

# 世界銀行プロジェクト入門ワークショップ



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世界銀行ビジネスガイド http://go.worldbank.org/S7LECAT9X0

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参考資料 (別紙) 投資プロジェクト融資における調達規則 (借入者用) 概要説明



# 1.世界銀行の概要



# 世界銀行グループとは?

189カ国加盟、アメリカのワシントンに本部

世界各地127カ所に事務所

約16000人のスタッフ、出身国は177カ国

# 分持続可能な開発のために

世界銀行グループの目標は持続可能な開発目標(SDGs)の達成につながっています

### 世界銀行の二大目標

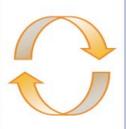
2030年までに 極度の貧困を撲滅

1日1.90ドル未満で暮らす人の割合を3%までに低減する

#### 繁栄の共有の促進

各国の下から40%の人々の収入を増大する





### 持続可能な開発目標(SDGs)

2030年までに 持続可能な世界を実現

17のゴールと169のターゲット

#### 「誰一人として取り残さない」 社会の実現

経済・社会・環境をめぐる課題に取り組む









































# The World Bank Group operating model



- Comprises 5 institutions
- Collectively, all 5 institutions are known as the "World Bank Group"

#### **WORK WITH GOVERNMENTS**

International Bank for Reconstruction and Development



Financing for middle-income developing countries

International Development Association



Financing for lowincome developing countries

#### **WORK WITH PRIVATE SECTOR**

International Finance Corporation



Investment and advisory services to encourage privatesector development Multilateral Investment Guarantee Agency



Political risk insurance and credit enhancement quarantees

#### **TRIBUNAL**

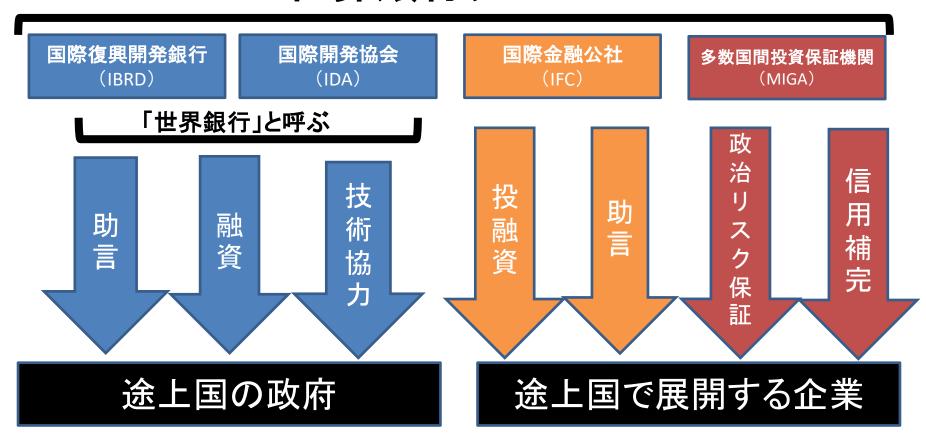
International
Centre for
Settlement of
Investment
Disputes



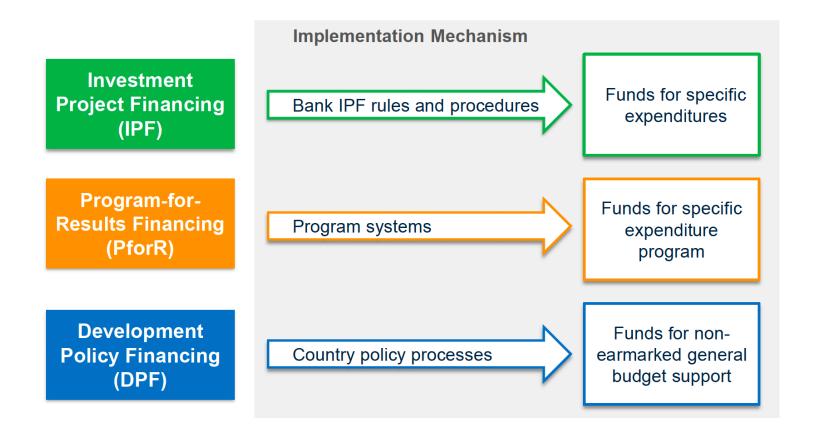
International arbitration of investment disputes

Together **IBRD** and **IDA** are known as the "World Bank"

# 世界銀行グループ



## Three complementary Financing Instruments



# World Bank scope and reach

### **World Bank Goals**

- 1 End extreme poverty
- 2 Promote shared prosperity

### **IPF** WHAT DOES IT DO?

Provides IBRD loans, IDA credits and grants and guarantee financing to governments

## **IPF** WHAT DOES IT FUND?

Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development



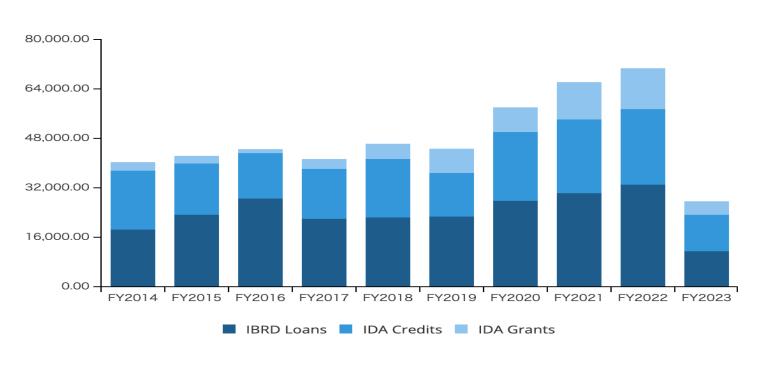
## \$239 billion

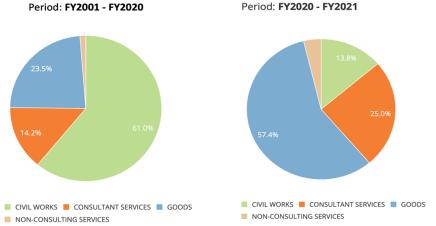
total World Bank commitments FY22

1,793 projects worldwide

146 countries

### Lending Amounts by FY (US\$ million)

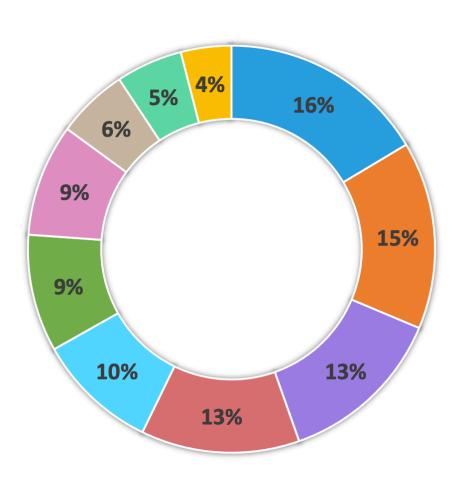




融資内容の変化 FY20-> FY21 Civil Works 減 (61% -> 13.8%) Goods 増 (23.5% -> 57.4%)

# Portfolio

# Areas of spend worldwide FY22

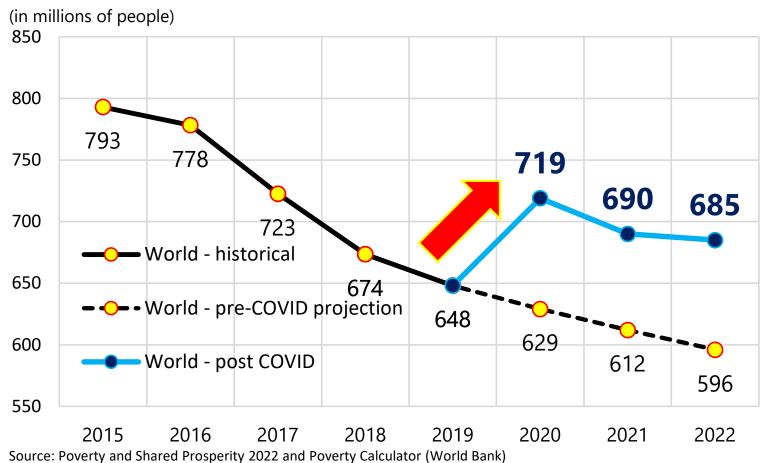


## TOTAL SPEND = US\$ 18 Bn

- Transportation
- Water, Sanitation & Waste Management
- Health
- Public Administration
- Energy & Extractices
- Agriculture, Fishing & Forestry
- Social Protection
- Industry, Trade & Services
- Information & Communitions Technologies
- Others



# With the COVID pandemic, extreme poverty rose by roughly 70 million between 2019 and 2020.



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# FY22 Top 10 Procuring Borrowers

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	Argentina	1,877,531,788	10.59%
2	India	1,220,043,211	6.88%
3	Bangladesh	1,177,663,276	6.64%
4	Vietnam	734,757,575	4.14%
5	China	609,221,528	3.44%
6	Mozambique	519,565,823	2.93%
7	Ethiopia	484,593,100	2.73%
8	Pakistan	393,745,992	2.22%
9	Democratic Republic of Congo	368,146,243	2.08%
10	Indonesia	345,196,472	1.95%

# FY22 Top 10 Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	China	2,824,863,222	15.93%
2	India	1,810,049,629	10.21%
3	Argentina	976,139,430	5.51%
4	Vietnam	739,020,985	4.17%
5	United States	648,521,290	3.66%
6	Türkiye	513,720,361	2.90%
7	Switzerland	511,424,360	2.88%
8	Bangladesh	450,605,921	2.54%
9	Indonesia	352,382,877	1.99%
10	Ethiopia	319,400,936	1.80%



# FY22 Top 10 Consulting Services Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	132,118,114	5.94%
2	Mongolia	114,248,352	5.14%
3	China	62,364,949	2.81%
4	Indonesia	60,562,548	2.72%
5	France	59,571,682	2.68%
6	United Kingdom	58,610,044	2.64%
7	Bangladesh	50,111,280	2.25%
8	Mozambique	46,326,119	2.08%
9	United States	42,658,193	1.92%
10	Burkina Faso	41,129,330	1.85%





WHO WE ARE

WHAT WE DO

WHERE WE WORK

UNDERSTANDING POVERTY

**WORK WITH US** 



Where We Work

This page in: English | Українська



### The World Bank In Ukraine

"One year into Russia's invasion of Ukraine, the world continues to witness the horrific destruction inflicted on the country and its people. We will continue supporting the people of Ukraine through urgent repair projects and coordination with the Government for recovery and reconstruction efforts." - World Bank Group President David Malpass

Ukraine

Overview

https://www.worldbank.org/en/country/ukraine

#### Featured









#### **Featured**







# World Bank Group Sector Notes Download: Coming Soon



WHO WE ARE

WHAT WE DO

WHERE WE WORK

**UNDERSTANDING POVERTY** 

**WORK WITH US** 



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Home

# The World Bank Group and Paris Alignment

#### Home

#### Overview

Instrument Methods

World Bank Group Sector Notes

Joint MDB Paris Alignment Approach

STAY CONNECTED

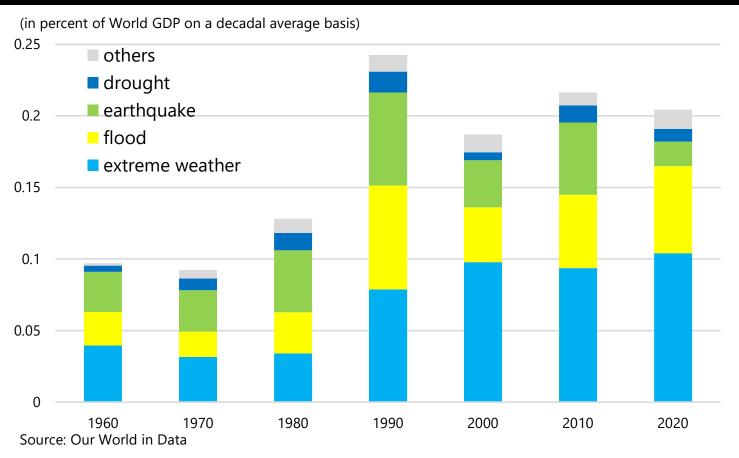
World Bank Group Sector Notes

The World Bank Group Sector Notes provide guidance on how the Paris Alignment Instrument Methods (for the World Bank) and joint MDB Paris Alignment Approach (for IFC and MIGA) apply to sector-specific issues and are available for all relevant sectors. They are designed for the entire World Bank Group; hence they apply across the World Bank, IFC and MIGA. Each sector note is organized by financing instrument, and within each financing instrument, by sub-sector (for instance, in the case of Investment Project Financing and Programs for Results) or policy area (for instance, in the case of Development Policy Financing). The use of the Sector Notes considers the specific country and project/program development context, public and private sector considerations, as well as feasibility. For the World Bank, feasible means "technically feasible and economically viable"; for IFC and MIGA, feasible means "commercially available and financially viable". The sector notes will be updated to capture the lessons learned, as well as new technologies, policies, practices, and consumer behavior.

