



**THE WORLD BANK**  
IBRD • IDA

# Procurement Policy Update

**June, 2018**

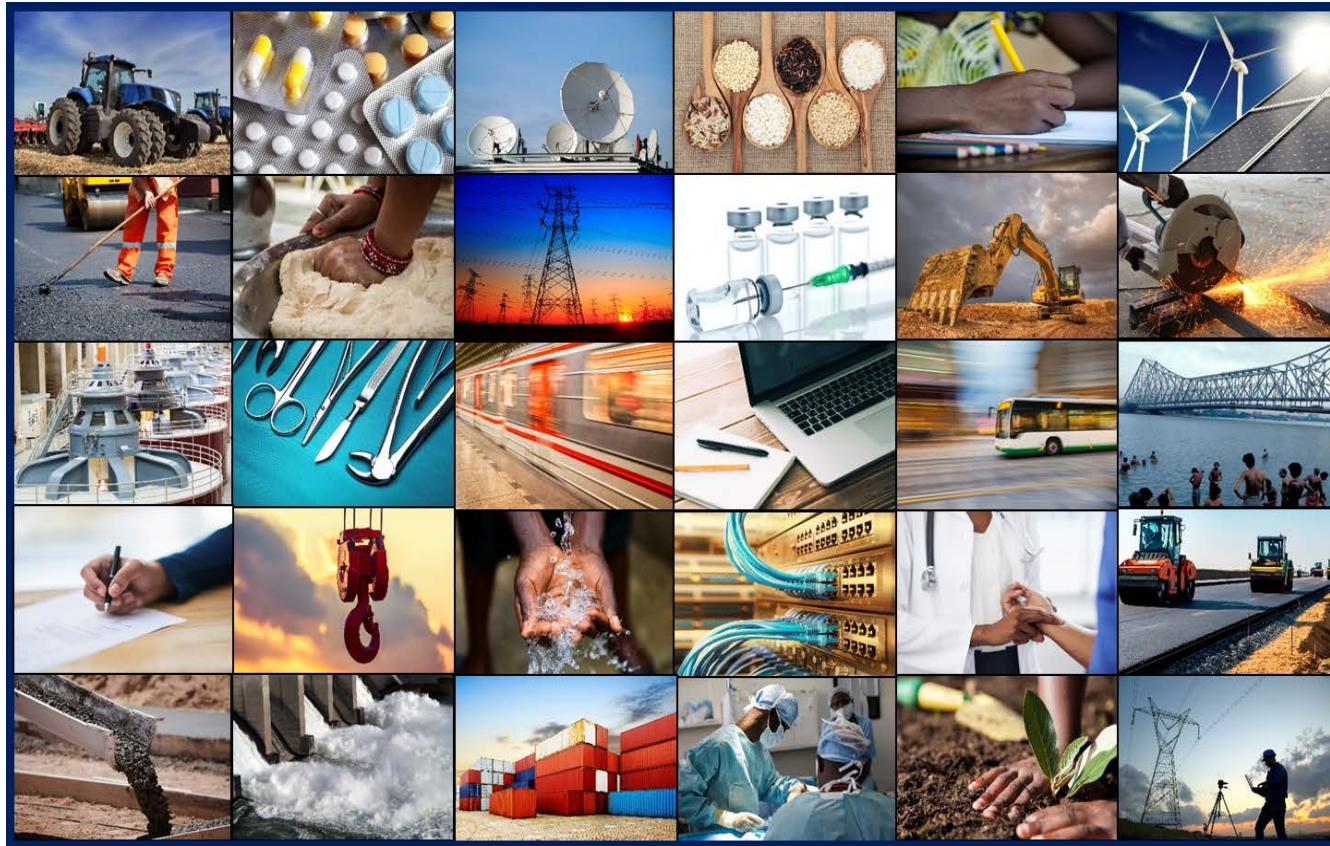


**THE WORLD BANK**  
IBRD • IDA

# Background & development of the Bank's Procurement Framework



# Help Countries deliver Procurements and to reform their own country's procurement



Transport	47%
Water	18%
Energy	17%
Health	5%
Agriculture	5%
Education	3%
Governance	3%
Trade	1%
IT	1%

\$24Bn portfolio, 1800 projects, in 132 countries

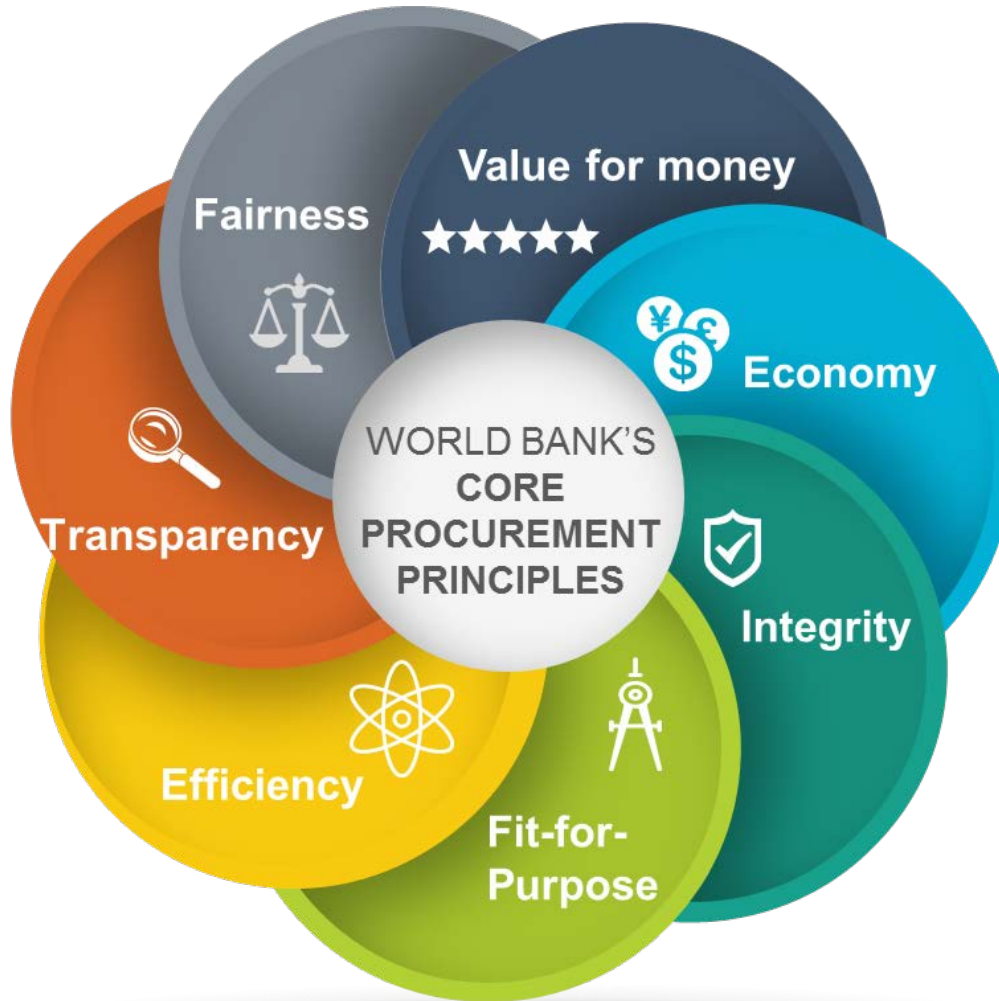
# Procurement Framework Development

- Demand-driven: extensive consultations in 100 countries with 5,000 people
- Greater focus on VfM, more ways bidders can differentiate bids, and more opportunities for dialogue and discussion;
- Focus on the **end to end procurement cycle**, including **strategic planning, appropriate procurement approaches/selections, evaluation criteria and contract award** (e.g. fit for purpose approach design, life-cycle costs, incentive mechanisms, safety requirements) and contract management (e.g. enforcement of standards, long-term performance and relationship management).

