

世界銀行プロジェクト入門ワークショップ

(アフリカビジネスセミナー(5/20)の紹介)

(2026年4月21日)

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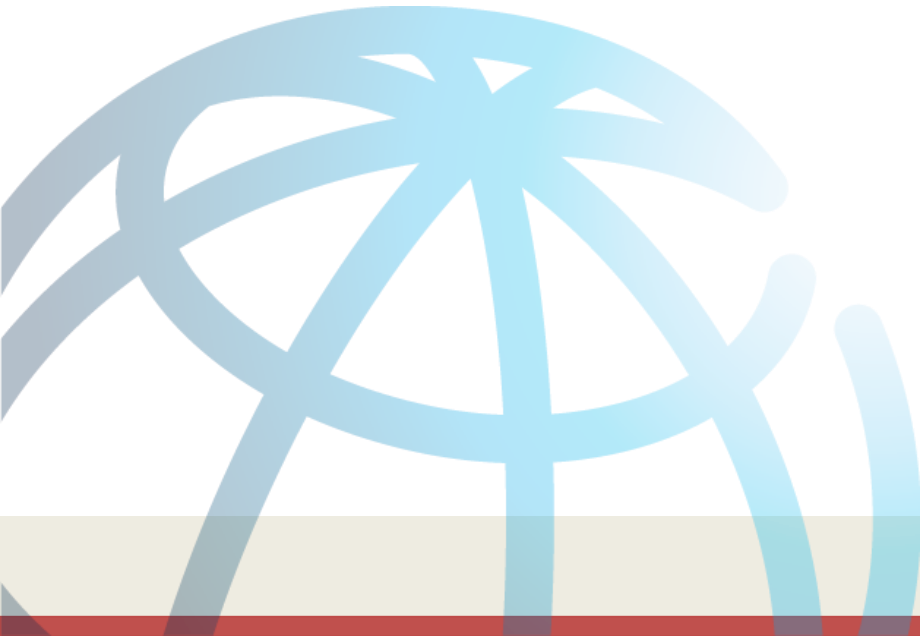
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WORLD BANK GROUP

1.世界銀行の概要と Investment Project Financing (IPF)



世界銀行グループ（5機関から構成）

IBRD
国際復興開発銀行
(世界銀行本体)

IDA
国際開発協会

IFC
国際金融公社
(ディオップ長官)

MIGA
多数国間
投資保証機関
(俣野長官)



	1944年設立	1960年設立	1956年設立	1988年設立
目的	政府向け支援を通じた 貧困削減・繁栄共有	政府向け支援を通じた 貧困削減・繁栄共有	民間セクターによる 投融資促進を通じた 貧困削減・繁栄共有	非商業的リスクへの 保証の提供を通じた 貧困削減・繁栄共有
対象国	中所得国	最貧国（アフリカ・太 平洋地域等の75か国）	途上国に投資する 民間企業	途上国に投資する 民間企業
支援	政府向け融資 (かつて、日本向けに、 東海道新幹線や東名高速 等の建設資金を融資)	政府向け低利融資・ 無償（グラント） IFC・MIGAとの連携 による民間向け支援	企業への出資 企業への融資 政策アドバイス	政治リスクの保証 信用補完

バンガ総裁
2023年6月、第14代総
裁として就任（任期5
年）。インド出身（米
国籍）。直近は、ジェ
ネラル・アトラン
ティック副会長、マス
ターカードCEO。

ICSID
投資紛争解決国際センター
1966年設立
(国際投資紛争の調停・仲裁)

← 政府を通じた支援 →

IPF - Investment Project Financing

- Provides IBRD loans, IDA credits and grants and guarantee financing to governments.
- Funds Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development

\$250 billion

value of active total net commitment IPF projects






ROLES IN IPF PROCUREMENT

PROCUREMENT



Role of the Bank

-  Ensure funds are used only for the purpose for which they were granted
-  Provide oversight with prior and post procurement reviews
-  Provide Borrowers implementation support

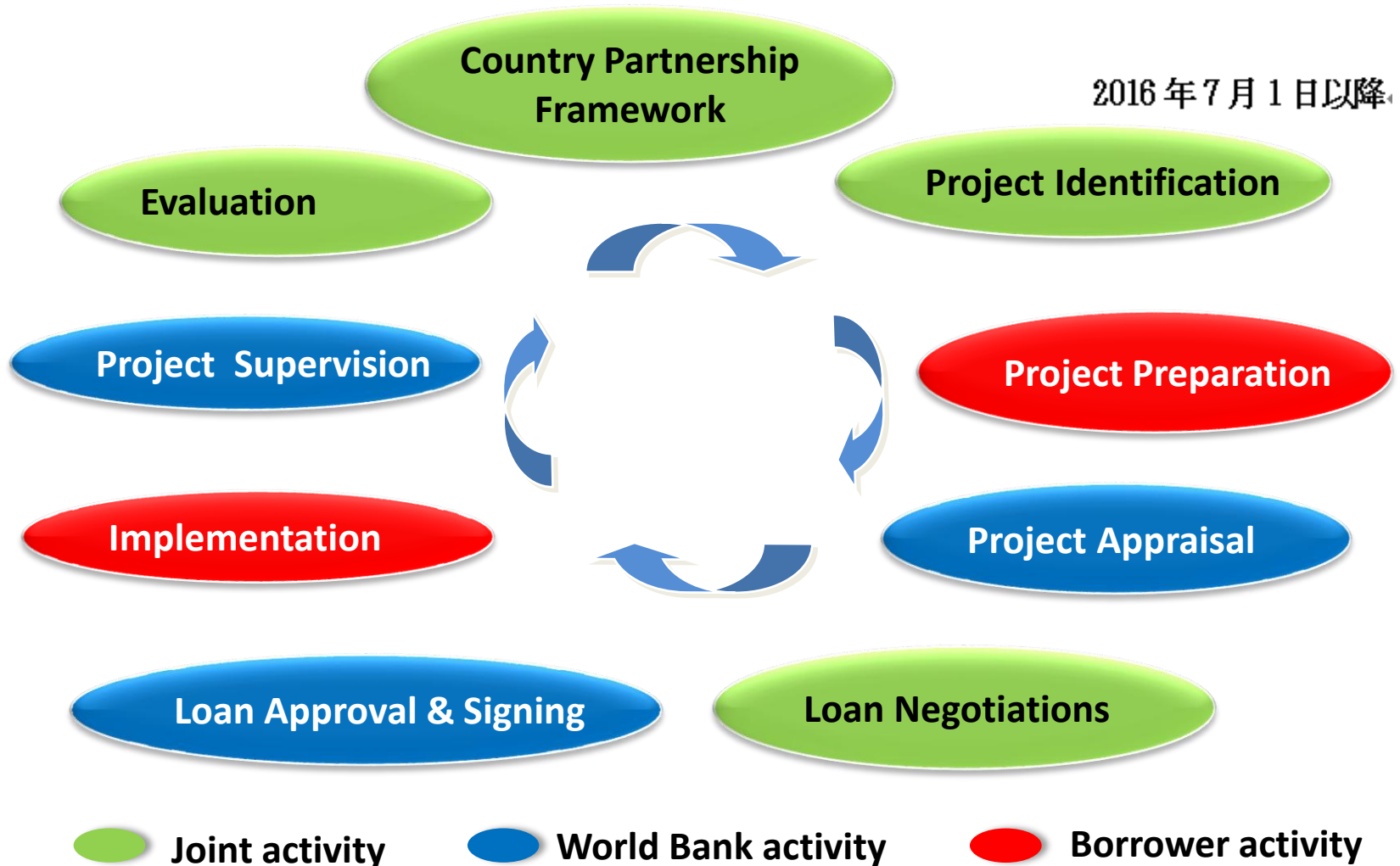


Role of the Borrower

-  Prepare Procurement Strategy
-  Plan procurement
-  Seek offers from market
-  Evaluate offers and determine the Most Advantageous Bid / Proposal
-  Award, sign, and manage contracts

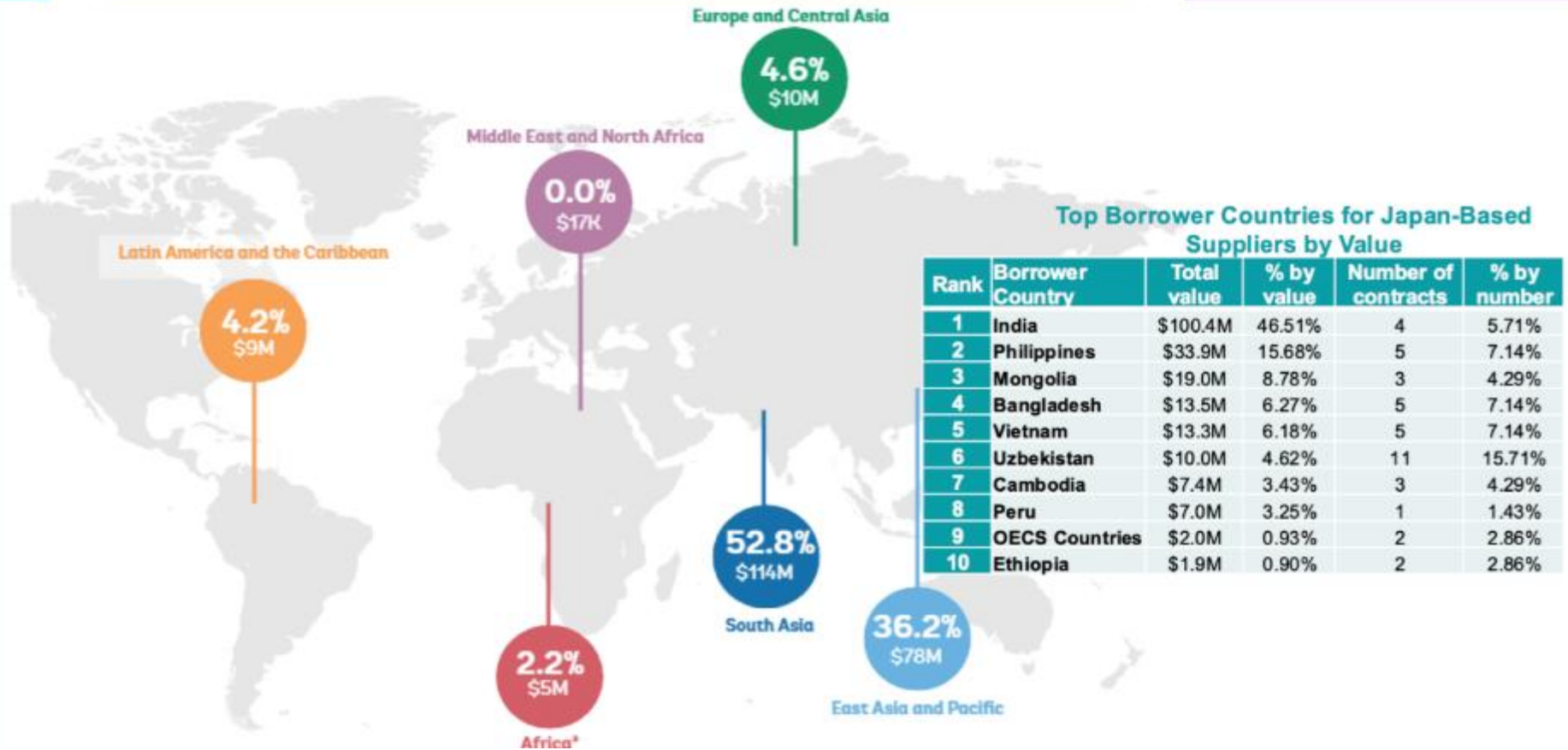
The World Bank's Procurement Framework, which is applied to Bank-financed investment projects, promotes tailored procurement approaches that emphasize **quality**, and **value** for public spending, while enabling adaptation to country contexts.