Download: Coming Soon

# Damages caused by natural disasters

(in percent of world GDP on a decadal average basis)



# What is Climate Change Adaptation & Mitigation?

**Climate Adaptation** is the process of adjustment to climate change and its effects, or activities undertaken to reduce current or future risks posed by climate change



**Climate Mitigation** is defined as human interventions that *reduce, limit or sequester greenhouse gas (GHG) emissions* that cause global warming to prevent the planet from warming to more extreme temperatures.



### Climate Adaptation (BB2)

気候変動への適応



### **Climate Mitigation (BB1)**

気候変動の緩和 (排出量削減)



# 世銀グループのTotal Financingは近年増大しているので下記のClimate Financingを35%まで増大するのは大きなインパクト

#### FIGURE 8: Ambitious New Climate Finance Targets and Commitments

 WBG climate finance target of 35% on average in FY21-25 for clients in support of green, resilient, and inclusive development. WBG will develop new products and platforms to mobilize climate finance at scale.

#### WBG Climate Finance (%):

26% → 35%

FY16-20 average delivered FY21-25 target

#### Targets are ambitious given:

- composition of our financing portfolio;
- low per capita income levels of client countries and other development priorities for which they must borrow;
- private capital investment constraints in emerging markets;
- increased focus on IDA and FCV countries.

#### WBG Climate Finance (\$ billion):

\$16.7 FY16-20 annual average

\$21.4 FY20

\$26.6 FY21

\$31.7 FY22

追加 data

# Defining Key Terms: Climate Co-Benefits (CCB)

#### What are climate co-benefits?

- (i) A share of the WBG's lending that can be classified as climate finance as per the Joint MDB Methodology
- (ii) Applied to all IBRD/IDA lending operations: IPF, DPF & PforR
- (iii) Assigned at granular level and conservatively

Climate co-benefits measure "dedicated financing to climate action," not the project's impact or broader contribution to the country's climate agenda.



Climate Co-Benefits 参考資料
What You Need to Know About Climate Co-Benefits

https://www.worldbank.org/en/news/feature/2021/03/10/what-you-need-to-know-about-climate-co-benefits



# 2. 世界銀行融資プロジェクトと Core Procurement Principles

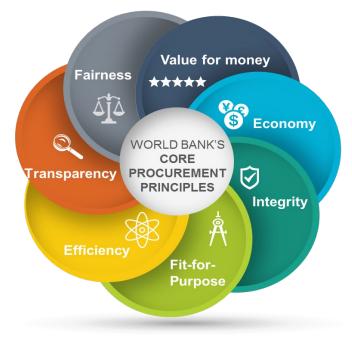
# CORE PROCUREMENT PRINCIPLES

### a) Value for Money

The principle of value for money means the effective, efficient, and economic use of resources, which requires the evaluation of relevant costs and benefits, along with an assessment of risks, and non-price attributes and/or life cycle costs, as appropriate. **Price alone may not necessarily** 

represent value for money.

- b) **Economy**
- c) **Integrity**
- d) Fit-for-Purpose
- e) Efficiency
- f) Transparency
- g) Fairness



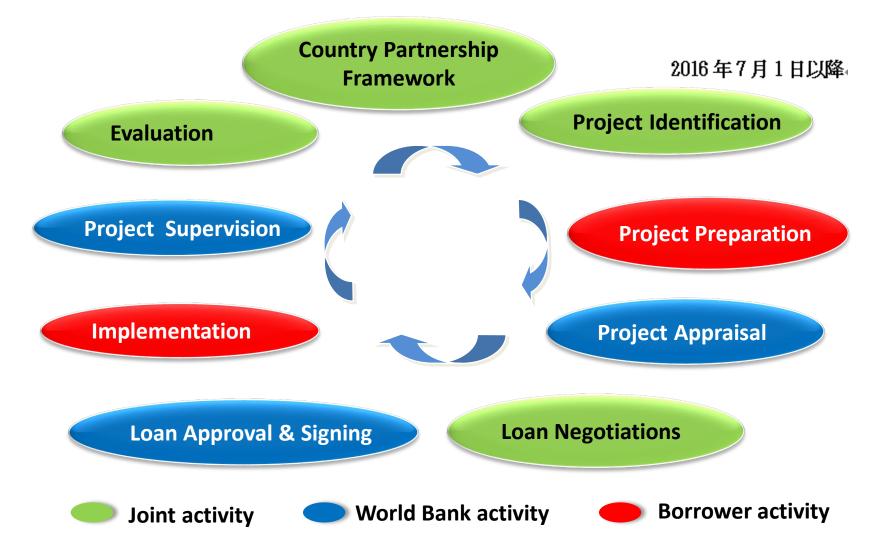
# Rated Criteria – A Game Changer for Promoting Value in World Bank Procurement

https://www.worldbank.org/en/news/feature/2023/03/08/rated-criteria-a-game-changer-for-promoting-value-in-world-bank-procurement



- · World Bank Procurement in Investment Project Financing helps borrowers achieve sustainable development objectives through value-based, principled, and transparent procurement guidance and support.
- · The World Bank Procurement Framework launched in 2016 promotes a strategic, fit-for-purpose approach to procurement that focuses on impact and overall value-for-money.
- · In keeping with the value-focused approach, most World Bank-financed Procurement will require the use of Rated Criteria which will promote the inclusion of key quality and sustainability criteria rather than using just the lowest evaluated price for award decisions.

# 世銀プロジェクトはボロワーが準備、実施 民間によるプロファイは不要



# プロジェクトサイクルの説明

# TFはPreparation Stageで最も役立つ

### **Stage 1- Identification**

- 借入国政府と世銀がプロジェクトの発掘。
- PID:プロジェクト概要、予算、プロジェクト実施機関、TTLが記載される。

### Stage 2- Preparation

- 借入者が準備段階の作業の責任を負う。
- フィージビリティ・スタディや環境アセスメント実施される。
- 市場分析と調達戦略(PPSD)の策定。調達方式(RfPなど)の確定

### **Stage 3- Appraisal**

- 世界銀行がプロジェクトの技術面、制度面、経済面、財務面の包括的評価。
- 世界銀行はPAD作成、PPSD及び調達計画を精査。

### **Stage 4- Negotiation & Bank Approval**

Nego合意事項はLegal documentに記載。プロジェクトの理事会承認

### **Stage 5- Implementation**

• 「プロジェクト調達」を借入者が主導する。通常コンサルタントの施工管理

### Stage 6- Evaluation 借入国政府と世銀

# Bank Role and responsibility

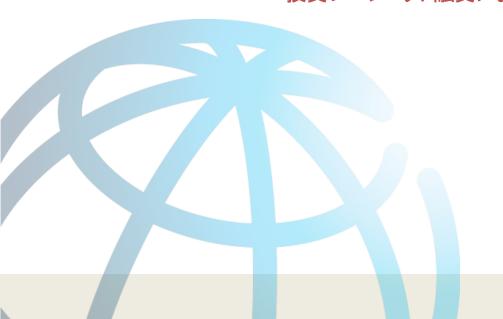
### Task Leaders

- プロジェクト調達関係のリスク評価、適切な調達アレンジの提案、リスク軽減策実施の監視。
- 開発プロジェクト調達戦略(PPSD)及び調達計画の策定における借入者支援。
- 調達許可を必要とする借入者の決定に対する世界銀行の「異議なし」の交付。
- 調達関係の異議の検討
- 実地調査の実施など、契約管理の監視
- ・ 契約紛争の監視
- 当該プロジェクトに関係するあらゆる調達問題についての 申立制度の維持
- ・ ハンズオン型 の拡大実施支援の提供



# 3.世銀新調達フレームワークのポイント

詳細は参考資料参照 投資プロジェクト融資における調達規則(借入者用) 概要説明



# 第1章 はじめに

1.1 IPFプロジェクトの調達においては、持続可能な開発の推進に当たり、借入者が、Value for Money (VfM)を公正な形で確保できるようでなければならない。

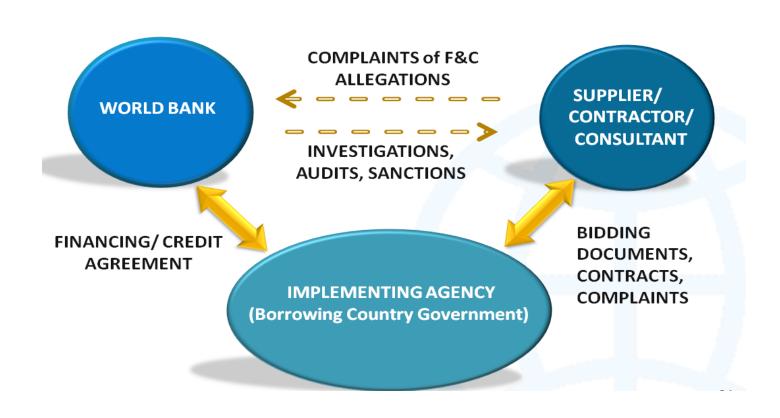
Procurement Guidance: Value for Money

http://pubdocs.worldbank.org/en/274711479159288956/Guidance-on-VfM-FINAL.pdf

VfMとは資源の効果的、効率的、経済的な利用を意味し、そのためには、関連する費用と便益の評価に加え、リスク評価、価格以外の属性やライフサイクルコストの評価も適宜に行わなければならない。価格だけでは必ずしも VfMを表すことはできない。

# 第2章 一般的考慮

2.1 Legal Agreementは、借入者と世界銀行との法的関係を規定する。 借入者と契約者間の権利及び義務は、当該の入札依頼書/プロポーザル提出依頼書によって定められる。



# 第3章 ガバナンス

### 役割と責任

3.2 借入者は、世界銀行の資金による調達活動を、本調達規則に従って遂行する責任を負う。

### 事前レビューと事後レビュー

- 3.5 世界銀行は、高額または高リスク(またはその両方)の調達活動の場合、事前レビューを実施し、調達がLegal Agreementの条件に従って遂行されているかどうかを判定する。
- 3.6 世界銀行は、借入者の実施した調達活動についての事後レビューも実施し、調達活動がLegal Agreementの条件を満たしているかどうかを判定する。

### 利益相反

### 機材、工事、及び非コンサルティング・サービス

- 3.15 以下のいずれかに該当する企業は、調達プロセスにおいて利益相反が存在するとみなされる。
  - a. プロジェクト準備または実施のためのコンサルティング・サービスに従事し、かつ、そのコンサルティング・サービスの結果として発生した、または直接関係する調達に従事する場合。

なお、この規定は、1)直接的または間接的に当該企業を支配する 関連会社、2)当該企業により支配される関連会社、3)当該企業と 共通の支配下にある関連会社にも適用される。

