

WORLD BANK OPERATIONS PROCUREMENT



THE WORLD BANK

IBRD • IDA | WORLD BANK GROUP

Operations Policy & Country Services

1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
3. Rated Criteria & Sustainability
4. How to Compete



1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
3. Rated Criteria & Sustainability
4. How to Compete



The World Bank Group comprises five institutions

IBRD

Provides financing for **middle-income** developing countries
International Bank for Reconstruction and Development

IDA

Provides financing for **low-income** developing countries
International Development Association

IFC

Mobilizes **private sector** investment
International Finance Corporation

MIGA

Provides **political risk insurance and credit guarantees**
Multilateral Investment Guarantee Agency

ICSID

Conducts **international arbitration** to settle investment disputes
International Centre for Settlement of Investment Disputes

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

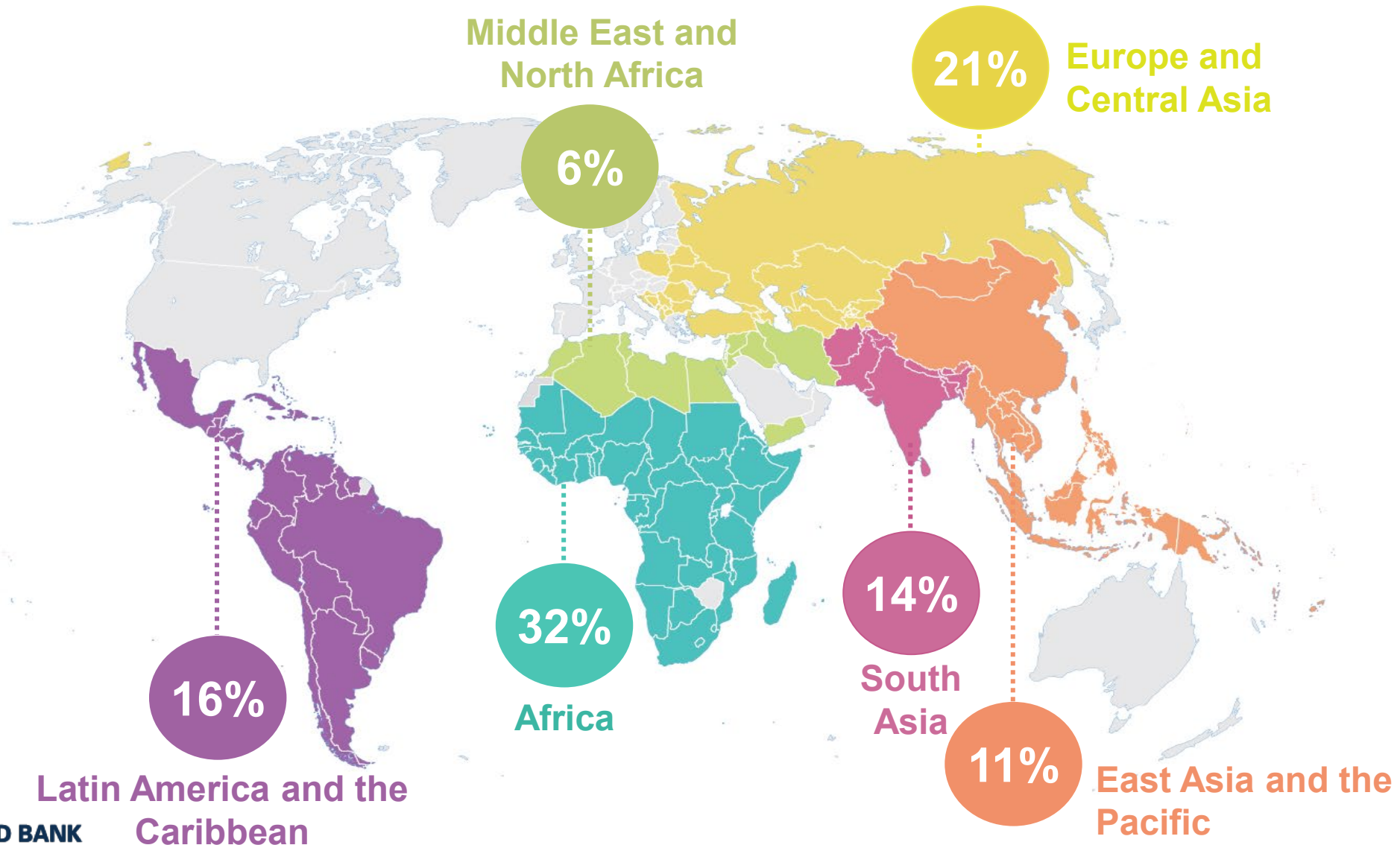
\$250 billion

value of active total net commitment IPF projects



IBRD/IDA GLOBAL COMMITMENTS BY REGION

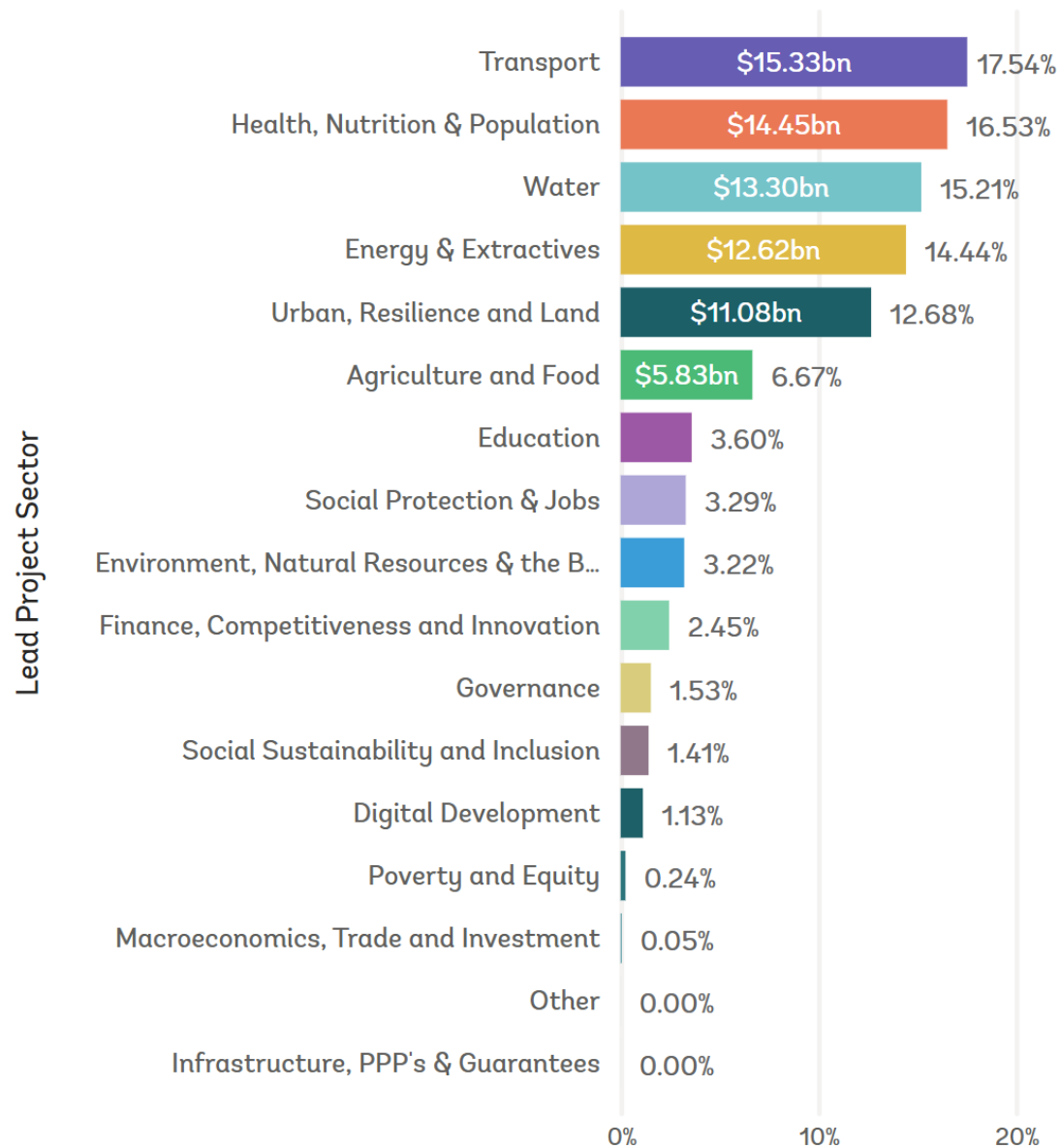
OVERVIEW



CONTRACT AWARDS BY PROJECT SECTOR

FY20-24

OVERVIEW



From FY2020 to FY2024, **Transport, Energy and Water** were almost half of the contracts awarded in IPF projects.

