World Bank Procurement Framework & Business Opportunities
The World Bank Group operating model

- Comprises 5 institutions
- Collectively, all 5 institutions are known as the “World Bank Group”

**WORK WITH GOVERNMENTS**

1. **IBRD**
   - International Bank for Reconstruction and Development
   - Financing for middle-income developing countries

2. **IDA**
   - International Development Association
   - Financing for low-income developing countries

Together **IBRD** and **IDA** are known as the “World Bank”

**WORK WITH PRIVATE SECTOR**

3. **IFC**
   - International Finance Corporation
   - Investment and advisory services to encourage private-sector development

4. **MIGA**
   - Multilateral Investment Guarantee Agency
   - Political risk insurance and credit enhancement guarantees

**TRIBUNAL**

5. **ICSID**
   - International Centre for Settlement of Investment Disputes
   - International arbitration of investment disputes
World Bank scope and reach

World Bank Goals
1. End extreme poverty
2. Promote shared prosperity

IPF WHAT DOES IT DO?
Provides IBRD loans, IDA credits and grants and guarantee financing to governments

IPF WHAT DOES IT FUND?
Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development

$221 billion total World Bank commitments FY21
1,764 projects worldwide
144 countries
Portfolio
Areas of spend worldwide FY21

TOTAL SPEND = US$ 17.1 Bn

- Water, Sanitation and Waste Management: 32%
- Transport: 17%
- Energy & Extractives: 12%
- Health: 12%
- Agriculture, Fishing and Forestry: 8%
- Education: 2%
- Social Protection: 2%
- Industry, Trade & Services: 2%
- Public Administration: 1%
- Others: 1%

DATA SOURCE: Prior & Post Reviewed contracts - STEP as of August 9, 2021
2021 Global commitments by region

- Middle East and North Africa: 6%
- Europe and Central Asia: 13%
- Sub-Saharan Africa: 37%
- South Asia: 20%
- Latin America and the Caribbean: 11%
- East Asia and the Pacific: 13%
## FY21 Top 10 Procuring Borrowers

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>CONTRACT VALUE (USD)</th>
<th>% OF TOTAL VALUE</th>
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<tbody>
<tr>
<td>1</td>
<td>Poland</td>
<td>2,139,527,147</td>
<td>12.49%</td>
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<tr>
<td>2</td>
<td>India</td>
<td>1,456,913,934</td>
<td>8.50%</td>
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<tr>
<td>3</td>
<td>Brazil</td>
<td>1,247,450,533</td>
<td>7.28%</td>
</tr>
<tr>
<td>4</td>
<td>Pakistan</td>
<td>821,101,620</td>
<td>4.79%</td>
</tr>
<tr>
<td>5</td>
<td>Nigeria</td>
<td>637,533,178</td>
<td>3.72%</td>
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<tr>
<td>6</td>
<td>China</td>
<td>622,642,484</td>
<td>3.63%</td>
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<td>7</td>
<td>Bangladesh</td>
<td>602,616,184</td>
<td>3.52%</td>
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<tr>
<td>8</td>
<td>Vietnam</td>
<td>554,687,833</td>
<td>3.24%</td>
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<td>9</td>
<td>Ethiopia</td>
<td>474,544,279</td>
<td>2.77%</td>
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<tr>
<td>10</td>
<td>Turkey</td>
<td>470,694,865</td>
<td>2.75%</td>
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DATA SOURCE: Prior & Post Reviewed contracts - STEP as of August 9, 2021
## FY21 Top 10 Supplier Countries

<table>
<thead>
<tr>
<th>RANK</th>
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<th>CONTRACT VALUE (USD)</th>
<th>% OF TOTAL VALUE</th>
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<tr>
<td>1</td>
<td>China</td>
<td>2,977,044,826</td>
<td>17.37%</td>
</tr>
<tr>
<td>2</td>
<td>Poland</td>
<td>2,119,878,737</td>
<td>12.37%</td>
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<td>3</td>
<td>India</td>
<td>1,495,564,521</td>
<td>8.73%</td>
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<td>4</td>
<td>Brazil</td>
<td>1,260,488,858</td>
<td>7.36%</td>
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<td>5</td>
<td>Vietnam</td>
<td>560,836,888</td>
<td>3.27%</td>
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<tr>
<td>6</td>
<td>Turkey</td>
<td>539,000,616</td>
<td>3.15%</td>
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<tr>
<td>7</td>
<td>Switzerland</td>
<td>418,795,874</td>
<td>2.44%</td>
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<tr>
<td>8</td>
<td>Tunisia</td>
<td>386,859,433</td>
<td>2.26%</td>
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<tr>
<td>9</td>
<td>Nigeria</td>
<td>385,332,058</td>
<td>2.25%</td>
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<tr>
<td>10</td>
<td>Egypt</td>
<td>247,079,374</td>
<td>1.44%</td>
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DATA SOURCE: Prior & Post Reviewed contracts - STEP as of August 9, 2021
### FY21 Top 10 Consulting Services Supplier Countries

