

WORLD BANK OPERATIONS PROCUREMENT

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The World Bank
comprises
5
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





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.

BENEFITS FOR SUPPLIERS



- 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

2025: 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)



Direct payment for large international procurements



Standardized and consistent procurement documents based on industry standards



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

What are Rated Criteria?

Rated criteria 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

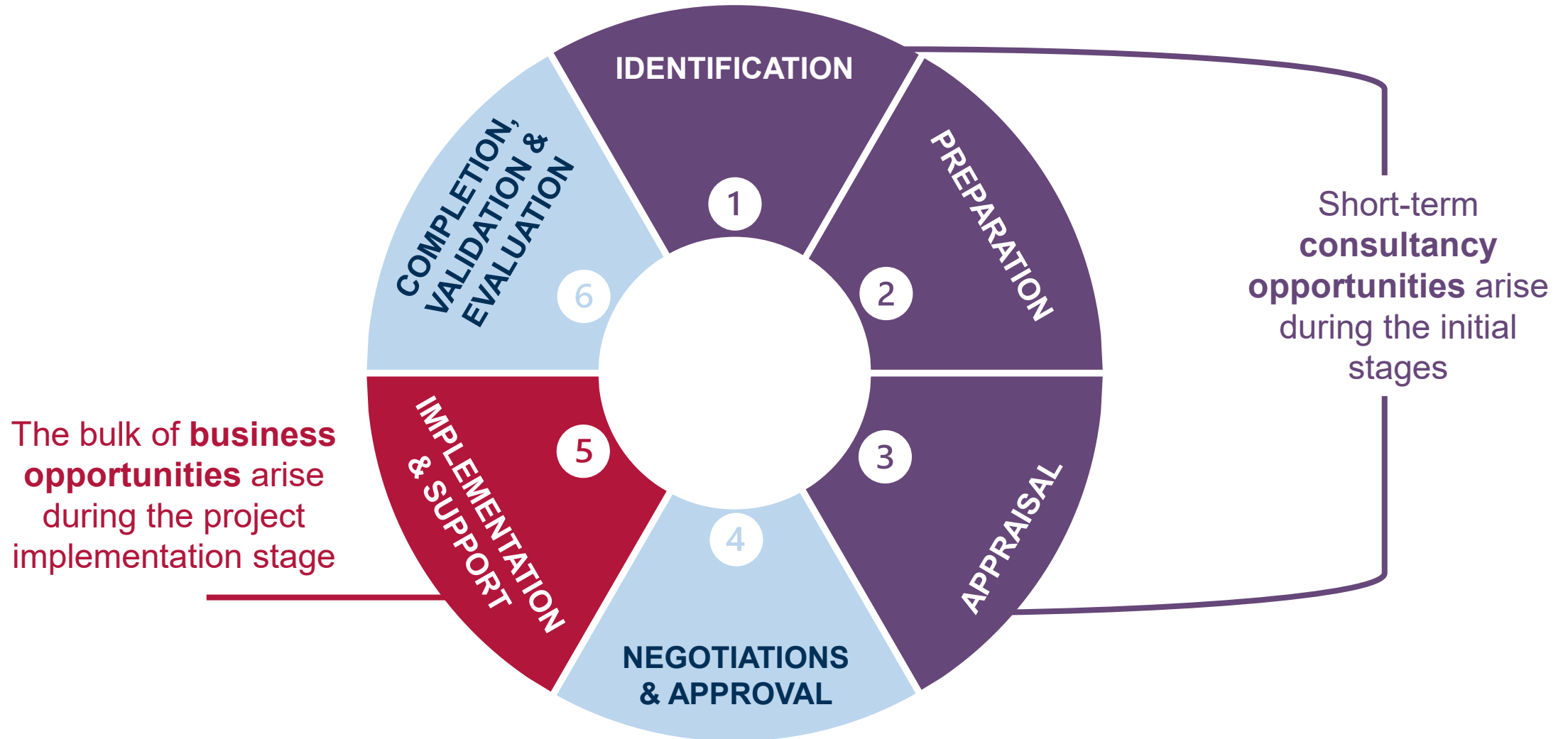
International procurements using Bank Standard Procurement Documents must use rated criteria in their evaluations.*

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**.