# Objective of the new Framework

- Deliver better development results
- Modernize how the Bank engages in Procurement with Partners, in project activities
- Introduce choice in the design of procurement processes to ensure that they are fit for purpose and proportionate
- Provide modern and efficient procurement approaches and methods
- Allows innovation in the solutions that the Bank finances
- Enhance transparency by increasing access to procurement information

# Core Procurement Principles





# Key innovations

- Value for Money
- Procurement Strategy (supports reverse marketing)
- Options for tailored procurement approaches
- Flexibilities for PPP projects
- Hands-on help where needed most
- Sustainable procurement enhancements
- Competitive dialogue, negotiations or BAFO
- Standstill periods
- Contract management support
- KPI reporting and monitoring
- Industry engagement program (SRM)

# Learning for Borrowers, Consultants & Contractors

Procurement Framework | THE WORLD BANK  
THE WORLD BANK PROCUREMENT FRAMEWORK 2016  
WELCOME 1 of 05

**Procurement Framework**

Welcome to the e-learning program on  
**The World Bank Procurement Framework**

MENU

Procurement Framework | THE WORLD BANK  
PROCUREMENT FRAMEWORK 2016 - PPSD  
COURSE INTRODUCTION: SCENARIOS 1 of 15

Welcome to the Course on  
**Project Procurement Strategy for Development**

**The Procurement Learning Hall of Fame**

POWERED BY THE WORLD BANK

Home About Diploma Programmes Certificate Programmes Partner Institutes Blog Login

**Comprehensive. Certified.**  
Certification by World Bank.  
The world's first MOOC on public procurement.

THE WORLD BANK  
IBRD • IDA | WORLD BANK GROUP

0:00 / 5:03

**SELECTION METHODS IN FCCP\***

- 1 DIRECT** Approach and negotiate with only one firm if appropriate. Price must be reasonable. May be only reasonable approach during immediate response phase of natural or man-made emergency.
- 2 IFB** Method of seeking quotations for readily shelled G/As. See Guidance on Country thresholds under Control of IFB. No threshold. Immediate response phase of emergency.
- 3 CBB** Consultant's Qualification-Based Selection. Advertisements not mandatory. RFP from at least 3 qualified firms. Select firm with best qualifications and invite technical/financial proposals for negotiations.

Note: Other Selection Methods may be used as appropriate but first consideration should be given to simple ones.

18:53 / 1:14:20



# Staff learning, testing & certification

## Understanding the New Procurement Framework for IPF Operations

(ID: 00009794)

**Course description:** This course aims to help Staff understand the World Bank's new Procurement Framework. It is especially targeted at World Bank Procurement Staff, and other Staff who wish to become certified and, eventually, accredited to practice procurement-related activities under the new Framework. The course features an eLearning module and an assessment module. The eLearning mod ... [more...](#)

You have registered for the following class

Class ID : **00015084**  
Self-Paced RETAKE

Language : English  
Duration : 02:00  
[Attachments >](#)

★★★★☆ [Share](#)  Export Certificate PRINT CERTIFICATE

ACTIVITIES

NAME	STATUS	ACTION
Understanding the New Procurement Framework (Optional)	<input type="radio"/> Not evaluated	<span>LAUNCH</span>
New Procurement Framework Assessment Score: 87.5 completed on: 10-NOV-2016	<input checked="" type="checkbox"/> Completed successfully	<span>REVIEW</span>

Glossary

Bank Group | Understanding the New Procurement Framework for PF Operations page 01 of 95

Welcome to the course

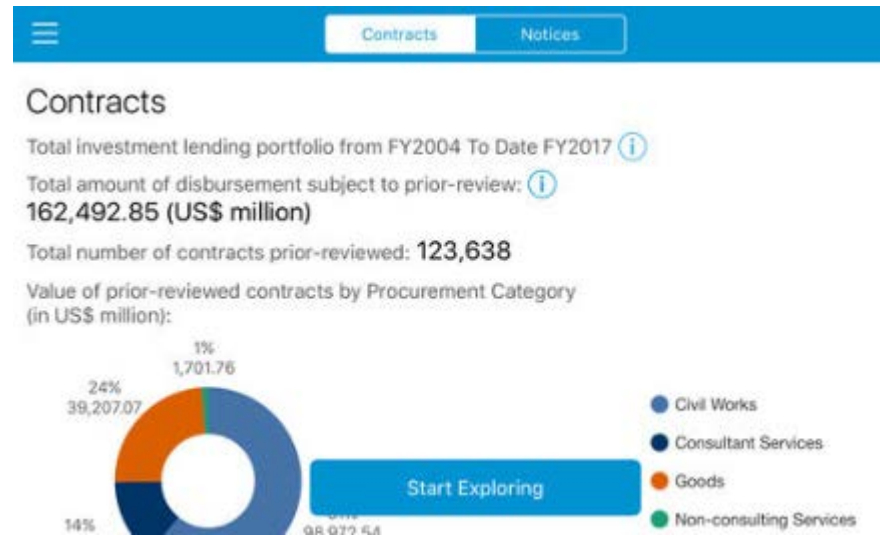
## Understanding the New Procurement Framework for IPF Operations

Open Learning Campus

NEXT >



# Apps to help transparency



Deadline	Description	Country	Project ID	Notice Type	Published
01-Sep-2017	RECRUTEMENT D'UN CONSULTANT POUR LA REALISATION DE L'EVALUATI...	Togo	P149942	Request for Expression of L...	19-Dec-2016
06-Mar-2017	Hebron Regional Wastewater Management Project - Phase I	West Bank and Gaza	P117449	Invitation for Bids	15-Dec-2016
14-Feb-2017	Travaux de construction de deux (2) réservoirs, d'un (01) château d'eau et...	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
14-Feb-2017	PROCUREMENT OF SPECIALIZED MACHINERY AND HEAVY VEHICLES	Armenia	P146199	Invitation for Bids	09-Dec-2016
13-Feb-2017	Fourniture et pose de réseaux, de bornes fontaines et la réalisation de branchem...	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
04-Feb-2017	Procurement and Supply of Additional goods for Optical Fiber Network High d...	Afghanistan	P121755	Invitation for Bids	18-Dec-2016



# Procurement library

English Chinese Russian Vietnamese Arabic French Spanish Portuguese Turkish Japanese



