South Asia Vendor Forum
for Woman-Owned Businesses

The World Bank Group’s Commitment to Inclusive Sourcing

November 17, 2020
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:30 – 8:35</td>
<td><strong>House-keeping instructions and event overview</strong></td>
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<tr>
<td>8:35 – 8:40</td>
<td><strong>Welcome and opening remarks</strong></td>
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<td>Shaolin Yang, Managing Director and WBG Chief Administrative Officer</td>
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<td>8:40 – 8:45</td>
<td><strong>Walking the Talk: How the WBG is advancing gender equality and women’s economic empowerment</strong></td>
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<td>Caren Grown, Global Director, Gender, World Bank</td>
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<td>8:50 – 9:00</td>
<td><strong>Walking the Talk: How the IFC encourages access to markets for women-owned businesses in South Asia region</strong></td>
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<td>Wendy Jo Werner, Country Manager, Bangladesh, Bhutan &amp; Nepal, IFC</td>
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<td>9:00 – 9:15</td>
<td><strong>Walking the Talk: Corporate Procurement’s Journey</strong></td>
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<td></td>
<td>Kenny Cheung, Chief, Corporate Procurement, WBG</td>
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<td>Adam Rubinfield, Sustainability and Supplier Diversity Program Lead, Corporate Procurement, WBG</td>
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<tr>
<td>9:15 – 9:30</td>
<td><strong>Doing Business with the World Bank Group – Part I</strong></td>
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<td>Harish Kumar Balagangadharannair, Procurement Specialist, Corporate Procurement, WBG</td>
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<tr>
<td>9:30 – 9:45</td>
<td><strong>Doing Business with the World Bank Group – Part II</strong></td>
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<td>K. Kamrul Islam, Procurement Officer, South Asia, IFC</td>
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<td>9:45 – 9:55</td>
<td><strong>Woman-Owned Business Feature</strong></td>
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<td>Dr. Tania Ray Bhattacharya, CEO, The Celestial Earth</td>
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<td>9:55 – 10:20</td>
<td><strong>Questions and Answer</strong></td>
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<td>10:20 – 10:30</td>
<td><strong>Closing Remarks</strong></td>
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WebEx Etiquette

• Participants will be muted upon entry. Please remain muted to avoid feedback and disturbances.

• Please send Questions using the **Chat Window**

• **Questions** will be monitored by the moderator and asked of presenters at the conclusion of the session.

• In case of any technical difficulty send a message to the host using the chat window
Welcome and Opening Remarks

Shaolin Yang
Managing Director
and WBG Chief Administrative Officer
How the WBG is advancing gender equality and women’s economic empowerment

Caren Grown
Global Director, Gender
The World Bank Group
How the IFC encourages access to markets for women-owned businesses in South Asia region

Wendy Werner
Country Manager for Bangladesh, Bhutan, and Nepal
International Finance Corporation
Introduction to the World Bank Group and Corporate Procurement

Kenny Kan-Yee Cheung
Chief of Corporate Procurement
World Bank Group
Introduction to the World Bank Group

- **IBRD**: International Bank for Reconstruction and Development. Assists middle-income and creditworthy countries.
- **IDA**: International Development Association. Focuses on the world’s poorest countries.
- **IFC**: International Finance Corporation. Promotes private investment in developing countries.
- **ICSID**: International Centre for Settlement of Investment Disputes. Settles disputes with private enterprises.

Partnering with Governments

Partnering with the Private Sector
The World Bank Group and its Global Presence

- The World Bank Group is one of the world’s largest sources of funding and knowledge for developing countries.
- Established in 1944, the World Bank Group is headquartered in Washington, D.C, with a membership of 189 countries, staff from 170 countries, and offices in over 130 locations.

Our Mission: Two ambitious goals

End Extreme Poverty
Reduce the percentage of people living on less than $1.90 a day to 3% by 2030

Promote Shared Prosperity
Foster income growth of bottom 40% of the population in every country

Achieving the Goals in a Sustainable Manner:
Securing the long-term future of the planet and its resources, ensuring social inclusion, and limiting the economic burdens on future generations underpin efforts to achieve the two goals.
Corporate Procurement at the World Bank Group
Corporate Procurement at the World Bank Group

USD 1.6 to 2.0B annual spend

c.34,000 Vendors

Professional Services, Financial Services, HR, Real Estate, IT

140+ Country Offices and HQ
New measures are needed to safeguard women’s economic opportunities during COVID-19
Our Commitment

Doubling the Share of Our Corporate Procurement that Goes to Women-Owned Business

MAR 07, 2018  |  By Shaolin Yang
Connections
Capacity
Confidence
Considerations
Four Levers to Achieve our Commitment

- Process Improvements
- Technology Support
- Capacity Building and Outreach
- Industry Partnerships
Sustainable Procurement at the World Bank Group

Adam Rubinfield
Sustainability and Supplier Diversity Program Lead
Corporate Procurement – World Bank Group
At the WBG we recognize...