WORLD BANK PROJECT CYCLE



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

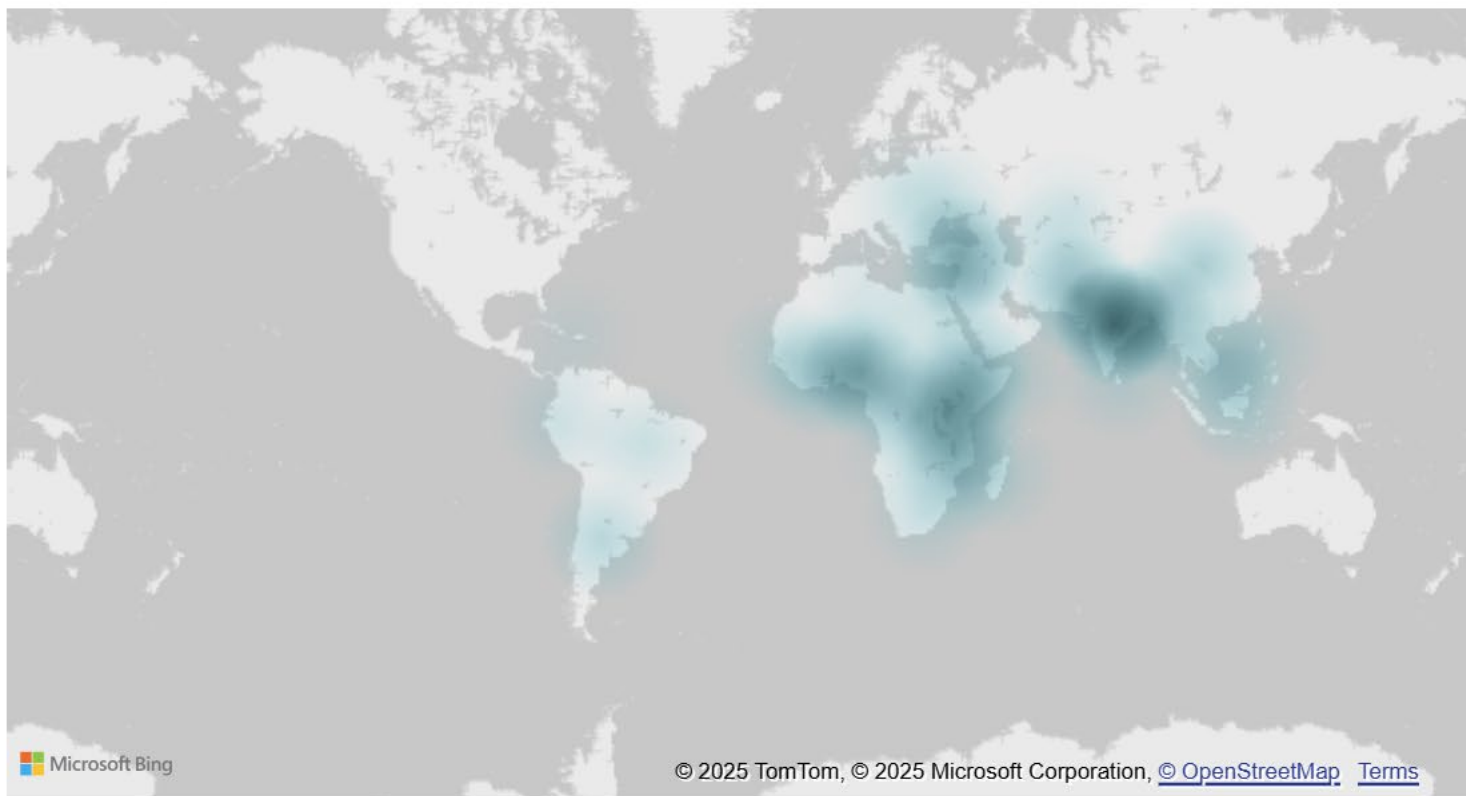


VISIT HERE

- Explore a full list of current and upcoming **business opportunities**
- Consult procurement **guidelines and policies**
- Consult **E-Learnings** for suppliers
- 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
- **worldbank.org/procurement**