ただし、この規定は、ターンキー契約またはデザイン・ビルド契約の下で当該契約企業の義務を共同履行する構成企業には適用されない。

### コンサルティング・サービス

- 3.16 世界銀行は、コンサルタントに以下を義務づけている。
  - a. 偏見のない専門的助言を客観的立場に立って与える。
  - b. 常に借入者の利益を最優先させる。
  - c. 助言を提供するに当たって、他の委託業務や自社の利害への抵触 を避ける。

### 不公正な競争上の優位性

3.18 、、、コンサルタントやその子会社が、かつてかかる業務に関連したコンサルティング・サービスを提供したからと言って、優位に立つことは認められない。そのため、借入者はショートリストに残ったすべてのコンサルタントに対し、プロポーザル提出依頼と同時に、競争上優位となるすべての情報を開示するものとする。



### Conflict of Interest

How to identify and manage conflicts of interest in Evaluation Committees

http://pubdocs.worldbank.org/en/240891579889685786/Procurement-Guidance-Conflict-of-Interest.pdf



# 4. ビジネス機会の情報入手方法



## ビジネス機会の絞り込み

どの国、どのセクターで 事業展開に最も関心があるかを明確化

lacksquare

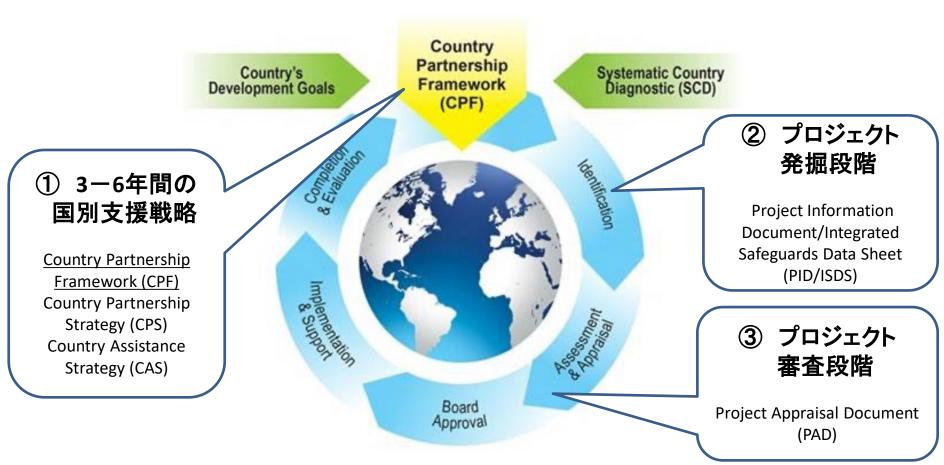
世界銀行ウェブサイトで 国、セクター、プロジェクトの情報を入手

 $\downarrow$ 

適切なコンタクトを特定

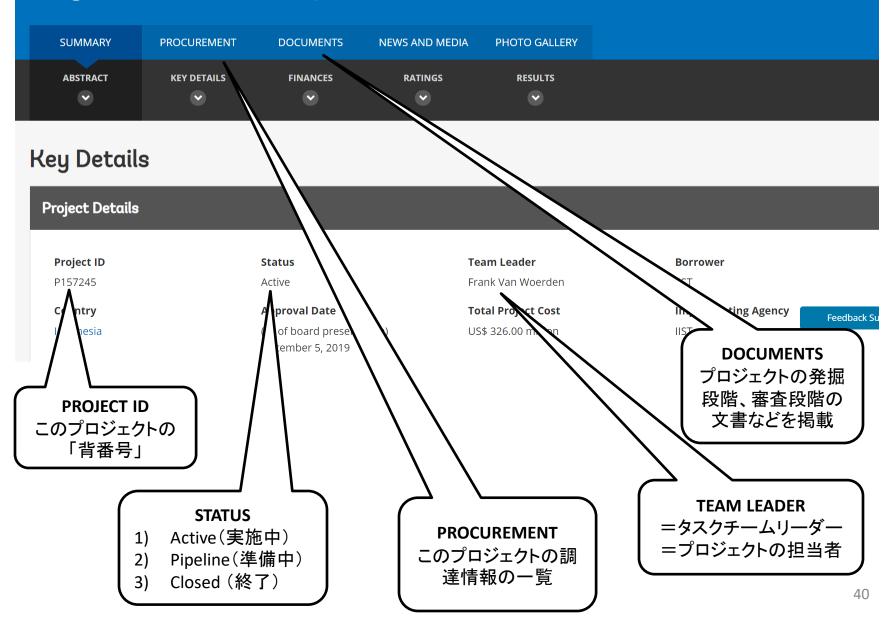
- 1)借入国の政府・実施機関の担当者との接触
- 2)世界銀行の本部・各国事務所との接触

## 押さえるべき3種類の基本情報 → 世銀サイト上で入手可





# Improvement of Solid Waste Management to Support Regional and Metropolitan Cities



# Project Procurement Pipeline Monthly Operational Summary (MOS)

http://www.worldbank.org/en/projects-operations/products-and-services/brief/monthly-operational-summary

The **Monthly Operational Summary (MOS)** reports on the status of projects while they are in the World Bank's lending pipeline. Projects appear in the MOS from the point they are **identified up to the signing of the loan or credit agreement.** After loans or credits are signed, entries for projects are dropped from the MOS.

Africa	East Asia and Pacific	Europe and Central Asia
Middle-East and North Africa	South Asia	Latin America and Caribbean
New Projects	Deleted Projects	

### Monthly Operational Summary (MOS)

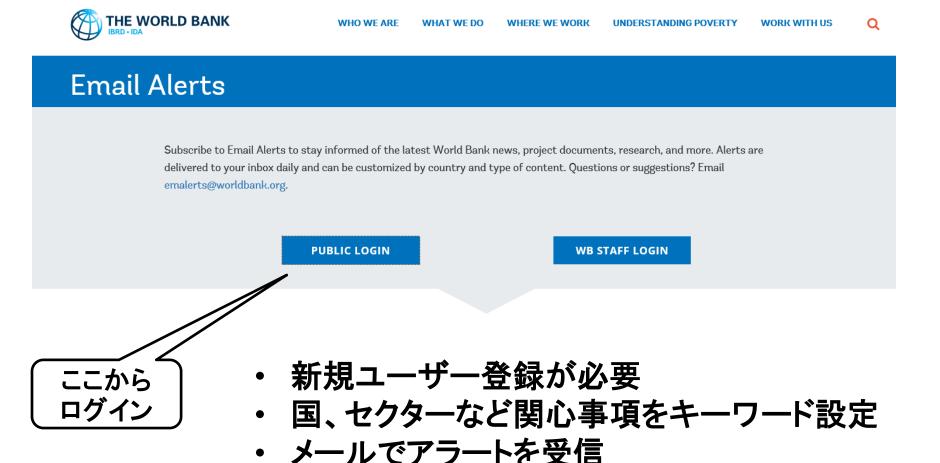
月間業務概要書 (MOS) MOSの対象となるのは、プロジェクトが発掘された時点から貸出または融資の契約締結までである。貸出または融資が締結されると、そのプロジェクトはMOSから外される。

Kenya	Country
Water and Sanitation	Sector
(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.	(R) Indicates a revision from the previous month  Title and project description

関心のある地域のMOSレポートに目を通し、どのビジネス機会を追求するかを決める。この段階で借入者及び世界銀行現地事務所と連絡を取って今後のプロジェクトに関する詳細情報を請求することができる。

## 世銀に関する情報をアラートで受信する

## https://alerts.worldbank.org



### World Bank Email Alert - WB Project Information - 05/05/2020



WB Email Alert <no-reply@worldbankgroup.org>

宛先: Takao Ikegami

昨日の 15:00

Dear Takao Ikegami,

The World Bank has published the following resources that align with your "WB Project Information" subscription preferences: Countries - Global. Feeds - News, Events, Research, Papers and Publications, Project Documents. To manage your alerts, please visit the World Bank Email Alerts user page.

#### News

#### <u>Iraq Economic Monitor: Navigating the Perfect Storm (Redux)</u>

May 04, 2020 - Iraq is facing a combination of acute shocks which the country is ill-prepared to manage. The outlook for Iraq, which was already negative prior to the COVID-19 shock, has markedly worsened since....

Date: May 04, 2020 Type: Publication Language: English

#### <u>Iraq: Structural Reforms Critically Needed to Manage a Multi-Faceted Crisis</u>

May 04, 2020 - Iraq's economic outlook has markedly worsened over the past 6 months. GDP growth is projected to contract by 9.7 percent in 2020, down from a positive growth of 4.4 percent in 2019, according to a new World Bank report released tod...

Date: May 04, 2020 Type: Press Release Language: English

#### **COVID-19 Trade Policy Database: Food and Medical Products**

May 04, 2020 - Many governments are using trade policy to increase availability of personal protective equipment, medical supplies, and food products during the COVID-19 pandemic. Tracking these measures is important for assessing their efficacy and potential spil...

Date: May 04, 2020 Type: Brief Language: English



#### World Bank Project Procurement 4+

The World Bank Group

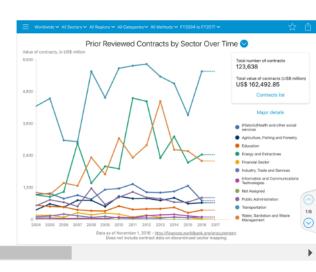
\*\*\*\* 3.0, 1 Rating

Free

#### Screenshots iPhone iPad



Deadline	Description	Country	Project ID	Notice Type	Published
01-Sep-2017	RECRUTEMENT D?UN CONSULTANT POUR LA REALISATION DE L?ÉVALUATION ENVIRONNEMENTALE	Тодо	P149942	Request for Expression of Interest	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	PROCUREMENT OF SPECIALIZED MACHINERY AND HEAVY VEHICLES	Armenia	P146199	Invitation for Bids	09-Dec-2016
14-Feb-2017	Travaux de construction de deux (2) réservoirs, d?un (01) château d?eau et de quatre (4) stations de pompage	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
13-Feb-2017	Fourniture et pose de réseaux, de bornes fontaines et la réalisation de branchements	Burkina Faso	P106909	Invitation for Bids	19-Dec-2016
04-Feb-2017	Procurement and Supply of Additional goods for Optical Fiber Network High density Polyethylene Pipes (HDPE D	Afghanistan	P121755	Invitation for Bids	18-Dec-2016
02-Feb-2017	Output and Performance Based Road Contracts (OPRC) for Civil Works of Roads in Tete Province	Mozambique	P127303	Invitation for Bids	14-Dec-2016
02-Feb-2017	Contratos Baseados em Resultados e Desempenho (OPRC) para a ακουυζão de obras civis em estradas da	Mozambique	P127303	Invitation for Bids	14-Dec-2016
02-Feb-2017	Reconstruction of wastewater and sludge treatment facilities in the city of Kharkiv	Ukraine	P132386	Invitation for Bids	19-Dec-2016
01-Feb-2017	Suministro e Instalación de un Sistema o Plataforma de Contrataciones Electrónicas para el Sector Público de la	Panama	P121492	Invitation for Bids	15-Dec-2016
01-Feb-2017	Lot 1: Gas Meter, Lot 2: Jointing Compound, Lot 3: Paints, Lot 4: MJ. Fittings, Lot 5: Pipe Bracket, Lot 6: Wall S	Egypt, Arab Republic of	P146007	Invitation for Bids	29-Nov-2016
31-Jan-2017	Contract for construction works in Bukhara region: Design Area B: Karakul District Southwest, Construction	Uzbekistan	P118197	Invitation for Bids	14-Dec-2016
31-Jan-2017	Completion of Bukhara main WWTP upgrading and reconstruction	Uzbekistan	P112719	Invitation for Bids	07-Dec-2016



As part of the World Bank's commitment to transparency and accountability as central pillars of the development process, this applications provides stakeholders with easy and open access to procurement data. The dataset on this application provides information on all major prior-reviewed contracts awarded in World Bank investment project financing. The App allows users to analyze the data through various visualized queries. The app also provides information on procurement opportunities under these projects.



