



# WBG Virtual Vendor Forum for Women-Owned Businesses in Latin America & Caribbean

December 1, 2021



# Agenda

- 1 Welcome and Opening remarks
- 2 How the WBG is advancing gender equality and women's economic empowerment
- 3 How IFC encourages access to markets for women-owned businesses in Latin America and the Caribbean
- 4 Walking the Talk: Corporate Procurement's Journey
- 5 Doing Business with the World Bank Group: Overview of WBG Corporate Procurement procedures
- 6 Doing Business with the World Bank Group: Opportunities in LAC Country Offices
- 7 Experience sharing from women-owned WBG vendors
- 8 Addressing challenges and opportunities experienced by women-owned businesses in the LAC region
- 9 Questions and Answers



# Welcome and Opening Remarks

**Shaolin Yang**

Managing Director and WBG  
Chief Administrative Officer






# How the WBG is advancing gender equality and women's economic empowerment

**Hana Brix**

Global Director, Gender  
The World Bank Group





# How IFC encourages access to markets for women-owned businesses in Latin America and the Caribbean

## **Martin Spicer**

Director, Latin America and the  
Caribbean  
International Finance Corporation





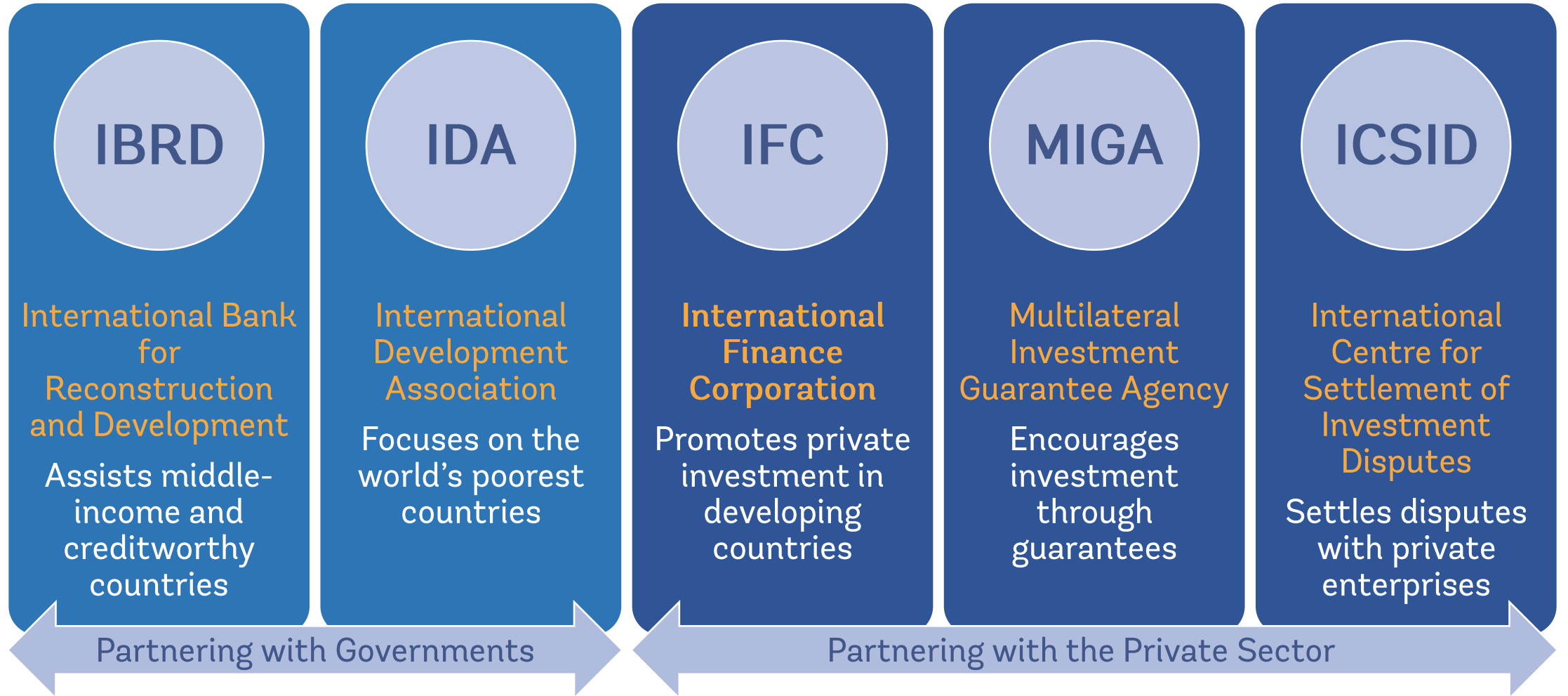
# Walking the Talk: Corporate Procurement's Journey