1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
3. Rated Criteria & Sustainability
4. How to Compete





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

WHY BID FOR WORLD BANK PROCUREMENTS?

PROCUREMENT



World Bank-funded contracts are a **good, low-risk means to do business in emerging and developing economies**, especially if you are new to working in these markets.

The types of business opportunities vary in scope, value and complexity and are suitable for delivery by a range of suppliers **from SMEs through to large multi-national companies**. Contracts can be short, medium or long term. Operations are delivered across the globe and provide opportunities for both domestic and international suppliers.

BENEFITS FOR SUPPLIERS

PROCUREMENT



- 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 specialization

KEY ADVANCEMENTS OVER TIME

PROCUREMENT

Driving Change in Operations Procurement



Early engagements with the market



Promoting **value for money** with rated criteria



Greater **Bank involvement and support** via Bank-Facilitated Procurement (BFP) and Hands-on Expanded Implementation Support (HEIS)



Standardized and consistent procurement documents based on industry standards



Promoting **sustainable procurement** with the Environment and Social Framework

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

- 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



1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
- 3. Rated Criteria & Sustainability**
4. How to Compete



What are Rated Criteria?

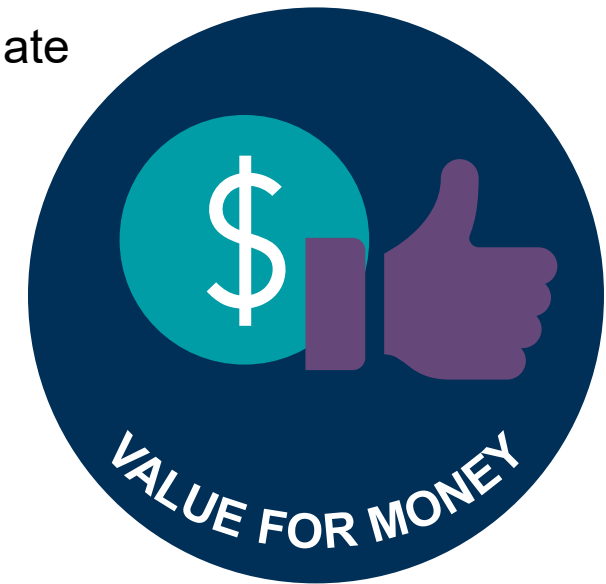
Rated criteria are evaluation criteria used to assess non-price attributes of bids or proposals. They are designed to ensure that the evaluation is comprehensive, transparent, and aligned with the objectives of the procurement. Since 2016, the Bank's Procurement Framework has permitted the use of Rated Criteria to evaluate Bids and Proposals.

Since 2023

International procurements using Bank Standard Procurement Documents must use rated criteria in their evaluations.*