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<th>COUNTRY</th>
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<th>% OF TOTAL VALUE</th>
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<tbody>
<tr>
<td>1</td>
<td>Egypt</td>
<td>199,806,449</td>
<td>10.23%</td>
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<tr>
<td>2</td>
<td>India</td>
<td>141,688,174</td>
<td>7.26%</td>
</tr>
<tr>
<td>3</td>
<td>Nigeria</td>
<td>81,227,907</td>
<td>4.16%</td>
</tr>
<tr>
<td>4</td>
<td>France</td>
<td>68,609,853</td>
<td>3.51%</td>
</tr>
<tr>
<td>5</td>
<td>Cameroon</td>
<td>56,833,436</td>
<td>2.91%</td>
</tr>
<tr>
<td>6</td>
<td>Afghanistan</td>
<td>50,470,268</td>
<td>2.58%</td>
</tr>
<tr>
<td>7</td>
<td>Kenya</td>
<td>45,110,605</td>
<td>2.31%</td>
</tr>
<tr>
<td>8</td>
<td>Brazil</td>
<td>43,950,380</td>
<td>2.25%</td>
</tr>
<tr>
<td>9</td>
<td>United States</td>
<td>43,338,635</td>
<td>2.22%</td>
</tr>
<tr>
<td>10</td>
<td>Bangladesh</td>
<td>40,878,517</td>
<td>2.09%</td>
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</tbody>
</table>
Why bid on Bank-funded contracts?

- Billions of dollars worth of business
- Opportunities to work globally
- Opportunities to enter developing markets
- Equal opportunity & fair treatment
- Certainty of process & high standards of integrity
- High certainty of payment
- Variety of contract sizes
- Opportunities suitable for SMEs to large multinationals
- Wide variety of sectors
- Demand for variety of specializations
# How to identify contract opportunities

## WHERE TO FIND INFORMATION

<table>
<thead>
<tr>
<th>Table Row</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Website</strong></td>
<td>World Bank website</td>
</tr>
<tr>
<td><strong>Procurement notices</strong></td>
<td>Website: <em>UN Development Business</em> lists international development tenders</td>
</tr>
<tr>
<td><strong>The Finance Data Reporting Interface</strong></td>
<td>Real time data covering World Bank portfolio of projects, procurements and finance</td>
</tr>
<tr>
<td><strong>Procurement App</strong></td>
<td>Data on all major contracts awarded in World Bank investment projects</td>
</tr>
<tr>
<td><strong>Country Partnership Frameworks</strong></td>
<td>Each country’s key objectives and development results agreed with the Bank</td>
</tr>
<tr>
<td><strong>Monthly Operational Summary</strong></td>
<td>Monthly reports on the status of projects in the Bank’s procurement pipeline</td>
</tr>
<tr>
<td><strong>Project Documents</strong></td>
<td>Documents and reports covering individual projects</td>
</tr>
<tr>
<td><strong>Procurement plan</strong></td>
<td>Procurement plans for individual projects</td>
</tr>
</tbody>
</table>
Steps in identifying contract opportunities

Identifying projects of Interest

- determine country and/or sector of interest
- “Overview” tab / “Strategy” tab / select “CPF”

Viewing procurement plans to identify planned procurement and timing under the project

- go to [www.projects.worldbank.org](http://www.projects.worldbank.org)
- select “browse by country” choose country
- under “Projects” tab, select the project of interest
- under “Procurement” tab select “Plans” to view latest plan
- under “Procurement” tab select “Notices” to view notices
Steps in identifying contract opportunities

Viewing procurement notices by country or sector

- go to www.projects.worldbank.org
- select the “Procurement” tab
- select “browse by country” (or sector) choose (country or sector)
- select the “country/sector of interest”
- view list of notices and select notice of interest
Preparing a proposal

- Attend pre-proposal briefing - if indicated in the bidding documents
- Fully address all the requirements
- Emphasize your methodology for delivery – innovate if you can
- Propose a strong project manager and experienced experts
- Cite relevant technical and regional experience similar to the project – the more significant and similar the better
- Involve in-country partners where possible, consider joint ventures
- Don’t deviate from standard bidding document forms and conditions
- Conditions or qualifications can lead to rejection
Preparing a proposal (continued)

- If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency.
- Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid.
- Submit a professional proposal that is:
  - comprehensive (covers all information requested)
  - includes all supporting documents
  - signed by an authorized individual
  - submitted before the deadline
Procurement Vision & Core Principles

VISION

“Procurement in Investment Project Financing supports Borrowers to achieve value for money with integrity in delivering sustainable development”
Procurement Regulations for Borrowers