**Kenny Kan-Yee Cheung**  
Chief of Corporate Procurement  
World Bank Group





# Introduction to the World Bank Group





# The World Bank Group and its Global Presence

- The World Bank Group is one of the world's largest sources of funding and knowledge for developing countries.
- Established in 1944, the World Bank Group is headquartered in Washington, D.C, with a membership of 189 countries, staff from 170 countries, and offices in over 130 locations.

## Our Mission: Two ambitious goals

### End Extreme Poverty

Reduce the percentage of people living on less than \$1.90 a day to 3% by 2030

### Promote Shared Prosperity

Foster income growth of bottom 40% of the population in every country

## Achieving the Goals in a Sustainable Manner:

Securing the long-term future of the planet and its resources, ensuring social inclusion, and limiting the economic burdens on future generations underpin efforts to achieve the two goals





# Corporate Procurement at the World Bank Group





# Corporate Procurement at the World Bank Group



USD 1.5 to 2.0B annual spend

c.25,000 Vendors

Professional Services, Financial Services, HR, Real Estate, IT

140+ Country Offices and HQ



Published on [Let's Talk Development](#)

## New measures are needed to safeguard women's economic opportunities during COVID-19

TEA TRUMBIC | SEPTEMBER 10, 2020

This page in: [English](#)



### WORLD BANK GROUP ANTI-RACISM CHARTER

PRINCIPLES – AUGUST 24 2021

#### Principle One

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

#### Principle Two

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

#### Principle Three

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

#### Principle Four

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

#### Principle Five

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

#### Principle Six

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



# Our Commitments

[Home](#) / [Blogs](#) / [Shaolin Yang's Blog](#)