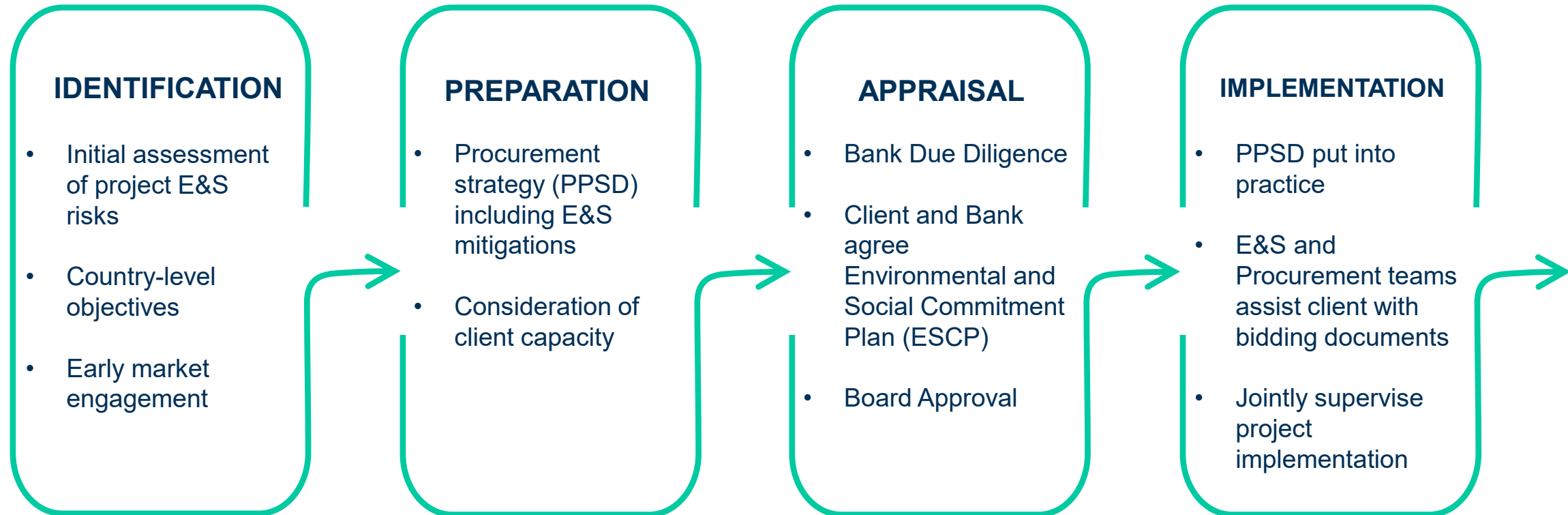
As of March 2025

International procurements must use specific minimum quality weightings based on their value and risk, meaning most international procurements will require a **minimum 50% weighting for quality**.



E&S and Procurement across the Project Cycle

PROCUREMENT



Effective collaboration between procurement and E&S teams by both the Bank and the Borrower is crucial for the successful execution of projects.