世銀プロジェクトはボロワーが準備、実施 民間によるプロファイは不要

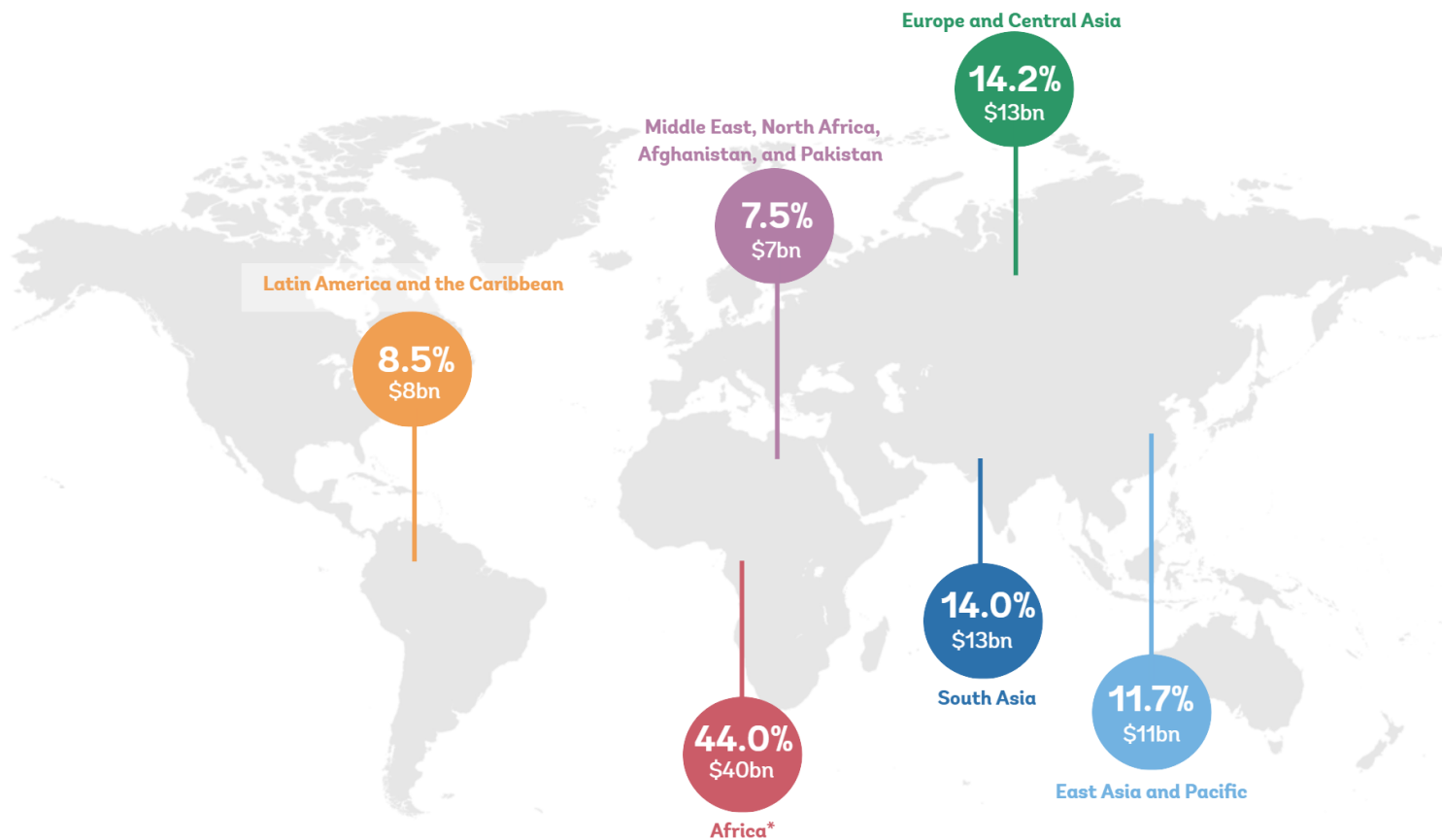


CONTRACTS AWARDED TO JAPAN-BASED SUPPLIERS FROM FY2021 TO FY2025

JAPAN DATA



IPF CONTRACT AWARD BY REGION FY21-FY25



Source: IPF Procurement Dashboard as of 28 September 2025

* Africa is aggregated by Africa, Africa West & Africa East; regions as "other" are not displayed.

2025 PROCUREMENT CHANGE PROGRAM

PROCUREMENT

To address feedback from the business community and improve project outcomes, the Bank is now:

- Mandating **minimum quality weightings** in Rated Criteria for international procurements.
- Requiring **early market engagement** for large contracts to optimize procurement strategies and approaches to delivery
- Collaborating with Borrowers to **aggregate smaller contracts** into larger packages
- Offering **direct payment** for large international procurements
- Improving the **procurement complaint handling** system
- Building **client capacity** by expanding HEIS and BFP in select states
- Mandating minimum 30% of labor costs to be allocated to **employment of local workers.**



Rated Criteria – A Game Changer for Promoting Value in World Bank Procurement

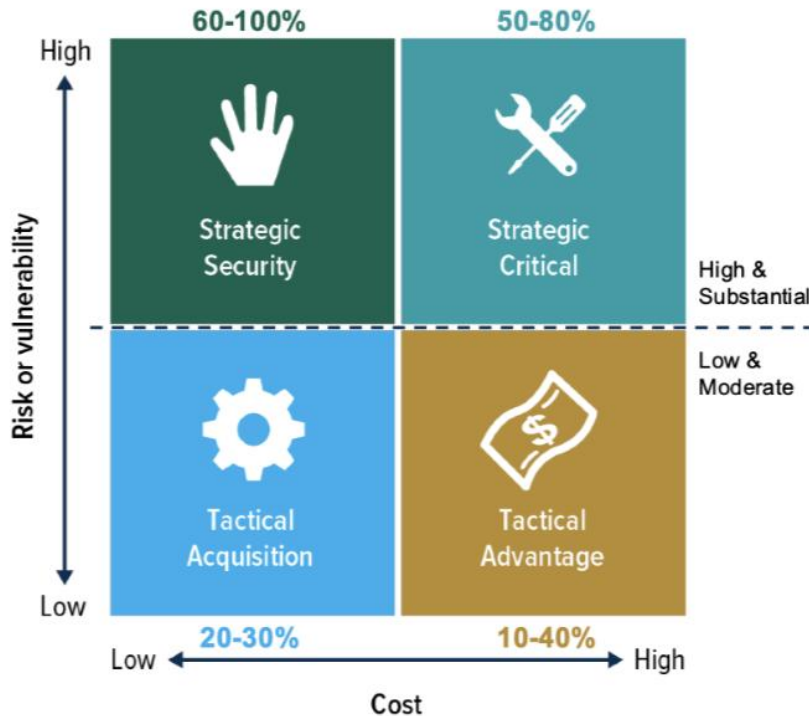
- The inclusion of **key quality and sustainability criteria** rather than using just the lowest evaluated price for award decisions.
- Rated Criteria create incentives for highly qualified bidders to participate in bidding.

Request for Proposals 評価方法

$$B \equiv \frac{C_{low}}{C} X + \frac{T}{T_{high}} (1 - X)$$

RATED CRITERIA: DETERMINING WEIGHTS

PROCUREMENT



Non price weight for each contract will be informed by the risk and value

How can contractors help with calibrating the right weights

- Provide feedback on the borrower's assessment of risks
- Provide feedback on the nonprice factors proposed by borrowers
- Suggest Criteria that can be applied to different types of procurement

日本のコントラクターには追い風

- 柔軟性が高まり、カスタマイズされた革新的なソリューションを提案できる
- 納品方法、主要人員、持続可能性へのアプローチなど、他の入札者と差別化できる要素
- プロジェクト固有のリスクを明確に理解し、信頼性の高い軽減策を提示できることを示す必要がある
- 最低価格でビジネスを獲得することはできない(ただし、価格は依然として重要な考慮事項である)
- 高い品質を実現する技術的能力を最もよく示せる入札者が成功する可能性が高い
- Rated Criteriaに対するコメントが重要になってきた

TAKING ON MORE AMBITIOUS CHALLENGES

OVERVIEW



Mission 300

Bringing clean, stable, affordable energy to 300 million Africans by 2030.



Health Services

Providing quality, affordable healthcare to 1.5 billion people by 2030.

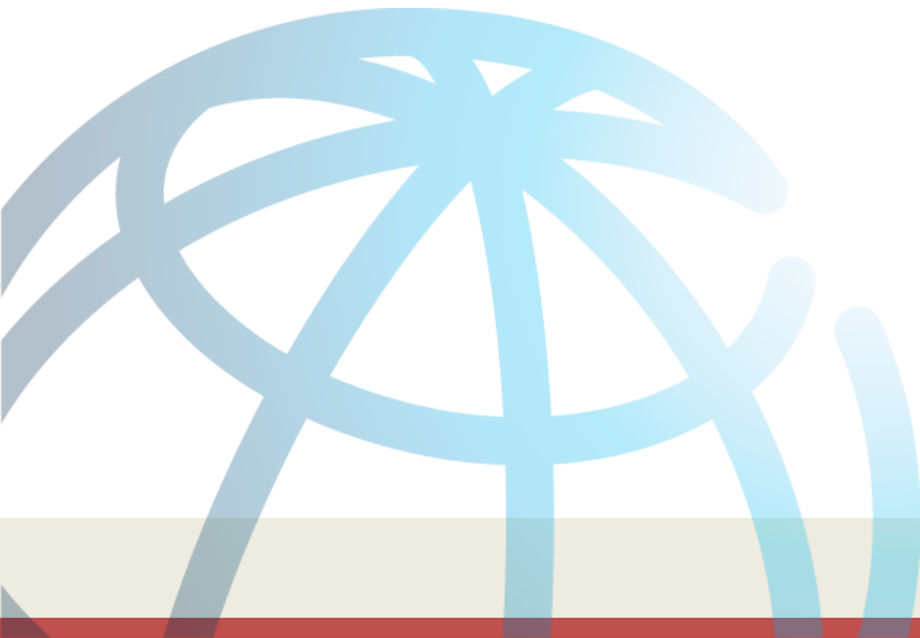


Creating Jobs

Closing the jobs gap, unlocking opportunities for people and communities.



2. Opportunities in Water Sector



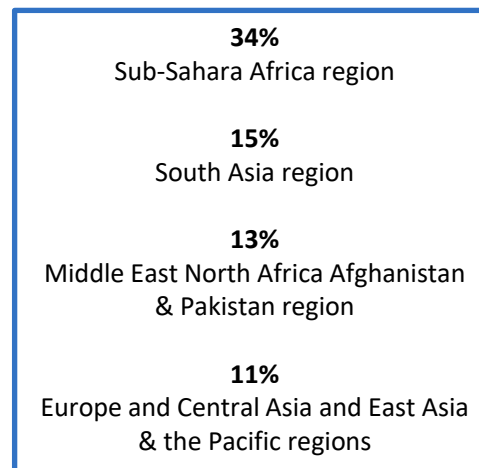
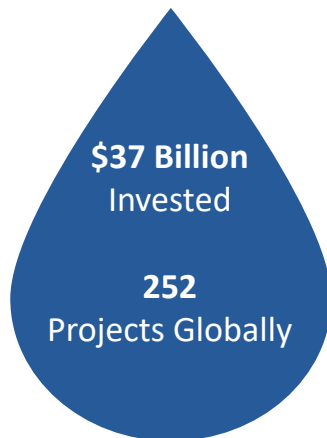
OVERVIEW OF WATER GLOBAL PRACTICE

Vision for a Water Secure Future

Our vision is to achieve water security through three pillars: Water for People, Water for Food, and Water for Planet. We will accelerate access to safe water, sanitation, and hygiene; boost food production and farmer livelihoods; and reduce water-related risks through sustainable resource management.