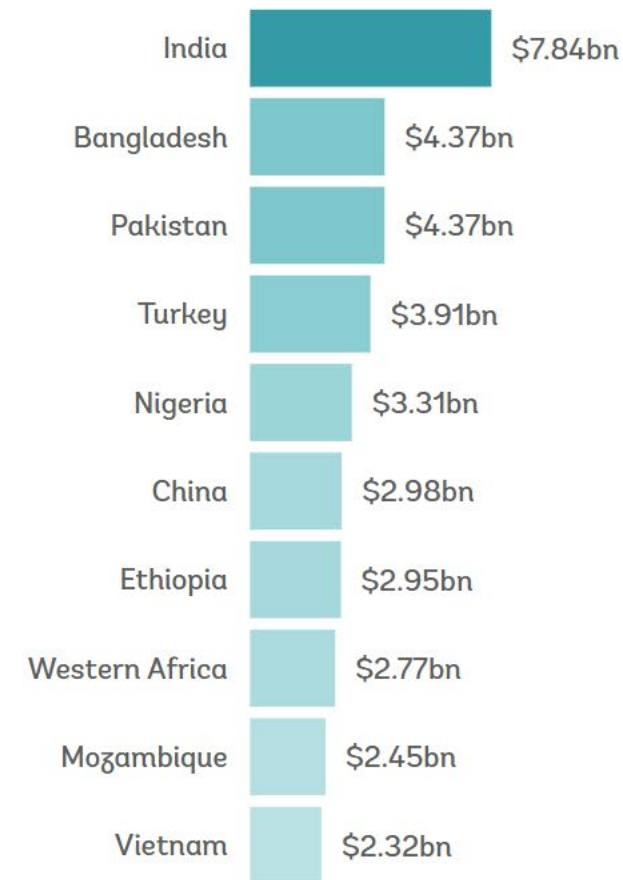
\$98.11bn

Contract Awards (USD)



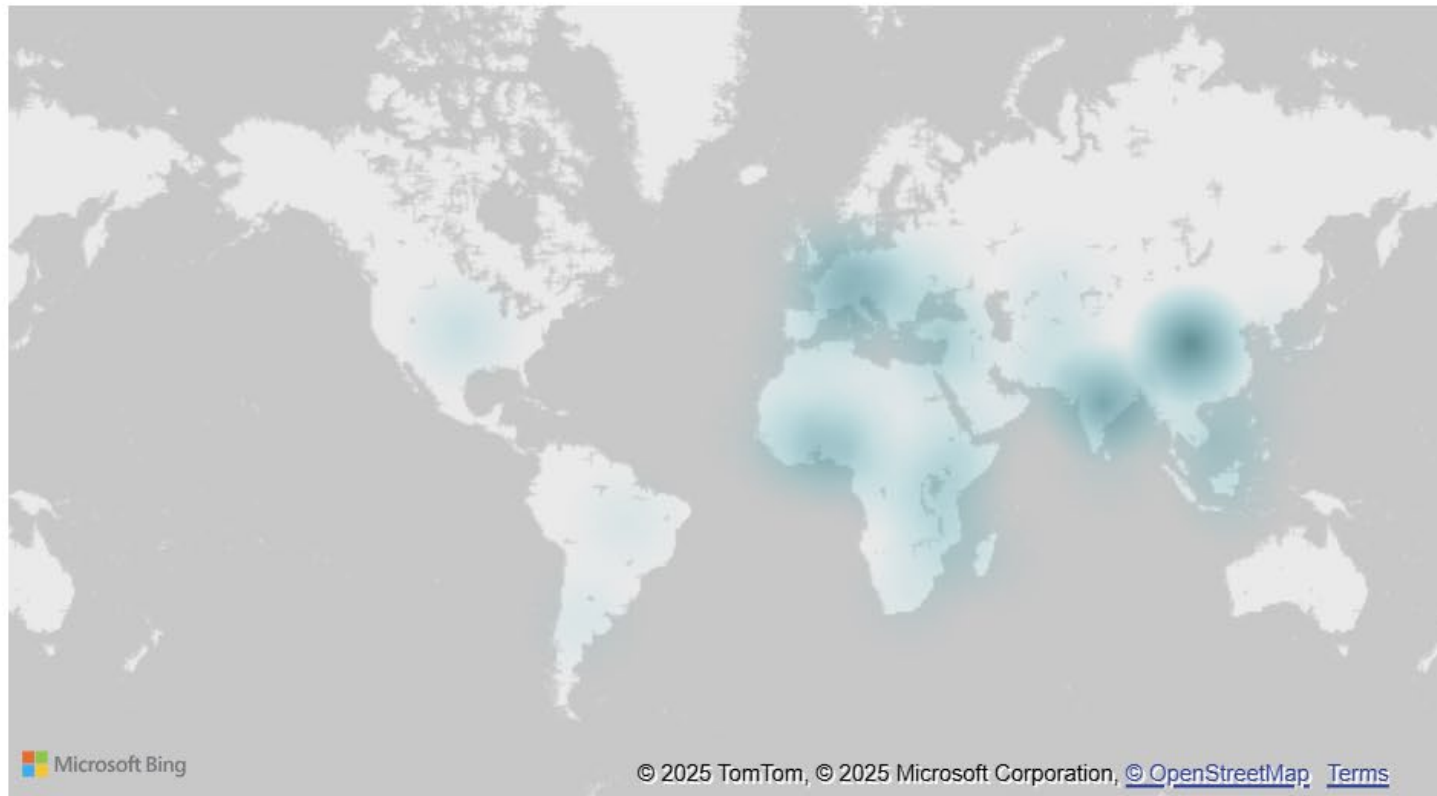
The heat map displays the top 50 borrower countries.

