority, Republic of Türkiye

She graduated from the Department of Finance at the Faculty of Political Sciences, Ankara University, and completed her master's and doctoral studies in Finance and Public Economics at the same university.

Throughout her professional career, she has held various positions at the Prime Minister's Office, the Ministry of Development and the Public Procurement Authority; she has also served as a National Expert at the European Commission. Since 2023, she has been Head of the International Relations Department at the Public Procurement Authority. She represents Türkiye and the Public Procurement Authority in work carried out in the field of public procurement with the OECD, the World Bank, international development banks and the European Union; she also coordinates bilateral and multilateral cooperation initiatives with public procurement authorities in various countries. She has participated as a speaker at numerous national and international conferences and workshops and has published articles and studies in various fields, notably public finance, public procurement and the European Union.