**Project Procurement Strategy for Development**  
Short Form Guidance  
February 2017



**Project Procurement Strategy for Development**  
Long Form Detailed Guidance  
July 2016



**Sustainable Procurement**  
An introduction for practitioners to sustainable procurement in World Bank IPF projects  
November 2016



**Competitive Dialogue**  
How to undertake a Competitive Dialogue Procurement Process  
October 2017



**Standard Procurement Documents**  
An overview for practitioners  
November 2016



**Evaluation Criteria**  
Use of evaluation criteria for procurement of Goods, Works, and Non-consulting Services using RFB and RFP  
July 2016



**Value for Money**  
Achieving VFM in Investment Projects Financed by the World Bank  
July 2016



**Abnormally Low Bids and Proposals**  
Guide to the identification and treatment of Abnormally Low Bids and Proposals  
July 2016



**Procurement-related Complaints**  
How to complain  
January 2017



**Contract Management**  
General Principles  
September 2017





**THE WORLD BANK**  
IBRD • IDA

# Update on Implementation Progress

**Kofi Awanyo, Practice Manager,  
Governance Global Practice**







**THE WORLD BANK**  
IBRD • IDA

# **Policy Initiative: Direct Payment Pilot**



# Background

- Concerns that payment risk affects competition
- Industry vocal about payment risk exposure in low capacity situations
- Management agreed with the Board to:
  - “create an option for contractors to request direct payment from the Bank at the time of bidding, where risks of delayed or non-payment are considered high by the market.”

# Direct Payment Pilot

- Covers IPF projects under preparation (including Additional Financing) which meet the following criteria:
  - i. the project is financed under **IDA18**;
  - ii. the project triggers paragraph 12 of Section III of the IPF Policy (**fragile and conflict-affected states/situations and small states**); and
  - iii. the Decision Review is held on or after **November 1, 2017**
- Borrowers are required to use the Direct Payment method for all disbursements for goods, works, non-consulting services, and consulting services
- Hands on support is also available to help borrowers advance procurements more quickly, and build bidder confidence

# Operationalization and M&E

- Changes/updates to:
  - Disbursement and Financial Information Letter (DFIL)
  - IPF Instructions for the preparation of FCS projects and Additional Financing Processing Instructions for IPF
  - Standard Procurement Documents (SPDs)
  - Guidance on preparing Minutes of Negotiation
- An M&E framework has been designed to monitor progress of the pilot
  - Around the same principles of (and will be integrated with) the overall M&E framework of the Procurement Framework
  - Quantitative and qualitative data will be collected to monitor performance and to identify factors that may have a positive or negative impact on success. Measures have been categorized into five areas:
    - Volumetric
    - Payment efficiency
    - Payment effectiveness
    - Marketplace participation, and
    - Supplier satisfaction



**THE WORLD BANK**  
IBRD • IDA

# **Policy Initiative: Beneficial Ownership Pilot**





# Background

- Increased demand for transparency and accountability in World Bank-funded procurements
- Management explored options to collect, and make available B/O information for companies participating in Bank-financed procurement
- Extensive consultations with MDBs and other stakeholders, such as Financial Action Task Force, Open Contracting Partnership, Open Corporates, Transparency International; and Governments
- Tracking B/O is new to public procurement and there is no international consensus yet
- The Bank is at the forefront of developing this approach

# Overview

- A three-year pilot including all projects with Decision Review on, or after November 1, 2017
- Misrepresentation can trigger sanctions
- Information provided may require clarification, and decision on responsiveness made on case-by-case basis
- Borrowers will publish the completed template with its contract award information on its own website and the Bank's website/systems
- B/O information will not be routinely verified by the Borrower or the Bank, but will be available for verification when warranted (e.g. integrity red flags)

# Approach

- Applied to all bidders responding again Bank SPDs to identify general B/O related information such as:
  - identity (name, legal form and proof of existence)
  - organization chart
  - board of directors
- For high risk/value procurements, winning bidder also completes a detailed B/O declaration before contract signing:
  - directly or indirectly holding 25% or more of the shares
  - directly or indirectly holding 25% or more of the voting rights
  - directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder
- If not able to identify any Beneficial Owner, the Bidder is required provide an explanation on why it is unable to identify any Beneficial Owner
- For Joint Ventures each party must provide information

# Operationalization and M&E

- Pilot operationalized through:
  - Revisions to the Procurement Regulations for IPF Borrowers
  - Revisions to the Standard Procurement Documents:
    - Adding a specific clause requiring the winning bidder to provide more detailed B/O information
    - Beneficial Ownership disclosure form (template)
  - Integration of B/O concept into internal/external training
  - Cooperation with MDBs and other donors
  
- M&E framework to identify factors that have a positive and negative impact on the objectives of the pilot
  - High risk/value procurements reviewed by OPCS (Policy unit)
  - Management will learn through the process (i.e. cases of no responsiveness), and experience applying the pilot may be useful to re-define the scope of the B/O program in a near future



**THE WORLD BANK**  
IBRD • IDA

# **Policy Initiative: Enhancing ESHS through Procurement**





# Why are we doing this?

The Bank wants to:

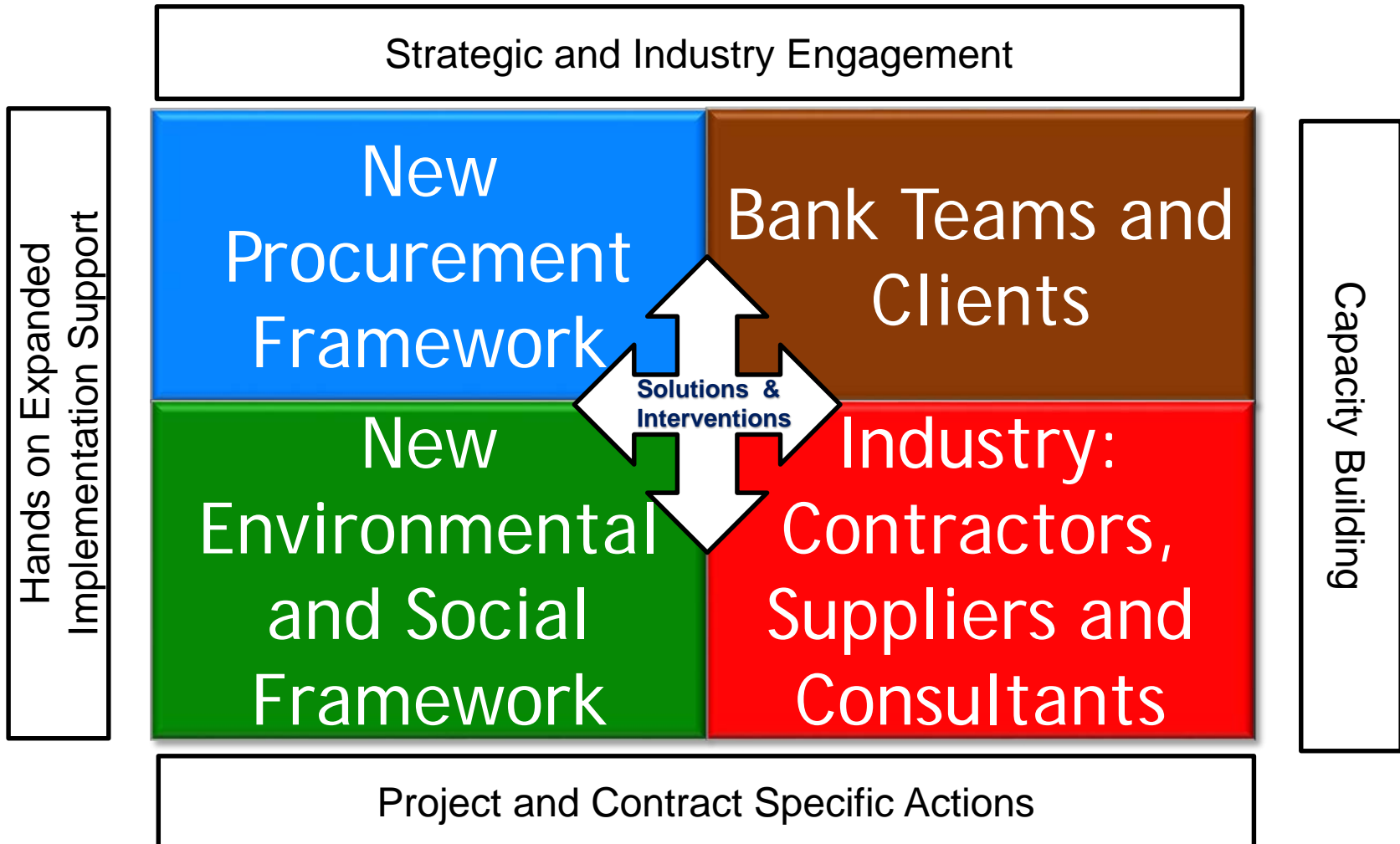
- achieve improved ESHS performance and outcomes
- drive more effective contract management and project delivery
- create a platform to enable dialogue and engagement by Bank, Borrowers and industry to build awareness, understanding and capability
- foster industry change

# How are we doing this?

The Bank is driving change by:

- promoting and enabling good ESHS practice through procurement documents and procedures
- supporting Borrowers in setting appropriate ESHS policies, standards, measures, and requirements
- requiring bidders/proposers to address ESHS risks and impacts associated with the project
- assessing bidders/proposers to determine if they have sufficient ESHS capacity and capability to perform to the required standards
- proactively managing project delivery and quickly addressing ESHS performance deficits

# Working Together - Top Down Bottom Up



# Key enhancements

1

Declaration  
Required

- Any civil works contracts that have been suspended or terminated for ESHS reasons
- any performance security terminated for ESHS reasons

2

ESHS  
Standards

- Guidance provided to help Borrower develop appropriate ESHS policy
- Borrower's ESHS policy now included in bidding documents

3

Requirements,  
Specs & ToR

- Borrower to describe ESHS obligations in Specifications / requirements / ToR
- ESHS and Procurement Staff to collaborate in preparing and reviewing Specifications / requirements / ToR

# Key enhancements

4

Code of  
Conduct

- Bidders / proposers required to have, submit as part of bid, and comply with ESHS code of conduct for employees and subcontractors
- Code of conduct addresses risks associated with labor influx

5

ESHS  
Strategies &  
Plans

- Bidders / proposers required to submit as part of bid Management strategies and implementation plans (MSIP) to manage ESHS risks and impact
- Works commencement subject to Engineer's approval of ESHS MSIP
- MSIP regularly reviewed and updated

6

Performance  
Security

- Contractor to submit ESHS Performance Security of 1 to 3% of contract price (for high risk contracts)
- Performance Security and ESHS Performance Security together around 10% of contract price

# Key enhancements

7

Provisional  
Sum

- Additional Provisional Sum for ESHS outcomes that may be included in RFB/RFP documents
- Proposes as additional incentive to improve performance in low performing countries

8

Key  
Personnel

- Bidders must demonstrate availability of suitably qualified ESHS Specialists dedicated to the project
- ESHS Specialists named in (as key personnel) in bids / proposals and their quality evaluated
- Approved ESHS Specialists named in the contract

9

Reporting

- Contracts now include ESHS reporting requirements including (i) immediate notification of serious incidents and (ii) regular progress reports
- Interim payments may be withheld for non reporting

# Key enhancements

10

**Contract  
Variations**

- For each variation, contractor to provide sufficient ESHS information (risks and suggested mitigation) to enable engineer to evaluate ESHS risks and impact

11

**Interim  
Payments**

- Employer can now withhold interim payment where there has been a failure to perform an ESHS obligation

# Summary of ESHS Procurement enhancements

1. Declaration
2. Statement of ESHS standards
3. ESHS requirements / specifications
4. Code of Conduct
5. Management Strategies and Implementation Plans (MSIPs)
6. Performance security
7. Provisional sum
8. Key personnel
9. Reporting
10. Contract variations
11. Interim payments





**THE WORLD BANK**  
IBRD • IDA

# Summary & Conclusion



# Summary & Conclusion

- Procurement framework live July 1, 2016
- Gaining critical mass of projects
- Early feedback is positive
- Establishing monitoring & evaluation baselines
- Report back on implementation progress in August
- Enhancing the framework further:
  - Direct payment pilot
  - Beneficial ownership pilot
  - ESHS enhancements
- Building Industry Engagement Program
- Seeking continuous improvement



**THE WORLD BANK**  
IBRD • IDA

# Questions & Answers, thoughts on future policy development



## Implementation contacts:



**Vinay Sharma, Director,**  
Solutions & Innovations in  
Procurement  
[vsharma11@worldbank.org](mailto:vsharma11@worldbank.org)



**Elmas Arisoy, Practice  
Manager,** South Asia  
[earisoy@worldbank.org](mailto:earisoy@worldbank.org)



**Snezana Mitrovic,  
Practice Manager,** East  
Asia Pacific (islands)  
[smitrovic@worldbank.org](mailto:smitrovic@worldbank.org)



**Kofi Awanyo,  
Practice Manager,**  
East Asia Pacific  
(mainland)  
[kawanyo@worldbank.org](mailto:kawanyo@worldbank.org)



**Hiba Tahboub, Practice  
Manager,** East &  
Southern Africa  
[htahboub@worldbank.org](mailto:htahboub@worldbank.org)



**Felipe Goya, Practice  
Manager,** West Africa  
[fgoya@worldbank.org](mailto:fgoya@worldbank.org)



**Yolanda Taylor, Practice  
Manager,** Middle East &  
North Africa  
[ytaylor@worldbank.org](mailto:ytaylor@worldbank.org)



**V.S. Krishnakumar  
(Krish), Practice  
Manager,** Europe &  
Central Asia  
[vkishnakumar@worldbank.org](mailto:vkishnakumar@worldbank.org)



**Joao N. Veiga Malta,  
Practice Manager,** Latin  
America & Caribbean  
[jveigamalta@worldbank.org](mailto:jveigamalta@worldbank.org)