Top 10 Borrower Countries by Contract Awards (USD)



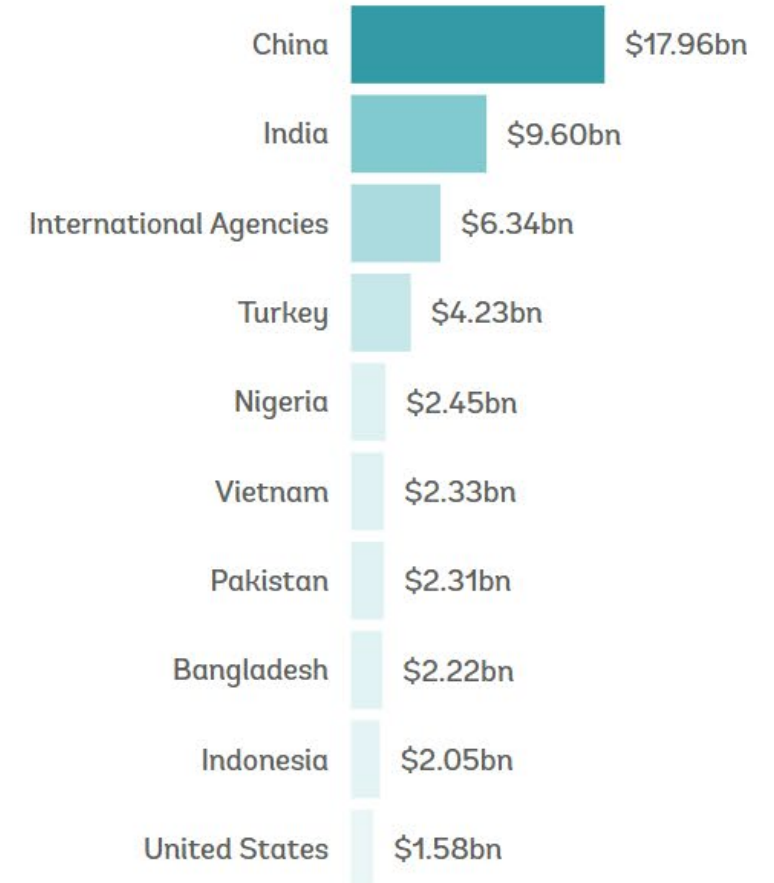
\$98.11bn

Contract Awards (USD)



The Map displays the top 50 supplier countries.

Top 10 Supplier Countries by Contract Awards (USD)