THE WORLD BANK
Procurement Regulations for IPF Borrowers

PROCUREMENT IN INVESTMENT PROJECT FINANCING
Goods, Works, Non-Consulting and Consulting Services

November 2020
World Bank Procurement Framework

BEFORE

- One size fits all
- Limited options, very prescriptive
- Fraud and Corruption seen as primary challenge
- Mixed capacity - clients, suppliers and Bank
- Arms-length approach to markets
- Primary focus on selection phase

AFTER

- Key focus on results
- Fit-for-purpose approach as enabler of value-for-money
- Flexible, risk-based decision-making
- Early, proactive market engagement
- Capacity building
- Dynamic risk management, enhanced integrity, fairness and transparency
- Increased focus on contract management
Bank supports infrastructure development US$114 billion globally which includes a significant volume of civil works contracts.

Multiple global initiatives and organizations emphasize sustainable infrastructure with very similar approaches.

Bank has developed specific policies to manage Environmental and Social (ES) risks, with additional requirements for large civil works.

Such risks include:
- resettlement
- labor force influx
- community health and safety
- occupational accidents
- environmental protection
- sexual exploitation and abuse (SEA) and sexual harassment (SH)
Environmental & Social (ES) Relevance for procurement

- Bank’s ES policies are a cornerstone of the World Bank’s approach to ensure strong protections for people and for the environment.
- Bank’s policies require ES risks to be assessed and addressed through specific ES instruments (e.g., Environmental and Social Management Plans).
- Many ES risks must be managed by the contractor building the infrastructure – so the Bank has integrated ES considerations throughout the procurement process e.g.:
  - specification and KPIs
  - contractor’s Code of Conduct
  - ES reporting
  - contractors ESMPs regularly updated
  - contract variations to address ES risks
  - role of engineer to oversee implementation
  - contractual remedies
Protecting vulnerable communities
Sexual Exploitation and Abuse/Sexual Harassment (SEA/SH)

- Gender-based Violence (GBV):
  - affects 1 in 3 women in their lifetime
  - entails significant social and economic costs estimated at 3.7% GDP

- SEA/SH incidents have occurred in Bank-financed projects - perpetrated by contractors’ personnel against community members

- The Bank’s new SEA/SH measures apply to large Works contracts classified as high-risk SEA/SH

- New Bank remedy - 2 years “disqualification” for non-compliance with GBV obligations; after which strengthened qualifications must be demonstrated
Links to useful information

**World Bank’s Procurement Regulations for IPF Borrowers**

**Standard Procurement Documents (SPD) templates**

**Guidance on SPDs**

**Guidance on finding business opportunities**

**Guidance on how to complain**

**Video: World Bank Procurement – how to bid**
Identifying opportunities - links

World Bank website
https://www.worldbank.org/

International development procurement notices (UNDB)
https://www.devbusiness.un.org/

FinancesOne
https://financesapp.worldbank.org/

Procurement App

Country Partnership Frameworks

Monthly Operational Summary

Project Documents

Procurement plans
# World Bank procurement contacts

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<td>V. S. Krishnakumar</td>
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<td>202 458-7880</td>
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<tr>
<td>Diomedes Berroa</td>
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<td>202 458-9432</td>
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<tr>
<td>Hiba Tahboub</td>
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<td>(<a href="mailto:htahboub@worldbank.org">htahboub@worldbank.org</a></td>
<td>202 473 0609</td>
</tr>
<tr>
<td>Felipe Goya</td>
<td>West Africa (Francophone and Lusophone Africa)</td>
<td><a href="mailto:fgoya@worldbank.org">fgoya@worldbank.org</a></td>
<td>202 458-1007</td>
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<tr>
<td>Elmas Arisoy</td>
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<td>202 473-2699</td>
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</tbody>
</table>

## Global Practice Managers

**Washington DC**

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Email</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Enzo De Laurentiis</td>
<td>Chief Procurement Officer</td>
<td><a href="mailto:elaurentiis@worldbank.org">elaurentiis@worldbank.org</a></td>
<td>202 473-0538</td>
</tr>
<tr>
<td>Kofi Awanyo</td>
<td>East Asia Pacific (South East Asia and China)</td>
<td><a href="mailto:Kawanyo@worldbank.org">Kawanyo@worldbank.org</a></td>
<td>66-2-6868329</td>
</tr>
<tr>
<td>Snezana B. Mitrovic</td>
<td>East Asia and Pacific (Indonesia, Philippines</td>
<td><a href="mailto:Smitrovic@worldbank.org">Smitrovic@worldbank.org</a></td>
<td>202 473-2182</td>
</tr>
<tr>
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<td>Vinay Sharma</td>
<td>Director</td>
<td><a href="mailto:vsharma11@worldbank.org">vsharma11@worldbank.org</a></td>
<td>202 473-4316</td>
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<tr>
<td>Hiba Tahboub</td>
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