That every purchase we make is a **vehicle for change** that supports the World Bank Group’s priorities
Sustainable Procurement at the World Bank Group

Sustainability goes beyond environmental considerations to consider the economic and social impacts and benefits as well.

Environmental

Social

Economic/Supplier Diversity
Sustainable Procurement Priorities

License to Operate

- Fair Wages, Benefits, & Working Hours
- Health and Safety
- Human Rights
- Anti-Corruption

Strategic Priorities

- Developing Woman-owned Businesses and Minority-owned businesses in WBG Supply Chain
- Eliminate Single-Use Plastics in our Supply Chain
- Tracking and Reducing Supply Chain GHG Emissions
- Developing FCV-based businesses in WBG Supply Chain
Four Levers to Achieve our Commitment

- Process Improvements
- Technology Support
- Capacity Building and Outreach
- Industry Partnerships
Register with WEConnect International

REGISTER YOUR BUSINESS
Doing Business with the World Bank Group

Harish Kumar Balagangadharan
Procurement Specialist
Corporate Procurement – World Bank Group
Topics

• Corporate Procurement – Who we are, What we do & What we buy
• Opportunities, Best Practices
• Vendor Registration, Vendor Eligibility
• Disclosure of awards
Corporate Procurement is responsible for coordinating and overseeing the sourcing strategy, selection, and contract execution for more than 130 World Bank Group offices around the globe.
What We Do

- Oversee and/or conduct all administrative procurement required to support the WBG ongoing business operations
- Leverage category management concepts and knowledge to recommend procurement strategies to clients that are reflective of market conditions
- Advise and guide Bank Group staff on procurement matters in order to provide an appropriate balance between institutional requirements and business needs
- Manage systems and tools that support a streamlined procurement process
Core principals and considerations

1. Fair, open and transparent selection process
2. Obtain best overall value
3. Give all eligible (qualified) bidders opportunity to compete
4. Use of a competitive process is favored
### What We Buy

<table>
<thead>
<tr>
<th>Category</th>
<th>Services</th>
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<tbody>
<tr>
<td><strong>Corporate Services &amp; Real Estate</strong></td>
<td>Construction and renovation, facilities management, security services, printing and publishing, goods &amp; conference services, travel, transportation services</td>
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<tr>
<td><strong>Professional Services</strong></td>
<td>Operational &amp; Administrative Consulting, Professional, Legal Services, Management consulting</td>
</tr>
<tr>
<td><strong>Human Resources</strong></td>
<td>Health and wellness, medical benefits, recruitment services, labor services, training and leadership development, coaching, emergency evacuation</td>
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<tr>
<td><strong>Information Technology</strong></td>
<td>Hardware, software, cloud services and solutions, managed software solutions, ICT, financial services systems, telecommunication equipment and services</td>
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<tr>
<td><strong>Financial Services</strong></td>
<td>Insurance and brokerage, audit and accounting services, global payment services</td>
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Our Spend in Fiscal Year 2020 ~ US $1.76 Billion

The annual corporate spend is managed across 5 category families:

- 35% Corporate Services & Real Estate
- 24% Professional Services
- 19% Human Resources
- 18% Information Technology
- 3% Financial Services
- 1% Others

WORLD BANK GROUP
Targeting opportunities

- Consulting Services to support operational requirements ≥ US $50K

- Business Opportunities main page

- Goods, Services, and Works ≥ US $250K
Preparing a proposal in response to a solicitation

Proposals

- Address requirements of the Terms of Reference (TOR)/Statement of Work (SOW) clearly and comprehensively
- Emphasize innovative technical solutions
- Propose a strong Project Manager and qualified experts
- Make sure that your proposal is carefully prepared and easy to evaluate—use charts, diagrams, color

Process

- Attend Pre-proposal conference – when applicable
- Unclear?
- Ask questions up front – do NOT guess or assume
- Do not vary from standard RFx forms
- Submit bid/proposals on time. Bids that are late are not accepted

Assess the competition. Compete where YOU are competitive
Vendor registration

Before the World Bank Group can contract, the company must register as a vendor.

You do not need to be a registered vendor to bid on a requirement. To register at the time of contract award.

If you are a registered vendor, you should provide updated information when your company has a material change.

Review the vendor eligibility policy at:
Vendor Eligibility Criteria

1 year in business

No more than 20% of revenue from WBG

Appropriate business licenses / certifications

Multiple clients / customers

Acceptance of World Bank Group Terms & Conditions

For further information, visit: http://www.worldbank.org/vendorkiosk/
Disclosure of contract awards

Under the WBG information disclosure policies, certain Corporate Procurement contract awards are eligible for public disclosure with the following information on our website:

- The name of the vendor receiving the award
- A brief description of the contracted goods or services
- The contract award amount

Doing Business with the World Bank Group in South Asia

K. Kamrul Islam
Procurement Officer, South Asia
International Finance Corporation
WBG Commitment

• To open the doors for firms owned and operated by women in developing countries, the Bank Group has partnered with WEConnect International, a global network connecting women-owned businesses (WBEs) to qualified buyers.