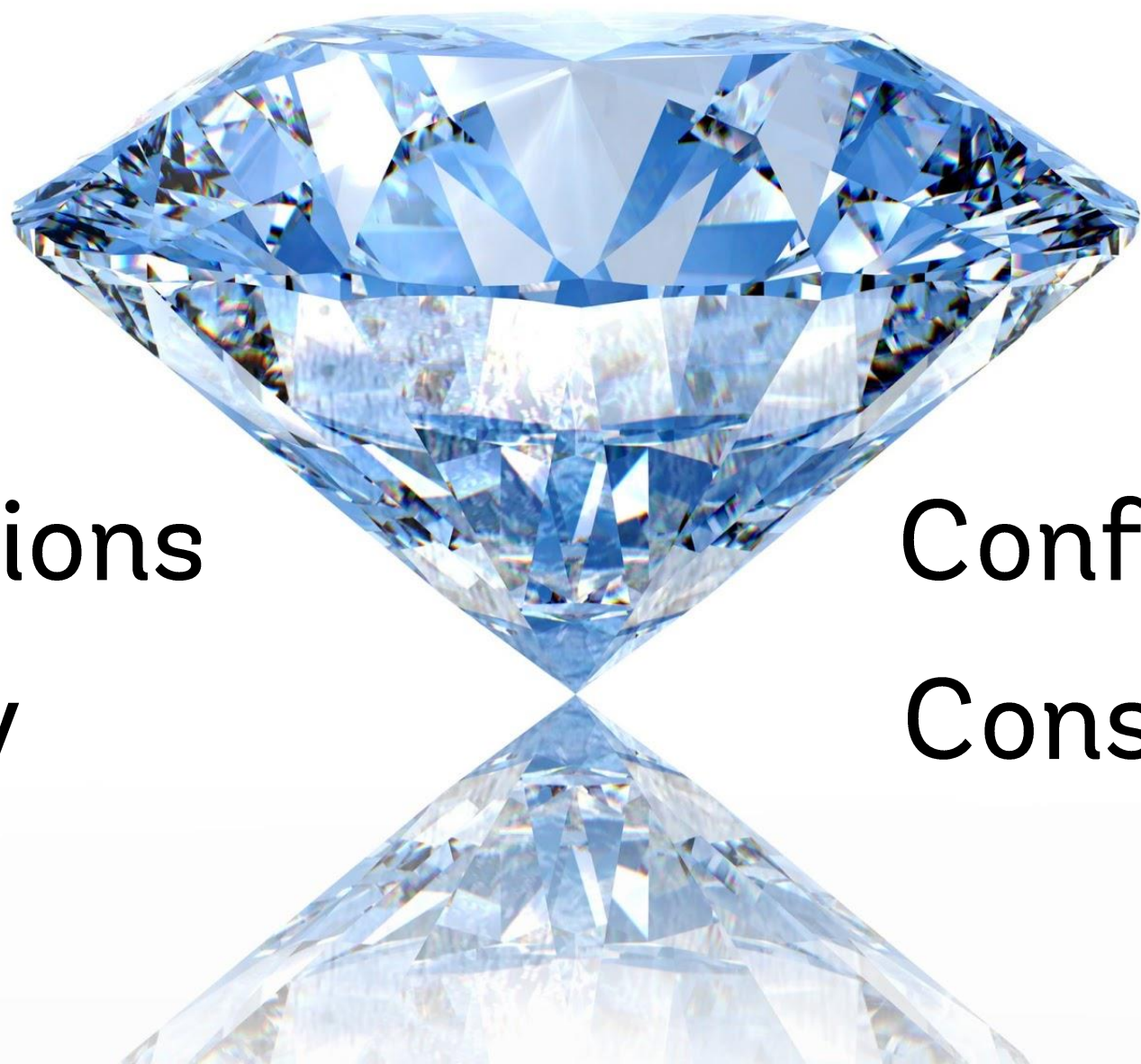
## Doubling the Share of Our Corporate Procurement that Goes to Women-Owned Business

MAR 07, 2018



By [Shaolin Yang](#)