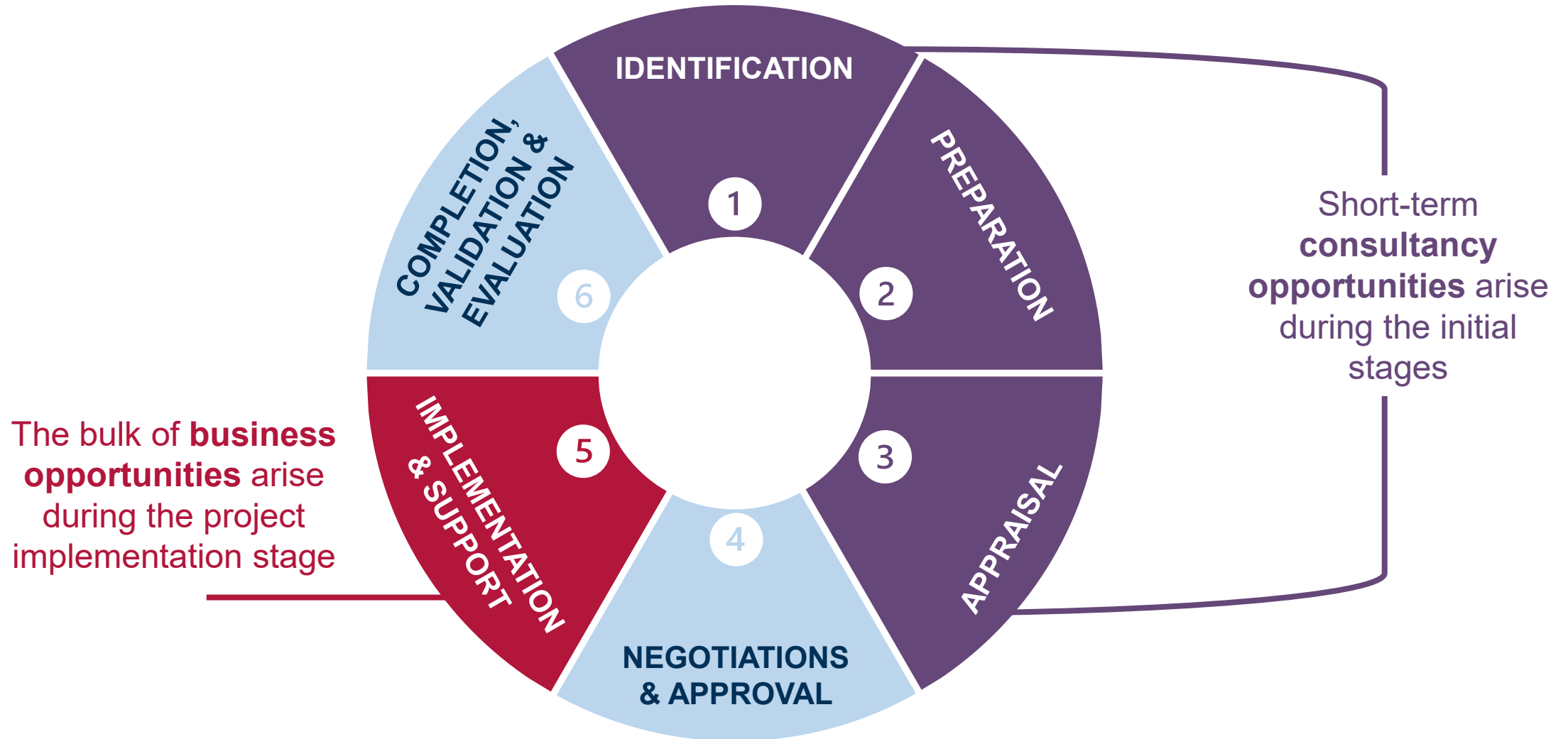


Achieving success requires mitigating E&S risks and delivering additional policy benefits to the country and community.

1. Overview of the World Bank Group
2. World Bank Procurement & Key Advancements
3. Rated Criteria & Sustainability
4. How to Compete



WORLD BANK PROJECT CYCLE



FINDING OPPORTUNITIES: RESEARCH

HOW TO
COMPETE

Determine areas of focus based on **country, region and/or sectors** of interest.

World Bank's "Where we work" website

Allows you to search by country, region, or country group.

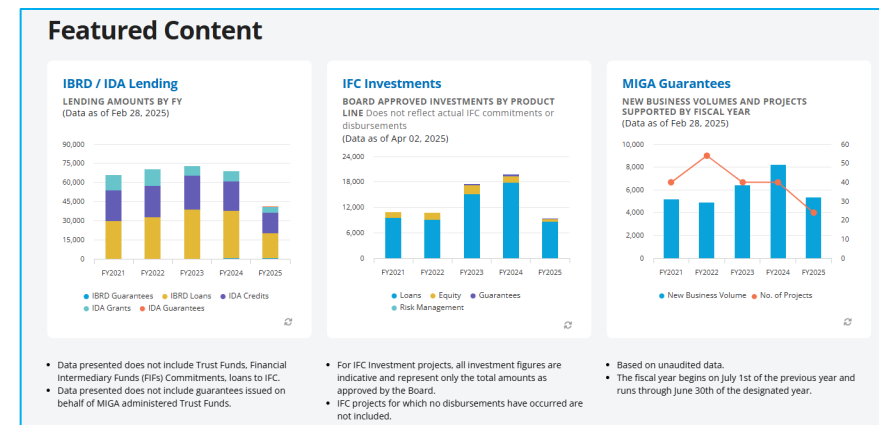
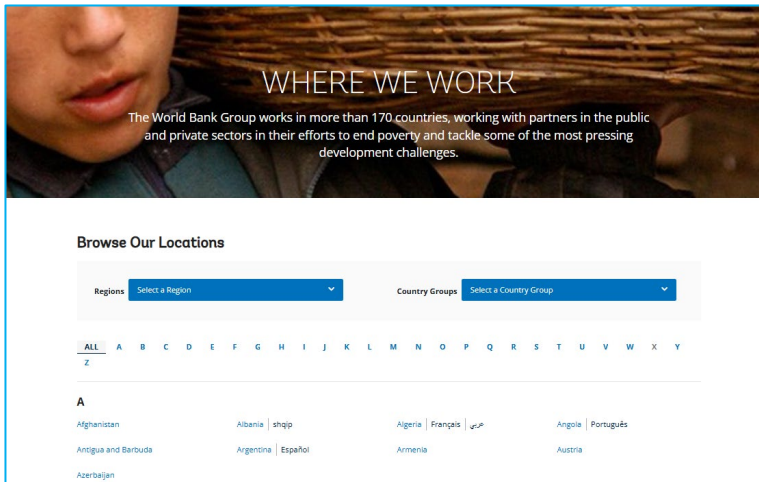
World Bank Procurement App