• WBG has a commitment to more than double the spend with women-owned businesses from a 2017 baseline of 3.1% to 7% by 2023.
Synergy with WBG Commitment

• March 27, 2019 – IFC organized the event in connection with IFC Bangladesh Sector Competitiveness Advisory project “Corporate Connect-- Strengthening Market Access for Women-Owned Businesses.

• May 5, 2019 – Corporate Buyers’ Session in connection with this project.

• The objective for IFC, WBG Procurement was to brief WBES and corporate representatives -
  • WBG procurement’s global sustainability framework and strategies for increasing spend with WBES;
  • Banks procurement’s inclusive sourcing program as part of the WBG’s gender strategy.
Product & Services WBEs offer and THEIR Scale & Capacity

### Product & Services WBEs offer
- **Agribusiness**
- **Jute**
- **Handicrafts**
- **Wearables**
- **Tailoring**
- **Food processing**
- **Manufacturing**
- **Architectural design & Office fit-out**
- **Event Management**

### Economic Factors
- Limited Access to Finance
- Institutional Challenges
- Lack of Technical Skills
- Limited Access to Market Network
- Lack of Prior Experience
- Limited Access to Technology

### Socio-cultural Factors
- Family Matters
- Restriction of Mobility
- Gender Biased Economic Role
- Poor Security Conditions
What WE buy & How WE buy

**How WE Buy**

**PLAN**
- Procurement Policy
  - AMS 15.01
  - AMS 15.10

**SOLICIT**
- Guiding Principles
  - Transparency
  - Fairness
  - Competition
  - Best Value

**AWARD**
- Tools
  - eConsultant2
  - Admin Portal

**MANAGE**

**What WE Buy**

- Operational Consulting services
- IT Hardware & Software
- Construction & Facilities Management
- Travel services
- Health services
- Outsources staff services
- Catering services
- Communications equipment & service
- Graphic design, publications & printing
- Office supplies & paper products
- Events management
Key Findings: Demand Side

• Misalignment between corporate perceptions of WBEs and procurement priorities
  • Perception - a limited number of WBEs can competitively provide the highest-priority products and services.

• Procurement practices & policies do not always encourage to do business with WBEs
  • Limited access to corporate policy and information on women suppliers.

• Corporations perceive WBEs should improve quality of offerings to be eligible supplier, and better communicate the value propositions
**Key Findings: Supply Side**

- Establishing networks with large corporations is complex and non-transparent
  - Challenges in making connections to corporate buyers

- WBES lack proper tools & capacity to communicate and negotiate value propositions
  - Recognized the need to better communication and negotiate the value of their products and services

- Business environment for WBES is additionally complicated
  - Access to finance/business loan was perceived as complicated.

- Social barriers limit WBES’ ability to connect to markets
  - WBES perceive entrepreneurship is not a feasible career path for them.
Way Forward: Foundation to Desired Impact

- Integrate identification, tracking, and measurement of WBE participation into our upcoming **WBG eProcurement** platform.
- Leverage WEConnect database and WBG Procurement resources.
- Process change to incorporate WBE as one of the evaluation criteria with associated weightings.
- Outreach to WBEs to build awareness and capacity – conference, events and trainings.
- Raise awareness of WBG staff and clients on WBE supplier base.
- Develop uniform tracking approach for Tier 2 spend from prime suppliers and set baseline.
- Track contract expiration and work uniformly to identify new opportunities for WBEs.
Less than 3% of our over US$ 64M spend with women-owned businesses is with vendors based in South Asia, even though over 8% of Corporate Procurement spend goes to vendors in the region.

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<tr>
<th>Region</th>
<th>FY20</th>
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<tr>
<td>Africa</td>
<td>5,253,055.48</td>
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<tr>
<td>East Asia and Pacific</td>
<td>1,818,853.62</td>
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<tr>
<td>Europe and Central Asia</td>
<td>10,648,894.79</td>
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<tr>
<td>Latin America and the Caribbean</td>
<td>2,913,040.20</td>
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<tr>
<td>Middle East and North Africa</td>
<td>2,761,406.11</td>
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<tr>
<td>South Asia</td>
<td>1,824,958.33</td>
</tr>
<tr>
<td>Other</td>
<td>39,180,483.07</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>64,400,691.60</strong></td>
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<tr>
<td>USA &amp; Canada</td>
<td>AFR</td>
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<tr>
<td>USA (98%)</td>
<td>Kenya (16%)</td>
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<tr>
<td></td>
<td>South Africa (10%)</td>
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<tr>
<td></td>
<td>Nigeria (7%)</td>
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<td></td>
<td>Senegal (7%)</td>
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<td>Mauritius (6%)</td>
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Woman-Owned Business Feature

Despina Kouria
Supplier Diversity Analyst
World Bank Group

Dr. Tania Ray Bhattacharya
Founder CEO
The Celestial Earth
Questions
South Asia Vendor Forum
for Woman-Owned Businesses

Concluding Remarks

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Corporate Procurement