CONTRACTS AWARDED TO JAPAN-BASED SUPPLIERS FROM FY2020 TO DATE

JAPAN DATA

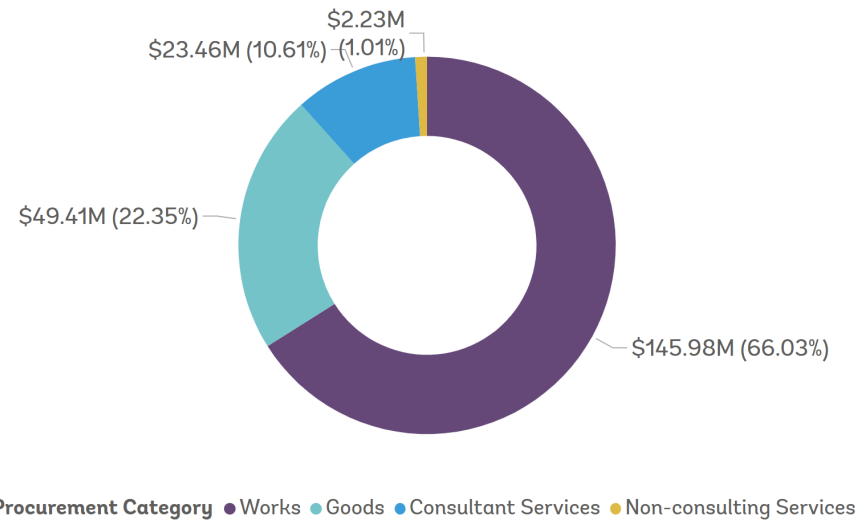
\$221.07M

Value of IPF Contracts Awarded to Japan-Based Suppliers from FY20 to date