The World Bank Procurement App provides access to real time procurement data. [Download the app today:](#)



WBG FinanceOne

Finance information of the World Bank Group. [Consult our guidance.](#)



Be informed about what is in the **project procurement pipeline**.

Country Partnership Framework


Can review country-driven development strategies and identify current and planned projects.

What We Do / Projects & Operations

Country Engagement

FEATURED

SITE TOOLS
[For Client Governments](#)
[Contact Us](#)



Consultations on the WBG's New Country Engagement Approach

To inform the proposed country engagement approach, we will hold formal consultations with external stakeholders. Online consultations opened on January 16, 2025, and consultation meetings will be held in seven operational regions of the WBG starting February. Consultations will close on March 17. [Read More >](#)

COUNTRY PARTNERSHIP FRAMEWORK

The World Bank Group's Country Partnership Framework (CPF) frames our engagement in line with the Bank's mission to end extreme poverty and boost shared prosperity on a livable planet. The model seeks to maximize the impact of WBG's support to these goals, by contributing over time to high-level outcomes (HLOs) consistent with a country's development goals. HLOs are typically achieved over a time horizon that extends beyond a

RELATED LINKS

[Directive on Country Engagement \(Country Partnership Framework - CPF\)](#)
[Guidance on: Country Engagement | SCDs | Information Sharing Between IMF and World Bank Staff](#)
[Previous Consultations on Country Engagement: World Bank's SCD process | Feedback on the CPF](#)

World Bank's Projects & Operations website

Can search active and pipeline projects by region, country, or sector.

Projects & Operations

Search ...

Search Procurement only [Advanced Search](#)

[Browse Projects](#) | [By Country](#) | [By Sector](#) | [By Theme](#)

Our Projects

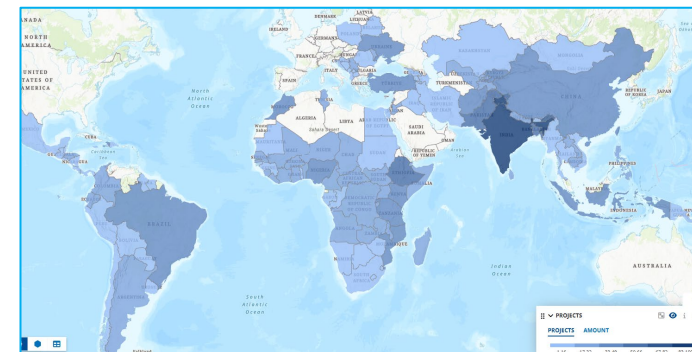
[PROJECT LIST >](#)

The World Bank provides low-interest loans, zero to low-interest credits, and grants to developing countries. These support a wide array of investments in such areas as education, health, public administration, infrastructure, financial and private sector development, agriculture, and environmental and natural resource management. Some of our projects are cofinanced with governments, other multilateral institutions, commercial banks, export credit agencies, and private sector investors.