## Project Procurement App

# Understanding how to use the World Bank Project Procurement Mobile Application

## **June 2019**

http://pubdocs.worldbank.org/en/433521492462144143/Procurement-App-Guidance.pdf

## **UNDB** Website

• 国際競争調達の機会はすべて、<u>国連開発ビジネス</u> (UNDB)のウェブサイトにて公開される。同ウェブサイトから、世界銀行の融資によるプロジェクトでの契約に関する入札または関心表明が可能である。

## Ⅱ内部調達

世界銀行グループ(WBG)が業務に必要な機材、工事、また はサービスの購入。 コンサル調達は一>eConsultant2



#### Resource Center



eConsultant2 is the electronic tendering system that the WBG uses for the selection of operational consulting firms and individuals. The system has been designed to guide you through selections in accordance with policy. This Resource Center contains information, direct access links, reference material and resources to support you on your day to day activities and tasks. To navigate the site simply click on the section of your interest.







Search this P ..

#### **Announcements**

# Launching WBGeProcure RFx Now to replace the eConsultant2 system

JAN 23, 2023





Corporate Procurement is pleased to announce the launch of the **WBGeProcure RFx Now** platform for the selection of consulting firms for operational purposes. The new solution will replace the eConsultant2 system effective **February 6, 2023**, and will allow users to:

## **Operational Consulting Opportunities**

Home

**Business Opportunities** 

Vendors

#### CONTACTS

#### **UNITED STATES**

1225 Connecticut Avenue, NW Washington, DC 20036 +1-202-458-5858 Email

#### INDIA

40 SP Infocity, Tower #C 11th Floor, Perungudi Chennai 600 096 Email

#### **MAILING ADDRESS**

1818 H Street, NW MSN C 4-400 Washington, DC 20433 The World Bank Group procures consulting services from firms or other entities to provide expertise or strategic advice in support of operational activities.

Firms may participate in any Bank Group procurement without being an approved World Bank Group vendor. However, in order to receive a contract award, they must become an approved vendor.

#### Participating in a Procurement

The procurement of consulting services to support operational activities are conducted in a procurement platform. If you are first time user, you will be required to register as a potential supplier in the World Bank Group's WBGeProcure Supplier Registration portal.

Interested firms are encouraged to review the information for Vendors before expressing interest or submitting a proposal in order to ensure that they will be eligible to register and become an approved World Bank Group vendor.

To support you in the use of the procurement platform, we encourage you review user guides which provide step-by-step instructions on:

- Getting Started
- Submitting an Expression of Interest
- Submitting a Proposal

#### **GETTING STARTED**

System Login
Supplier Registration Portal
Identifying Business Opportunities

#### **USER GUIDANCE**

Getting Started
Submitting an Expression of Interest
Submitting a Proposal
Frequently Asked Questions

## ビジネス機会の探し方と契約獲得方法 現在翻訳中



Finding business opportunities and winning contracts financed by the World Bank

#### April 2018

http://pubdocs.worldbank.org/en/767421522948635843/Procurement-Guidelines-findingopportunities-2018.pdf

# PROCUREMENT GUIDANCE: SUPPLY CHAIN MANGEMENT- An introduction and practical toolset for procurement practitioners



Since 2020, we have seen unprecedented global supply-chain disruption. Logistical challenges and shortages of key materials and rising prices have slowed the progress of projects and made successful project outcomes even harder to achieve. Supply Chain Management (SCM) has evolved into a highly complex, critical global issue requiring in-depth understanding of related risks and what it takes to mitigate them.



# SUPPLY CHAIN MANAGEMENT

An introduction and practical toolset for procurement practitioners

https://thedocs.worldbank.org/en/doc/1c3b517f003b53a2e2e170e93124be84-0290032023/original/World-Bank-Supply-Chain-Management-Guidance.pdf



## 5.プロジェクトと調達情報の探し方 例題

- (1) 直近の調達情報の入手方法
- (2) 特定国市場での調達戦略立案
  - (i) Climate Change, Hydropower案件
  - (ii)ベトナム市場で下水処理場の調達戦略立案
- (3) 特定製品の世銀プロジェクトでの調達実績

# (1)直近の調達情報の入手Project情報をアラートで受信する https://alerts.worldbank.org



WHO WE ARE

WHAT WE DO

WHERE WE WORK

UNDERSTANDING POVERTY

**WORK WITH US** 

Q

## **Email Alerts**

Subscribe to Email Alerts to stay informed of the latest World Bank news, project documents, research, and more. Alerts are delivered to your inbox daily and can be customized by country and type of content. Questions or suggestions? Email emalerts@worldbank.org.

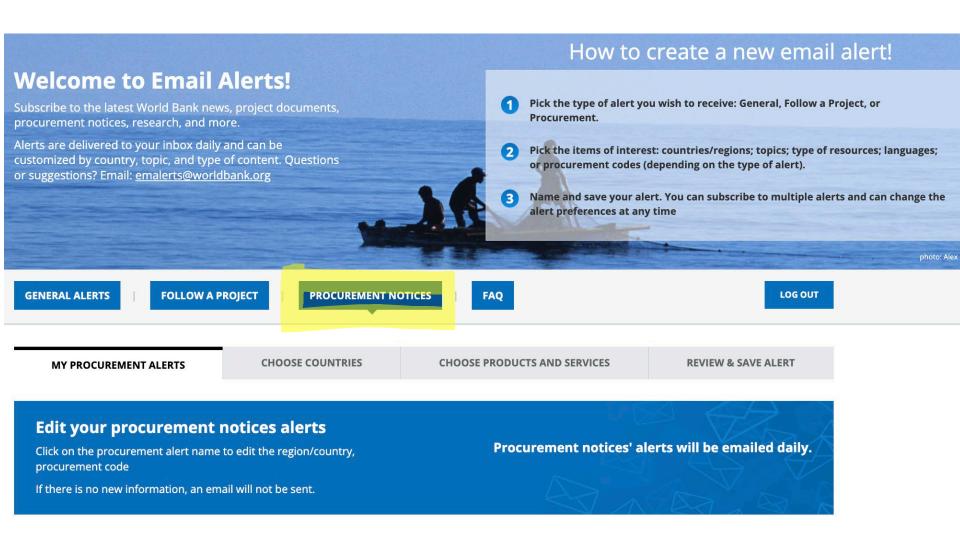
**PUBLIC LOGIN** 

**WB STAFF LOGIN** 

ここからログイン

- ・新規ユーザー登録が必要
- ・ 国、セクターなど関心事項をキーワード設定
- メールでアラートを受信

## 調達情報のalertsはProcurement Noticeに入力



## 国を選定する

MY PROCUREMENT ALERTS

**Australia** 

CHOOSE COUNTRIES

**CHOOSE PRODUCTS AND SERVICES** 

**REVIEW & SAVE ALERT** 

**Singapore** 

### Select a region/country of interest

By default, items from <u>All</u> regions/countries apply if no selection is made.

Japan

□ AFRICA							
Angola	Equatorial Guinea	Malawi	Sierra Leone				
Benin	☐ Eritrea	■ Mali	Somalia				
■ Botswana	<b>Eswatini</b>	Mauritania Mauritania	South Africa				
Burkina Faso	☐ Ethiopia	Mauritius	South Sudan				
■ Burundi	Gabon	■ Mozambique	Sudan				
Cabo Verde	Gambia, The	<ul><li>Namibia</li></ul>	Tanzania				
☐ Cameroon	Ghana	Niger	Togo				
Central African Republic	Guinea	■ Nigeria	Uganda				
☐ Chad	Guinea-Bissau	Reunion	Zambia				
Comoros	Kenya	Rwanda	Zimbabwe				
☐ Congo, Democratic Republic of	Lesotho	Sao Tome and Principe					
Congo, Republic of	Liberia	Senegal					
Cote d'Ivoire	Madagascar	Seychelles					
		AND PACIFIC					
American Samoa	Indonesia	Micronesia, Federated States	Samoa				

of

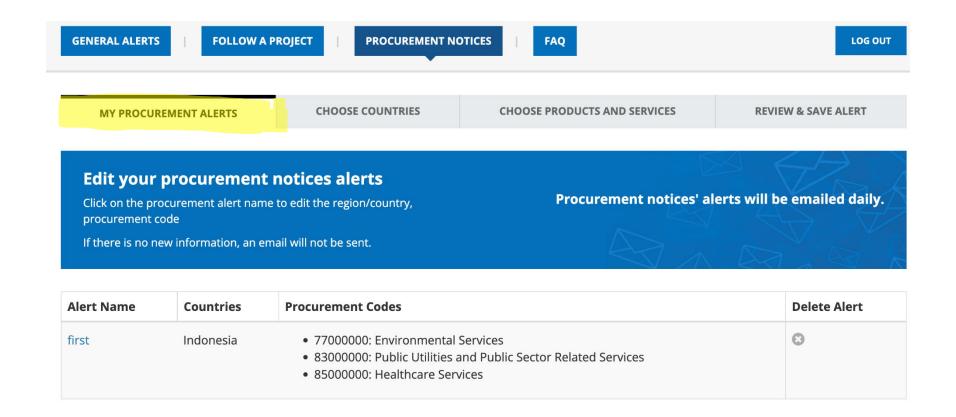
## 通知情報のコードを選ぶ

GENERAL ALERTS FOLLOW A P	PROCUREMENT NO	OTICES   FAQ	LOG OUT
MY PROCUREMENT ALERTS	CHOOSE COUNTRIES	CHOOSE PRODUCTS AND SERVICES	REVIEW & SAVE ALERT
Choose Codes  Search commodities by Title or Code or  For a full list of UNSPSC codes click here		e the UNSPC code branches.	
Enter a code or title to narrow the pro	curement results	0	Selected Codes
11000000: Mineral and Textile 12000000: Chemicals includin 13000000: Resin and Rosin an 14000000: Paper Materials ar 15000000: Fuels and Fuel Add 20000000: Mining and Well De 21000000: Farming and Fishir 22000000: Building and Const 23000000: Industrial Manufac 24000000: Material Handling Supplies 25000000: Commercial and M 26000000: Power Generation 27000000: Tools and General	litives and Lubricants and Anti rilling Machinery and Accessori ng and Forestry and Wildlife Ma cruction Machinery and Accessor cturing and Processing Machine and Conditioning and Storage I lilitary and Private Vehicles and and Distribution Machinery an	Il Materials rials nd Elastomeric Materials corrosive Materials ies achinery and Accessories ories ery and Accessories Machinery and their Accessories and d their Accessories ad Accessories	

## Alerts選定をsaveする

MY PRO	OCUREMENT ALERTS	CHOOSE COUNTRIES	СНС	OOSE PRODU	ICTS AND SER	RVICES	REVIEW & SA	AVE ALERT
	and the state of t	ur procurement alert. eview the selections and save your	alert.					
Name you	r alert * First	SAVE ALERT			l pre	efer to receive t	his alert in *	English 🗸
	ng countries have been sel	ected for this alert.						
Segment ID	Segment Title	Family ID	Family Title	Class	Class Title	Commodity ID	Commodit Title	Action
77000000	Environmental Services							8
83000000	Public Utilities and Public Services	c Sector Related						•
85000000	Healthcare Services							8

## Country, Product入力→alertsの内容表示



#### World Bank Email Alert - First Selection - 08/20/2022



2022年8月20日 土曜日 9:37



O WB Email Alert <no-reply@worldbankgroup.org>

宛先: 🛞 Takao Ikegami

Dear Takao Ikegami,

## Procurement Notices: Titleのクリックで詳細情報

The World Bank has published the following procurements that align with your "First Selection" subscription preferences: Procurement codes - Multiple procurements. Countries - All Countries. To manage your alerts, please visit the World Bank Email Alerts user page. For questions on individual procurement notices, please contact the named contact person in the procurement notice.