We will deliver this vision with scalable solutions that combine infrastructure, policy, and private sector engagement, supported by knowledge sharing and strong partnerships. By working with governments, utilities, private sector, and development partners, we aim to make water security and job creation a reality for all.

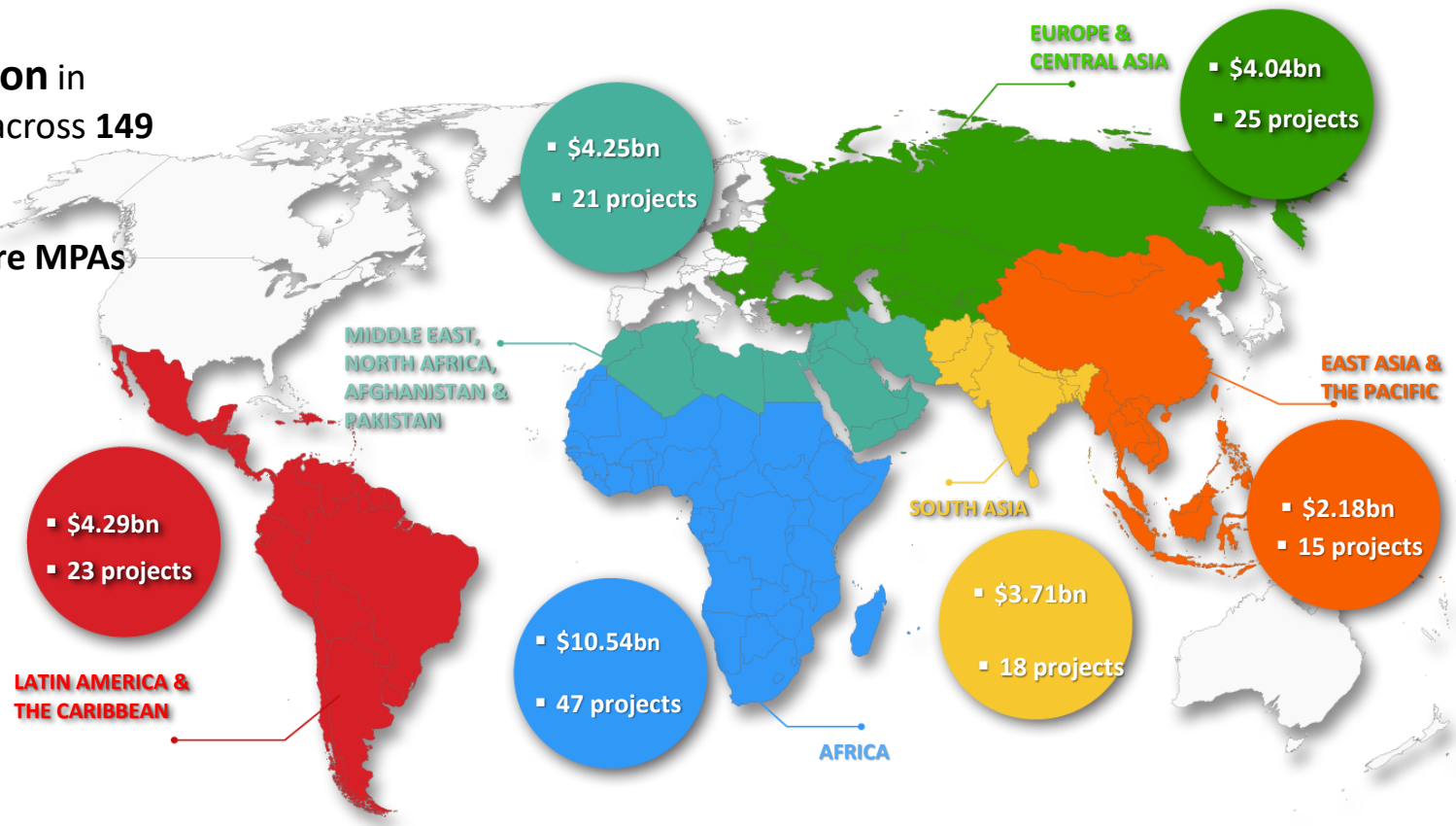
Country Engagement (IBRD/IDA) FY16-FY25



WATER ACTIVE PORTFOLIO

WATER

- **\$29.01 billion** in investments across **149 projects**
- **15 projects** are MPAs

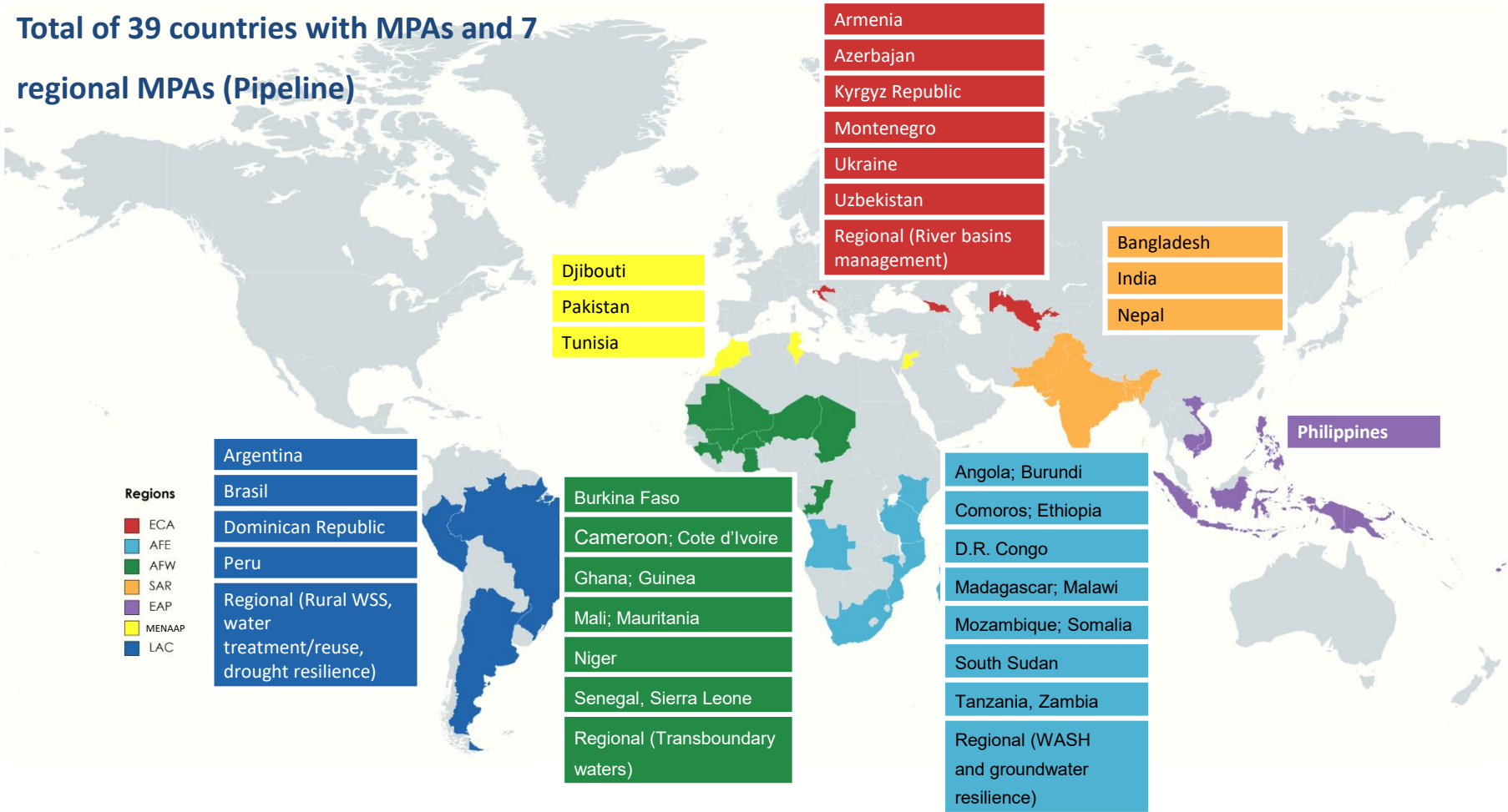


Includes RE & GE projects
Data as of September 19, 2025

TENTATIVE MPA FY26 PIPELINE

WATER

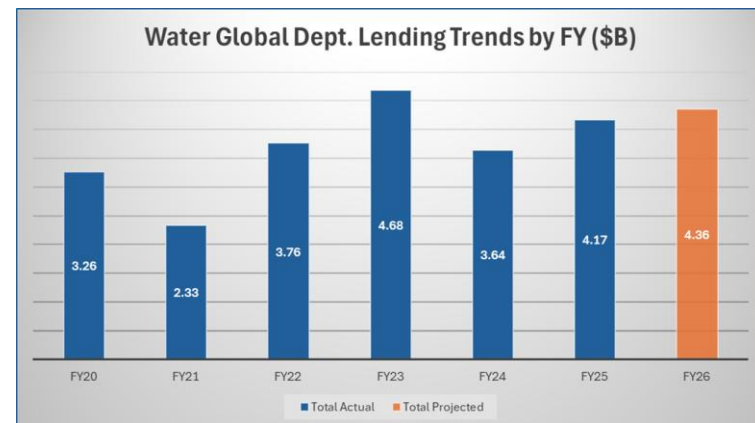
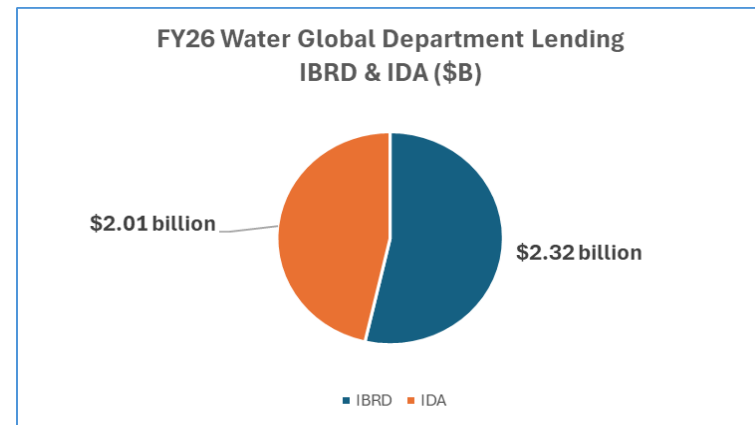
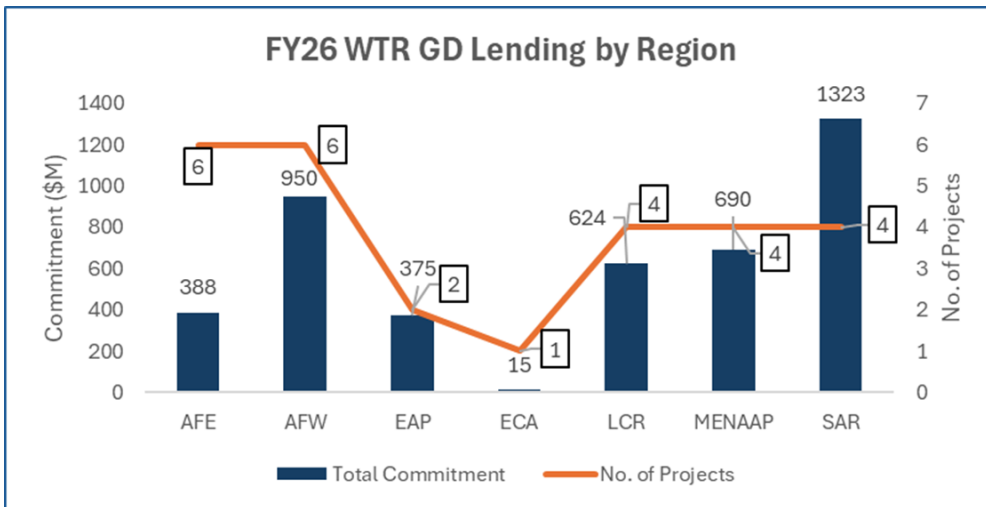
Total of 39 countries with MPAs and 7 regional MPAs (Pipeline)



WATER FY26 LENDING PIPELINE

WATER

FY26 Water GD lending consists of 27 projects with a total commitment value of \$4.36B (IBRD – \$2.32B, IDA – \$2.01B, and others – \$25M). 11 of these projects are MPAs valued at \$2.09B.

