

Global Vendor Forum for Women-Owned Businesses: Accessing Consulting Opportunities at the WBG

Questions & Answers

1. When applying to WBG tenders, is a women-owned business required to provide proof of certification by an external certification body, or can the company self-identify as being women-owned?

While we encourage certification, it is not a requirement for women-owned businesses to be certified by a third-party. In absence of certification, the World Bank Group accepts self-declaration, which can be documented during the vendor registration process. Currently, it recognizes multiple third-party business certifications that are available either globally or specific to a certain country/geography. More information can be found on the [WBG Corporate procurement website](#).

2. In regard to determining if a company is considered Women-Owned. Our organization is co-founded by a young women entrepreneur, who owns 49% (and not >51%) of the company. Is our organization considered a "women-owned business?"

The World Bank Group subscribes to the global definition of a women-owned business, defined as being one that is at least 51% owned, operated, and controlled by a woman or women. Companies that were co-founded or are partially owned by women, but where female ownership and control is less than 51%, are not considered a women-owned business for the purposes of registering as WBE in our vendor registration system.

3. What services does the World Bank Group procure?

The World Bank Group procures a wide range of goods and services that support the WBG offices, including Professional and Consulting services; Technology; among other categories. Please refer to [What the World Bank Group Buys](#) for additional information. World Bank Group's procurement opportunities are published daily on our [website](#).

4. How should women-owned businesses identify themselves as such to The World Bank Group when submitting EOIs (Expression of Interests) on WBGeProcure RFxNow?

The vendor ownership and diversity information are captured in the WBGeProcure Supplier Registration application, which becomes visible when a vendor expresses interest for procurement in RFx Now. Please include in your EOI Answer and your proposal to RFP, that you are a women-owned business. Guidance on registration can be found in our [online guide](#).

5. In RFQ/RFP questions, I never see one that asks vendors to identify if they are a women-owned business or other disadvantaged business. As procurement officers are reviewing answers to the qualification questions, are they also reviewing the information that indicates if the vendor is a women-owned business?

When submitting a proposal, women-owned vendors are encouraged to include information about their company's diverse business classification as part of their company profile information and company background in the RFP. Additionally, during the vendor registration process, vendors also have the opportunity to indicate if they are women-owned and/or other qualify for other diverse-owned business categories.

6. How can a company, participating in a solicitation, get feedback when rejected, and receive clear justification and also best practices on what the Bank expects from them?

After the RFP is completed, a debrief can be requested, and when possible, the WBG will provide feedback on the participation of the company at the solicitation. Kindly note that hundreds of companies participate in WBG solicitations, so it will not always be possible to provide a detailed debrief.

7. I have applied several times on the WBG tender website, but it doesn't provide enough space where we can add more information about our businesses. Can that be improved?

The RFP responses either via RFX Now system or submitted via email, will allow for uploading annexes to support the proposal. However, please be mindful that the WBG receives a high number of proposals for each RFP, and only relevant information related to the proposal/services should be submitted.

8. How do we get invited to complete a vendor registration form?

Instructions on how to complete the potential vendor registration process can be found [here](#). Completion of the potential supplier application form will not result in your company being added as a fully registered vendor to the WBG. However, it will make your company's information available in the Supplier Database to WBG staff for potential future business opportunities.

9. How long does it take to get confirmation of being an approved vendor?

The online vendor registration form should take approximately 15 minutes to be completed by the vendor, however, timing for the application review and approval process will depend on the specific circumstances of each application. Vendor registration process is required for any vendor working with the WBG. If you have questions about your specific vendor registration, please submit an email to corporateprocurement@worldbank.org, including your application number or vendor registration number.

10. Does the World Bank Group offer any incentives for women-owned businesses who apply for WBG tenders?

Transparency and competitiveness are core procurement principles for the WBG. Most of our solicitations are published on our website and any vendor can express interest in participating, if they meet minimum criteria. For certain RFPs there may be additional points for a business that qualifies as a women-owned business, and if that is the case, it will be described on the methodology for the evaluation and award of that RFP.

11. Are there procurement opportunities that only women-owned businesses are eligible to apply for, and if so, how do we find these set-aside procurements?