#### **Procurement Notices:**

Title: <u>Purchase of materials for the training process at the cook course (blender, meat grinder, etc.)</u>, at the plumber course (cordless drill, cordless drill-screwdriver, etc.); at the basic ICT course (laptop backpack, headphones, etc.); at the seamstress cours

**Project Country:** Kyrgyz Republic

**Project Title:** Livelihoods for Youth Community Support Project

**Project ID:** P165286

**Borrower Bid Reference:** LFYCSP/G/TR/S/2022/01

Notice Number: OP00191864
Notice Type: Invitation for Bids

Submission Deadline: September 05, 2022 16:00

Notice Published Date: August 19, 2022

Title: Acquisition de matériels informatiques pour la CRC (03 imprimantes lazer jet,un ordinateur Desktop), Région de l'EN

**Project Country:** Cameroon

Project Title: Community Development Program Support Project-Phase III

**Project ID:** P144637

Borrower Bid Reference: CM-CRC EXTREME NORD-280988-GO-RFQ

Notice Number: OP00191940
Notice Type: Contract Award

Notice Published Date: August 19, 2022

## EOIに関する情報

#### **Procurement Notices:**

Title: System Development for National Urban Development Project (NUDP)

**Project Country:** Indonesia

**Project Title:** National Urban Development Project (NUDP)

**Project ID:** P163896

Borrower Bid Reference: ID-SUPD II-277656-CS-QCBS

Notice Number: OP00194299

Notice Type: Request for Expression of Interest Submission Deadline: September 16, 2022 23:45

Notice Published Date: September 07, 2022

Title: BBMA Detailed Engineering Design (DED) and Construction Supervision Management Consultant

**Project Country:** Indonesia

**Project Title:** Indonesia Mass Transit Project

**Project ID:** P169548

**Borrower Bid Reference:** ID-DGLT-301659-CS-QCBS

Notice Number: OP00190601

**Notice Type: Request for Expression of Interest** 

**Submission Deadline:** August 26, 2022 17:00

Notice Published Date: September 06, 2022

## Titleをクリックすると→EOI 詳細

#### **Details**

REQUEST FOR EXPRESSIONS OF INTEREST

**INDONESIA** 

National Urban Development Project (NUDP)

IBRD Loan No. P163896

Assignment Title: System Development for National Urban Development Project

(NUDP)

Reference No. ID-SUPD II-277656-CS-QCBS

The Government of Indonesia has received financing from the World Bank toward the cost of the National Urban Development Project (NUDP) and intends to use part of the proceeds for consulting services to be procured under component program: System Development for National Urban Development Project (NUDP)

In particular, the main objective of this consultancy could be scrutinized further into three specific objectives as the following:

(continued)

## Press Release Project Documents

#### News

#### **Ukraine Recovery and Reconstruction Needs Estimated \$349 Billion**

September 09, 2022- A joint assessment by the Government of Ukraine, the European Commission, and the World Bank, in cooperation with partners, estimates that the current cost of reconstruction and recovery in Ukraine amounts to \$349 billion....

Date: September 09, 2022 Type: Press Release Language: English

### **Project Documents**

West Bank and Gaza - Real Estate Registration Project : Social Impact

Assessment Document Date: August 31, 2022 Document Type: Environmental

**Assessment** 

<u>Sri Lanka - Agriculture Sector Modernization Project (ASMP) : Implementation</u>

Support Mission - May 30 to June 10, 2022 Document Date: June 09, 2022 Document

Type: Aide Memoire

## (2)特定国市場での調達戦略立案

(2-1) Climate Changeプロジェクト 次ページで国や地域をを選定する

https://projects.worldbank.org/en/projects-operations/projects-home

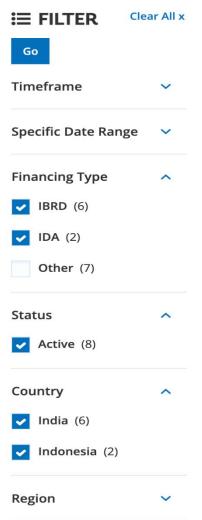
Projects & Operations		252
South Asia		Q
Search Procurement only		Advanced Search
Browse Projects	<b>s:</b> By Country	

#### **Projects**

The World Bank provides low-interest loans, zero to low-interest credits, and grants to developing countries. These support a wide array of investments in such areas as education, health, public administration, infrastructure, financial and private sector development, agriculture, and environmental and natural resource management. Some of our projects are cofinanced with governments, other multilateral institutions, commercial banks, export credit agencies, and private sector investors.

# Resources Project Maps Simultaneous Disclosure Results Use Our Data Country Engagement Email Alerts Products and Services Trust Funds and Programs Procurement for Projects and Programs

# 左の条件とCimate Changes選定



Click the Excel icon to download all project data. Or you can download filtered data in groups of 500. Select from filter along the left side of this site, click Go, then click the Excel icon.

Showing 1 - 8 of 8 projects matching the search criteria - climate change

Showing 1 - 8 of 8 pro	wing 1 - 8 of 8 projects matching the search criteria - climate change			D	Download: 🕱	
Project Title ~	Country ~	Project ID ~	Commitment Amount ~	Status ∨	Approval Date ~	Last updated Date Y
Program to Accelerate Agrarian Reform (One Map Project)	Indonesia	P160661	200.00	Active	July 18, 2018	October 21, 2022
Maharashtra Project on Climate Resilient Agriculture	India	P160408	420.00	Active	February 27, 2018	December 9, 2022
Tamil Nadu Irrigated Agriculture Modernization Project	India	P158522	318.00	Active	December 1, 2017	December 8, 2022
Atal Bhujal Yojana (Abhy)- National Groundwater Management Improvement	India	P158119	450.00	Active	June 5, 2018	July 25, 2022

## Cimate Changes、Non Renewable Energy など選定 -1

**SUMMARY** 

PROJECT LIST

**DOCUMENT LIST** 

**ARCHIVAL RECORDS** 

<b>≡</b> FILTER	Clear All x
Go	
Timeframe	~
Specific Date Range	~
Financing Type	^
Grants (6)	
<b>✓</b> IBRD (6)	
✓ IDA (5)	
Other (8)	
Status	^
Active (13)	
Country	~
Region	^
Zeast Asia and Pacific (	5)
South Asia (8)	
Sector	^

Click the Excel icon to download all project data. Or you can download filtered data in groups of 500. Select from filters along the left side of this site, click Go, then click the Excel icon.

Showing 1 - 13 of 13 projects matching the search criteria -

Download:

1,7	
IXI	

Project Title ∨	Country ~	Project ID ∨	Commitment Amount ∨	Status ∨	Approval Date 🗸	Last updated Date 🗸	Last Stage Reached V
Sustainable Hydropower Development Project	Bhutan	P174327	0.00	Active	March 1, 2022	February 6, 2023	
Preparation Project for Agus Pulangi Hydropower Complex for Rehabilitation	Philippines	P169280	0.00	Active	April 27, 2021	April 26, 2022	
Khyber Pakhtunkhwa Hydropower and Renewable Energy Development	Pakistan	P163461	450.00	Active	September 24, 2020	November 11, 2022	
Power System Efficiency and Resilience Project	Myanmar	P162151	350.00	Active	May 29, 2020	January 13, 2023	
Additional Financing For Dasu Hydropower Stage I Project (Transmission Line)	Pakistan	P167843	700.00	Active	March 31, 2020	March 11, 2020	

## Cimate Changes、Non Renewable Energy など選定 -2

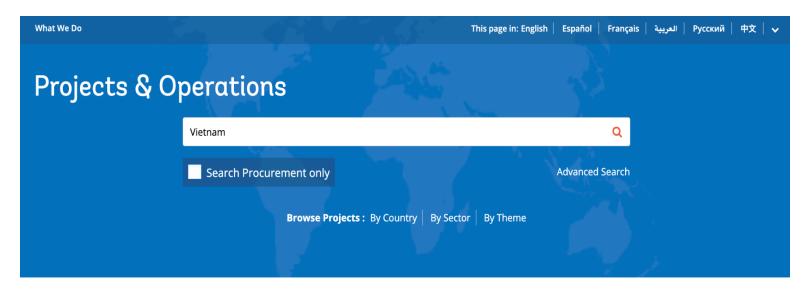
Reg	ion	^
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<b>~</b>	East Asia and Pacific (5)	
<b>~</b>	South Asia (8)	
Sec	tor	^
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	Energy Transmission and Distribution (6)	
<b>~</b>	Non-Renewable Energy Generation (1)	
	Other Energy and Extraction (2)	ives
	Other Public Administrati	on (1)
	Other Water Supply, Sanit and Waste Management	
	Ports/Waterways (1)	
See	More +	
The	me	<b>~</b>
Cor	sultant Services Require	d 🗸
Env	ironmental and Social Ri	sk

Power System Efficiency and Resilience Project	Myanmar	P162151	350.00	Active	May 29, 2020	January 13, 2023
Additional Financing For Dasu Hydropower Stage I Project (Transmission Line)	Pakistan	P167843	700.00	Active	March 31, 2020	March 11, 2020
Tina River Hydropower Development Project Additional Financing	Solomon Islands	P172294	0.00	Active	November 27, 2019	November 27, 2019
Nepal: Private Sector-Led Mini- Grid Energy Access Project	Nepal	P149239	0.00	Active	January 30, 2019	October 25, 2022
China: Hubei Inland Waterway Improvement Project	China	P158717	150.00	Active	May 18, 2018	December 19, 2022
Tina River Hydropower Development Project	Solomon Islands	P161319	185.97	Active	June 20, 2017	February 6, 2023
Naghlu Hydropower Rehabilitation Project	Afghanistan	P132944	0.00	Active	December 14, 2015	October 21, 2022
Dasu Hydropower Stage I Project	Pakistan	P121507	1288.40	Active	June 10, 2014	October 21, 2022

## (2)特定国市場での調達戦略立案

(2-2) ベトナム市場で下水処理場例

https://projects.worldbank.org/en/projects-operations/projects-home



#### **Projects**

The World Bank provides low-interest loans, zero to low-interest credits, and grants to developing countries. These support a wide array of investments in such areas as education, health, public administration, infrastructure, financial and private sector development, agriculture, and environmental and natural resource management. Some of our projects are cofinanced with governments, other multilateral institutions, commercial banks, export credit agencies, and private sector investors.

# Resources Project Maps Simultaneous Disclosure Results Use Our Data Country Engagement Email Alerts Products and Services Procurement for Projects and Programs

## **Projects**

Search..

**SUMMARY** 

PROJECT LIST

## Vietnam のWWTP プロジェクトの探し方

## 左のFILTERでVietnamやSectorをクリックする

Clear All x **≡** FILTER **Timeframe** Specific Date Range **Financing Type** IBRD (4) IDA (6) Other (7) Status Active (8) Country Vietnam (8) Region

Sector

Search

Health (1)

Other Education (1)

Click the Excel icon to download all project data. Or you can download filtered data in groups of 500. Select from filters along the left side of this site, then click the Excel icon.

