The World Bank Group’s Commitment to Inclusive Sourcing

WBG Virtual Vendor Forum for Woman- and Minority-Owned Businesses in North America and Europe

September 14, 2021
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:00 – 8:05 AM</td>
<td>House-keeping instructions and Agenda overview</td>
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<tr>
<td>8:05 – 8:15 AM</td>
<td>Welcome and Opening remarks</td>
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<tr>
<td></td>
<td>Shaolin Yang, Managing Director and WBG Chief Administrative Officer</td>
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<td></td>
<td>Sara Wilshaw, Assistant Deputy Minister and Canada’s Chief Trade</td>
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<td>Commissioner</td>
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<td>8:15 – 8:25 AM</td>
<td>How the WBG is advancing gender/women’s economic</td>
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<td>empowerment, equality, inclusion and diversity</td>
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<td>Hana Bried, WBG Global Director, Gender</td>
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<td>8:25 – 8:40 AM</td>
<td>Walking the Talk: Corporate Procurement’s Journey</td>
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<td></td>
<td>Kenny Cheung, Chief, WBG Corporate Procurement</td>
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<td>Adam Rubinfeld, Sustainability and Supplier Diversity Team Lead, WBG</td>
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<td>Corporate Procurement</td>
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<td>8:40 – 9:00 AM</td>
<td>Doing Business with the World Bank Group: Overview of WBG</td>
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<td>Corporate Procurement procedures</td>
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<td>Catarina Thomaz, Procurement Specialist, WBG Corporate Procurement</td>
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<td>Guranda Elashvil, Procurement Specialist, WBG Corporate Procurement</td>
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<tr>
<td>9:00 – 9:20 AM</td>
<td>Doing Business with the World Bank Group: Opportunities at HQ</td>
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<td>and European Offices</td>
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<td>Marta Ochea, Manager, WBG Global Corporate Solutions, Business Services</td>
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<td></td>
<td>Evelyne Rasanoarina Ratsimbazafy, Project Manager, Global Real Estate</td>
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<td>Development &amp; Management, WBG Paris Office</td>
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<td>9:20 – 9:30 AM</td>
<td>Question and Answer</td>
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<td>9:30 – 9:50 AM</td>
<td>Experience sharing from Woman- and Minority-Owned WBG Vendors</td>
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<td>Diana Smallridge, President and CEO of International Financial Consulting</td>
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<td>Dee Joshi, Financial Controller at Sheppard Moscow and</td>
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<td>Kalsoom Lakhani, Co-founder &amp; General Partner at I2i Ventures</td>
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<tr>
<td>9:50 – 9:55 AM</td>
<td>Question and Answer</td>
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<tr>
<td>9:55 – 10:00 AM</td>
<td>Closing Remarks</td>
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</table>
Welcome and Opening Remarks

Shaolin Yang
Managing Director and WBG Chief Administrative Officer
Welcome and Opening Remarks

Recorded Message

Sara Wilshaw
Canada’s Chief Trade Commissioner and Assistant Deputy Minister at Global Affairs Canada
How the WBG is advancing gender equality and women’s economic empowerment

Hana Brixi
Global Director, Gender
The World Bank Group
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

MIGA
Multilateral Investment Guarantee Agency
Encourages investment through guarantees

ICSID
International Centre for Settlement of Investment Disputes
Settles disputes with private enterprises

Partnersing with Governments
Partnersing 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 1.5 to 2.0B annual spend

c.25,000 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

TEA TRUMBIC | SEPTEMBER 10, 2020

Published on Let's Talk Development

WORLD BANK GROUP ANTI-RACISM CHARTER
PRINCIPLES – AUGUST 24 2021

Principle One
The World Bank Group commits to zero tolerance of racism and racial discrimination in all forms and contexts.

Principle Two
Tackling institutional racism and racial discrimination in all forms and contexts is fundamental to achieving the World Bank Group's twin goals of eradicating extreme poverty and boosting shared prosperity.

Principle Three
The World Bank Group commits to tackling racism and racial discrimination and promoting equality and equity for all with respect to its organization and management, including in decisions regarding recruitment and talent development.

Principle Four
The World Bank Group seeks to promote the inclusion of all and to tackle racism and racial discrimination through the projects, programs and investments it finances in order to respond effectively to development challenges and promote sustainable development.