Resources

- [\(NEW\) Suppliers' Hub](#)
- [Simultaneous Disclosure](#)
- [Use Our Data](#)
- [Email Alerts](#)
- [Trust Funds and Programs](#)

- [Project Maps](#)
- [Results](#)
- [Country Engagement](#)
- [Products and Services](#)
- [Procurement for Projects and Programs](#)



VISIT THE SUPPLIERS' HUB ON THE WORLD BANK'S PROJECT PROCUREMENT WEBSITE



VISIT HERE

- Explore a full list of current and upcoming **business opportunities**
- Consult procurement **guidelines and policies**
- Stay informed about upcoming and past procurement **events, webinars, and information sessions**
- **Sign up for email alerts** from the World Bank to stay informed about updates to projects, including new procurement notices, based on your indicated interests

VISIT THE SUPPLIERS' HUB



→ Explore a full list of current and upcoming **business opportunities**

Suppliers' Hub

Overview

Governments that borrow from the World Bank under [Investment Project Financing](#) require access to a diverse range of international and domestic suppliers who deliver the civil works, goods, and services needed to achieve successful project outcomes. This demand provides billions of dollars' worth of business opportunities for companies of all sizes.

For procurement under Investment Project Financing, the borrowing government entity is the buyer, not the World Bank. The World Bank provides oversight in accordance with the [Procurement Framework](#). When identifying opportunities to bid on contracts in projects financed by the World Bank, it is important to target opportunities and markets that reflect your business offering and experience.



World Bank Procurement - Business Outreach presentation - Click to open

A [guidance note for suppliers](#) provides a comprehensive overview of the World Bank and the process for identifying business opportunities. This note also explains the process for supplying goods and services directly to the World Bank Group for its own operations - referred to as Corporate Procurement.

Finding Business Opportunities- E-Learning for Suppliers on World Bank Operations Procurement

Through our [learning modules and materials](#), suppliers will learn about the Bank's Procurement Framework, how the World Bank is trying to increase supplier participation, how to find opportunities, tips for bidding and much more.

Business Opportunities

Obtain information on current opportunities to supply goods, civil works, consulting, or non-consulting services in projects financed by the World Bank:

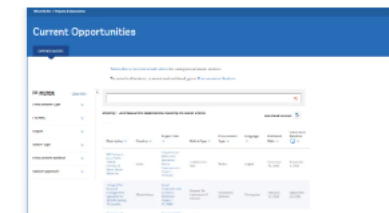
- [Current Opportunities](#) ←
- [Procurement Notices](#) - including both current and archived

WHAT'S NEW

Current Opportunities

[Supporting Countries to Achieve Better Procurement and Development Outcomes](#)

[ADB and World Bank Group Partner on Full Mutual Reliance Framework to Increase Development Impact](#)



Current Opportunities

Obtain information on current opportunities to supply goods, civil works, consulting, or non-consulting services in projects financed by the World Bank.

[SEE ALL >](#)

STAY CONNECTED

- [Subscribe to e-alerts](#)
- [Download our app on iOS](#)
- [Download our app on Android](#)

CONTACT US

[Project Procurement Inquiries](#)

FINDING OPPORTUNITIES: NOTICES

HOW TO COMPETE

CURRENT OPPORTUNITIES PAGE



→ Explore a full list of current and upcoming **business opportunities**

Current Opportunities

OPPORTUNITIES

Subscribe to receive email alerts for new procurement notices.
To search all notices, current and archived, go to [Procurement Notices](#).

Refine your search

FILTER Clear All x

- Procurement Type
- Country
- Region
- Notice Type
- Procurement Method
- Market Approach

Showing 1 - 20 of 667 current opportunities matching the search criteria - [Download to Excel](#)

View projects

Description	Country	Project Title	Notice Type	Procurement Type	Language	Published Date	Submission Deadline
W/S Scheme Jian, PKG-1, T/Well, OHSR, Civil Work, Water Meter etc.	India	Punjab Rural Water and Sanitation Sector Improvement Project - P150520	Invitation for Bids	Works	English	December 10, 2020	November 9, 2026
Hiring of the financial management specialist for MGCAS during 18 months	Mozambique	Social Protection and Economic Resilience Project - P173640	Request for Expression of Interest	Consultant Services	Portuguese	February 13, 2025	September 23, 2025
Provision of Consulting Services in Legal Issues through Consulting Centers (Growth Hubs)	Georgia	Georgia Relief and Recovery for Micro, Small, and Medium Enterprises - P173975	Request for Expression of Interest	Consultant Services	English	February 20, 2025	July 31, 2025
Provision of Consulting Services in Digitalization through Consulting Centers (Growth Hubs)	Georgia	Georgia Relief and Recovery for Micro, Small, and Medium Enterprises - P173975	Request for Expression of Interest	Consultant Services	English	February 20, 2025	July 31, 2025

