



Sub-Saharan Africa Virtual Vendor Forum for Woman-Owned Businesses

Questions & Answers

1. How will the World Bank, through IFC, provide women owned businesses linkages to corporates to access procurement opportunities? I believe this is in addition to procurement opportunities at the World Bank. Please clarify on this.

IFC's regional work on Gender has several initiatives that as described in the following website:

https://www.ifc.org/wps/wcm/connect/REGION_EXT_Content/IFC_External_Corporate_Site/Sub-Saharan+Africa/Priorities/Gender/

Different programs, have specific websites and contact details, as follows:

Sourcing2Equal

Contact: [Anne Kabugi](#) and [Heather Kipnis](#)

https://www.ifc.org/wps/wcm/connect/81ae8002-f350-4cab-a59f-79e5dbf6fb2b/IFC+Sourcing2Equal+Project_Overview_October_2020B.pdf?MOD=AJPERES&CVID=nvmxvQH

Finance2Equal

Contact: [Aida Sykes](#)

https://www.ifc.org/wps/wcm/connect/news_ext_content/ifc_external_corporate_site/news+and+events/news/finance2equal+tanzania

Energy2Equal

Contact: [Melissa Olga Basque](#) and [Anne Kabugi](#)

https://www.ifc.org/wps/wcm/connect/news_ext_content/ifc_external_corporate_site/news+and+events/news/energy2equal-africa

Digital2Equal

Contact: [Charlotte Ntim](#)

https://www.ifc.org/wps/wcm/connect/topics_ext_content/ifc_external_corporate_site/gender+at+ifc/priorities/digital_economy_sa/digital2equal

Nigeria2Equal

Contact: [Adaorie Udechukwu](#)

2. Are there any chances to support COVID-19 mobile technology that is scalable for use in other African countries?

The WBG Corporate Procurement does not procure COVID-19 mobile technology. Upcoming business opportunities are available in our website at

www.worldbank.org/corporateprocurement/



3. Does the World Bank take unsolicited proposals e.g., if you identify an opportunity that may not have been identified by the Bank?

We do not take unsolicited proposals. If you are a woman-owned business, you should complete our Prospective Diverse Vendor Enrolment Form accessible at: <https://www.surveymonkey.com/r/WBGDiverseVendors>

4. Since COVID disruptions have impacted businesses, would you waive the requirement that WB does not account for more than 20% of operations?

The WBG carefully assesses financial risks when doing business with a vendor. In some cases, financial requirements may be relaxed. You may review detailed business opportunities at: <https://www.worldbank.org/en/about/corporate-procurement/business-opportunities>

5. When a vendor does not win first or second time, how do you help the vendors do better next time? Especially women who are underrepresented in corporate supply chain.

Non-successful bidders are encouraged to seek feedback from the WBG on their individual proposals. Requesting feedback can increase capacities and enhance women-owned businesses' positioning for future contracts.

6. Are there youth programs / partnerships opportunities?

Corporate Procurement does not currently have any youth programs or partnerships for youth.

7. Once a contract has been awarded can we request for a percentage of deposit? especially for purchase of goods?

Payments are generally tied to project deliverables. However, in cases where a deposit or advance payment is needed or customary, written approval from the designated official is required.

8. Can we apply for accreditation without a call for tenders?

Companies do not need to be registered vendors to participate in a World Bank Group solicitation process. However, to receive a contract award, they must be approved, which requires completion of a vendor registration form, meeting all eligibility requirements and providing all required documentation. Note that completion of a vendor registration application does not guarantee that a company will become a registered World Bank Group Vendor.

You can review our [Vendor Eligibility Policy](#) and our [Vendor Registration and Eligibility Frequently Asked Questions \(FAQs\)](#) for additional information.



9. Can an organization request for prequalification for services not listed on your presentation today?

The WBG occasionally utilizes requests for information or expressions of interest to pre-qualify vendors for specific business requirements. These opportunities can be found on the business opportunities website of the WBG at:

<https://www.worldbank.org/en/about/corporate-procurement/business-opportunities>

For more information, and an expanded list of the usual products and services that the World Bank Group buys, please visit:

<https://www.worldbank.org/en/about/corporate-procurement/business-opportunities/what-the-world-bank-group-buys>

10. The COVID-19 pandemic has brought in a new requirement of personal protective equipment such as masks. Under what category does this new requirement fall?

At the World Bank Group, the procurement of Personal Protective Equipment (PPE), and any related products and services fall under our Corporate Services and Real Estate Procurement team.

11. In Kenya, you mentioned, you have about 80 vendors. It would be very interesting to know if you have data based on ownership. How many are women owned/led?

During fiscal year 2020, the WBG procured from 14 unique woman-owned vendors in Kenya.

12. How can one go about to partner with WBG to support WOBs?

Please refer to IFC's regional work on Gender for available initiatives:

https://www.ifc.org/wps/wcm/connect/topics_ext_content/ifc_external_corporate_site/gender+at+ifc/priorities/priorities

13. In Kenya we have the government procurement opportunities for women, youth, and persons with disability. I worked with over 5000 women entrepreneurs to access these opportunities. One big challenge is LPO financing once a tender is won. Does the Bank have any thoughts on this and how to help younger businesses to access these opportunities as they have been locked out previously?

You can refer to IFC work on Banking on Women, available at:

https://www.ifc.org/wps/wcm/connect/Industry_EXT_Content/IFC_External_Corporate_Site/Financial+Institutions/Priorities/Banking_on_Women/

14. Are there or not pre-requisites on years of existence of a company to be successful on a tender?

Businesses need to be established for at least 1 year to be eligible to apply for a WBG contract. In addition, business need to meet minimum eligibility criteria consisting of operational and business experience, financial and technical criteria for



specific procurement requirements, which are defined according to the project scope, market conditions and estimated contract value.

15. [Are Joint Ventures allowed while bidding to supply the WBG?](#)

Joint Ventures may, as an exception, be allowed based on the procurement requirements and meeting the provisions in the bid regarding eligibility and contracting entities. On occasions where Joint Ventures are allowed, there is a requirement that the contract be signed by a “partner in charge”. The partner in charge must meet the [WBG vendor eligibility requirements](#), as detailed on the WBG website. In cases where Joint Ventures are allowed, they must be able to prove that they have the requisite experience operating within the Joint Venture context, and can satisfied the contract requirements.

16. [Do you offer guidance or training on how to fill in your bidding documents/forms?](#)

We currently do not offer training or consultations to prospective vendors on how to complete bidding documents or proposals to the WBG. However, during the session we did share some best practices related to the proposal preparation and the process. You can review that section in the [session's recording](#) available in the [event website](#).