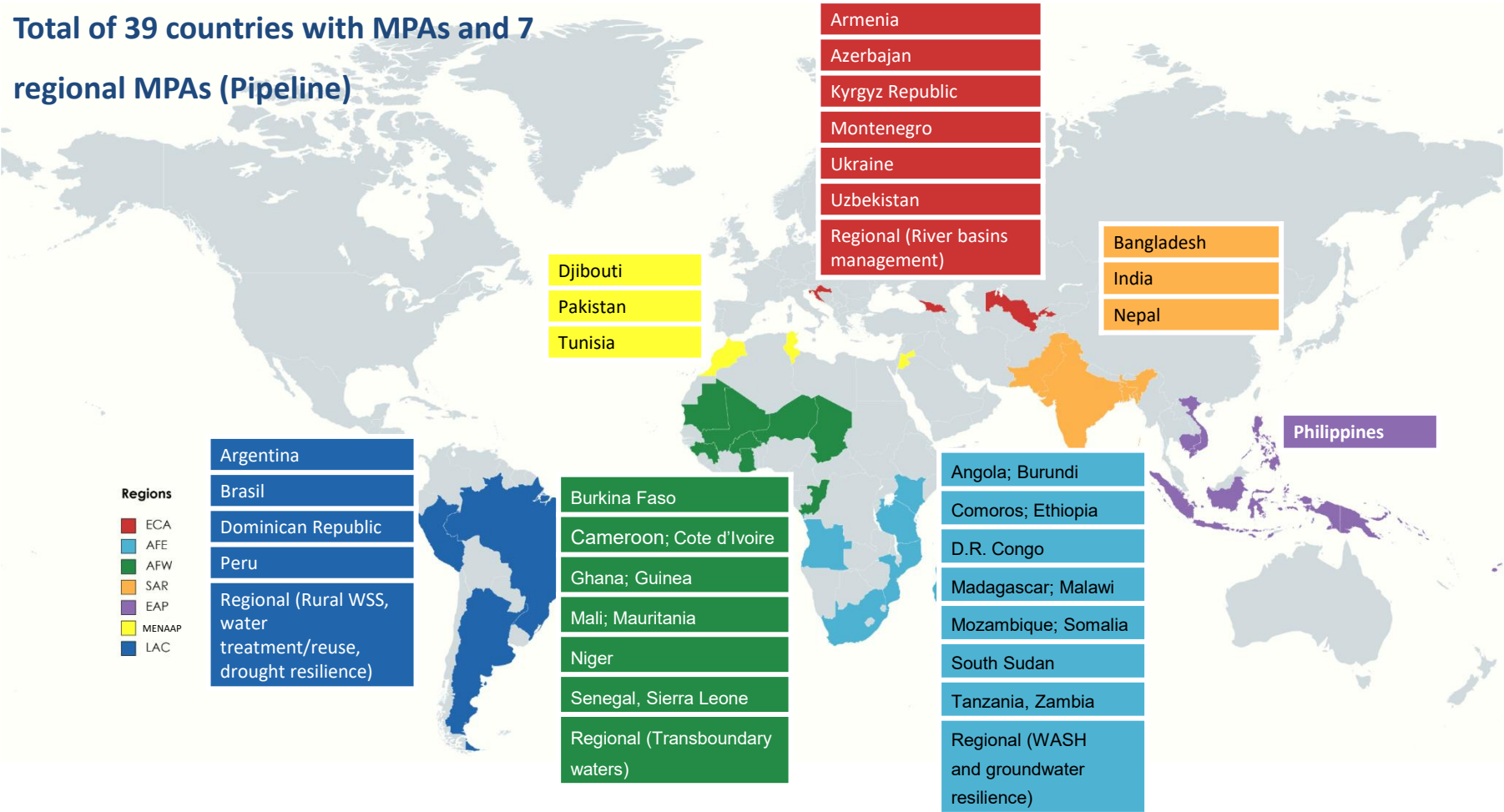


Data as of September 19, 2025

TENTATIVE MPA FY26 PIPELINE

WATER

Total of 39 countries with MPAs and 7 regional MPAs (Pipeline)

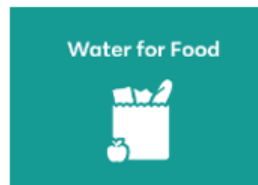


WHAT SHOULD SUPPLIERS KNOW ABOUT OPPORTUNITIES IN THE WATER SECTOR

Water Sector Project Types



- Water Supply Infrastructure
- Rehabilitation & resilient Systems
- Wastewater reuse & desalination (PPPs and blended Finance)
- Support of regulatory frameworks and institutional setup



- Irrigation & Drainage
- Construction & rehabilitation
- Modernization of irrigation infrastructure
- Support of drip-Irrigation, sprinkler systems
- Climate-resilient technologies



- Ecosystem restoration
- Promotion of nature-based solutions
- Circular water economy & resource efficiency
- Construction & rehabilitation of dams and reservoirs
- Green infrastructure and Water storage
- Integrated water resource management

Contractors	Borrowers	Contract Types	Procurement Methods
	<p>Some key aspects sought by Borrowers include:</p> <ul style="list-style-type: none"> • Increased value in innovative approaches • Technical expertise especially for complex contracts • Financial soundness • Robust risk management <p>Bidders encouraged to propose design or methods that optimize sustainability and life-cycle costs (LCC)</p>	<ul style="list-style-type: none"> • Lump-sum • Admeasurement • Performance and time based • Reimbursable-cost • Framework agreements • PPP contracts <p>The WBG is increasingly focusing on mobilizing private capital and expertise.</p>	<p>Chosen based on contract value, size, and complexities:</p> <ul style="list-style-type: none"> • ICB and NCB • Shopping and direct contracting • Design-Bid Build (DBB) • Design Build (DB) • Design-Build-Operate (DBO) • Engineering, Procurement and Construction (EPC)

WATER IPF PORTFOLIO

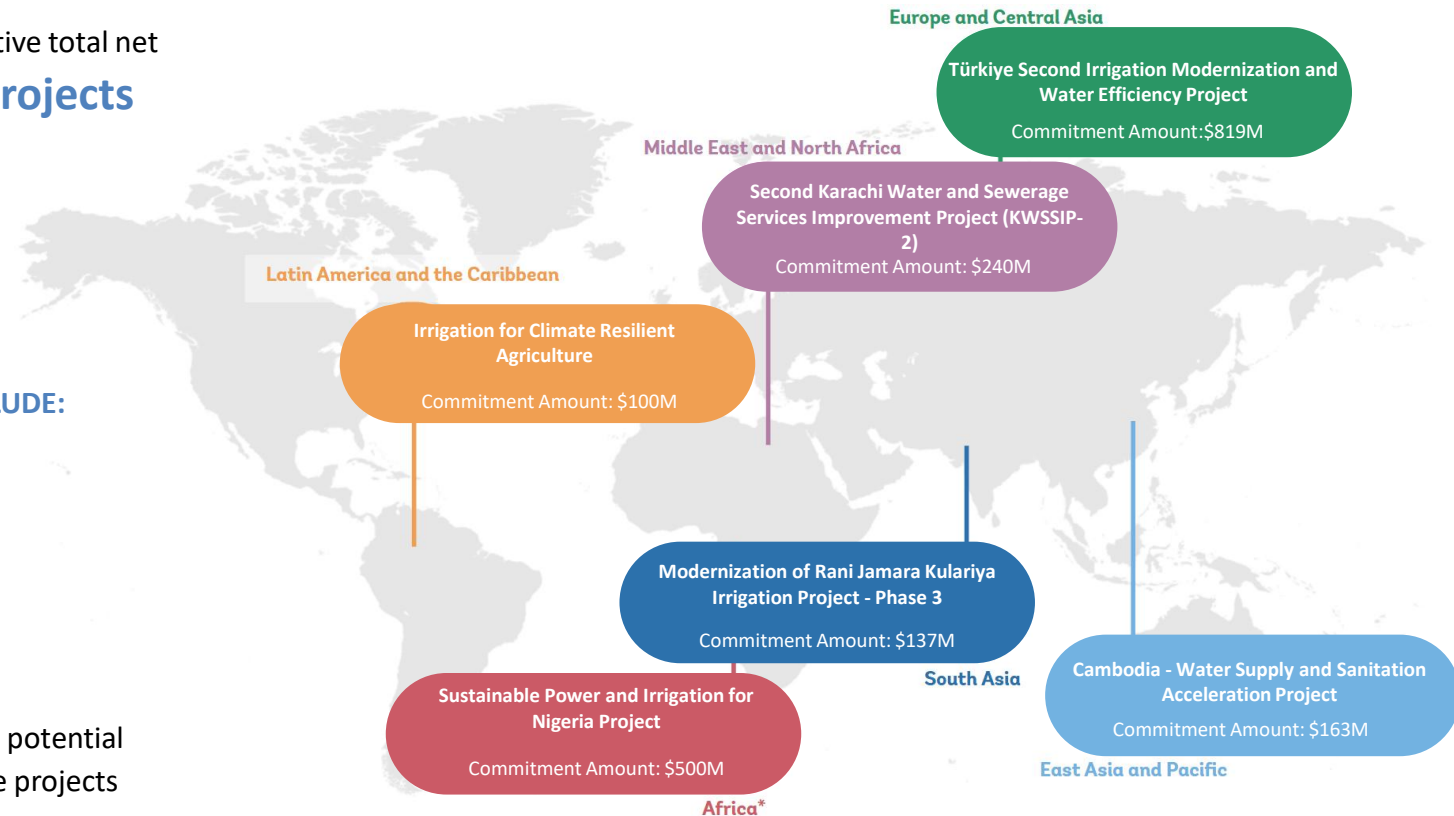
WATER

\$29.01 billion active total net commitment in **149 projects**

PROCUREMENTS FOR WATER PROJECTS INCLUDE:

- Irrigation,
- Water Storage,
- Supply,
- Sanitation projects,
- And more!

