



World Bank Group Vendor Forum for Women-owned and Minority-owned Businesses in North America and Europe

Questions & Answers

1. We have our certification from CAMSC as a Canadian supplier. Is this recognized or could you list all the agencies that we would need to get certified through?

Yes, we recognize CAMSC as we recognize certification from any relevant third-party organization including but not limited to WEConnect International, WBE Canada and WBENC for US women-owned businesses, NMSDC and other minority-business certifications in UK, Canada, China, South Africa, and others, as well as local, state, and federal certifications.
 2. Do you source only from suppliers that are certified?

No - we encourage certification but do not currently require it.
 3. Do you have specific set asides for Women Owned Businesses to allow a specific % of goods and services to be procured only from these businesses? What advantage if any can a supplier diversity certification provide? e.g., Women Business Enterprise from WBE Canada

We do not currently have procurement set-asides for women- or/and minority-owned businesses but we actively encourage diverse businesses to apply to WBG procurement opportunities and require firms to demonstrate how they will support the inclusion of such businesses in the execution of their contract, as well as in their supply chain.
 4. Where would consulting services on building innovation systems (e.g., regulatory systems, intellectual property, public private partnerships/tech transfer) in the health field fit?

If it is related to Bank Executed Operations (health sector) it can be found in eConsultant2.
 5. Are budgets for various procurement initiatives disclosed or not as standard practice?

We disclose information related to the awards after they are made, but we usually do not disclose upfront the budget estimated for a solicitation. The financial proposal is a component of our evaluation process.
 6. Do you use gender clauses with special percentage awards of the maximum score to be obtained on the total criteria in your internal procurements and have you considered it for external public procurements to help more WOB to participate?

The percentages allocated to each aspect of the technical and financial score are disclosed in each RFP, if there is a special percentage allocated for WBE's then it will be disclosed in the evaluation criteria.
 7. Do you folks have vendor forums with procurement specialists across the various categories that vendors can have some time to speak to about what they provide?

This is something we are planning to introduce this fiscal year. We will post information when available in our website.
 8. How would you advise a well-established small business, minority/women owned business who has a significant track record/past performance of services say in North America and some other emerging low to middle income country but wants to enter a new geographic market? Do you prefer past performance in that specific country, or do you accept past performance in other locations/markets as qualifiers?
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In terms of vendor eligibility criteria, we require that your business has licenses to operate in the country the services are being delivered. In terms of evaluation of the proposal, it will depend on what the RFP is requesting for e.g., we will disclose if we require local capacity and local experience as a pre-requisite or if we require international experience.

9. **Can we receive a copy of your annual procurement forecast? or where can we find it?**
A procurement forecast is something that is not available publicly. However, ongoing business opportunities can be found in our website at: <https://www.worldbank.org/en/about/corporate-procurement/business-opportunities>.
 10. **Where can I access “training opportunities” intended for the supplier/vendor community to ensure we are participating in your specific opportunities for capacity building (4C's)?**
Please keep an eye on our Corporate Procurement website for future training and capacity building opportunities at: <https://www.worldbank.org/en/about/corporate-procurement>
 11. **Is there a rule or regulation that establishes a standard for the percentage of scores linked to the greater or lesser participation of businesswomen?**
The percentages allocated to each aspect of the technical and financial score are disclosed in each RFP, if there is a special percentage allocated for WBE's then it will be disclosed in the evaluation criteria. In terms of regulation, we are not governed by any national regulation.
 12. **Within the evaluation criteria is there a maximum percentage limit?**
If the question relates to minimum technical mark that the bidders should pass to move to Financial Evaluation stage then it generally varies from 60 points to 70 or higher out of 100, depending on the complexity of the assignment. If the question relates to weights allocated to technical and financial criteria then again it depends on the complexity of the assignment, but it is generally around 70%-30% or 80%-20%, or 60%-40%.
 13. **Although companies are competing on a bid, does the World Bank ever recommend collaborations between 2 bidders to achieve a desired outcome?**
The Bank generally encourages the companies to associate with local firms or small companies to complement their expertise.
 14. **To get more participation from new potential vendors who are just starting out in this process of being suppliers with the WBG, do you have other additional more frequent practical workshops where we suppliers can go over more detailed procurement administrative processes to even get into the procurement process and have Q&A with live WBG personnel?**
Thanks for your suggestion. We will continue to identify opportunities to connect with potential vendors as we expand our diverse supplier base.
 15. **Is there a link or website where one can see the WBG requirements?**
Requirements for ongoing business opportunities can be found on our website at <https://www.worldbank.org/en/about/corporate-procurement/business-opportunities>. Information on vendor requirements including our vendor eligibility policy and vendor code of conduct can be found at: <https://www.worldbank.org/en/about/corporate-procurement/vendors>.
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