The World Bank Group’s Commitment to Inclusive Sourcing

Vendor Forum for Woman-Owned Businesses in Sub-Saharan Africa
April 7, 2021
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:05 – 8:10</td>
<td>Welcome and Opening remarks (Recorded Video)</td>
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<tr>
<td></td>
<td>• Shaolin Yang, Managing Director and WBG Chief Administrative Officer</td>
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<td>8:10 – 8:15</td>
<td>Walking the Talk: How the WBG is advancing gender equality and women’s economic empowerment</td>
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<td>• Caren Grown, Global Director, Gender at the World Bank</td>
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<td>Walking the Talk: How the IFC encourages access to markets for women-owned businesses in the sub-Saharan region</td>
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<td>• Angela Kariuki, IFC Gender and Economic Inclusion Group Africa /Sourcing2Equal Kenya Project Coordinator</td>
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<tr>
<td>8:20 – 8:30</td>
<td>Walking the Talk: Corporate Procurement’s Journey</td>
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<td>• Kenny Cheung, Chief, WBG Corporate Procurement</td>
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<td>• Adam Rubinfeld, Sustainability and Supplier Diversity Team Lead, WBG Corporate Procurement</td>
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<tr>
<td>8:30 – 8:55</td>
<td>Doing Business with the World Bank Group (Part I)</td>
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<td>• Harish Kumar Balagangadharannair, Procurement Specialist, WBG Corporate Procurement</td>
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<td>• Moderator: Joan Daniel, Procurement Analyst, WBG Corporate Procurement</td>
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<tr>
<td>9:25 – 9:55</td>
<td>Experience sharing from Woman-Owned WBG Vendors</td>
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<td>• Moderator: Ms. Despoina Kouria, Supplier Diversity Analyst, WBG</td>
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<td>9:55 – 10:00</td>
<td>Closing Remarks</td>
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Welcome and Opening Remarks

Recorded Video

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 Sub-Saharan region

Angela Kariuki
Project Coordinator for Sourcing2Equal Kenya, International Finance Corporation

WORLD BANK GROUP
Sourcing2Equal Kenya is a two-year project implemented by IFC to advance gender-inclusive sourcing in Kenya. It has three key components:

1. CORPORATE GENDER-INCLUSIVE SOURCING SUPPORT
   - Build the capacity of 10 corporates to increase private procurement opportunities available to WSMEs
     - CORPORATE PEER LEARNING PLATFORM
     - ONE-ON-ONE FIRM LEVEL SUPPORT
       - DIAGNOSTIC ON SUPPLIER BASE

2. CAPACITY BUILDING OF WSMES ON CORPORATE PROCUREMENT
   - Build the capacity of 1500 WOBs to meet procurement requirements and facilitate linkages with buyers
     - WSME PROCUREMENT READY TRAINING
     - SUPPLIER-BUYER MATCH-MAKING

3. ACCESS TO FINANCE SOLUTION FOR WSME SUPPLIERS
   - Identify a scalable working capital solution to support WSME suppliers in corporate supply chains

EXPECTED IMPACT
- Participating corporates report an increased volume of purchasing from WSMEs
## IFC Programs: Africa Region

<table>
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<tr>
<th>Program</th>
<th>Geography</th>
<th>Focus</th>
<th>Objective</th>
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</table>
| Finance2Equal    | Tanzania          | Finance          | • Support FIs to better serve and support women  
• Support women to access quality jobs in FIs                                                                                               |
| Nigeria2Equal    | Nigeria           | Employment       | • Support the private sector to reduce gender gaps in employment, leadership, and entrepreneurship                                          |
| Energy2Equal     | Sub-Saharan Africa| Renewable energy | • Expand women’s access to jobs, leadership positions, and entrepreneurial opportunities in corporate value chains  
• W-REA network                                                                                                                              |
| Digital2Equal    | Africa, Asia      | Digital economy  | • Support tech platforms to implement gender innovations  
• Expand opportunities for WOBs in digital economy                                                                                             |
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

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
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, WBG
Corporate Procurement
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
- Health and Safety
- Human Rights
- Anti-Corruption
- Gender Based Violence
- Forced Labor & Human Trafficking
- Child Labor
- Environmental Responsibility

### 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
WBG Corporate Procurement
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 - Who We Are

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.

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**Chief of Corporate Procurement**

- **Governance & Sustainability Management**
  - Governance Program — i.e. Policies, VRM, Sanctions
  - Sustainability Program — i.e. Diversity Environmental
  - Capacity Building and Communication

- **Global Operations**
  - Category Support — Request-to-Payment
  - Vendor Management and Market Intelligence

- **Deputy Chief Category Support and Infrastructure**
  - Category Support Headquarters
  - Technology and Innovation

- **Corporate Services and Real Estate**
  - Construction Facilities and Security
  - Travel Food and Conference
  - Emergency Evacuation

- **Professional Services**
  - Administrative Consulting
  - Operational Consulting
  - Management Consulting

- **Financial Services**
  - Global Payments
  - Audit and Accounting Services
  - Insurance and Brokerage

- **Human Resources**
  - Health and Wellness
  - Medical Benefits
  - Recruitment
  - Labor Services
  - Training & Coaching

- **Information Technology**
  - Hardware & Software
  - Cloud Services & Solutions
  - Managed Software
  - ICT
  - IT Labor

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**Washington, DC**

**Chennai**

**World Bank Group**
Corporate Procurement – 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

- Fair, open & transparent selection process
- Obtain best overall value
- Give all eligible (qualified) bidders opportunity to compete
- Use of competitive process favored
### What We Buy

<table>
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<tr>
<th>Corporate Services &amp; Real Estate</th>
<th>Professional Services</th>
<th>Human Resources</th>
<th>Information Technology</th>
<th>Financial Services</th>
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<td>Construction and renovation, facilities management services, security services, printing and publishing services, shipping &amp; logistics, goods &amp; conference services, travel, transportation services</td>
<td>Operational &amp; Administrative Consulting, Professional, Legal Services, Management consulting</td>
<td>Health and wellness, medical benefits, recruitment services, labor services, training and leadership development, coaching, emergency evacuation</td>
<td>Hardware, software, cloud services and solutions, managed software solutions, ICT, financial services systems, telecommunication equipment and services</td>
<td>Insurance and brokerage, audit and accounting services, global payment services,</td>
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**WORLD BANK GROUP**
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
Targeting opportunities

Business Opportunities main page

Consulting Services to support operational requirements of US $50K+


Goods, Services and Works US $250K+
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 / proposal 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 in the Corporate Procurement website:
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: [http://www.worldbank.org/vendorkiosk/](http://www.worldbank.org/vendorkiosk/)
Disclosure of contract awards

- 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:
Doing Business with the World Bank Group in Sub-Saharan Africa

Panel Speakers

Joan Ongache
Administrative Officer, World Bank Group
Kenya Country Office

Daniel Ygnalbaye
Resources Management Officer, World Bank Group
Cote d’Ivoire Country Office

Elizabeth Annet Mutesi
Procurement Specialist for East Africa, horn of Africa and West Africa
International Finance Corporation

Belay Tikuye
Assistant Project Manager, Global Corporate Solutions
World Bank Group

Moderated by:
Joan Daniel
Procurement Analyst, WBG Corporate Procurement
Experience Sharing from woman-owned WBG Vendors in the Region

Panel Speakers

Patricia Sennequier
Founder and Managing Partner
Beautiful Soul

Ercília Mata Ubisse
Director of Business Development and Learning
ELIM Serviços

Margaret Jackson
Managing Partner
Rainbow Consult

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