**Enzo de Laurentiis,  
Chief Procurement Officer,**  
Operations Policy & Country  
Services  
[elaurentiis@worldbank.org](mailto:elaurentiis@worldbank.org)



**Diomedes Berroa, Lead  
Specialist** (Procurement  
Integrity & internal processes)  
[dberroa@worldbank.org](mailto:dberroa@worldbank.org)



**Christopher Browne, Lead  
Specialist** (industry/business  
engagement & technical  
guidance)  
[cbrowne1@worldbank.org](mailto:cbrowne1@worldbank.org)



**Tesfaalem Gebreyesus,  
Lead Specialist** (standard  
procurement documents &  
regulations)  
[tibesus@worldbank.org](mailto:tibesus@worldbank.org)



**THE WORLD BANK**  
IBRD • IDA

# Procurement Policy Update **END**

**June, 2018**



**THE WORLD BANK**

IBRD • IDA | WORLD BANK GROUP

Operations Policy & Country Services

## PART 2







**THE WORLD BANK**  
IBRD • IDA

# PROCUREMENT

**Finding business opportunities and winning contracts  
financed by the World Bank**





**THE WORLD BANK**  
IBRD • IDA

# Background



# Help Countries Deliver \$80bn of Procurements and to reform their own country's procurement

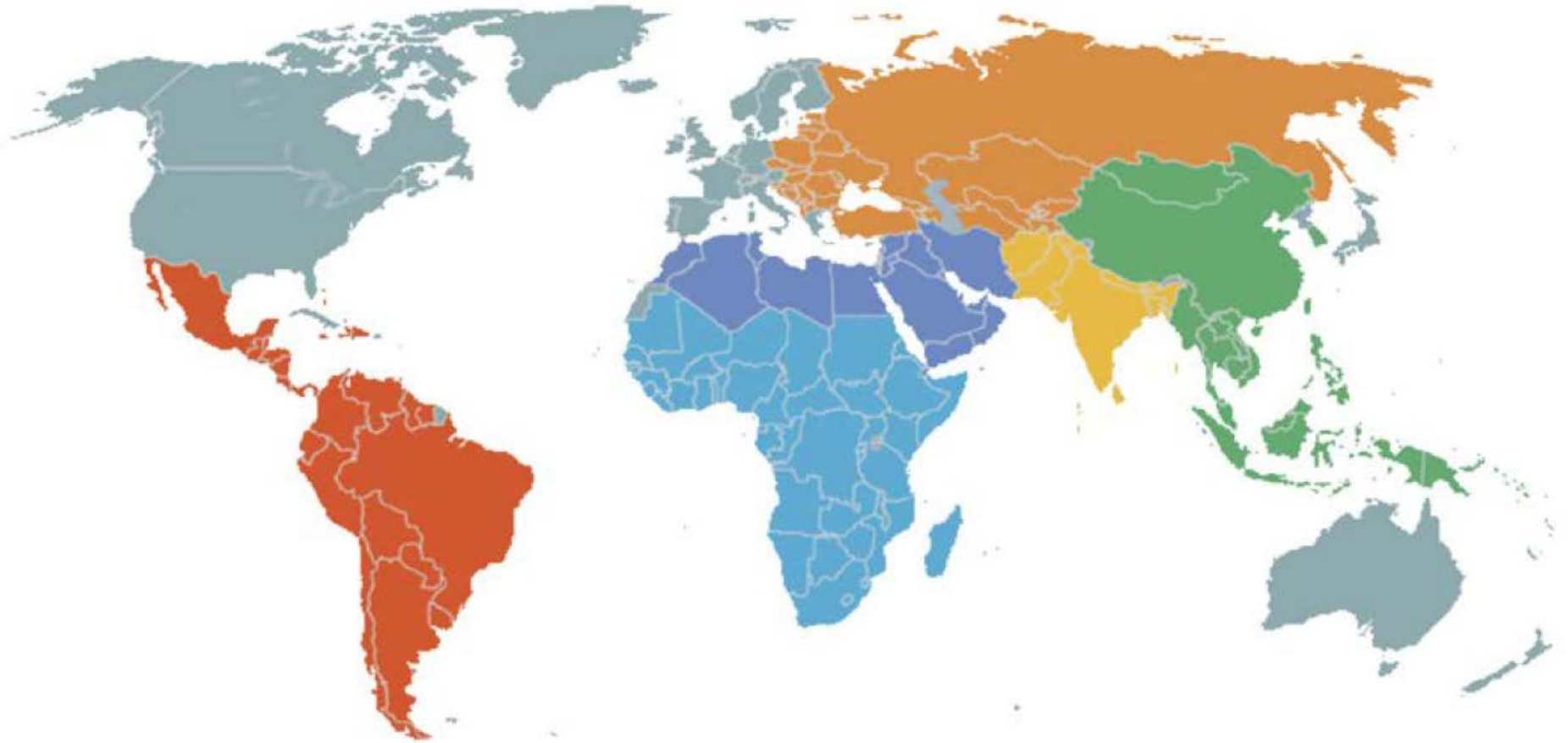


Transport	47%
Water	18%
Energy	17%
Health	5%
Agriculture	5%
Education	3%
Governance	3%
Trade	1%
IT	1%

Annual Portfolio \$24Bn, 1800 projects, in 132 countries

# Borrowing countries

Note: areas in grey are non-borrowing countries



# FY17 Top Ten Borrowers

RANK	COUNTRY	AMOUNT (USD)	% OF TOTAL
1	India	2,048,801,594	15.0%
2	Ecuador	1,731,696,519	12.7%
3	China	1,241,911,943	9.1%
4	Serbia	668,914,132	4.9%
5	South Africa	557,360,650	4.1%
6	Ethiopia	507,000,112	3.7%
7	Colombia	463,437,092	3.4%
8	Indonesia	456,362,012	3.4%
9	Bangladesh	410,031,102	3.0%
10	Argentina	406,321,682	3.0%

# FY17 Top Ten Supplier Countries

RANK	SUPP CTRY	AMOUNT	% OF TOTAL
1	China	2,119,561,201	15.7%
2	India	2,080,435,125	15.4%
3	Spain	1,492,204,350	11.1%
4	Brazil	1,278,421,512	9.5%
5	Serbia	650,091,436	4.8%
6	Vietnam	326,960,002	2.4%
7	Germany	291,109,632	2.2%
8	Greece	275,398,433	2.0%
9	Indonesia	273,301,447	2.0%
10	Bangladesh	266,864,364	2.0%
<b>59</b>	<b>Japan</b>	<b>28,140,000</b>	



# FY17 Top Consultant Services Supplier Countries

RANK	SUPP CTRY	AMOUNT	% OF TOTAL
1	Consultants registered in Afghanistan	91,516,758	6.4%
2	Peru	90,383,084	6.4%
3	South Africa	86,001,313	6.1%
4	India	78,365,020	5.5%
5	Russian Federation	72,948,799	5.1%
6	France	65,183,674	4.6%
7	Consultants registered in Congo, Democratic Republic	58,570,255	4.1%
8	Australia	52,305,141	3.7%
9	Germany	51,575,169	3.6%
10	United States	50,452,484	3.5%
<b>39</b>	<b>Japan</b>	<b>10,920,000</b>	