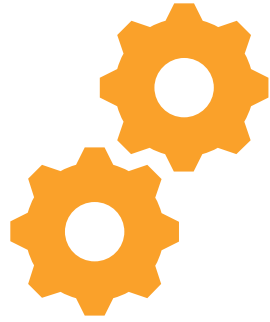


**Connections**  
**Capacity**

**Confidence**  
**Considerations**



# Four Levers to Achieve our Commitment



Process  
Improvements



Technology  
Support



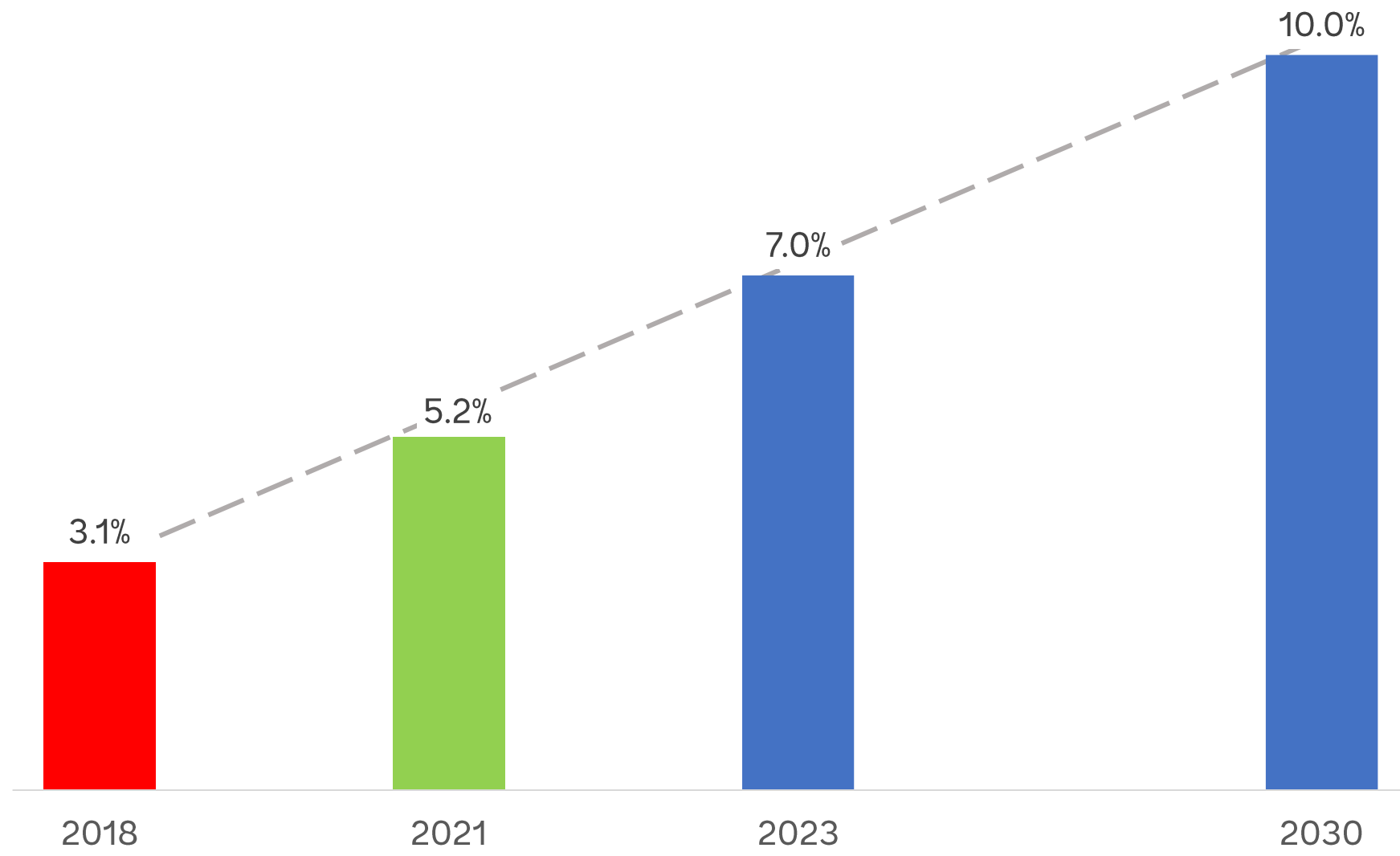
Capacity Building  
and Outreach



Industry  
Partnerships

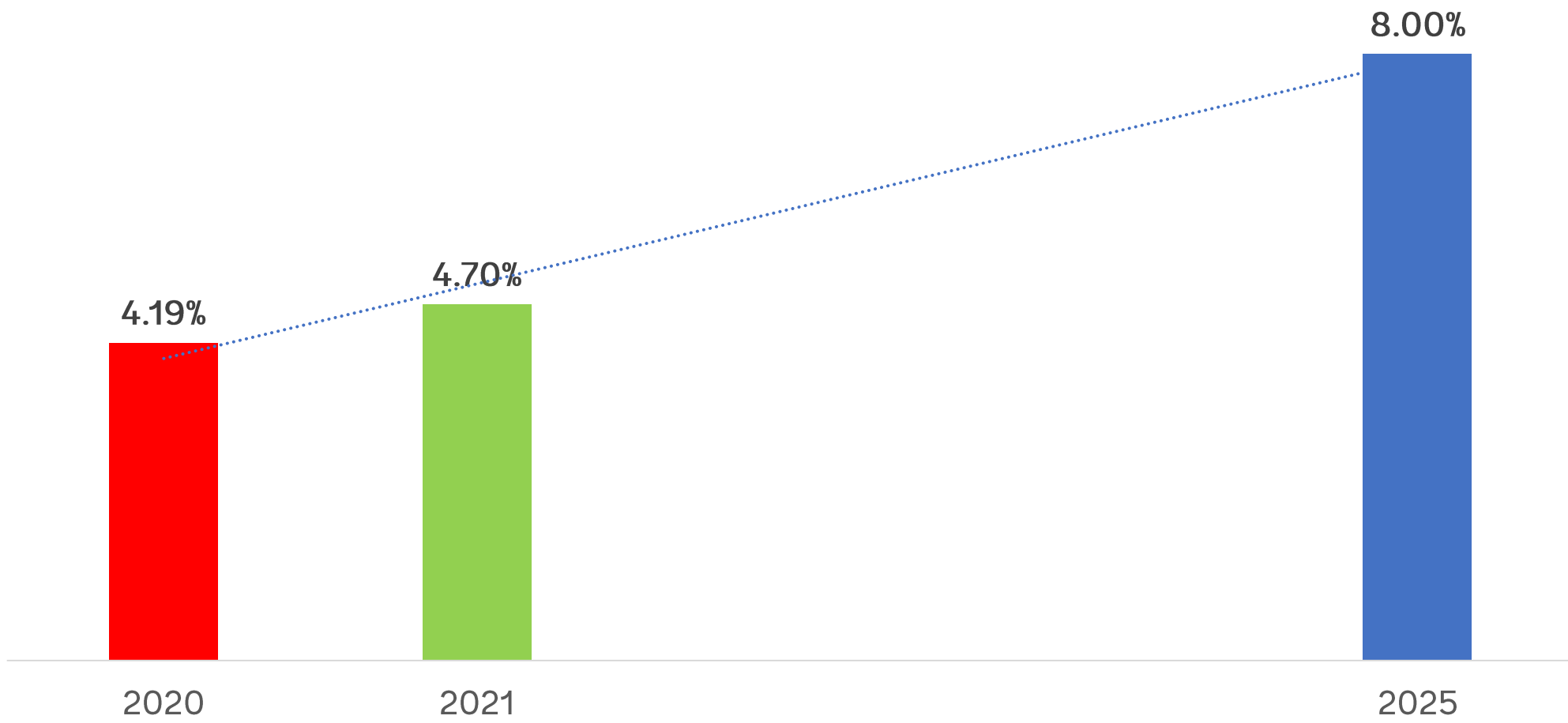


# Our Progress – WBE





# Setting a Baseline and Target – MBE







# Sustainable Procurement at the World Bank Group

**Adam Rubinfield**

Sustainability and Supplier Diversity  
Program Lead  
WBG Corporate Procurement





In Corporate  
Procurement  
we recognize...

That every purchase we make is a  
**vehicle for change** that supports  
the World Bank Group's priorities.



# Sustainable Procurement at the World Bank Group

## Sustainability

goes beyond environmental considerations to consider the economic and social impacts and benefits as well.





# Sustainable Procurement Priorities

## License to Operate

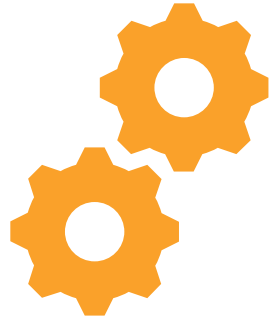
Fair Wages, Benefits, & Working Hours	Gender Based Violence
Health and Safety	Forced Labor & Human Trafficking
Human Rights	Child Labor
Anti-Corruption	Environmental Responsibility