Showing 1 - 8 of 8 projects matching the search criteria -

Download: 🗓

Project Title ~	Country ~	Project ID ~	Commitment Amount ~	Status 🗸	Approval Date ~	Last updated Date 🗸
Ho Chi Minh City Development Policy Operation - 2	Vietnam	P171216	100.00	Active	June 29, 2021	October 4, 2021
Vinh Long City Urban  Development and Enhanced  Climate Resilience Project in Vinh  Long Province	Vietnam	P171700	126.90	Active	June 30, 2020	December 14, 2021
Vietnam - Dynamic Cities Integrated Development Project	Vietnam	P168290	194.36	Active	June 11, 2019	December 13, 2021
Dynamic City Integrated Development Project - Thai Nguyen	Vietnam	P160162	80.00	Active	June 22, 2018	January 13, 2022
Vinh Phuc Flood Risk and Water Management Project	Vietnam	P152460	150.00	Active	April 29, 2016	February 6, 2022
Can Tho Urban Development and Resilience	Vietnam	P152851	125.00	Active	March 24, 2016	November 2, 2021
Results-based Scaling Up Rural Sanitation and Water Supply Program	Vietnam	P152693	200.00	Active	November 12, 2015	November 4, 2021
Second Ho Chi Minh City Environmental Sanitation Project	Vietnam	P127978	250.00	Active	December 23, 2014	January 12, 2022

# Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province

**SUMMARY** 

**PROCUREMENT** 

DOCUMENTS

NEWS AND MEDIA

PHOTO GALLERY

PROJECT DOCUMENTS

ARCHIVAL RECORD

## Projectの全体を知るにはPADを調べる

			Download to Excel:
DOCUMENT TITLE	DATE	REPORT NO.	DOCUMENT TYPE
Official Documents- Principles of Collaboration with the Minister for Foreign Trade and Development Cooperation of the Netherlands on her behalf Invest International Public Programmes B.V Ref. P171700 (English)	January 27, 2022		Agreement
Revised Stakeholder Engagement Plan (SEP) Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province (P171700) ()	January 20, 2022		Stakeholder Engagement Plan
Revised Labor Management Procedures Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province (P171700) ()	January 20, 2022		Procedure and Checklist
Revised Environmental and Social Commitment Plan (ESCP) Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province (P171700) ()	January 20, 2022		Environmental and Social Commitment Plan
Disclosable Version of the ISR - Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province - P171700 - Sequence No : 03 (English)	December 20, 2021	ISR49029	Implementation Status and Results Report
Official Documents- Financing Agreement for Credit No. 6722-VN (English)	December 20, 2021		Financing Agreement
Official Documents- Disbursement and Financial Information Letter for Credit No. 6722-VN (English)	December 10, 2021		Disbursement Letter
Disclosable Version of the ISR - Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province - P171700 - Sequence No : 02 (English)	May 15, 2021	ISR46506	Implementation Status and Results Report
Disclosable Version of the ISR - Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province - P171700 - Sequence No : 01 (English)	October 31, 2020	ISR43468	Implementation Status and Results Report
Environmental and Social Impact Assessment Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province (P171700) (English)	June 11, 2020		Environmental Assessment, Environmental and Social Assessment, Social Assessment
Project Information Document - Vinh Long City Urban Development and Enhanced Climate Resilience Project in Vinh Long Province - P171700 (English)	June 10, 2020	PIDISDSA29843	Project Information Document
Vietnam - Vinh Long City Urban Development and Enhanced Climate Resilience Project (English)	June 9, 2020	PAD3766	Project Appraisal Document

## PADのTechnicalやProcurementを調べる。

#### (ii) Procurement

81. The project's procurement risk is assessed to be 'Substantial' after mitigation measures are in place. The procurement activities financed by the World Bank under the project shall be carried out in accordance with the World Bank's 'Procurement Regulations for IPF Borrowers: Procurement in Investment Project Financing Goods, Works, Non-Consulting and Consulting Services', dated July 2016 and revised November 2017 and August 2018 (Procurement Regulations). During the project preparation, a Project Procurement Strategy for Development (PPSD) was prepared. This PPSD recommends that the

following procurement approaches be followed to achieve the project objectives and maximize value for money: (a) the two largest civil works contracts for the WWTP and wastewater collection pipelines should be procured through Request for Proposals using the DBO contracting form (for the WWTP contract) and Request for Bid (RFB) method (for wastewater collection pipelines), using the traditional (admeasurement) contract form with an international market approach; (b) major consulting services for construction supervision and technical assistance and so on should be procured using the Quality- and Cost-Based Selection method with an international market approach; and (c) lower risk, low-value civil works contracts should be procured through the RFB method using the e-Bidding process in the Vietnam National Electronic Procurement System (VNEPS). A project procurement risk assessment has been conducted for the project. The key risks identified by this assessment and proposed mitigation measures are presented in section VI.

<sup>&</sup>lt;sup>40</sup> Issued by the Prime Minister in 2018.

# Design-Build-Operate (DBO) とは

- a single organization responsible for the design, build and operation of the works
- Cost efficiencies are gained because the contract is awarded on the basis of the lowest combined capital and operating costs.
- The DBO model will usually ensure improved works performance relative to public operation.
- The DBO can also provide for skills transfer to the Employer's staff if this is specified in the contract, through training and even on the job training of Employer staff in the latter years of the operation period can be included.



コスト効率、LCC (質高) 運転管理ー>技術移転可能

#### GUIDANCE NOTE←

ل

## For Standard Bidding Document (SPD) for Works and Operation Services

Design, Build and Operation (DBO) of

Water and Wastewater Treatment Plants

✓

DBOの応札準備としてGuidance Noteを SPDと共に研究すると良い

THE WORLD BANK

August 2019←

# STANDARD PROCUREMENT DOCUMENT



# Request for Proposals Works and Operation Service

Design, build and operation of ← [water treatment plant (WTP)/ wastewater treatment plant (WWTP)] ←

(Single-stage Request for Proposals, after Initial Selection)←

For Projects with Project Concept Notes (PCN)←

Decision Notes←

dated after October 1, 2018←

AND (

(where the Bank's Disqualification mechanism for non-compliance with SEA/SH obligations **DOES NOT APPLY** )



January 2021←

# RFP GWNcS new features

## Performance based specifications

RFP Selection Method promotes performance based specifications

RFP

Performance specifications:

borrower describes the outcome or results to be achieved in terms of business or functional performance requirements

RFB

Conformance specifications:

borrower describes in detail the technical requirements of the design, method of production, construction and/or delivery or implementation



### Request for Proposals 評価方法

$$B \equiv \frac{C_{low}}{C} X + \frac{T}{T_{high}} (1 - X)$$

C = Evaluated Proposal Cost

C | the lowest of all Evaluated Proposal Cost among responsive
Proposals

T = the total Technical Score awarded to the Proposal

 $T_{high}$  = the Technical Score achieved by the Proposal that was scored best among all responsive Proposals

X = weight for Cost

where

# Quality も評価する調達書類

Price alone may not necessarily represent value for money

## 世銀の調達書類-> RFP (Request for Proposal)

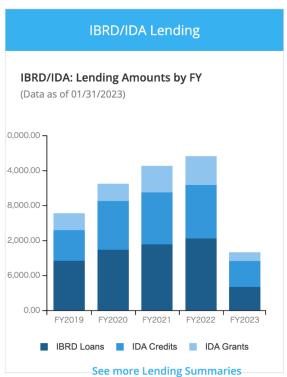
https://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD

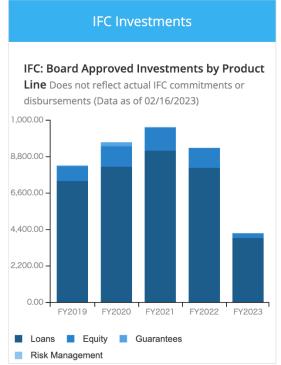
- Goods Request for Proposals (2 envelope process) <u>June 2021</u>
- Information Systems Request for Proposals <u>June 2021</u> -
- Design and Build Request for Proposal (Single &Two Stage)
- Engineering Procurement and Construction/Turnkey
   Request for Proposal (Single & Two Stage)
- Design, Build and Operation for Water and Wastewater Treatment Plants
   <u>Guidance Note for SPD for Water and Wastewater Treatment Plants</u>
   Request for Proposal (Single & Two Stage)
- Plant Request for Proposals (Single& Two stage)

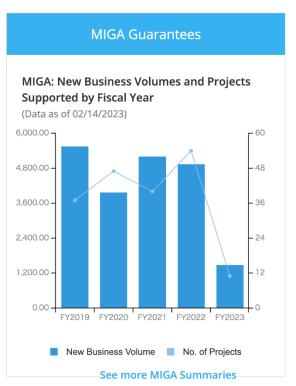
#### (3) 特定製品の世銀プロジェクトでの調達実績-1 過去のWWTP Contractの探し方の例 https://financesapp.worldbank.org/

#### Welcome to Finances One!

We have released new datasets for Trust Funds' Disbursements, Commitments, and Contributions.