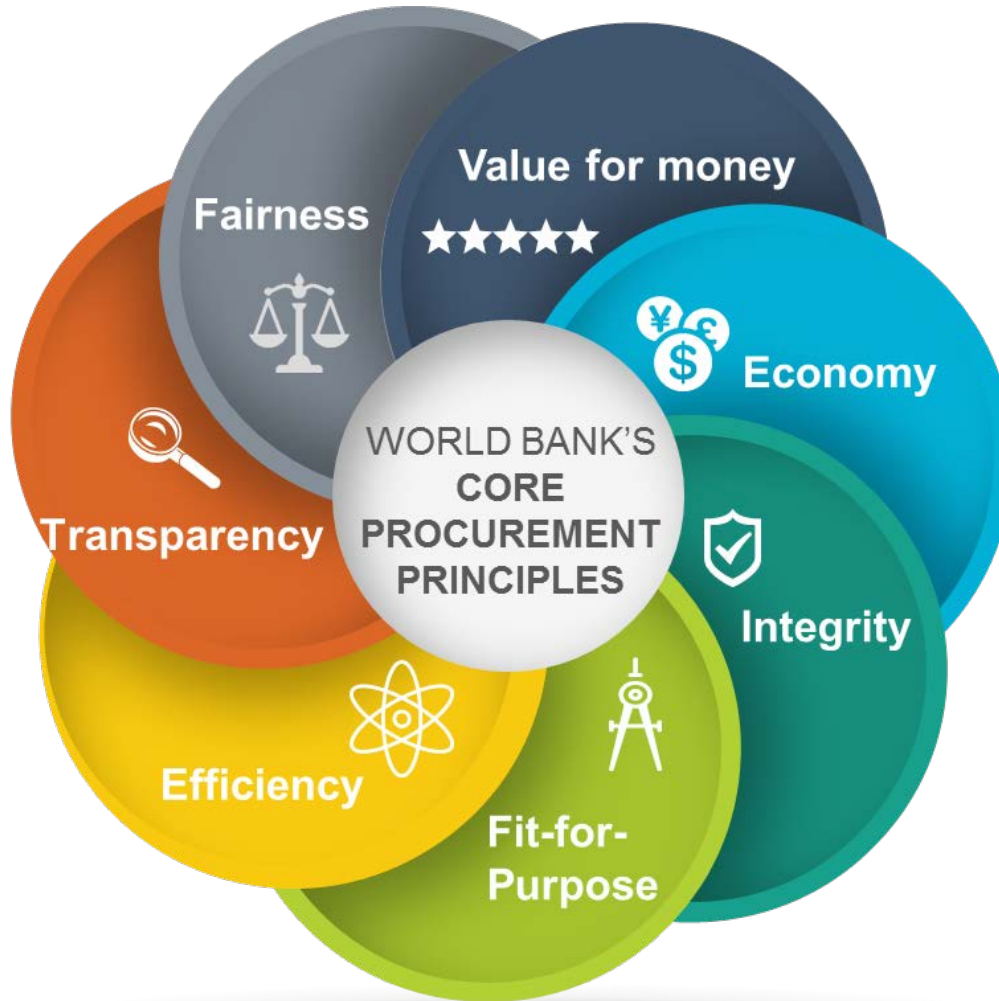


**THE WORLD BANK**  
IBRD • IDA

# Operations Procurement Framework



# Core Procurement Principles



# New Business Model



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

July 2016



- Streamlined controls and delegation, with clear roles
- Flexible decision-making
- Resources where it matters most
- Focus on Value for Money
- Manage risk proactively
- Hands-on support
- Leveraging technology
- Open Contracting
- Industry Engagement
- Enhanced complaint system
- Monitoring & Evaluation

# Project Procurement Strategy

- Project Procurement Strategy for Development (PPSD) is a critical planning tool that informs the procurement approach
- Captures key market analysis findings and explains how they:
  - impact on the Borrower's approach to market, and
  - determine the best fit-for-purpose procurement approach

## Through PPSD analysis determine:



# Market Approach Options

- Direct - Approach and negotiate with only one firm.
- Open Competition - Opportunity is openly advertised. All eligible firms have equal opportunity to participate. This is the Bank's **preferred option**
- Limited Competition - Competition limited to those firms that are invited to participate. No open advertisement.
- International Competition Appropriate when participation of foreign firms will increase competition and deliver best VfM and fit-for-purpose results
- National Competition Appropriate when the procurement is unlikely to attract foreign competition





# Publication of International Opportunities

- For International Procurements – A General Procurement Notice is published on UNDB Online and on the World Bank's website. A GPN includes:
  - The name and contact point of the Borrower
  - The purpose and amount of financing
  - The scope of procurement, reflecting the Procurement Plan
  - If known, and indication of the schedule for publication of specific procurement opportunities
- Specific Procurement Notice (SPN) is also be published on UNDB Online and the World Bank's website

# Eligibility Overview

- Eligible firms and individuals from all countries are permitted to bid for Bank financed projects
- Exceptions:
  - Country is sanctioned by the UN
  - Country (by law) is sanctioned by the Borrower
  - Firm or individual is sanctioned by the Bank, or by law of Borrower (acceptable to the Bank)
  - Please note – Canadian companies have been sanction by the Bank

# Some Interesting Provisions

## ➤ Evaluation Criteria

- Rated criteria used to select the most advantageous bid
- Proportionate to complexity, risk, value and type of objectives