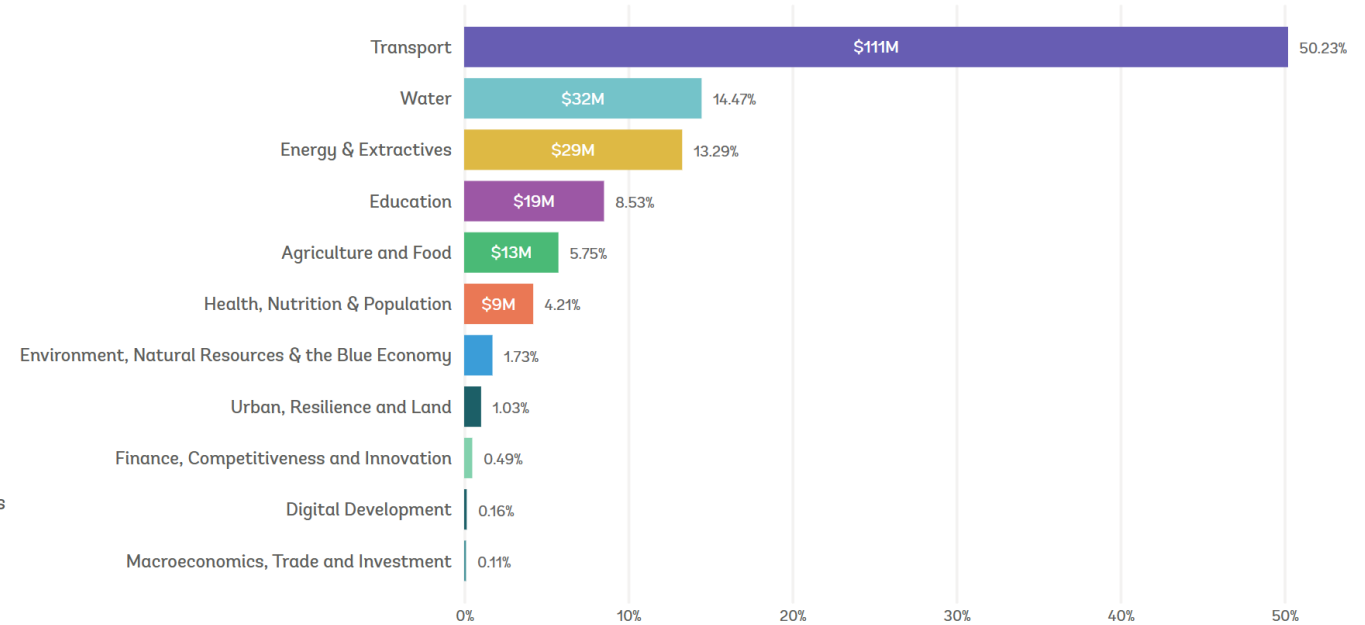
98

Number of IPF Contracts Awarded to Japan-Based Suppliers from FY20 to date

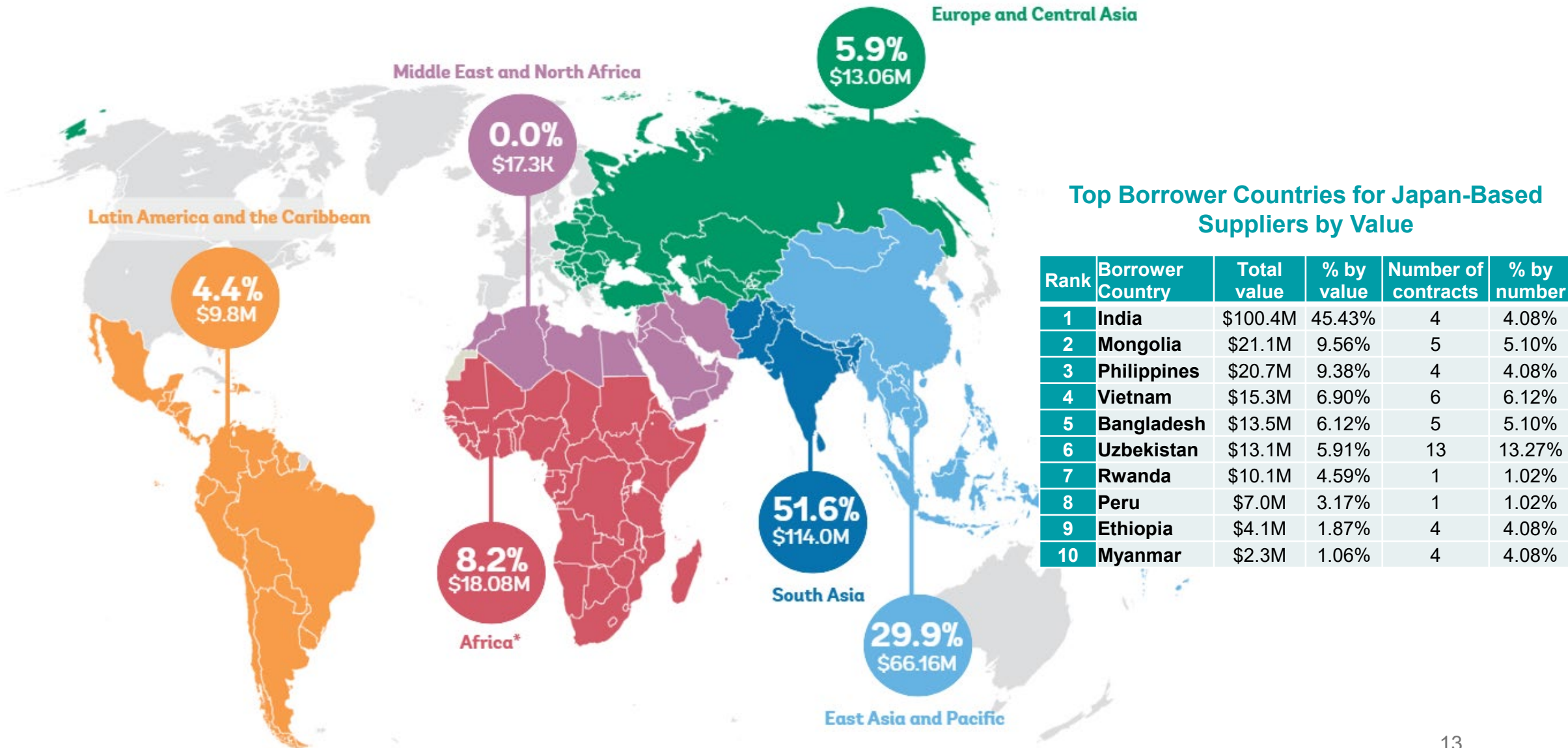
Contract Awards (USD) by Procurement Category