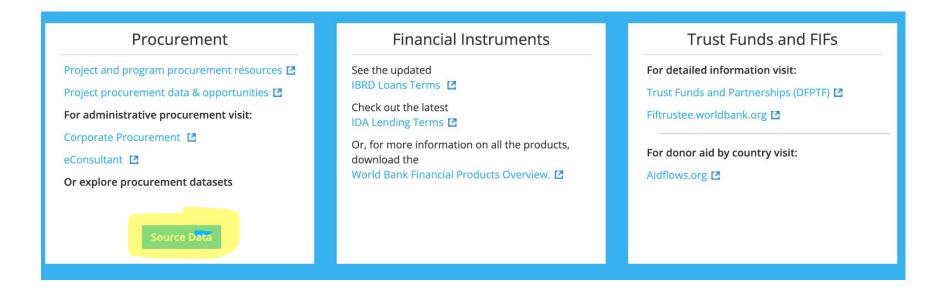






See more IFC Summaries

## (3) 特定製品の世銀プロジェクトでの調達実績-2 過去のWWTP Contractの探し方の例 https://financesapp.worldbank.org/

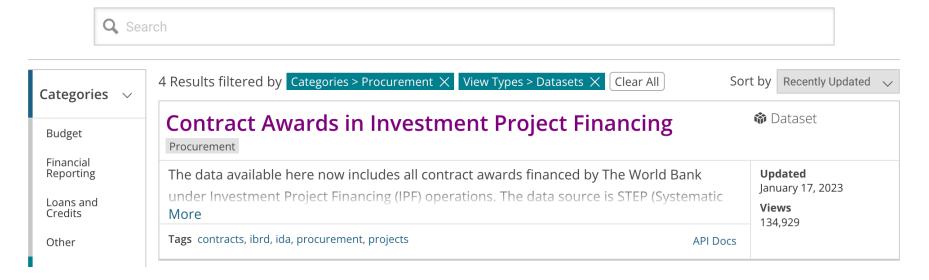


# <u>Contract Awards in Investment Project Financing</u> をクリックする

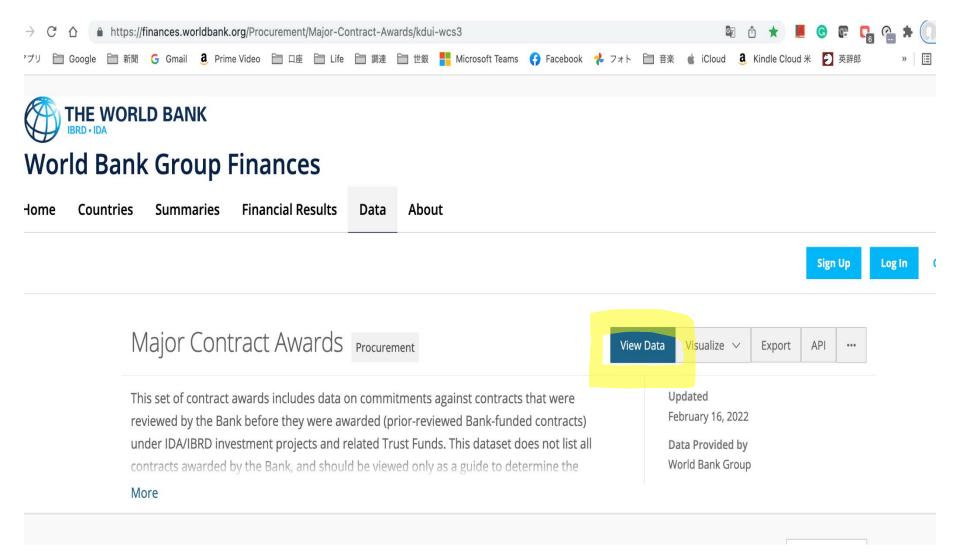


Home Countries Summaries Financial Results Data About

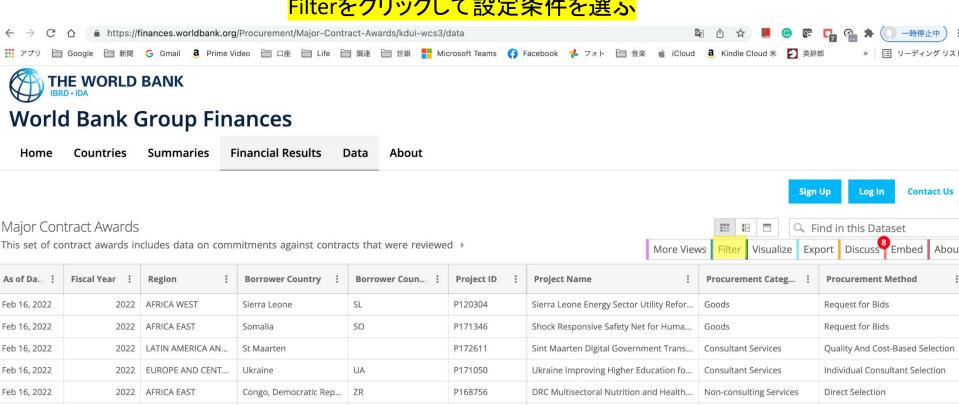
**Contact Us** 



#### View Dataをクリックする



#### Filterをクリックして設定条件を選ぶ



P144489

P165453

P170688

P173731

P170922

P173315

P173315

Quito Metro Line One

Mozambique Energy For All (ProEnergia)

Bangladesh Private Investment & Digit...

Somalia Recurrent Cost & Reform Fina...

Somalia Urban Resilience Project II

Somalia Crisis Recovery Project

Somalia Crisis Recovery Project

EC

MZ

BD

SO

SO

SO

SO

Feb 16, 2022

2022

2022

2022

2022

2022

2022

LATIN AMERICA AN...

AFRICA EAST

SOUTH ASIA

AFRICA EAST

AFRICA EAST

AFRICA EAST

AFRICA EAST

Ecuador

Mozambique

Bangladesh

Somalia

Somalia

Somalia

Somalia

Quality And Cost-Based Selection

Individual Consultant Selection

Individual Consultant Selection

Individual Consultant Selection

Request for Bids

**Direct Selection** 

Request for Quotations

Consultant Services

Consultant Services

Consultant Services

Consultant Services

Consultant Services

Goods

Goods

#### WWTP Large Contract FY2000-FY2022 Contract DescriptionにWastewater Treatmentと入れる

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Fiscal Year	Borrower Cour	Project ID	Contract Description	Contract Signin	Supplier	Supplier Country	Total Contract A
2010	Iran, Islamic Rep	P071191	Design, Build and Operatie of the Long Term Wastewater Treatment Plant in Shiraz	Jul 05, 2009	VA TECH WABAG GMBH	Republic of Austria	69135142.00
2009	Iran, Islamic Rep	P071191	Design, Build And Operate Of Ahwaz Eastern Wastewater Treatment Plant	Apr 28, 2009	KAYSON COMPANY	Islamic Republic of Iran	53368358.00
2010	Turkey	P081880	Extension of Hurma Wastewater Treatment Plant	Jul 22, 2009	KUZU TOPLU KONUT INSAAT LTD. STI.	Republic of Turkey	46720781.00
2010	West Bank and	P074595	Supply and Installation of Plant and Equipment for the Construction of North Gaza Wastewater Treatment Plant	May 31, 2010	MASOUD AND ALI CONTRACTING CO.	West Bank and Gaza	40584644.00
2014	Russian Federat	P079032	CONSTRUCTION OF NEW WASTEWATER TREATMENT PLANT IN SARANSK	Apr 11, 2014	OJSC TRUST MORDOVPROMSTROY	Russian Federation	39954357.00
2004	China	P042109	CIVIL WORKS OF XIAOHONGMEN WASTEWATER TREATMENT PLANT	Jul 18, 2003	BEIJING NO.4 MUNICIPAL CONSTRUCTION EN LTD.	People's Republic of China	35380636.00
2008	China	P040599	DESIGN, BUILD ANDOPERATE OF HANGU YINGCHENG WASTEWATER TREATMENT PLAN	Oct 18, 2007	TIANJIN CAPITAL ENVIRONMENTAL PROTECT	People's Republic of China	26886795.00
2013	Vietnam	P082295	Contract NT-2.1: Construction of Wastewater Treatment Plant in the South	Jul 12, 2012	KUMHO INDUSTRIAL CO., LTD	Republic of Korea	21742285.00
2005	China	P036414	CONTRACT SIGNED FOR JIANGNAN WASTEWATER TREATMENT PLANT-PHASE 1 FOR CIVIL WORKS AND SUPPLY, INSTALLATION AND TESTING OF EQUIPMENT AND P COMMISSIONING, NMT/1.0	Nov 12, 2004	JV OF CHINA RAILWAY 18TH BUREAU GROUP MACHINERY E	People's Republic of China	21155867.00
2009	China	P066955	civil works of Ningbo Jaingnan Wastewater treatment plant.	Feb 20, 2009	ZHEJIANG CONSTRUCTION GROUP CO.,LTD	People's Republic of China	19466963.00
2009	Iran, Islamic Rep	P076884	SARI WASTEWATER TREATMENT PLANT	Jan 03, 2009	IVAN BASTAN	Islamic Republic of Iran	18501612.00
2010	Iran, Islamic Rep	P076884	Anzali Wastewater Treatment Plant Eastern Zone (Ghazian)	Dec 01, 2009	KAYSON COMPANY	Islamic Republic of Iran	18174872.00
2006	China	P075728	DASHADI WASTEWATER TREATMENT PLANT	Jan 12, 2006	GUANGDONG FOUNDATION ENGINEERING COMPANY	People's Republic of China	17100105.00
2018	Ukraine	P132386	Reconstruction of wastewater treatment plant, including replacement of mechanical and electrical equipment and sewer pipes	Mar 06, 2018	ESOTECH D.D.	Republic of Slovenia	14532364.00
2006	Yemen, Republic	P057602	WASTEWATER TREATMENT PLANT FOR AL-MUKALLA-4	Sep 01, 2005	CAIROMATIC	Arab Republic of Egypt	13657945.00
2007	China	P081346	LONGQUANSHAN WASTEWATER TREATMENT WORKS	Aug 18, 2006	CHINA RAILWAY ENGINEERING CORPORATION	People's Republic of China	13583692.00

# Why bid on Bank-funded contracts?



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 of specializations

# 日本企業受注実績(1)

Borrower Country	Project ID	Procurement Category	Contract Description	Contract Signin Date	Supplier	Supplier Contrac Amount (USD)	Review type
Cambodia	P163876	Consultant Servi	CONTRACT FOR CONSULTANT'S SERVICES (MPWT-CS-1A)	Sep 23, 2022	CTI ENGINEERING INTERNATIONAL CO., LTD.	756,729	Prior
Ethiopia	P156433	Consultant Servi	Selection of Consultancy Service for Feasibility Study, Detail Design and Ten	Jun 23, 2022	NIHON SUIDO CONSULTANTS CO. LTD.	670,085	Prior
Solomon Islands	P166622	Civil Works	Honiara Airport - Runway Emergency Repairs	Aug 31, 2022	KITANO CONSTRUCTION	230,000	Post
Lao People's Democratic	ReP160930	Goods	C2-G-015 RADAR REPAIR	Aug 31, 2022	JAPAN RADIO CO.LTD	119,412	Post
Uzbekistan	P173827	Goods	Medical and general hospital equipment	Aug 29, 2022	OGAWA SEIKI CO., LTD	2,014,040	Prior
Marshall Islands	P161382	Consultant Servi	Strategic Development Plan contract	Jul 18, 2022	ORIENTAL CONSULTANTS GLOBAL COMPANY	193,200	Prior
China	P153541	Goods	The Seller is Kanehachi Industry Co., Ltd. and the Import Agent is Yamei (Dali	Sep 11, 2018	KANEHACHI INDUSTRY CO., LTD.	694,785	Post
					FY23	4,678,250	
Vietnam	P156849	Goods	Provide research equipment in the field of Electrical-Electronics-Mechatronic	Apr 00 2022	KANTO BUSSAN CO., LTD	4,441,543	Prior
Vietnam	P156849	Goods		Apr 04, 2022	OGAWA SEIKI CO.,LTD	3,828,558	Prior
Burundi	P164435	Goods		' '	TOYOTA BURUNDI	184,502	
India	P158502		Selection of Consultant for preparation of DPR and providing PMC services f	,	NJS CONSULTANTS CO. LTD	258,010	Prior
Uzbekistan	P159544	Goods	1 1	'	OGAWA SEIKI CO., LTD.	630,600	Prior
Uzbekistan	P159544	Goods		, ,	OGAWA SEIKI CO., LTD.	609,000	Prior
Ghana	P119063		CONSULTANCY SERVICES FOR THE UPDATE OF URBAN WATER SUPPLY		NIHON SUIDO CONSULTANTS COMPANY LIMITE		Prior
Uzbekistan	P159544	Goods		,	OGAWA SEIKI CO., LTD.	612,900	Prior
Uzbekistan	P159544	Goods	117	,	OGAWA SEIKI CO., LTD.	389,760	Prior
Marshall Islands	P160910		Consulting Services for feasibility study for Hybrid Mini-Grids Project at Arno	, ,	ORIENTAL CONSULTANTS GLOBAL CO. LTD. (LE		Post
Brazil	P121495		CONTRATAÇÃO DE CONSULTORIA PARA ELABORAÇ&	•	NIPPON KOEI LATINA AMERICANA - CARIBBEAN CO. LTD 44,039		Post
Bangladesh	P161568			,	KAIYO ENGINEERING CO. LTD (KAIYO) JAPAN	593,154	Prior
Bangladesh	P161246	Goods	, , , , , , , , , , , , , , , , , , , ,	•	TOCHU CORPORATION	2,745,598	Prior
Micronesia. Federated Sta		Goods	Supply NORMA with second lot of I.T. Software and Hardware	-	DELAIRCO JAPAN KK	173,956	Post
Lao People's Democratic			CONTRACT FOR CONSULTANTS' SERVICES Lump-Sum (Out put E	·	HIROMI OSADA	109,530	Post
Brazil	P121495		Consultoria especializada para o desenvolvimento do Turismo de Base Comur		NIPPON KOEI LATINA AMERICANA - CARIBBEAN		Post
וטומבוו	1121733	Consultant Servi	n constituira aspecializada para o deservolvimento do Turismo de Dase Comul	Jul 00, 2019	FY22	15,429,702	