\$4.36 billion total potential commitment for pipeline projects



** The projects listed here are examples of large projects that were recently approved.*

UPCOMING PROCUREMENTS: WATER PROJECTS

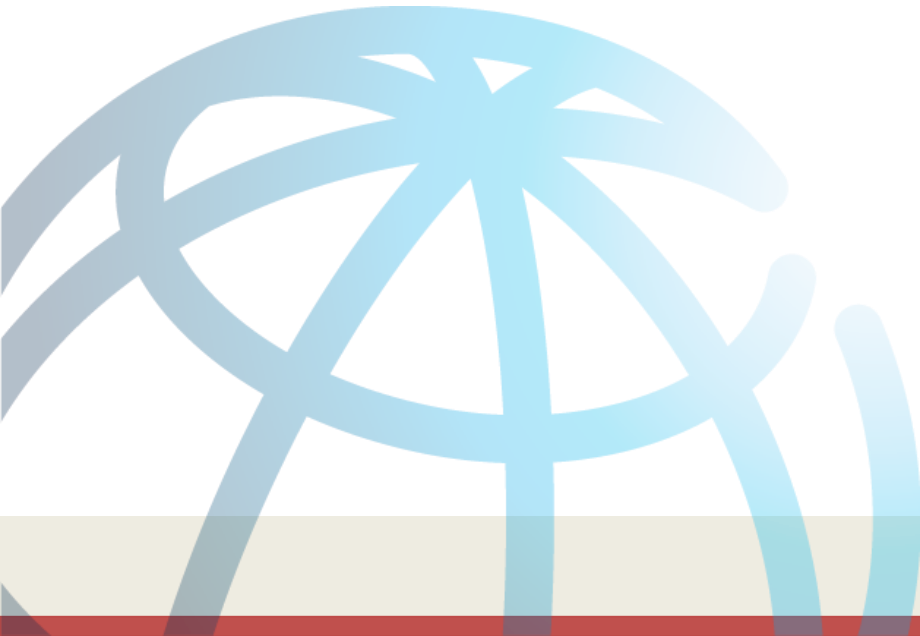
Project	Procurement
P177004 : Climate Resilience and Water Security in Angola -RECLIMA	Works : Design and Construction of the Expansion of Bulk Water Supply System - Conveyance and Storage and the Expansion and Densification of the Distribution Network and Household Connections in the city of M'Banza-Congo (2 Lots) (\$50M) – November 2025
P178417 : Cambodia - Water Supply and Sanitation Acceleration Project	Works : Infrastructure expansion in Battambang water utility (\$27M) – March 2026
P504600 : Water Efficiency and Conservation MPA - Uzbekistan National Irrigation and Energy Efficiency Improvement Project (Phase 1)	Works : Infrastructure expansion in Pursat water utility (\$21M) – July 2026
	Works : Modernization of the Canals including Restoring Hydrotechnical Structures in the Bukhara Region (\$30.7M) – December 2025
	Works : Modernization of Pahktabad Canal including Restoring Hydrotechnical Structures (\$25.7M) – June 2027
	Works : Modernization of the North Ferghana Main Canal including Restoring Hydrotechnical Structures (\$14.3M) – June 2027
	Works : Modernization of the Zang Canal including Restoring Hydrotechnical Structures (\$43.8M) – October 2026
P176615 : Cambodia Water Security Improvement Project	Works : Rehabilitation/construction of dam reservoir structures by increasing and extending embankments within reservoir, new construction and modernization of headworks, and improvement of irrigation systems for Sre Huy sub-project and Svay Chrum sub-project (\$20M) – May 2026

**Upcoming procurements are pulled from the project procurement plan of active projects (hyperlinked)*



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3. Opportunities in Transport Sector



OVERVIEW OF TRANSPORT GLOBAL PRACTICE

Transport is fundamental to supporting economic growth, creating jobs and connecting people to essential services such as healthcare or education.

Challenges:

- ***Access & Poverty:** 1 billion people live >2km from all-weather roads, linking isolation to poverty. 2 billion live without convenient access to reliable public transport systems
- ***Safety Crisis:** Road crashes claim 1.19M lives annually, 93% in developing countries.
- ***Environmental Impact:** Transport contributes 20% of global GHG emissions, potentially rising 60% by 2050 if unchecked.

Solutions:

- ***Ambitious Investments:** High-quality public transport, non-motorized options, and cleaner technologies.
- ***Strategic Corridors:** Enhance regional integration and connectivity; and tackle food security
- ***Resilient Roads and Logistics:** Modernize ports, connect farms to markets, enhance road predictability.
- ***Goals:** Balance mobility demand with fiscal and environmental sustainability.

Initiatives:

- Global Facility to Decarbonize Transport (GFDT)
- Global Road Safety Facility (GRSF)
- Africa Transport Policy Program (SSATP)
- Sustainable Mobility for All (Sum4All)

Country Engagement

*Portfolio of **179 projects in over 90 countries** with **\$40.9 bn** in active commitments.

*Over 40% of the Active Portfolio is in Africa, followed by SAR (16%), LAC and MNA (12% each), ECA (11%) and EAP (8%)

*279 operations approved in the FY17-25 period, with over \$45bn in new lending

*55% of this lending contributed directly to Climate Change Adaptation and Mitigation

*Although Roads is still the predominant subsector, the annual lending and subsequently the portfolio has been shifting to other modes such as Urban Transport, Railways and Ports & Waterways, and Road sector projects have strong focus on safety and resilience.

WHAT SHOULD SUPPLIERS KNOW ABOUT OPPORTUNITIES IN THE TRANSPORT SECTOR

COMMON TYPES OF PROJECTS



Roads: Construction, maintenance, rehabilitation, and upgrading of paved/unpaved rural and inter-urban roads and transport corridors; bridges, road asset management, network resilience improvement, and road safety interventions.



Urban transport: Construction, rehabilitation, upgrading of public transport (including network, service, facilities and fleet improvements), mass transit (including all passenger urban and suburban rail systems and Bus Rapid Transit (BRT)), non-motorized transport (including sidewalks and bicycle lanes), urban roads, bridges, and ITS equipment applying “complete streets,” safe systems or people-centric traffic management approaches, and other urban infrastructure and services consistent with sustainable transport concept.



Rail: Construction, rehabilitation, upgrading of railway lines, multi-modal connections, stations, rolling stock and systems for passengers and freight; signaling, rail safety and asset management improvements that translate into improved services.



Ports/waterways: Construction, rehabilitation, and upgrading to improve navigability / capacity augmentation of ports and waterways (e.g., ferry services, cargo ports); improvement of port and terminal infrastructure, fleet safety improvements and modernization for ports



Aviation: Airport services and infrastructure investments (terminals, runways, roads), and modernization of Air Navigation Systems that translate into improved transportation services.

TRANSPORT IPF PORTFOLIO

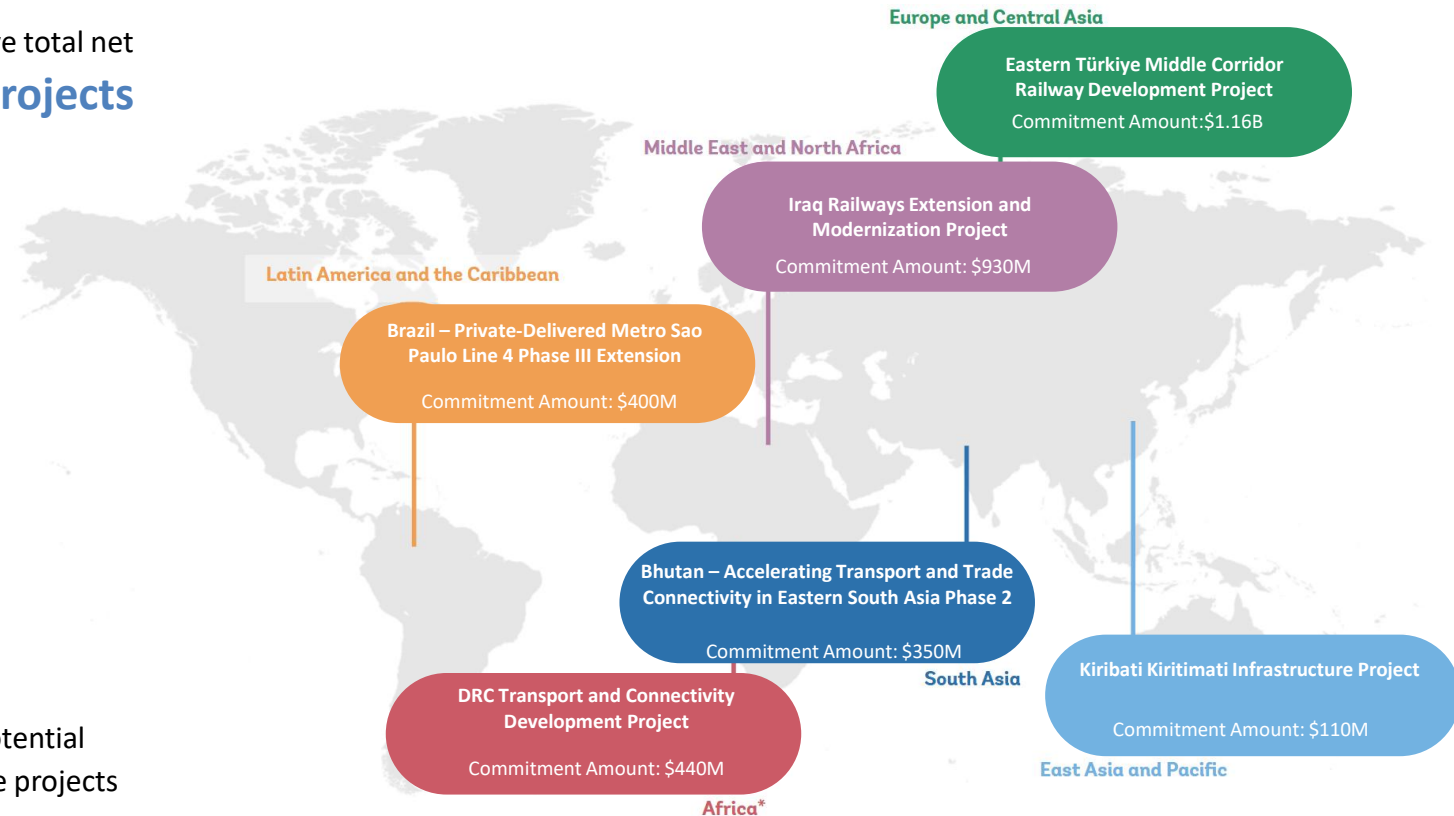
TRANSPORT

\$40.9 billion active total net commitment in **179 projects**

PROCUREMENTS FOR TRANSPORT PROJECTS INCLUDE:

- Railway,
- Road & highway,
- Ports,
- Airports,
- Waterways,
- Urban mobility,
- And more!