## ➤ Abnormally Low Bids

- Method to identify and resolve very low priced bids

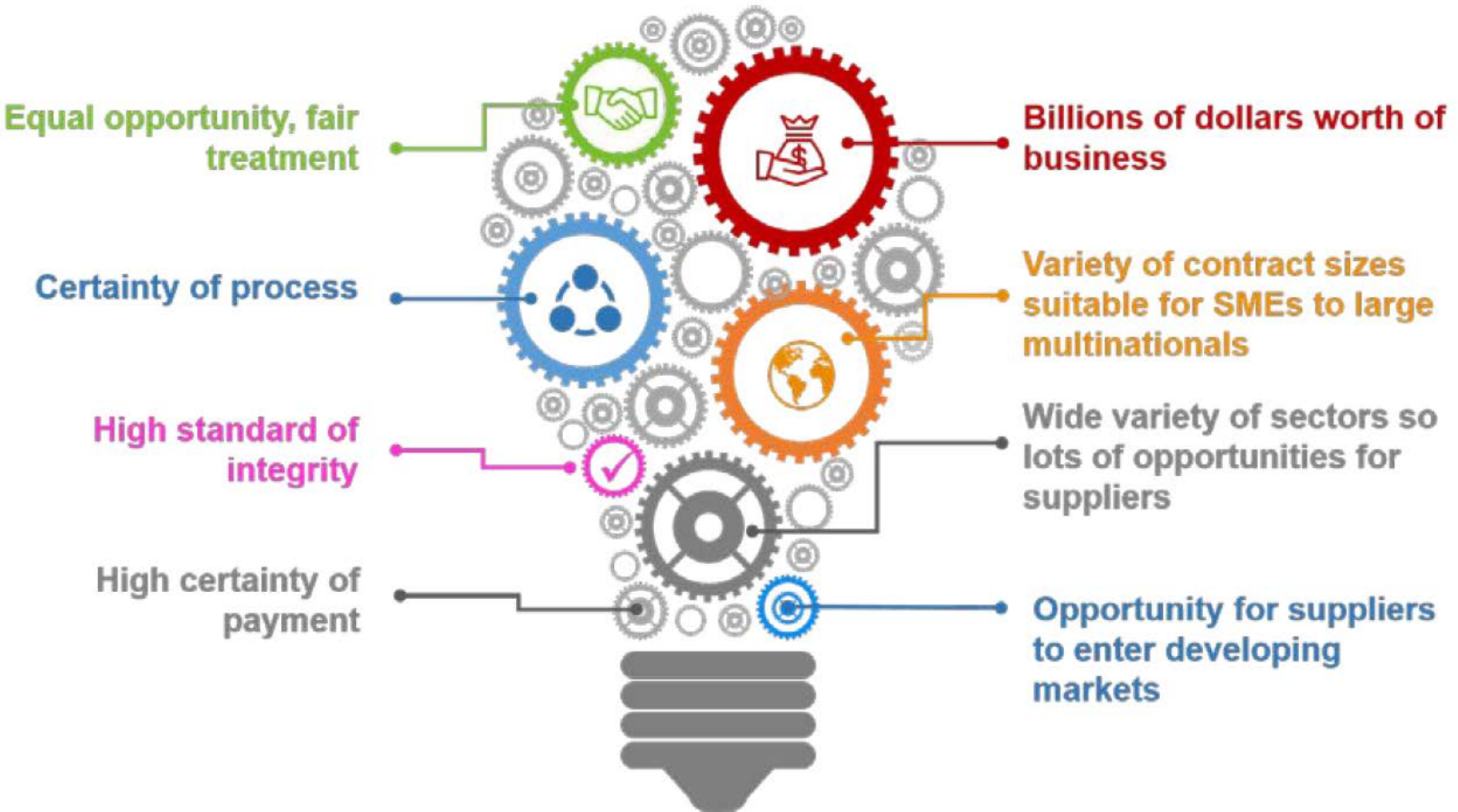
## ➤ Standstill Period

- Notify successful and unsuccessful bidders of intention to award
- Award the contracts 10 business days later if no substantiated complaints received

## ➤ Direct Payment

- Bank pays you direct for borrower procurements in fragile states, or small states

# Why bid into our financed projects





**THE WORLD BANK**  
IBRD • IDA

# **Selling to our financed projects**

**How to find opportunities and bidding advice**



# Step 1 – Review Country Partnership Framework

- IPF projects and their subsequent procurements usually originate from the Country Partnership Framework (CPF)
- CPFs are publicly available for download from the Bank's web site [www.worldbank.org](http://www.worldbank.org).
- CPF gives an early “heads-up” of what types of projects are planned and when
- If you plan to target business opportunities and growth in a particular country then the CPF provides you with the Bank's and the country's plan for development over next 3 years etc

Public Disclosure Authorized

Document of  
The World Bank Group  
FOR OFFICIAL USE ONLY

Report No. 112965-TG

INTERNATIONAL DEVELOPMENT ASSOCIATION  
INTERNATIONAL FINANCE CORPORATION  
MULTILATERAL INVESTMENT GUARANTEE AGENCY

COUNTRY PARTNERSHIP FRAMEWORK

FOR  
REPUBLIC OF TOGO  
FOR THE PERIOD FY17-FY20

April 20, 2017

Côte d'Ivoire Country Management Unit  
Africa Region

The International Finance Corporation

The Multilateral Investment Guarantee Agency  
Sub-Saharan Africa Department

This document has a restricted distribution and may be used by recipients only in the performance of their official duties. Its contents may not otherwise be disclosed without World Bank Group authorization.

Public Disclosure Authorized

## Step 2 – Review MOS for specific projects

- The Monthly Operational Summary (MOS) summarizes opportunities, what projects are coming up and when?
- Projects appear in the MOS from the point they are identified up to the signing of the loan or credit agreement
- Sellers should scan the MOS report for each region of interest and identify project opportunities to pursue



# Example MOS

## Kenya

### Water and Sanitation

**(R) Mombasa Water and Sanitation:** The project seeks to (a) develop ground water sources; (b) improve the transmission line between Baricho Well Field and Mombasa; and (c) provide emergency measures to improve distribution systems and reduce unaccounted for water. *Project preparation is under way.* Environmental Assessment Category to be determined. PID: 96367.

US\$ 30.0 (IDA). Consulting services to be determined.

National Water Conservation and Pipeline Corporation,  
Workshop Road and Commercial Street, PO Box 30173,  
Nairobi, Kenya, Tel: (254-2) 556-600, Fax: (254-2) 545-882,  
E-mail: [acnjki@cbs.go.ke](mailto:acnjki@cbs.go.ke), Contact: Mr. Andrew Roberts,  
Managing Director

## Country

## Sector

**(R)** Indicates a revision from the previous month

## Title and project description

**Stage of processing and**  
*italic text indicates a* *change from previous*  
*month*

## Environmental Assessment Category

**Project ID, a unique Bank control number for each project, appears in the MOS when the Project Information Document is available at InfoShop**

## Amount of loan, credit or grant (US\$ millions)

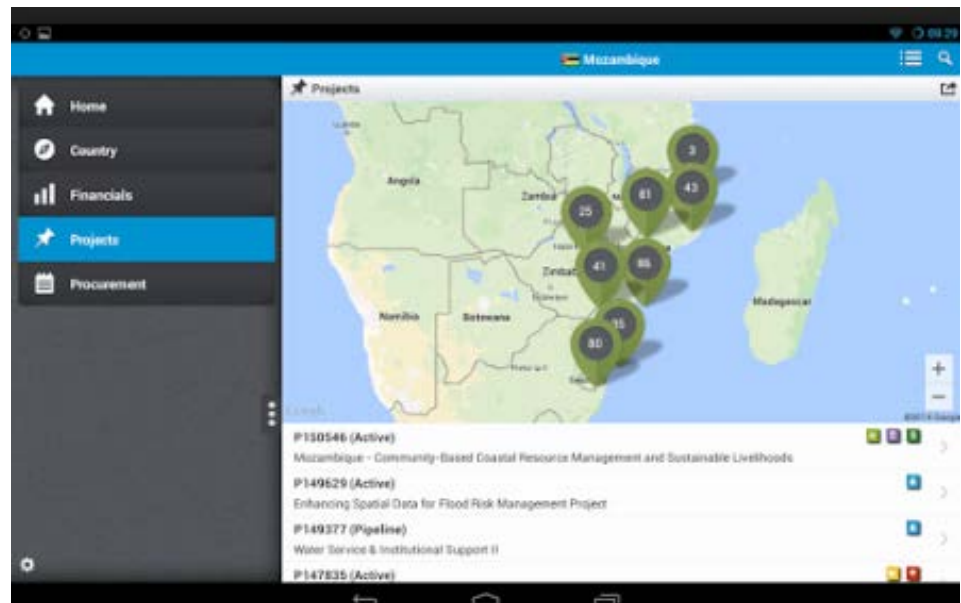
**Name ,address, phone, fax, E-mail address, and name and title of contact person of implementing agency**