View procurement notices

FINDING OPPORTUNITIES: NOTICES

HOW TO COMPETE

CURRENT OPPORTUNITIES PAGE



→ Explore a full list of current and upcoming **business opportunities**

Summary

Contact information

Details on procurement notice

SUMMARY

Overview

NOTICE AT-A-GLANCE

Project ID P150520	Project Title Punjab Rural Water and Sanitation Sector Improvement Project	Country India	Notice No OP00108477
Notice Type Invitation for Bids	Notice Status Published	Borrower Bid Reference DWSS-W-DIV17-4469-1	Procurement Method Request for Bids
Language of Notice English	Submission Deadline Date/Time Nov 09, 2026 03:00	Published Date Dec 10, 2020	

CONTACT INFORMATION

Organization/Department DWSS hoshiarpur	Name Executive Engineer	Address hoshiarpur near roshan ground	City
Province/State India	Postal Code	Country India	Phone 01882-252973
Email eevss.dlv2hoshiarpurpb@yahoo.com	Website		

Details

GOVERNMENT OF PUNJAB
PUNJAB RURAL & SANITATION SECTOR IMPROVEMENT PROJECT
Notice Re-Inviting E –Tender

Chairman GPWSC's re-invites bids through electronic tendering system for the construction of Works detailed in the table below. The bid document is available online and bids are to be online through the e-procurement portal etender.punjabgovt.gov.in only. Bids submitted manually will not be accepted. Tender processing fees as mentioned in column 2 point iii) will only be deposited online through 1) Credit card ii) Direct debit iii) Net Banking only to I.T.I. Ltd New delhi. Bid security should also be paid online through e-payment in A/c of E.E. W/S & Sanitation Division No. 2 Hoshiarpur. A/C No.909010034477264 (Axis Bank Hoshiarpur) payment of processing fees/ bid security through other means

Tips for preparing bids and proposals



- ❑ Get involved with early-market engagement and pre-proposal briefing
- ❑ Fully address all requirements
- ❑ Emphasize your methodology for delivery – innovate if you can
- ❑ Propose a strong project manager and experienced experts
- ❑ Cite relevant technical and regional experience relevant to the project – the more significant and similar the better
- ❑ Identify and involve in-country “local partners” where possible, consider joint ventures
- ❑ Demonstrate understanding of project Environmental & Social risks and how they could be mitigated
- ❑ Offer suggestions for reducing GHG emissions
- ❑ Don’t deviate from standard bidding document forms and conditions
- ❑ Carefully review qualification and evaluation criteria and use these to help write the content and detail of your proposal
- ❑ Failure to meet pre-qualification conditions leads to rejection

TIPS: PREPARING BIDS & PROPOSALS

HOW TO
COMPETE

Tips for preparing bids and proposals

- ❑ Check your understanding - if in doubt about anything contained in the bidding documents seek clarification from the Borrower's implementing agency undertaking the procurement
- ❑ Use trade missions and Executive Director's team for other concerns and questions
- ❑ Understand local laws and taxes – be aware of local customs
- ❑ Don't change Key Personnel without consent
- ❑ Submit a professional proposal that is:
 - ❑ Comprehensive (covers all information requested)
 - ❑ Includes all supporting documents
 - ❑ Signed by an authorized individual
 - ❑ Submitted before the deadline
 - ❑ If joint venture, ensure all JV provisions are met
 - ❑ Properly mark all envelopes enclosing the proposals
- ❑ Be fully prepared before going into negotiation
 - ❑ Cover all bases (e.g. operational, legal, financial, project-specific risks & opportunities)



Common problems with bids/proposals:

- ❖ No Bid Security
- ❖ Insufficient amount of Bid Security
- ❖ Lack of supporting documents
- ❖ Incomplete proposals
- ❖ Incomplete bills of quantities
- ❖ Proposals not signed
- ❖ JV partner as proposer in another proposal
- ❖ Conflict of interest





Who to contact?

- **Borrower Country** for high-level information on country projects
- **Task Team Leader** for questions relating to specific projects
- **Point of Contact on Procurement Notice** for questions related to a published notice