Principle Five
The World Bank Group seeks to promote inclusion and tackle racial discrimination in the communities in which we live and work through effective community engagement.

Principle Six
The World Bank Group recognizes that racism and racial discrimination are morally condemnable, contrary to our Core Values, and illegal under both international law and the laws of most of its member countries.
Our Commitments

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

MAR 07, 2018 | By Shaolin Yang
Four Levers to Achieve our Commitment

- Process Improvements
- Technology Support
- Capacity Building and Outreach
- Industry Partnerships
Our Progress - WBE

- 2018: 3.10%
- 2021: 4.80%
- 2023: 7%
- 2030: 10%
Setting a Baseline and Target - MBE

Share of HQ-based procurement with Minority-Owned Business

- FY20: 4.19%
- FY21: 4.70%
- FY22: 8.00%
- FY23: 0%
- FY24: 1%
- FY25: 2%

Millions

0% 1% 2% 3% 4% 5% 6% 7% 8% 9% 10%

FY20 FY21 FY22 FY23 FY24 FY25
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.
Sustainable Procurement Priorities

License to Operate

- Fair Wages, Benefits, & Working Hours
- Gender Based Violence
- Health and Safety
- Forced Labor & Human Trafficking
- Human Rights
- Child Labor
- Anti-Corruption
- Environmental Responsibility

Strategic Priorities

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

- Process Improvements
- Technology Support
- Capacity Building and Outreach
- Industry Partnerships
Doing Business with the World Bank Group

Catarina Thomaz
Procurement Specialist
Corporate Procurement –
World Bank Group
Doing Business with The 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 140 World Bank Group offices around the globe.
Corporate Procurement – What We Do

- Oversee and/or conduct all administrative procurement required to support the WBG ongoing business operations and procurement for Bank-executed Trust Funds
- Category management approach to procurement strategies, knowledge sharing and sourcing activities to support internal clients
- Advise and guide Bank Group staff on procurement matters in order to provide an appropriate balance between institutional requirements and business needs considering the market place and conditions
- Manage systems and tools that support a streamlined procurement process
- Responsible for vendor registration, vendor risk assessments and vendor management
Core principles and considerations

- Transparency and Openness
- Value
- Competition
- Fairness
## What We Buy

<table>
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<tr>
<th>Category</th>
<th>Services</th>
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<tr>
<td><strong>Corporate Services &amp; Real Estate</strong></td>
<td>Construction and renovation, facilities management services, security services, printing and publishing services, shipping &amp; logistics, 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>
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<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, accounting and payment services, market data and Intelligence, Treasury Services, investment systems</td>
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Our Spend in Fiscal Year 2021 - US $1.5 Billion

The annual corporate spend is managed across 5 category families

- Professional Services: 28%
- Information Technology: 23%
- Human Resources: 21%
- Corporate Services & Real Estate: 23%
- Financial Services: 2%
- Others: 3%

USD 1.5B
Targeting opportunities

Business Opportunities main page


WBG Solicitation Procedures

Request for Information (RFI)
Used to elicit market research information on goods and services from the Vendor community.

Request for Expression of Interest (REI)
Used as means for prequalifying Vendors for follow-on solicitations (e.g. IFB or RFP).

Invitation for Bid (IFB)
Used mainly for goods/works that are complex, long term or high risk/value that can be clearly and completely specified and for which the basis of the award is lowest price.

Request for Proposal (RFP)
Used where the requirements are complex and/or cannot be clearly or completely specified, where detailed technical evaluations are to be performed, and/or where pricing is either not the basis or not the sole basis of award.

Opportunities can be found on eConsultant2 or WBG page
Preparing a proposal in response to a solicitation

**Preparation**
- 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
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:

Review the **vendor eligibility policy** in the Corporate Procurement website:


Review the **Vendors Code of Conduct** in the Corporate Procurement website:

https://thedocs.worldbank.org/en/doc/12a10003638e3a34ba4a21e5d02797e5-0180012021/original/VendorCodeofConduct-April2021.pdf

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

For further information, see following link:
http://www.worldbank.org/vendorkiosk/
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

More information is available at:
WBG Procurement of Professional Services & Operational Consulting

Guranda Elashvili
Procurement Specialist
World Bank Group Corporate Procurement
## Professional Services Categories

