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

December 1, 2021
# Agenda

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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 Brixi
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

**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

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

TEA TRUMBOC | SEPTEMBER 10, 2020

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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.
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

- 2018: 3.1%
- 2021: 5.2%
- 2023: 7.0%
- 2030: 10.0%
Setting a Baseline and Target – MBE

- 2020: 4.19%
- 2021: 4.70%
- 2025: 8.00%
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
- 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
- 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

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

Human Resources
- Health and Wellness Services
- Medical Benefits
- Recruitment Services

Information Technology
- Hardware
- Software
- Cloud Services and Solutions

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

Travel
- Transportation Services
- Food & Conference Services

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

Labor Services
- Training and Leadership Development
- Coaching
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

- 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
- Address requirements of the Terms of Reference (TOR) / Statement of Work (SOW) clearly and comprehensively
- Emphasize innovative technical solutions
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
- No more than 20% of revenue from WB Group
- Acceptance of World Bank Group Terms & Conditions
- 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
- The contract award amount
Targeting opportunities

Operational Consulting

Good, Services & Works
Doing Business with the WBG in Latin America and the Caribbean

Moderated by:
Claudiu Danciu
Procurement Specialist
WBG Corporate Procurement

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IBRD Brazil

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Procurement Officer
IFC Latin America and the Caribbean
Experience Sharing from woman-owned WBG Vendors

Moderated by:
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WBG Corporate Procurement

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Beatriz Marulanda
Senior Associate, Marulanda & Consultores
Addressing challenges and opportunities experienced by women-owned businesses in the LAC region

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Entrepreneurship Specialist  
IFC Gender & Economic Inclusion

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CEO and Co-Founder,  
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Mario Castilleja,  
Procurement lead for Mexico and Costa Rica, Accenture
Questions
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Concluding Remarks