## Strategic Priorities

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



# Four Levers to Achieve our Commitments



Process  
Improvements



Technology  
Support



Capacity Building  
and Outreach



Industry  
Partnerships



# Doing Business with the World Bank Group

**Catarina Thomaz**  
Procurement Specialist  
WBG Corporate Procurement





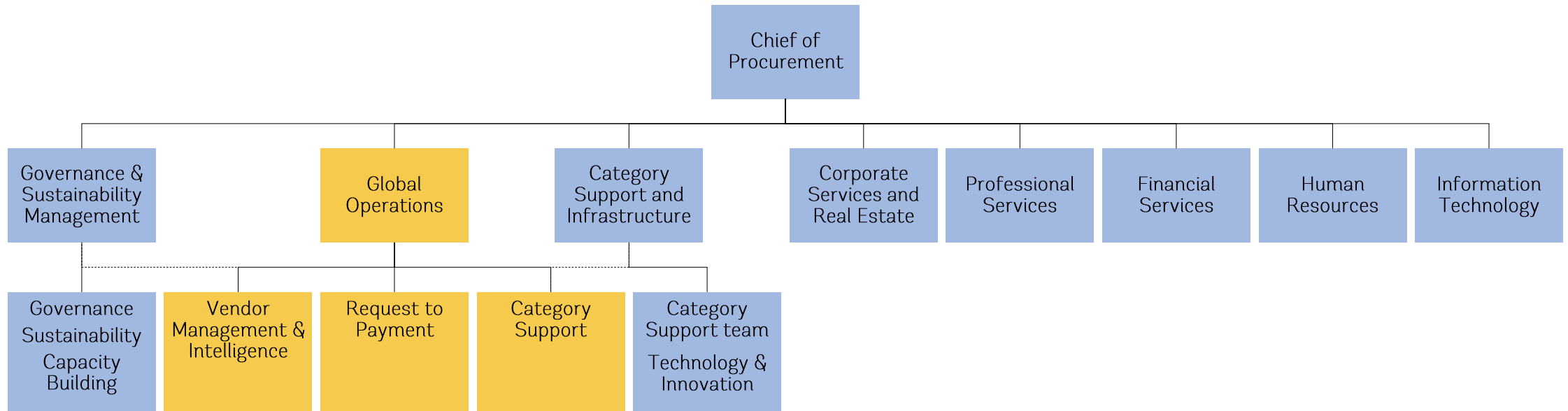
# Doing Business with The World Bank Group

- 1** Corporate Procurement - Who we are, What we do and What we buy
- 2** Opportunities and Best Practices
- 3** Vendor Registration and Vendor Eligibility
- 4** Disclosure of awards



# Who We Are

Corporate Procurement is responsible for coordinating and overseeing the **sourcing strategy, selection, and contract execution** for more than 140 World Bank Group offices around the globe, overseeing about \$1.7 billion dollars of spend annually and 25,000+ vendors, as well as advisory and training on procurement for corporate activities.







# What We Do



Oversee and conduct administrative and operational consulting procurements to support the WBG business operations, and the procurement for Bank-executed Trust Funds



Leverage category management concepts and recommend procurement strategies to clients that are reflective of market conditions



Advise and guide Bank Group staff on procurement matters providing an appropriate balance between institutional requirements, business needs and marketplace considerations



Manage systems and tools that support a streamlined procurement process



Oversee vendor registration, vendor risk assessments and vendor management



# What We Buy

## Corporate Services & Real Estate



- Construction and Renovation
- Facilities Management
- Security Services
- Travel
- Transportation Services
- Food & Conference Services

## Professional Services



- Operational & Administrative Consulting
- Professional & Management Consulting
- Legal Services

## Human Resources



- Health and Wellness Services
- Medical Benefits
- Recruitment Services
- Labor Services
- Training and Leadership Development
- Coaching

## Information Technology



- Hardware
- Software
- Cloud Services and Solutions
- Managed Software Solutions
- Information and Communications Technology
- Telecommunication Equipment and Services

## Financial Services



- Insurance and Brokerage
- Audit and Accounting Services
- Global Payment Services



# Core principles and considerations



Fair, open and  
transparent  
selection process



Obtain best  
overall value



Give all eligible  
(qualified)  
bidders the  
opportunity to  
compete



Use of  
competitive  
process favored



# WBG Solicitation Processes

## Request for Information (RFI)

Used to elicit market research information on goods and services from the Vendor community.

## Request for Expression of Interest (REI or REOI)

Used as means for prequalifying Vendors for follow-on solicitations (e.g., IFB or RFP), or to better understand market trends



## Invitation for Bid (IFB)

Used for goods and works that are complex, long term, high risk/value and can be clearly and completely specified. Price is the basis for award.