Contract Awards (USD) by Project Sector



CONTRACTS AWARDED TO JAPAN-BASED SUPPLIERS FROM FY2020 TO DATE

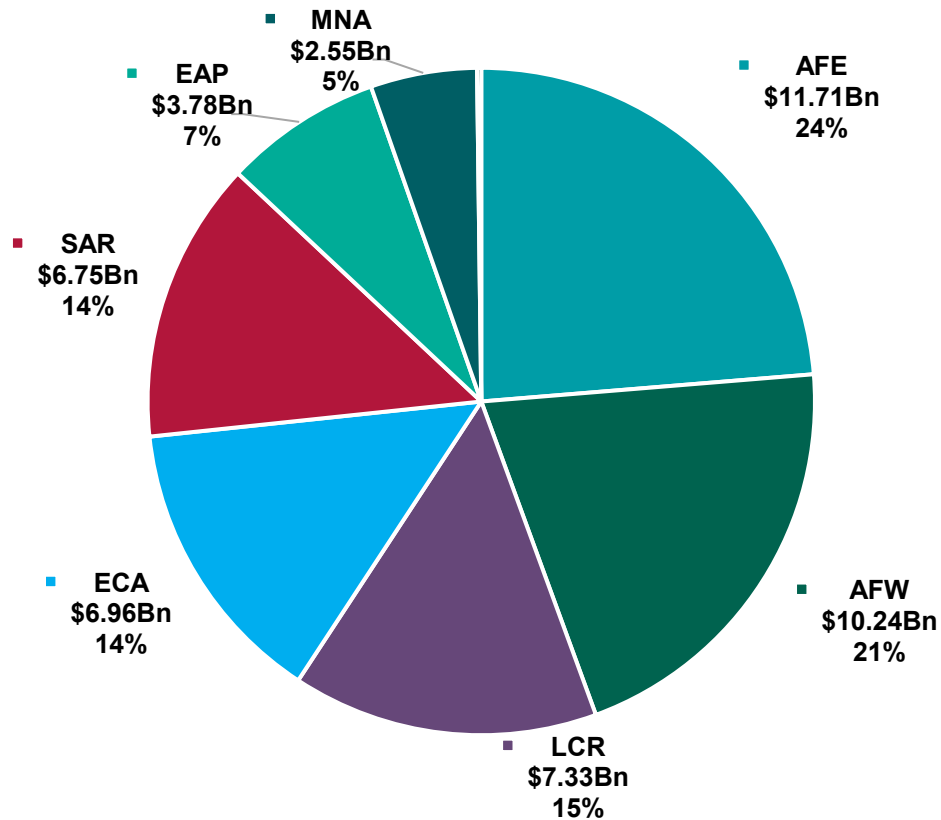


PROJECTS IN THE PIPELINE

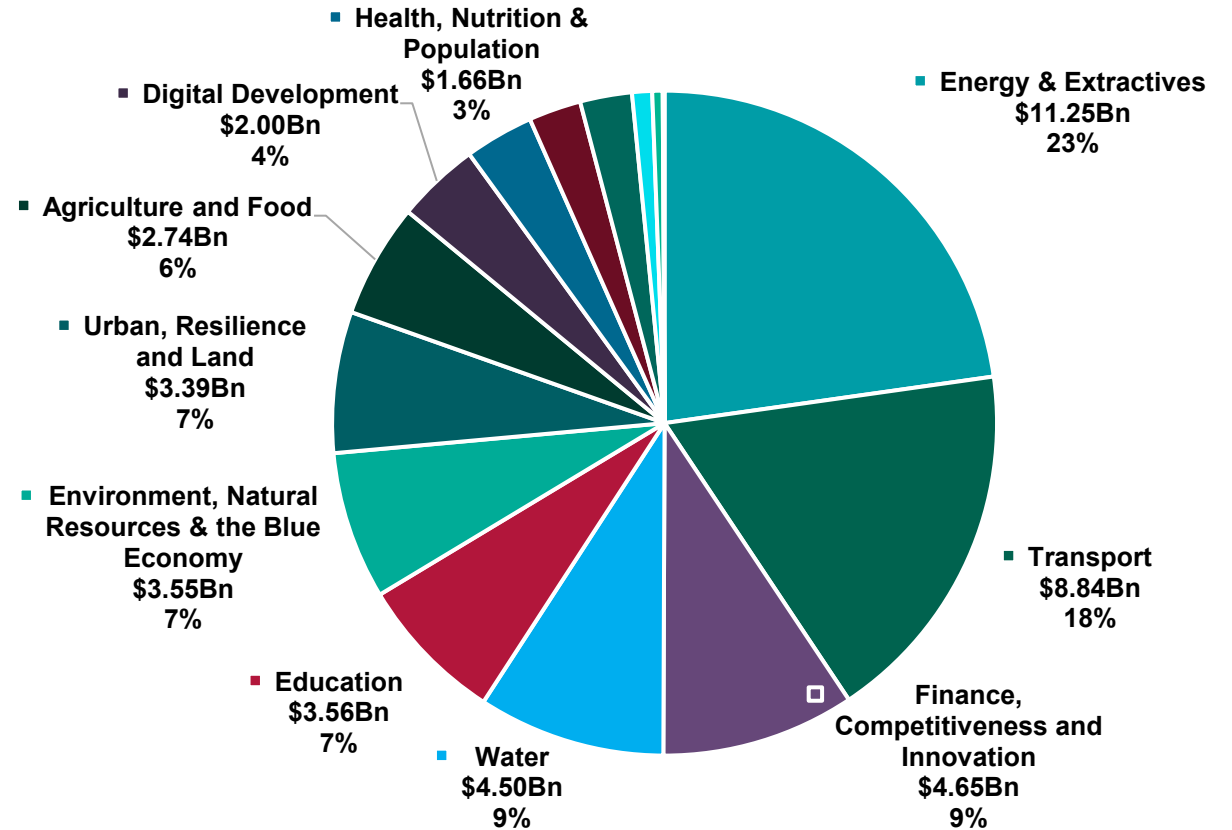
PIPELINE

When looking at Projects that have not yet reached Bank Approval stage (Pipeline projects), we find **+250 projects** with a total proposed commitment amount **close to \$50Bn.**

Region by Commitment Amount



Global Practice by Commitment Amount



Africa East, Africa West, and Latin America and Caribbean are the top 3 regions (represent over half by value).