# 日本企業受注実績(2)

					FY21	36,321,983	
Myanmar	P152936	Goods	Supply of Concrete Pole for Lot No.2 (ESE)	Jul 24, 2020	NIPPON CONCRETE INDUSTRY CO., LTD	852,592	Prior
Lao People's Democratic R	P161473	Consultant Servi	International Consultant to Develop an Agricultural Market Information Syste	Jun 05, 2020	YASUMITSU ISHIKAWA	54,692	Post
Tonga	P161539	Goods	Final and Signed Contract-CERC Medical Equipment - Package 5	Aug 13, 2020	NBK CORPORATION (NANYO BOEKI KAISHA, LTD	26,006	Post
Tonga	P154840	Consultant Servi	Design, Review, Procurement and Supervision Services for upgrade and imple	Aug 19, 2020	DR. HIROSHI INOUE	40,150	Post
India	P144726	Consultant Servi	Contract No. IN-NDMA-185373-CS-CQS "Strengthening Disaster F	Nov 18, 2020	KEIO UNIVERSITY	20,151	Post
Uzbekistan	P128516	Goods	Lot No.4. The contract No.MHEP/ICB/6-4 for "Supply of scientific and resea	Jan 11, 2021	OGAWA SEIKI CO. LTD	2,546,000	Prior
Mongolia	P152343	Civil Works	B-2 Construction of 10MW Solar Plant, Myangad	Dec 23, 2020	KYOCERA COMMUNICATION SYSTEMS	16,541,538	Prior
Peru	P132505	Consultant Servi	SERVICIO DE CONSULTORIA PARA LA CONTRATACION DE LA SUPERVISI DE LA AVENIDA VIA EXPRESA DEL CUSCO	Dec 28, 2020	NIPPON KOEI LATIN AMERICA - CARIBBEAN CO. L	TD 2,029,427	Prior
Peru	P132505	Consultant Servi	SERVICIO DE CONSULTORIA PARA LA CONTRATACION DE LA SUPERVISI DE LA AVENIDA VIA EXPRESA DEL CUSCO	Dec 28, 2020	NIPPON KOEI CO. LTD.	2,029,427	Prior
Vietnam	P156849	Goods	Equipment for labs in the area of Electrical - Electronics - Mechatronics (Improved teaching 02)	Dec 23, 2020	OGAWA SEIKI CO., LTD	4,400,214	Prior
Bangladesh	P161246	Goods	Procurement of 61 Nos. Mobile Veterinary Clinic (MVC)	Mar 08, 2021	KOKUSAI LINKS CO. LTD	1,611,604	Prior
Senegal	P164262	Consultant Servi	Etude d'Actualisation du Plan Directeur d'hydraulique rurale dans les	Aug 12, 2020	JAPAN TECHNO CO	204,698	Post
Eastern and Southern Afric	P155642	Consultant Servi	(Lump-sum)Consultancy Assignment: Development of a Social Accounting N	Jan 21, 2021	SACHIKO TSUJI	67,280	Post
Vietnam	P152232	Consultant Servi	Consulting Services for conducting the technical assistance for Air Condition	Dec 18, 2020	JAPANESE REFRIGERANTS AND ENVIRONMENT	215,120	Post
Solomon Islands	P151777	Goods	PROP/MFMR/G14 Sand bags for Deployment of Fish Aggregating Devices	Mar 12, 2020	COSMOS CORPORATION	3,139	Post
Micronesia, Federated Stat	P165183	Goods	Grid Enhancement : Auger Truck	Mar 16, 2021	NKB CORPORATION	190,500	Post
West Bank and Gaza	P150991	Consultant Servi	Practical Training on Market-Oriented Urban Planning	Apr 06, 2021	HIROSHI NISIMAKI	17,325	Post
Bangladesh	P161246	Goods	Procurement of 180 Nos. Mobile Veterinary Clinic (MVC)	May 31, 2021	KOKUSAI LINKS CO. LTD	4,716,000	Prior
Marshall Islands	P151760	Goods	Maintenance Equipment Lot 1 : Lentnir, Lantok, Jebro and Timur	Apr 29, 2020	NITTO SEIMO CO.,LTD	117,396	Post
Marshall Islands	P151760	Goods	Maintenance Equipment Lot 4 : Ice Making Machine in ARNO	Apr 29, 2020	NITTO SEIMO CO.,LTD	23,076	Post
Marshall Islands	P151760	Goods	Maintenance Equipment Lot 2: Jolok	Apr 29, 2020	NITTO SEIMO CO.,LTD	56,668	Post
Vietnam	P168290	Consultant Servi	Construction Supervision	May 29, 2021	ORIENTAL CONSULTANT GLOBAL	464,153	Prior
Marshall Islands	P151760	Goods	Value Adding Equipment Lot 5: Sorting and Storage	May 13, 2020	NITTO SEIMO CO.,LTD	27,920	Post
Marshall Islands	P151760	Goods	Value Adding Equipment Lot 6: Rear Cart	May 13, 2020	NITTO SEIMO CO.,LTD	7,530	Post
Marshall Islands	P151760	Goods	Value Adding Equipment Lot 3: Cooler Box	May 13, 2020	NITTO SEIMO CO.,LTD	59,378	Post

# 日本企業受注実績(3)

	FY20	123,494,391	
Awarded for lot #12 Jul 2	24, 2019 OGAWA SEIKI CO. LTD	3,015,300	Prior
Itant Servi INSTITUTIONAL STRENGTHENING TO INSTITUTO NACIONAL DE RECURSO Aug	g 26, 2019 NIPPON KOEI CO.,LTD	507,040	Prior
ltant Servi There are two contracts combined in with 01 for lump-sum and another for t Sep	0 10, 2019 CTI ENGINEERING INTERNATIONAL CO. LTD. (JAP	AN) 1,797,462	Prior
ltant Servi Development of Tourism Master Plan (2020-2030) for the Island of Sal, Cab Sep	04, 2019 NIPPON KOEI LATIN AMERICA-CARIBBEAN CO., L	47,340	Post
ltant Servi Development of Tourism Master Plan (2020-2030) for the Islands of Santo / Sep	04, 2019 NIPPON KOEI LATIN AMERICA-CARIBBEAN CO., L	52,175	Post
Itant Servi Comparative analysis of Education Laws and development of recommendations in	25, 2019 KEIICHI OGAWA	52,160	Post
orks RENOVATIONS WORKS FOR CONTROL TOWER FOR HONIARA AIRPORT Dec	c 12, 2019 KITANO CONSTRUCTION	68,746	Post
Itant Servi PMO has negotiated with the bid-wining consultant.Please check out the doc Dec	: 16, 2019 NIKKEN SEKKEI RESEARCH INSTITUTE	466,452	Prior
ltant Servi, The consulting firm will carry out research on the growth dynamics, space an Nov	29, 2019 HITOTSUBASHI UNIVERSITY	250,000	Post
ltant Servi The study will conduct that formulate, improve and implement a TOD overall ( Jan 0	02, 2020 NIKKEN SEKKEI RESEARCH INSTITUTE	381,941	Post
Supply of Concrete Poles for Power Distribution Network (Phase 2) Lot No.8 Feb	19, 2020 NIPPON CONCRETE INDUSTRY CO., LTD	715,878	Prior
Supply of Concrete Poles for Power Distribution Network (Phase 2) Lot No.4 (ESE)	19, 2020 NIPPON CONCRETE INDUSTRY CO., LTD	672,694	Prior
ltant Servi Contratação de Empresa de Consultoria Especializada em Supe Aug	27, 2019 NIPPON KOEI LATIN AMERICA - CARIBBEAN CO.	.TD 546,497	Prior
Procurement of 22 units of Double Cabin 4 WD Pick UP Feb	20, 2020 TOYOTA TRUSHO CORPORATION	781,291	Prior
orks Plant Design, Supply, and Installation Procurement of Kigali Network System Mar	05, 2020 TAKAOKA ENGINNEERING CO., LTD	10,140,546	Prior
Procurement of additional STEM tools Apr	15, 2020 ARTEC CO., LTD	282,065	Prior
onsulting SMN-MOH-120874-NC-RFP-Design, supply and installation of PACS (MOH R May	y 21, 2020 AMIN CO., LTD	939,648	Prior
onsulting SMN-MOH-120874-NC-RFP-Design, supply and installation of PACS (MOH R May	y 21, 2020 ARIMA JAPAN CO., LTD	939,648	Prior
orks System Contract Khurja Pilkhani Section: 2X25kV AC Electrification, Signalli Sep	30, 2020 KYOSAN ELECTRIC MANUFACTURING COMPAN	7 51,802,191	Prior
orks System Work CP 304 Pilkhani Sahnewal section Sep	30, 2020 KYOSAN ELECTRIC MANUFACTURING COMPAN	48,353,079	Prior
Itant Servi C1.4.7a International Safeguard Advisor May	y 20, 2020 SEIICHI SASAKI	100,630	Post
Biochemistry laboratory equipment for the Uzdavkarantin Central Laboratory Feb	27, 2020 OGAWA SEIKI CO., LTD.	66,979	Post
Procurement of 44 units Double Cabin Diesel 4 WD Pick up 6 Cylinder Vehic Sep	05, 2019 TOYOTA TSUSHO CORPORATION	1,412,937	Prior
lt	Biochemistry laboratory equipment for the Uzdavkarantin Central Laboratory February C1.4.7a International Safeguard Advisor	Biochemistry laboratory equipment for the Uzdavkarantin Central Laboratory Feb 27, 2020 OGAWA SEIKI CO., LTD.  tant Servi C1.4.7a International Safeguard Advisor May 20, 2020 SEIICHI SASAKI	Procurement of 44 units Double Cabin Diesel 4 WD Pick up 6 Cylinder Vehic Sep 05, 2019 TOYOTA TSUSHO CORPORATION 1,412,937 Biochemistry laboratory equipment for the Uzdavkarantin Central Laboratory Feb 27, 2020 OGAWA SEIKI CO., LTD. 66,979 ant Servi C1.4.7a International Safeguard Advisor May 20, 2020 SEIICHI SASAKI 100,630



## Procurement-related Complaints

How to complain

January 2017

https://thedocs.worldbank.org/en/doc/975671478891365829-0290022017/original/GuidanceProcurementrelatedComplaints.pdf

## What can be challenged? Examples

#### 1. Procurement Documents

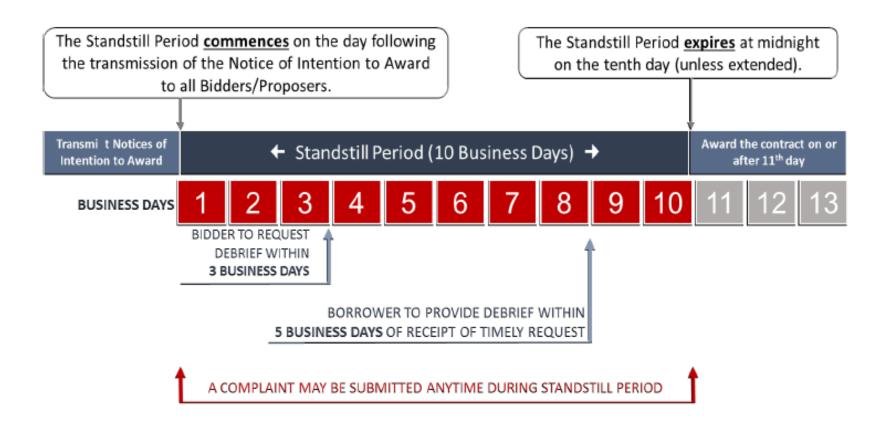
- Prequalification document
- Initial Selection document
- Request for Bids or Request for Proposals
- Addenda to any of the above documents

#### 2. Decision to Exclude

- not qualifying in a Prequalification
- not being selected in an Initial Selection
- being eliminated from a multi-stage procurement process
- not passing the minimum technical qualifying mark in consulting services

#### Decision to award a contract

## Standstill period timeline



## Submitting a complaint

- SPDs provide instructions to bidders/proposers on how, where and when to file a complain
- Form of Notification of Intention to Award provides among others instructions on how to file a complaint challenging award
- Complaints must be submitted to the <u>borrower</u>
- This is the entity and the official designated for that purpose in the respective Procurement Document
- If sent to the Bank, the complaint will be forwarded to the borrower promptly
- Must be submitted in writing (preferably by the quickest means available to be able to meet the timelines). E.g.
  - Email, fax, or
  - borrower's e-procurement system, if applicable