## Request for Proposal (RFP)

Used for complex requirements that cannot be clearly or completely specified. Entails detailed technical evaluations, and pricing is not the sole basis of award.

# Preparing a proposal in response to a solicitation

Address requirements of the Terms of Reference (TOR) / Statement of Work (SOW) clearly and comprehensively

Emphasize innovative technical solutions

Make sure that your proposal is carefully prepared and **easy to evaluate** – use charts, diagrams, color

Propose a strong Project Manager and **qualified experts**

Assess the competition. Compete where **YOU** are competitive

# Best Practice for preparing a proposal

Attend pre-proposal conference – when applicable

Submit bids on time. Late bids are not accepted



Ask questions up front – do NOT guess or assume

Use the templates provided by the World Bank in the RFx

# Vendor registration



Provide business information (name, location, entity type, date of incorporation, etc.)



Disclose basic financial information (e.g., annual sales, annual revenue, etc.)



Provide diversity information, including certifications, if applicable



Enclose certificates of incorporation and any relevant documentation, as appropriate



Agree to the World Bank Group General Terms and Conditions



# Vendor Eligibility Criteria



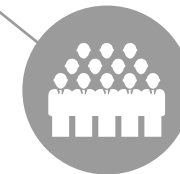
Minimum 1 year in business



Acceptance of World Bank Group Terms & Conditions



No more than 20% of revenue from WBG



Multiple clients / customers



Appropriate business licenses / certifications





# Disclosure of contract awards

Under the WBG information disclosure policies, certain Corporate Procurement contract awards are **eligible for public disclosure** with the following information on our website

a brief description  
of the contracted  
goods or services



the name of the  
vendor receiving  
the award



More information:  
<http://www.worldbank.org/en/about/corporate-procurement/business-opportunities/corporate-procurement-contract-awards>



the contract award  
amount



# Targeting opportunities


## Operational Consulting

<https://www.worldbank.org/en/about/corporate-procurement/business-opportunities/operational-consulting-opportunities>

## Good, Services & Works

<https://www.worldbank.org/en/about/corporate-procurement/business-opportunities/administrative-procurement>





# Doing Business with the WBG in Latin America and the Caribbean



**Moderated by:**  
**Claudiu Danciu**  
Procurement Specialist  
WBG Corporate Procurement



**Jutta Kern**  
Manager Operations  
IBRD Mexico



**Maria Angelica Castro**  
Sr Resource Management Officer  
IBRD Argentina



**Roberto Ferreira Lima Silva**  
Sr Administrative Officer  
IBRD Brazil



**Maria del Rosario Salazar**  
Procurement Officer  
IFC Latin America and the  
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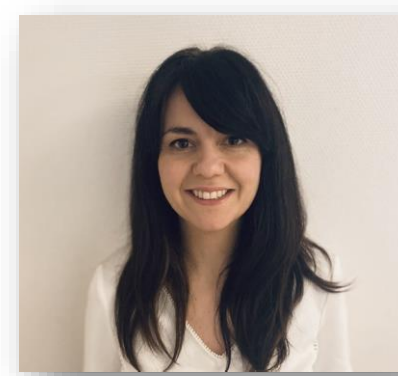


# Questions





# Experience Sharing from woman-owned WBG Vendors



**Moderated by:**  
**Despoina Kouria**  
Supplier Diversity Analyst  
WBG Corporate Procurement



**Audrey Hinchcliffe**  
Founder/CEO,  
Manpower & Maintenance Services



**Cecilia Maldonado**  
Director of Strategic Accounts,  
Latamways



**Beatriz Marulanda** Senior  
Associate, Marulanda &  
Consultores



# Addressing challenges and opportunities experienced by women-owned businesses in the LAC region



**Anna Domingo Riu**  
Entrepreneurship Specialist  
IFC Gender & Economic Inclusion



**Elizabeth A. Vazquez,**  
CEO and Co-Founder,  
WEConnect International



**Mario Castilleja,**  
Procurement lead for Mexico and  
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# WEConnect International Members



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# Questions







# Contacts & Resources



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<https://weconnectinternational.org/>



# Concluding Remarks