Energy, Transport, Finance, and Water are the top sectors for Pipeline projects (represent over half by value).

LARGE PROJECTS IN THE PIPELINE (+\$100M)

PIPELINE

PIPELINE ENERGY PROJECTS



These projects are mostly in **Africa East** and **Latin America**.

Main components for large Energy projects include **hydro, transmission, distribution, energy transition, and renewable energy projects.**

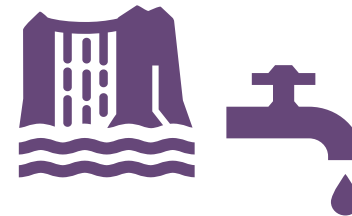
PIPELINE TRANSPORT PROJECTS



These projects are mostly in **Latin America** and **Africa West**.

Main components for large Transport projects include **railway, road & highway, and urban mobility & connectivity projects.**

PIPELINE WATER PROJECTS



These projects are mostly in **Africa West** and **Europe & Central Asia**.

Main components for large Water projects include **irrigation, supply, and sanitation projects.**

PIPELINE FCI PROJECTS



These projects are mostly in **Africa East, Europe & Central Asia, and Africa West**

Main components for large FCI projects include **trade, investment, and financial systems.**

OPPORTUNITIES: ENERGY OPPORTUNITIES

OPPORTUNITIES

Project ID	Project Name	Country	Status	Commitment Amount
P507629	Brazil: Decarbonization of Energy-Intensive Value Chains Project	Brazil	Pipeline	+\$1000M
P509251	Kambarata-1 HPP: Sustainable and Transformational Energy Program	Central Asia	Pipeline	+\$700M
P508354	Türkiye - Transforming Power Transmission System Project	Türkiye	Pipeline	+\$700M
P165704	Mpatamanga Hydropower Storage Project	Malawi	Pipeline	+\$300M
P179520	Belize Reliant and Resilient Energy System Project	Belize	Active	+\$50M
P173749	Benin Electricity Access Scale-up (BEAS) Project	Benin	Active	\$200M
P179797	Green Energy Corridors Project	Mozambique	Active	+\$100M
P179009	Gas Sector Efficiency Improvement And Carbon Abatement Project	Bangladesh	Active	\$300M

OPPORTUNITIES: TRANSPORT PROJECTS

OPPORTUNITIES

Project ID	Project Name	Country	Status	Commitment Amount
P507282	Iraq Railways Extension and Modernization Project	Iraq	Pipeline	+\$900M
P176725	Kenya Urban Mobility Improvement Project	Kenya	Pipeline	\$500M
P504543	Brazil Electromobility Multiphase Programmatic Approach – MPA Phase 1 Caixa	Brazil	Pipeline	\$500M
P179770	Southern Niger Connectivity and Integration Project	Niger	Pipeline	\$400M
P167798	Cameroon-Chad Transport Corridor	Western and Central Africa	Active	+\$700M
P176549	Accelerating Transport and Trade Connectivity in Eastern South Asia Bangladesh Phase 1 Project	Bangladesh	Active	+\$700M
P176548	Second Solomon Islands Roads and Aviation Project	Solomon Islands	Active	+\$80M
P166991	Papua New Guinea Resilient Transport Project	Papua New Guinea	Active	+100M
P173711	Connecting Madagascar for Inclusive Growth	Madagascar	Active	400M

OPPORTUNITIES: WATER PROJECTS

OPPORTUNITIES

Project ID	Project Name	Country	Status	Commitment Amount
P506997	Türkiye Second Irrigation Modernization and Water Efficiency Project	Turkiye	Pipeline	+\$800M
P505175	Development, Resilience and Valorization of Transboundary Water for West Africa - DREVE	Western and Central Africa	Pipeline	+\$800M
P505190	Bihar Water Security and Irrigation Modernization Project	India	Pipeline	+\$350M
P504257	Accelerated Water and Sanitation Project in Selected Areas	Philippines	Pipeline	+\$200M
P504600	Water Efficiency and Conservation MPA - Uzbekistan National Irrigation and Energy Efficiency Improvement Project (Phase 1)	Uzbekistan	Pipeline	\$200M
P178417	Water Supply and Sanitation Acceleration Project	Cambodia	Active	+\$160M
P178673	Senegal: Integrated Water Security and Sanitation Project	Senegal	Active	\$200M
P177004	Climate Resilience and Water Security in Angola-RECLIMA	Angola	Active	\$450M