<table>
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<th>Operational Consulting</th>
<th>Administrative Consulting / Professional Services</th>
<th>Audit &amp; Tax Services</th>
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<tr>
<td>• General Advisory Services</td>
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<td>• Legal advisory Services</td>
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<tr>
<td>• Engineering Advisory Services</td>
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<tr>
<td>• Third Party Monitoring (TPM)</td>
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<tr>
<td>• UN Agencies/ State agencies</td>
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<tr>
<td>• Management Consulting</td>
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<td>• Market Research</td>
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<tr>
<td>• Communications</td>
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<tr>
<td>• Other Professional Services</td>
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<tr>
<td>• External Audit</td>
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<tr>
<td>• Internal Audit</td>
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<tr>
<td>• Tax Preparation</td>
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**Legal Services**

• Administrative Legal Services
The Bank Group procures services from Consultants to support its project work:
  • Firms are contracted by the Bank Group and must be eligible to become a vendor
  • Individuals are hired as staff of the Bank Group not as vendor

All Consultants are selected using the Bank Group’s eTendering tool “eConsultant2”
  • The system includes templates, contract terms and conditions and information about how to use the system

Firms are encouraged to create a profile in eConsultant2

Information about eConsultant2 may be found at: https://wbgeconsult2.worldbank.org
## Operational Consulting – Examples

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<th><strong>Technical Assistance</strong></th>
<th><strong>Advisory Services</strong></th>
<th><strong>Capacity Building</strong></th>
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<tbody>
<tr>
<td>PPP Transaction Advisory</td>
<td>Disaster Risk Modeling &amp; Mitigation</td>
<td>Improve Public Financial Mgt and Governance Systems</td>
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<tr>
<td>Verification of Project Results/Surveys</td>
<td>Climate Smart Technologies &amp; Modeling</td>
<td>Capacity Building for Clients</td>
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<tr>
<td>Support Reconstruction in FCV context</td>
<td>Creation of Public Goods</td>
<td>Training for Governments / Clients</td>
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<tr>
<td>Third Party Monitoring (TPM) in FCV</td>
<td>Divestment of Assets/Investments</td>
<td>Piloting Technology in IFC Projects</td>
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<tr>
<td>TPM of Forced Labor &amp; Slavery</td>
<td>Strategic Advice to Mobile Markets</td>
<td>Participatory Development / Citizen Engagement /</td>
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<td>Hands-on Advice; Policy Advice</td>
<td>Knowledge Products/Research</td>
<td>Gender</td>
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<td>Mainstreaming Lessons Learned</td>
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The Bank Group procures services from Consultants to support the work of Bank Group Staff:

- Firms are contracted by the Bank Group and must be eligible to become a vendor

Opportunities are published on the Bank’s Administrative Opportunities website.

Consulting Services: Administrative-Examples

- External Audit
- Internal Audit
- Management Consulting
- Legal Service
- Tax Service
Links to Business Opportunities

Links to business opportunities:

➢ Administrative

➢ Operational Consulting
also on:
https://www.devbusiness.com/
Doing Business with the World Bank Group in HQ and Europe

Panel Speakers

Evelyne Rasoanirina Ratsimbazafy
Project Manager, Global Real Estate Development & Management, WBG Paris Office

Maria Ochoa
Manager, WBG Global Corporate Solutions, Business Services

Moderated by:
Marilyn L. Davy
Procurement Specialist, WBG Corporate Procurement
How do I get in touch with the World Bank about future opportunities, especially for lower-value work within World Bank Group's in-house Global Corporate Solutions department?

The WBG is always looking for good and diverse vendors to provide goods and services. It does not mean that we will always have work, but once registered we can reach out and outsource projects quickly.

For opportunities related to Translation and Interpretation:
• Translation@worldbank.org
• Interpretation@worldbank.org

For opportunities related to graphic design, virtual reality, videography and photography:
• Vendors can reach out directly by emailing jlawrence2@worldbank.org (Graphic Design) or gcsvr@worldbank.org (VR, video and photo) to schedule an introduction meeting.
Questions
Experience Sharing from woman-owned WBG Vendors

Panel Speakers

Kalsoom Lakhani
Co-founder & General Partner
i2i Ventures

Bee Joshi
Financial Controller
Sheppard Moscow

Diana Smallridge
President and CEO
International Financial Consulting

Moderated by:
Despoina Kouria
Supplier Diversity Analyst
World Bank Group
Questions
Concluding Remarks