We do not currently have procurement set-asides for women-owned businesses (or any other diverse suppliers) but we actively encourage diverse businesses to apply for WBG procurement opportunities.

12. Can two firms in a partnership located in two different countries register as one company?

Submission must be from a duly incorporated or registered company in accordance to the local jurisdiction and in compliance with the World Bank Group's vendor eligibility criteria.

13. In regard to vendor eligibility, are former World Bank employees eligible to apply to procurement opportunities?

The procurement opportunities on Corporate Procurement's website are tailored for businesses (not individuals). If you are former WBG employee working for a business, first consult information on restrictions of current and former employees of the WBG and eligibility of WBG vendors, found [here](#).

14. I am a former WBG Consultant and would like to register my company as a vendor. Can I start the registration process before the 12-month cooling-off period is over? Or, do I have to wait even to register in the system?

All companies must be eligible to be WBG vendors, according to vendor eligibility requirements at the moment they submit their registration and/or express interest in a WBG corporate procurement opportunity. In order to be able to register as a vendor or participate in an RFP, you should have reached the end of your cooling off period as well as comply with any other vendor eligibility requirements. For additional details please consult our website on [vendor eligibility](#).

15. Is the procurement process for women-owned businesses the same with women consultants?

This is a great question. At the WBG, opportunities for business to support the WBG's corporate needs are separate from individual consultants. This forum is tailored for corporate procurement business opportunities, which target organizations that are registered as a business. Sole proprietors are eligible to compete for WBG corporate procurement opportunities, provided they are registered as such a business in their geography.

Individual consultants and other career opportunities are managed by Human Resources and can be found by visiting the [Jobs page](#).

16. Can a vendor provide services outside their country of incorporation?

Vendors should have a license to operate in the country/jurisdiction in which they are delivering the goods and/or services, as well as other vendor eligibility requirements, which includes for example complying with local labor laws specific to the country they are registered in and/or performing the services.

17. How can a business become a subcontractor or a partner with a firm that has been awarded a contract with the World Bank Group?

The World Bank Group does not interfere in the subcontracting activities of the vendors we work with. Awards for contracts above \$250,000 become publicly available on our website, under Corporate Procurement Contract Awards [link](#).

18. Could you please explain how is the invoicing/payment process at the World Bank?

Information regarding invoicing and payment can be found in our website, where there is a [guide](#) that includes relevant information about the topic.

19. Where can we find available business opportunities of the World Bank Group for specific regions?

All WBG business opportunities are posted under our [website](#). The opportunities that are posted indicate the specific delivery location. We recommend that interested firms regularly monitor the website as opportunities are posted constantly.

20. Does the WBG eConsultant2 website still work?

The eConsultant2 system was decommissioned on March 17 and is now replaced by the RFx Now. For more information please see our website for [Operational Consulting Opportunities](#).

21. Does the World Bank Group provide loans, funding or/and grants for women entrepreneurs?

Corporate Procurement is the unit of the WBG responsible for procuring goods and services to support the WBG activities and offices. When engaging with vendors selected to provide goods and services to the WBG we expect the vendors to be financially viable in order to deliver the goods and services that were contracted. All business opportunities are published on Corporate Procurement's [website](#). While Corporate Procurement does not provide loans, grants or any funding to vendors, the International Finance Corporation (IFC), part of the WBG, has a program to support Women-Owned businesses; see more information [here](#).

22. Are there any capacity building programs that the World Bank Group offers to help to build the skills of women and support managing WBG projects?

We currently do not offer additional training or other capacity building activities to prospective vendors other than the Global Forums and Vendor Forums. During the Global Vendor forum, we did share some best practices related to the proposal preparation and the procurement processes that could be helpful. You can review that section in the [session's recording](#) available in the event [website](#). Our website also offers materials to support vendors, such as vendor guides and a vendor code of conduct.

23. Can you share what are Corporate Procurement's plans to organize events, such as in-person forums, in the future, to bring women-owned businesses from around the world to Washington D.C. to introduce them to the World Bank's leadership and staff, regulatory frameworks, successful stories, etc.?

All future events will be listed on WBG Corporate Procurement Supplier Diversity and Inclusion [website](#).