\$10 billion total potential commitment for pipeline projects



** The projects listed here are examples of large projects that were recently approved.*

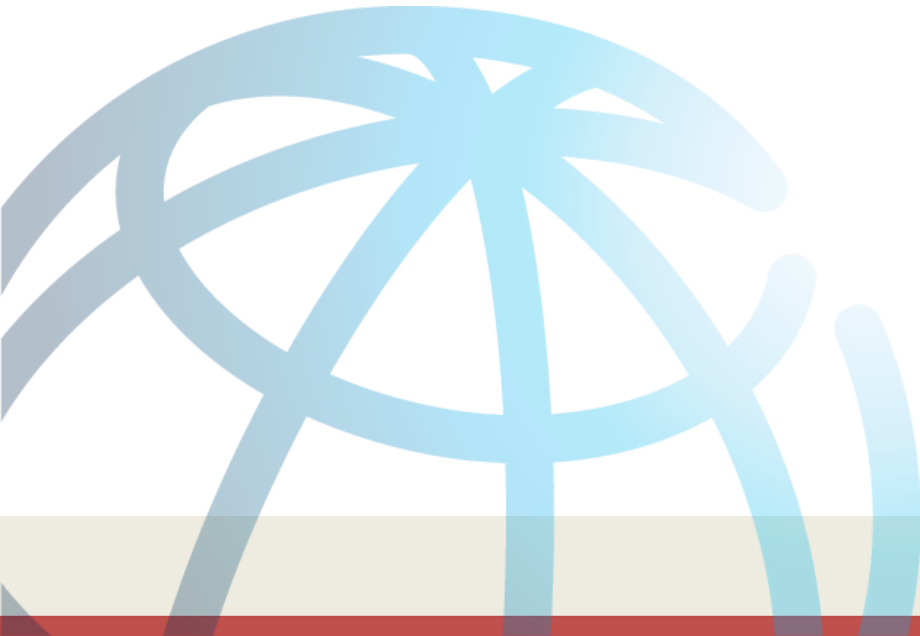
UPCOMING PROCUREMENTS: TRANSPORT PROJECTS

Project	Procurement
<p>P180579: Benin – Grand Nokoué Sustainable Urban Mobility Project (GN-SUMP)</p>	<p>Works: Rehabilitation works of access roads and crossings in Cotonou in support of sustainable urban mobility in the Cotonou agglomeration (ATC Mobility) (\$50M) – November 2025</p> <p>Works: Works of a Central Traffic Regulation Post, upgrading of Tricolor Light Signals, and the connection of traffic light intersections in 4 cities (\$17M) – February 2026</p> <p>Works: Sanitation and development works on a section of street (\$18M) – February 2026</p> <p>2 Works Procurement: Reconstruction works for bridges (\$25M / \$55M) – March 2026</p>
<p>P179770: Southern Niger Connectivity and Integration Project</p>	<p>Works: Routine and periodic road maintenance resilient to climate change (\$14M) – November 2025</p> <p>Works: Rehabilitation works of rural roads in the Maradi-Zinder regions (240 km) (\$24M) – December 2025</p>
<p>P175235: Central Africa Regional Waterways Project</p>	<p>Works: Design & Build: technical studies and construction works for the Port of Yoro (\$11M) – December 2025</p>
<p>P176549: Bangladesh - Accelerating Transport and Trade Connectivity in Eastern South Asia</p>	<p>Goods: Supply, Installation, Testing and Commissioning of On-grid & Off-grid Solar System and External Electrification System at three land ports (\$23M) – January 2026</p>
<p>P506425: Kiribati Kiritimati Infrastructure Project</p>	<p>Works: Civil Works for Cassidy Airport and London Town roads (\$85M) – April 2027</p>
<p>P504253: Brazil Proactive, Safe, and Resilient Road Asset Management Program</p>	<p>3 Works procurements: Highway (\$90M / \$92M / \$84M) – May 2026</p>



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4. Opportunities in Energy Sector



OVERVIEW OF ENERGY GLOBAL PRACTICE

MISSION

Support countries in meeting their people's energy needs, while allowing them the flexibility to pursue pathways that align with their development goals, national circumstances, and Nationally Determined Contributions.

CORE PRIORITIES



Enhancing grid performance

Expanding energy supply

Ensuring responsible emissions management

IPF COUNTRY ENGAGEMENT (IBRD/IDA) FY16-FY25

70%

Representation of IPF
in the Energy Global Practice

330

projects

\$44bn

total investment amount

~50%

in Sub-Saharan African
countries

\$24.5bn

investment in Energy
Networks

\$12.1bn

investment in Renewable
Energy Generation

30

WHAT SHOULD SUPPLIERS KNOW ABOUT OPPORTUNITIES IN THE ENERGY SECTOR

World Bank Energy Sector Projects: Typical Scope (ICB-Works)

- **Energy Networks projects** encompass activities aimed at modernizing and expanding energy infrastructure:
 - Building & upgrading of **transmission lines and substations** (including Gas-Insulated Substations),
 - Strengthening **distribution networks**,
 - Deploying **Advanced Metering Infrastructure**,
 - Implementing **Supervisory Control and Data Acquisition (SCADA)** and grid **control systems**, and
 - Developing **rural mini-grids** to enhance access in underserved areas.
- **Renewable Energy Generation projects** focus on increasing clean energy supply and improving the reliability of existing assets.
 - Key initiatives include the development of **utility-scale solar photovoltaic (PV) facilities**—often integrated with battery storage—and the **rehabilitation of hydropower** plants to boost efficiency and sustainability.



Contract Structures

- **Variety in contract packages:** Technical specifications and commercial conditions vary by contract package. Bidders are advised to **carefully review the specific requirements** outlined for each package.
- **Common approaches for Civil Works:** For Works, both **Design-Bid-Build** and **Design-Build** approaches with **Request for Bids/Proposals** are widely used.
 - Design-Bid-Build is typically used for **construction/rehabilitation of networks** for electricity/heat.
- **Turnkey contracts:** Design-Build and EPC (Engineering, Procurement, Construction) **Turnkey contracts** are both common, especially for large, complex infrastructure (High voltage transmission infrastructure, and power plants).
- **EPC+O&M (multi-year Operation & Maintenance):** These are increasingly used for **mini grids, solar PV, and battery storage (BESS)** to ensure long-term reliability and supplement the institutional capacity for O&M.



ENERGY & EXTRACTIVES IPF PORTFOLIO

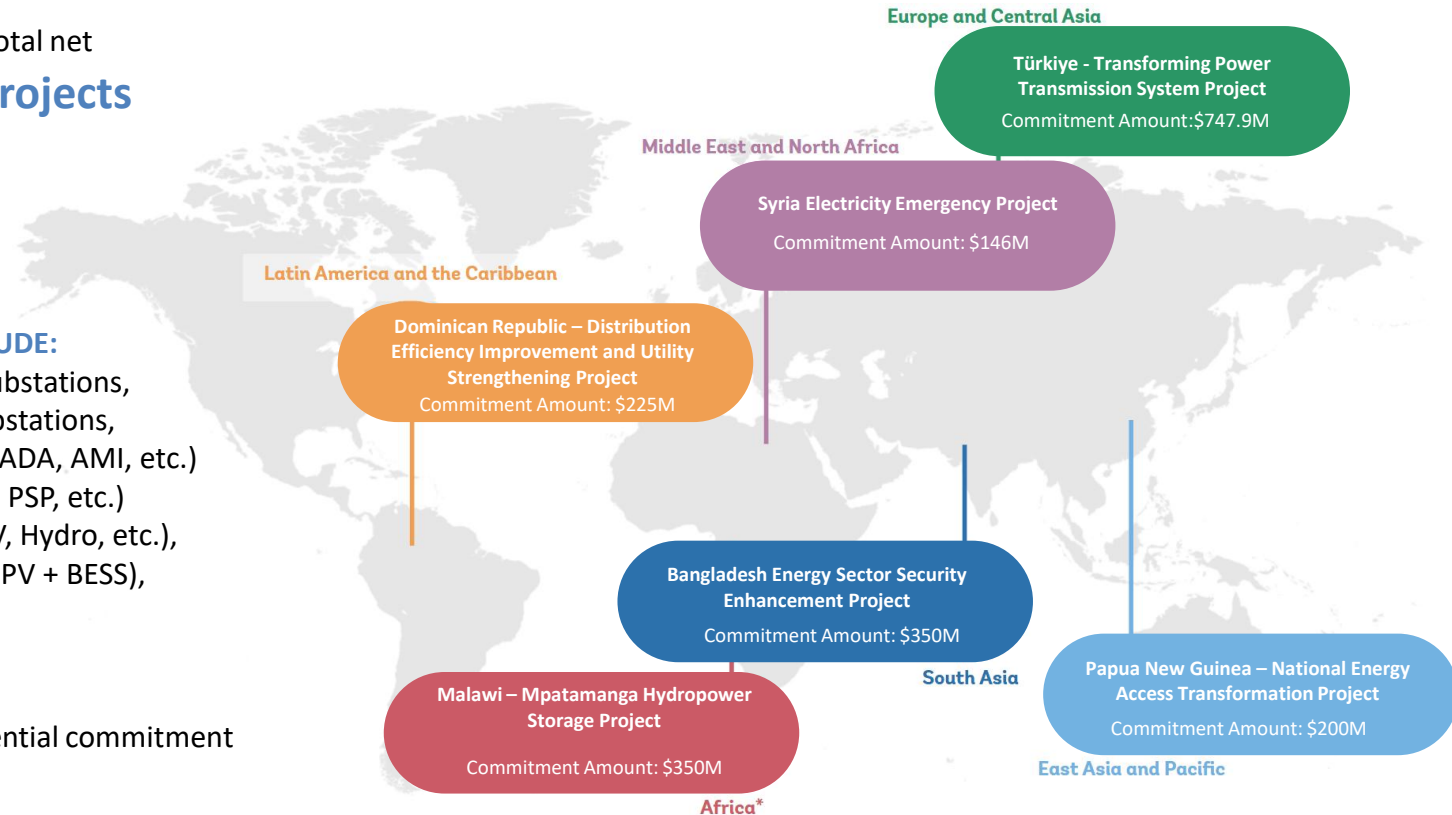
ENERGY

\$33 billion active total net commitment in **188 projects**

PROCUREMENTS FOR ENERGY PROJECTS INCLUDE:

- Transmission lines/substations,
- Distribution lines/substations,
- Network systems (SCADA, AMI, etc.)
- Energy Storage (BESS, PSP, etc.)
- Renewables (Solar PV, Hydro, etc.),
- Mini-Grid (e.g., solar PV + BESS),
- and more.

\$7 billion total potential commitment for pipeline projects



* The projects listed here are examples of large projects that were recently approved.

UPCOMING LARGE PROCUREMENTS: ENERGY & EXTRACTIVES PROJECTS

Project	Procurement
P178286 : Kyrgyz Renewable Energy Development Project	Works: Design, Supply and Installation of Tar Hydropower Plant including construction of the power-line – November 2025
	Works: Design, supply and installation of Isanova substation 220 kV – January 2026
	Works: Design, Supply and Installation of overhead transmission line 220/110 kV – January 2026
P166805 : Angola - Electricity Sector Improvement and Access Project	Works: Expansion and upgrade of the telecommunication network (\$23M) Works: Supply, Installation and Services to Implement a Top-Quality Modular Data Center and Reliable ICT Infrastructure (\$14M)
P180512 : Dominican Republic – Distribution Efficiency Improvement and Utility Strengthening Project	Works: Rehabilitation of medium voltage and low voltage distribution lines and the standardization of connections to MV clients. (\$60M, \$40M, \$30M) – October 2025
	Goods: Supply and installation of metering systems (\$29M, \$12M, \$5M) – October 2025
	Goods: Acquisition, installation, and commissioning of a metering data management system (\$12M) – October 2025
	Goods: Acquisition, installation, and commissioning of the commercial system (\$24M) – May 2026

**Upcoming procurements are sourced from the project procurement plan of active projects (hyperlinked)*

**The opportunities listed here are for illustrative purposes only and should not be considered exhaustive.*

MISSION 300

Connecting 300 Million People to Electricity

- VISION FOR IMPACT

To achieve this goal, Mission 300 focuses on:



Expanding the **electricity grid** and increasing connections in underserved areas.