## Step 3 – Use Finances App for real time info.

Access the Bank portfolio of projects, finances, and upcoming/key procurement opportunities:

- Nine different languages (Arabic, Bahasa Indonesia, Chinese, English, French, Hindi, Portuguese, Russian, and Spanish)
- Locate any project including the awarded contracts
- Receive Procurement/Tender Notices and follow business opportunities in more than 100 countries
- Get updates on pending projects in the pipeline, as well as latest approved projects
- Check the disbursements data, updated monthly, and the contributions to Trust Funds
- Engage with the Bank by sharing, following its projects and investments, or reporting back

# Finances App



## Step 4 – Use Procurement App

- Historic Procurement data on major contract awards
- The App enables the public to look at:
  - Who won what, where, and how much?
  - Ratios
  - Trends
  - Supplier Rankings
- Easy to slice data by type, place, year, and company
- See what your competitors are doing
- Identify who you could partner or joint venture with
- Free for iPad and iPhone from the Apple Store

# Procurement App



☰
Contracts
Notices

## Contracts

Total investment lending portfolio from FY2004 To Date FY2017 ⓘ

Total amount of disbursement subject to prior-review: ⓘ  
**162,492.85 (US\$ million)**

Total number of contracts prior-reviewed: **123,638**

Value of prior-reviewed contracts by Procurement Category (in US\$ million):

- Civil Works
- Consultant Services
- Goods
- Non-consulting Services

Start Exploring

☰
Tender Notices
🔍 Filter

Deadline	Description	Country	Project ID	Notice Type	Published
01-Sep-2017	RECRUTEMENT D'UN CONSULTANT POUR LA REALISATION DE L'EVALUATI...	Togo	P149942	Request for Expression of L...	19-Dec-2016
06-Mar-2017	Hebron Regional Wastewater Management Project - Phase I	West Bank and Gaza	P117449	Invitation for Bids	15-Dec-2016
14-Feb-2017	Travaux de construction de deux (2) réservoirs, d'un (01) château d'eau et...	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
14-Feb-2017	PROCUREMENT OF SPECIALIZED MACHINERY AND HEAVY VEHICLES	Armenia	P146199	Invitation for Bids	09-Dec-2016
13-Feb-2017	Fourniture et pose de réseaux, de bornes fontaines et la réalisation de branchem...	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
04-Feb-2017	Procurement and Supply of Additional goods for Optical Fiber Network High d...	Afghanistan	P121755	Invitation for Bids	18-Dec-2016

# Step 5 – Register for bidding opportunities UNDB

- Bidding adverts for international competitive procurements are advertised on the United Nations Development Business website [www.devbusiness.com](http://www.devbusiness.com)
  - General Procurement Notice (GPN) early heads-up
  - Specific Procurement Notice (SPN) details the advert to call for bidders
- Managed by the UN and provides information on business opportunities generated through the World Bank, regional development banks, and other development agencies
- Holds copies of the Bank's Monthly Operational Summary
- Links to Procurement Plans
- For more information contact the UN Development Business Liaison Office at Tel: (202) 458-2397 or Email: [dbhelp@worldbank.org](mailto:dbhelp@worldbank.org)





**THE WORLD BANK**  
IBRD • IDA

# Corporate Procurement

**Selling direct to us**





# Corporate Procurement

- Each year, the World Bank Group spends approximately \$1.7+ billion for products and services for its own internal requirements
- The Corporate Procurement Unit is responsible for setting policy and conducting the procurements for all World Bank Group internal requirements
- Country Offices have delegated authority to conduct small procurements locally, following the Corporate Procurement Policies and Procedures

# Corporate Procurement: What the Bank buys itself

- Information Technology
- Communication Equipment and Services
- Professional and Technical Consulting Services
- Office Supplies, Paper and Paper Products
- Graphic Design, Publications and Print Services
- Construction and Renovation Services
- Facilities Management Services and Equipment
- Other Administrative Services as needed



# Corporate Procurement: Consulting 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 appointed to the staff of the Bank Group
- 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>



**THE WORLD BANK**  
IBRD • IDA

# Conclusion



# Conclusion

- \$80 billion portfolio, 1800 projects in 132 countries
- Support difficult things, in challenging places, with mixed capacity
- Common set of rules, with lots of choices, so we can adapt
- High emphasis on reverse marketing
- New IT system to assist with monitoring & evaluation
- Great Apps to find information
- New Industry engagement program/SRM
- Lots of opportunities available

## Implementation contacts:



**Vinay Sharma, Director,**  
Solutions & Innovations in  
Procurement  
[vsharma11@worldbank.org](mailto:vsharma11@worldbank.org)



**Elmas Arisoy, Practice  
Manager,** South Asia  
[earisoy@worldbank.org](mailto:earisoy@worldbank.org)



**Snezana Mitrovic,  
Practice Manager,** East  
Asia Pacific (islands)  
[smitrovic@worldbank.org](mailto:smitrovic@worldbank.org)



**Kofi Awanyo,  
Practice Manager,**  
East Asia Pacific  
(mainland)  
[kawanyo@worldbank.org](mailto:kawanyo@worldbank.org)



**Hiba Tahboub, Practice  
Manager,** East &  
Southern Africa  
[htahboub@worldbank.org](mailto:htahboub@worldbank.org)



**Felipe Goya, Practice  
Manager,** West Africa  
[fgoya@worldbank.org](mailto:fgoya@worldbank.org)



**Yolanda Taylor, Practice  
Manager,** Middle East &  
North Africa  
[ytaylor@worldbank.org](mailto:ytaylor@worldbank.org)



**V.S. Krishnakumar  
(Krish), Practice  
Manager,** Europe &  
Central Asia  
[vkishnakumar@worldbank.org](mailto:vkishnakumar@worldbank.org)



**Joao N. Veiga Malta,  
Practice Manager,** Latin  
America & Caribbean  
[jveigamalta@worldbank.org](mailto:jveigamalta@worldbank.org)



**Enzo de Laurentiis,  
Chief Procurement Officer,**  
Operations Policy & Country  
Services  
[elaurentiis@worldbank.org](mailto:elaurentiis@worldbank.org)



**Diomedes Berroa, Lead  
Specialist** (Procurement  
Integrity & internal processes)  
[dberroa@worldbank.org](mailto:dberroa@worldbank.org)



**Christopher Browne, Lead  
Specialist** (industry/business  
engagement & technical  
guidance)  
[cbrowne1@worldbank.org](mailto:cbrowne1@worldbank.org)



**Tesfaalem Gebreyesus,  
Lead Specialist** (standard  
procurement documents &  
regulations)  
[tibesus@worldbank.org](mailto:tibesus@worldbank.org)



**THE WORLD BANK**  
IBRD • IDA

# PROCUREMENT

**Finding business opportunities and winning contracts  
financed by the World Bank**

**END**