Deploying **mini-grids and standalone solar solutions** to bring power to remote, off-grid communities.



Projects Data (IDA/IBRD)



Data/Methods

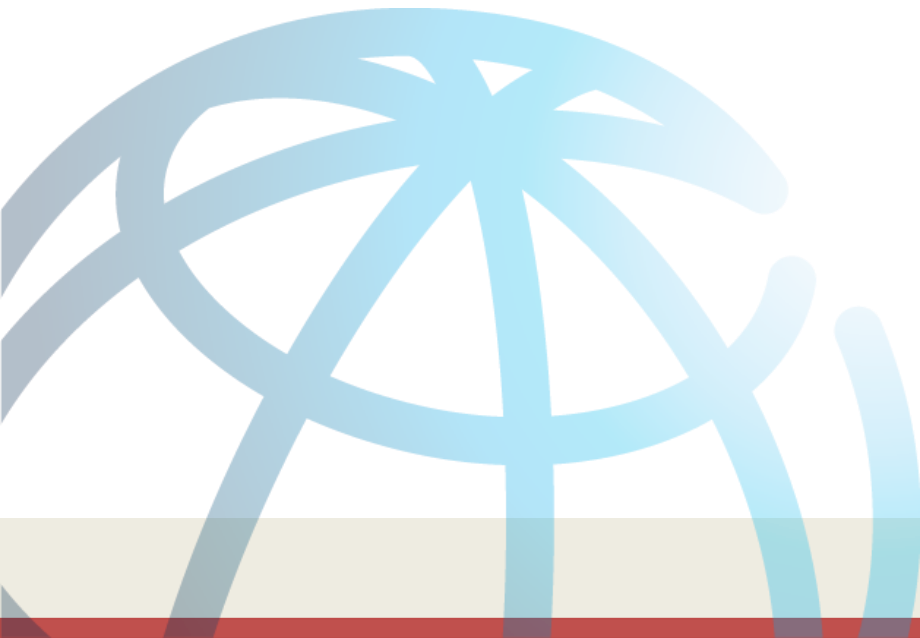


Projects	Country	Global Practice	Region	Approval Date ↓	Closing Date	Achieved
P506061	Ethiopia	EAE	AFE	28 Jul 2025	31 Dec 2030	0
P507635	Zambia	EAE	AFE	28 Jul 2025	28 Jun 2030	0
P507788	Sudan	EAE	AFE	28 May 2025	28 Jun 2029	0
P507759	Mozambique	EAE	AFE	21 Mar 2025	31 Dec 2030	0
P508960	Eswatini	EAE	AFE	05 Feb 2025	31 Dec 2030	0
P502464	Malawi	EAE	AFE	20 Dec 2024	31 Dec 2030	0
P503941	Zambia	SOC	AFE	26 Sep 2024	31 Oct 2028	0
P181494	Burundi	EAE	AFE	26 Jun 2024	30 Jun 2029	0
P181160	Angola	URS	AFE	20 Jun 2024	31 Dec 2029	0
P177099	Sao Tome and Pi	EAE	AFE	28 Nov 2023	31 Dec 2028	0



WORLD BANK GROUP

5. コンサルティング・サービス



第7章 所定の選定方法 コンサルティング・サービス

- 7.2 コンサルティング企業について所定の選定方法は以下の通りである。
- a. 質とコストに基づく選定 (QCBS)
 - b. 固定予算での選定 (FBS)
 - c. 最安コストに基づく選定 (LCS)
 - d. 質に基づく選定 (QBS)
 - e. コンサルタントの資格に基づく選定 (CQS)
 - f. 特命方式
 - g. 商慣行

QCBS (Quality and Cost-Based Selection) : コンサルタントの質に基づく選定

FBS (Fixed Budget-based Selection) : 固定予算での選定

LCS (Least Cost-based Selection) : 最安コストに基づく選定

QBS (Quality-Based Selection) : コンサルタントの質に基づく選定

CQS (Consultant's Qualifications-based Selection) : コンサルタントの資格に基づく選定

* Change in Consultant Selection

- Require full and **complete terms of reference** to be issued with the request for expression of interest.
- The shortlist shall include a sufficient number, **not less than five (5) and not more than eight (8) eligible firms**, with the possibility to accept less than (5) under-stated exceptional circumstances
- Shortlist Restrictions :
 - Old: **no more than two firms from the same country** and at least one from a developing country.
 - Now: **legal entities that have relevant qualifications.**

* Quality and Cost Based Selection (QCBS)

Table 1. Range of scores for quality of Proposals (Consulting Services)

Rated criteria	Merit point range
Methodology	20 – 50%
Relevant experience and qualification of key staff	30 – 60%
Relevant experience of firm	0 – 10%
Transfer of knowledge	0 – 10%
Nationals among key staff As reflected by the participation of nationals among key experts (whether presented by foreign or national firms), and calculated as the ratio of key national experts' time (in person months), to the total number of key experts' time (in person months), in the Proposal.	0 – 10%

Table 2. Combined Quality / Cost Ratio for QCBS (Consulting Services)

Description	Quality/Cost Score Weighting (%)
High complex / downstream consequences / specialized assignments (or may use QBS method)	90 / 10
Moderate complexity	70-80 / 30-20
Assignments of a standard or routine nature (or may use LCS method)	60-50 / 40-50



6. The Suppliers' Hub **プロジェクト情報の探し方**



<https://www.worldbank.org/ext/en/what-we-do/project-procurement/for-suppliers>

How Suppliers Drive Impact in World Bank–Financed Projects

Government borrowers rely on companies of all sizes for the goods, civil works, and services that will help deliver successful projects. Companies bid on and win billions of dollars' worth of contracts in projects financed by the World Bank Group each year. This [guidance note for suppliers](#) provides a comprehensive overview of the World Bank Group and explains the process for finding and responding to procurement opportunities and supplying goods and services.



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FINDING BUSINESS OPPORTUNITIES

And Winning Contracts Financed
by the World Bank

Early Market Engagement (1)

SUPPLIER EVENTS

All Events



EVENT

Bosnia and Herzegovina: EME for the Sustainable, Integrated and Safe Road Infrastructure Project

January 8, 2026



EVENT

Indonesia: EME Rig Bundling Services for Jailolo

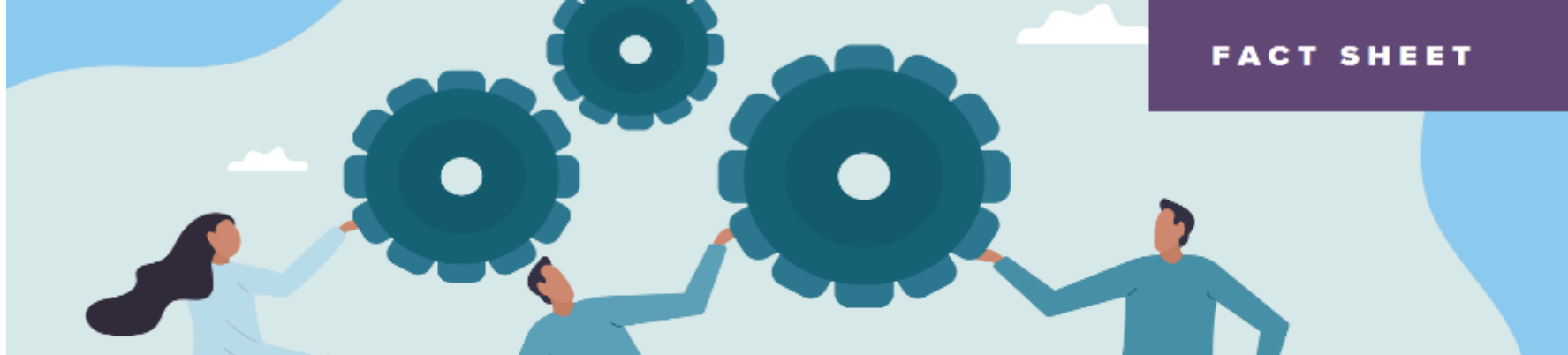
January 15, 2026



EVENT

Guinea: EME for the Guinea Electricity Access Scale Up Project-Phase 2 (PAAEG2)

January 15, 2026



EARLY MARKET ENGAGEMENT

Purpose

Proactively engaging with prospective suppliers (before a formal procurement process has begun) is crucial to the success of any complex project. Effective March 1, 2025, Borrowers are required to undertake Early Market Engagement for all international procurements >\$10M.

This Fact Sheet highlights the importance of Early Market Engagement and offers practical tips to assist Borrowers to successfully undertake Early Market Engagement, whilst managing potential risks.

Early Market Engagement allows a Borrower to:

- Communicate needs or requirements to suppliers;
- Openly and transparently discuss possible solutions;
- Consider cost/value impacts, benefits and risks of possible solutions;
- Test optimal risk allocation and incentives;
- Stimulate innovation in the design and delivery of the solution; and
- Understand market capacity, capability and trends.

Early Market Engagement (2)

Home | News | Events | Indonesia: EME Rig Bundling Services for Jailolo

COMING SOON

Indonesia: EME Rig Bundling Services for Jailolo

PT Geo Dipa Energi (Persero), as the Implementing Party for the Project, plans to conduct an Early Market Engagement (EME) event for the procurement of Rig Bundling Serv

[Add to Calendar](#)



Date & Time

January 15, 2026
12:00 AM - 02:00 AM ET

Location

In person

Event Contact

procurement@geodipa.co.id with
copy to
procurement.emu@geodipa.co.id

Early Market Engagement (3)

PT Geo Dipa Energi (Persero), as the Implementing Party for the Project, plans to conduct an Early Market Engagement (EME) event for the procurement of Rig Bundling Services for Jailolo.

The scope of work for Rig Bundling Services is to Drill Two Wells in the Jailolo Geothermal Working Area, West Halmahera, Indonesia, with a 1000-1500 HP Rig complete with other supporting equipment such as a Mud Logging Services, H2S Safety Monitoring, Water Supply Transfer System, Tubular/OCTG Inspection, Casing Running, Drill Bit, Drilling Cutting and Waste Management, and Fuel Supply.

To obtain further information, tender participants can contact:

PT Geo Dipa Energi (Persero)

Attention: Ferry Iskandar (Chairman of Bid Committee)

Aldevco Octagon Building 2nd Floor, Jl. Warung Buncit Raya, No.75 South Jakarta, 12740, Indonesia

Tel: (62-21)7982925, (62-21) 7982926, (62-21) 2982927

Fax: (62-21) 2982930

E-mail: procurement@geodipa.co.id cc procurement.emu@geodipa.co.id

Web site: www.geodipa.co.id

メールアラートへようこそ！

最新の世界銀行ニュース、プロジェクト文書、調達通知、調査などを購読してください。

アラートは毎日受信トレイに配信され、国、トピック、コンテンツの種類ごとにカスタマイズできます。ご質問やご提案は、emailerts@worldbank.orgまでメールでお問い合わせください。

写真：アレックス・バルユット／世界銀行

一般ログイン

WBスタッフログイン

新しいメールアラートの作成方法

1

上記のボタンをクリックしてログインまたはプロフィールを作成してください

2

受信したいアラートの種類（一般、プロジェクトのフォロー、調達）を選択します。

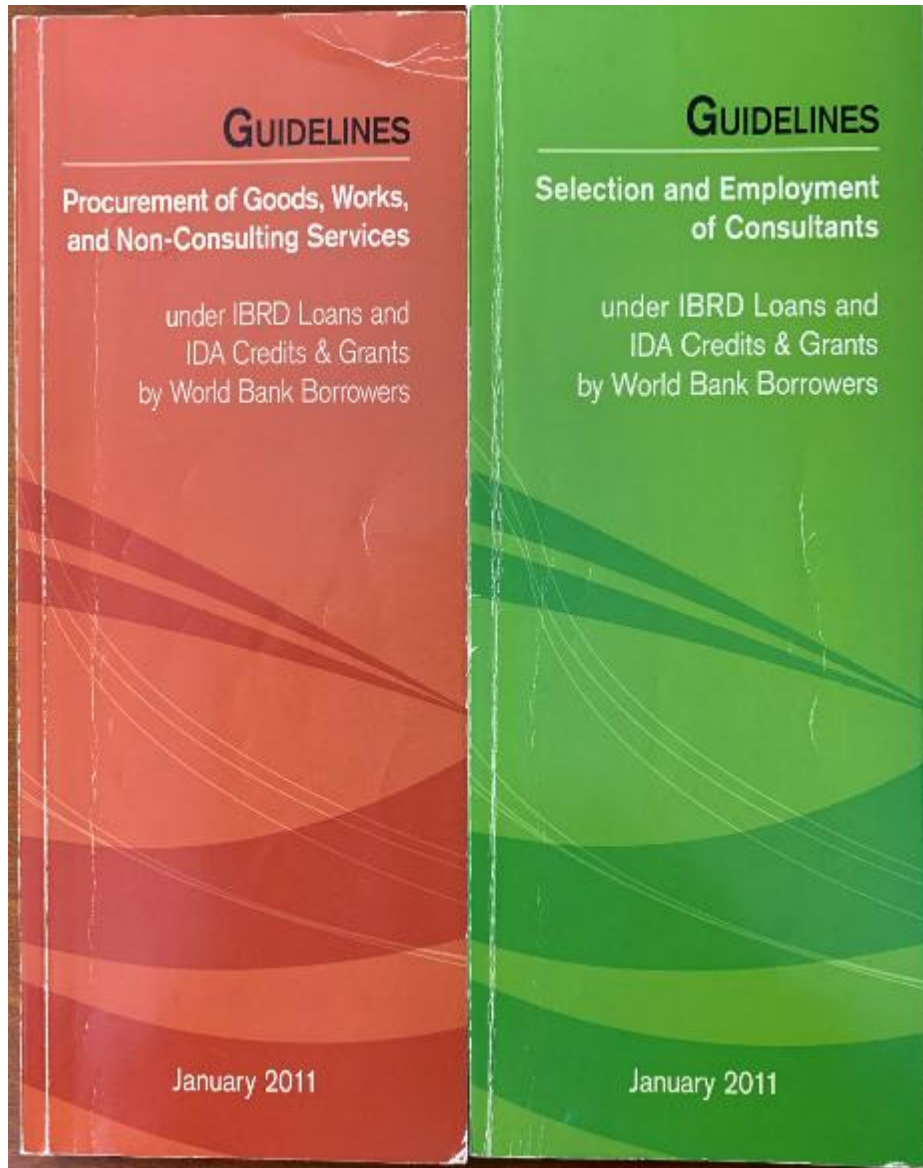
3

関心のある項目（国/地域、トピック、リソースの種類、言語、調達コード（アラートの種類によって異なります））を選択します。

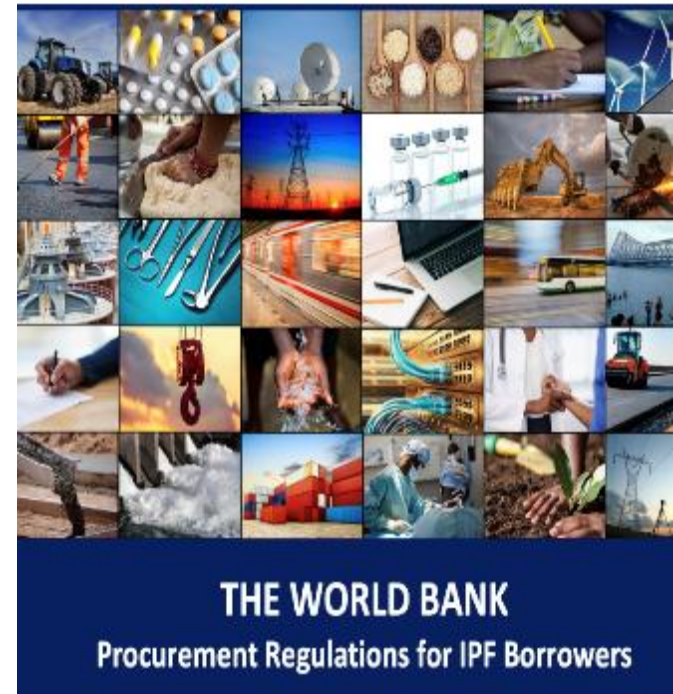
4

アラートに名前を付けて保存します。複数のアラートを購読でき、アラートの設定はいつでも変更できます。

Before 2016/6/30



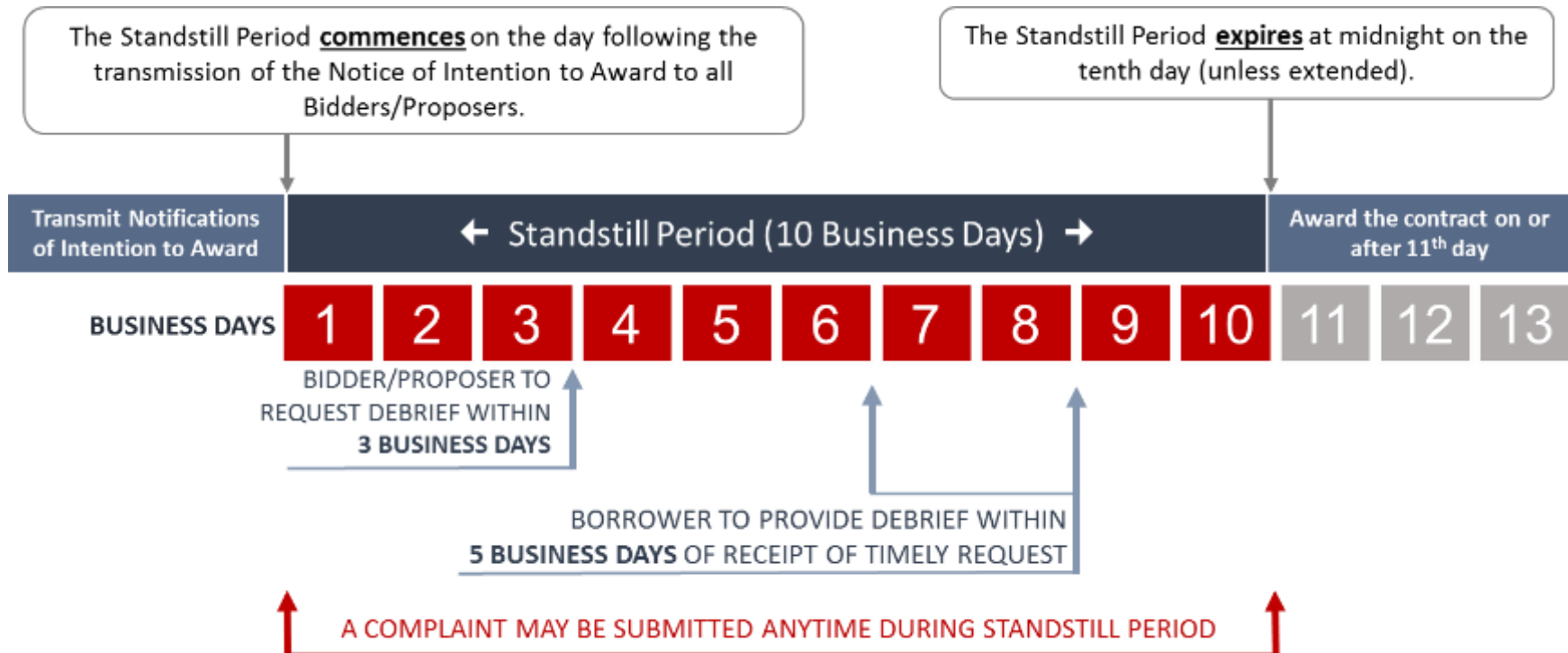
After 2016/7/01



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

Fourth Edition
November 2020







PROCUREMENT E-LEARNING FOR SUPPLIERS

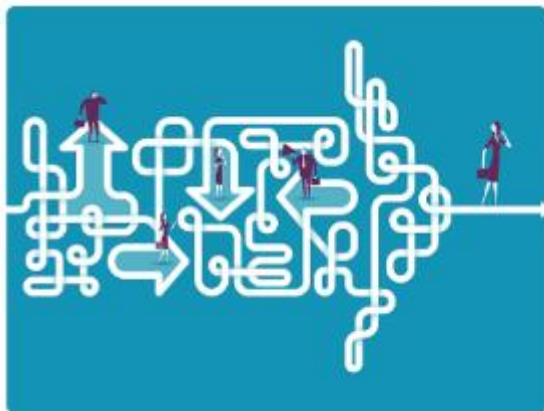
Learning modules and other materials familiarize suppliers with the World Bank's Procurement Framework, efforts to increase supplier participation, how to find opportunities, tips for bidding, and much more. Our Resources page lists relevant e-learning options and other useful resources.

[Register Now](#)

[Instructions](#)

SUPPLIER RESOURCES

All Resources



Country Partnership Framework




Rated Criteria



Project Maps

MORE PROCUREMENT DOCUMENTS

More Procurement Documents

 **Presentation: overview of World Bank project procurement for suppliers**

 **Guidance Note for Suppliers**

 **Evaluating Bids and Proposals**

 **Value for Money**

 **Beneficial Ownership Disclosure for International Procurements**

 **Gender-Based Violence and Contractor Disqualification**

 **Implementing Sustainable Procurement**

 **Solar Panels, Forced Labour, Bidder Declaration**

UNDERSTANDING PROCUREMENT

E-Learning Registration
Instructions



E-LEARNING

Procurement Core e-Learning

This course covers the key principles that drive the World Bank Procurement process, the Bank's operational framework for Procurement, the key steps of a typical Bank procurement process and the overall Procurement-related roles of the Bank team and Borrowers and their specific responsibilities throughout the Project cycle.

Registration Required 

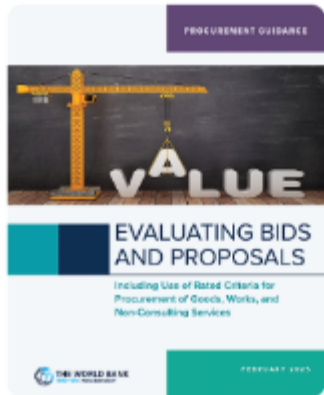


**A Beginner's Guide for Borrowers -
Procurement under World Bank
Investment Project Financing**



**Finding Business Opportunities: e-
Learning for Suppliers on World Bank
Operations Procurement**

RATING & EVALUATION



GUIDANCE

Evaluating Bids and Proposals

How to design, prioritize and apply technical evaluation criteria.

[Download Guide](#) ↓



Early Market Engagement – Fact Sheet

English | Français



E-learning Module 2 – Implementing Rated Criteria to Support Successful Project Outcomes



Rated Criteria Resources



VALUE FOR MONEY

**Achieving VfM in Investment Projects
Financed by the World Bank**

