World Bank Procurement Framework & Business Opportunities
WORK WITH GOVERNMENTS

1. **IBRD**
   - International Bank for Reconstruction and Development
   - Financing for middle-income developing countries

2. **IDA**
   - International Development Association
   - Financing for low-income developing countries

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

WORK WITH PRIVATE SECTOR

3. **IFC**
   - International Finance Corporation
   - Investment and advisory services to encourage private-sector development

4. **MIGA**
   - Multilateral Investment Guarantee Agency
   - Political risk insurance and credit enhancement guarantees

TRIBUNAL

5. **ICSID**
   - International Centre for Settlement of Investment Disputes
   - International arbitration of investment disputes
World Bank’s objectives and scope

**World Bank Goals**
1. End extreme poverty
2. Promote shared prosperity

**Investment Project Financing (IPF)**
Provides IBRD loans, IDA credits and grants and guarantee financing to governments

- **$62 billion** total World Bank Group commitments FY18
- **1,634** projects worldwide
- **146** countries

**IPF (What does it fund?)**
Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development

**Roles and Responsibilities**
Borrower implements and procures
Bank supervises, monitors consistency with its policies, and supports
Portfolio
Areas of spend worldwide (large contracts awarded FY18)

TOTAL SPEND
approx. $10Bn (FY18)

TOP 3 AREAS OF SPEND
#1 Transport 36%
#2 Water/Sanitation/Waste 20%
#3 Energy & Extractives 16%

- Transportation
- Water/Sanit/Waste
- Energy & Extractives
- Unassigned
- Public Admin
- Agriculture
- Health & Social Services
- Others
- Social Protection
- Education
2019 Global commitments by region

- **Middle East and North Africa**: 7%
- **Europe and Central Asia**: 11%
- **South Asia**: 24%
- **Sub-Saharan Africa**: 30%
- **Latin America and the Caribbean**: 12%
- **East Asia and the Pacific**: 15%
## Top 10 Procuring Borrowers

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>CONTRACT VALUE (USD)</th>
<th>% OF TOTAL VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>India</td>
<td>1,798,903,100</td>
<td>17.22%</td>
</tr>
<tr>
<td>2</td>
<td>Ukraine</td>
<td>524,088,841</td>
<td>5.02%</td>
</tr>
<tr>
<td>3</td>
<td>Poland</td>
<td>477,919,454</td>
<td>4.57%</td>
</tr>
<tr>
<td>4</td>
<td>Tanzania</td>
<td>444,910,309</td>
<td>4.26%</td>
</tr>
<tr>
<td>5</td>
<td>Bangladesh</td>
<td>422,893,785</td>
<td>4.05%</td>
</tr>
<tr>
<td>6</td>
<td>China</td>
<td>372,625,443</td>
<td>3.57%</td>
</tr>
<tr>
<td>7</td>
<td>Kenya</td>
<td>320,173,114</td>
<td>3.06%</td>
</tr>
<tr>
<td>8</td>
<td>Bolivia</td>
<td>274,519,857</td>
<td>2.63%</td>
</tr>
<tr>
<td>9</td>
<td>Egypt</td>
<td>264,757,056</td>
<td>2.53%</td>
</tr>
<tr>
<td>10</td>
<td>Ethiopia</td>
<td>249,621,351</td>
<td>2.39%</td>
</tr>
</tbody>
</table>
## Top 10 Supplier Countries

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>CONTRACT VALUE (USD)</th>
<th>% OF TOTAL VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>India</td>
<td>2,215,799,889</td>
<td>21.21%</td>
</tr>
<tr>
<td>2</td>
<td>China</td>
<td>2,074,609,036</td>
<td>19.86%</td>
</tr>
<tr>
<td>3</td>
<td>Turkey</td>
<td>520,190,842</td>
<td>4.98%</td>
</tr>
<tr>
<td>4</td>
<td>Spain</td>
<td>364,141,564</td>
<td>3.49%</td>
</tr>
<tr>
<td>5</td>
<td>France</td>
<td>316,613,271</td>
<td>3.03%</td>
</tr>
<tr>
<td>6</td>
<td>Italy</td>
<td>314,210,398</td>
<td>3.01%</td>
</tr>
<tr>
<td>7</td>
<td>Poland</td>
<td>297,612,614</td>
<td>2.85%</td>
</tr>
<tr>
<td>8</td>
<td>Bangladesh</td>
<td>234,290,851</td>
<td>2.24%</td>
</tr>
<tr>
<td>9</td>
<td>Brazil</td>
<td>219,650,658</td>
<td>2.10%</td>
</tr>
<tr>
<td>10</td>
<td>Argentina</td>
<td>217,656,457</td>
<td>2.08%</td>
</tr>
</tbody>
</table>
### Top 10 Consulting Services Countries

<table>
<thead>
<tr>
<th>RANK</th>
<th>COUNTRY</th>
<th>CONTRACT VALUE (USD)</th>
<th>% OF TOTAL VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>India</td>
<td>85,359,491.55</td>
<td>7%</td>
</tr>
<tr>
<td>2</td>
<td>France</td>
<td>72,368,056.20</td>
<td>6%</td>
</tr>
<tr>
<td>3</td>
<td>United States</td>
<td>41,231,138.84</td>
<td>3%</td>
</tr>
<tr>
<td>4</td>
<td>Canada</td>
<td>35,519,215.90</td>
<td>3%</td>
</tr>
<tr>
<td>5</td>
<td>Korea, Republic</td>
<td>35,193,467.36</td>
<td>3%</td>
</tr>
<tr>
<td>6</td>
<td>Kenya</td>
<td>33,029,594.66</td>
<td>3%</td>
</tr>
<tr>
<td>7</td>
<td>Netherlands</td>
<td>32,441,251.02</td>
<td>3%</td>
</tr>
<tr>
<td>8</td>
<td>China</td>
<td>30,286,878.91</td>
<td>2%</td>
</tr>
<tr>
<td>9</td>
<td>Mozambique</td>
<td>30,239,821.07</td>
<td>2%</td>
</tr>
<tr>
<td>10</td>
<td>Italy</td>
<td>30,102,576.55</td>
<td>2%</td>
</tr>
</tbody>
</table>
Why bid on Bank-funded contracts?

- A large procurement market
- 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
Finding business opportunities

- Project Identification Document
- Monthly Operational Summary
- Finances and Procurement App
- Project Document
- Procurement Plan
  - select “browse by country” choose country
  - under “Projects” tab, select the project of interest
  - under “Procurement” tab select “Plans” to view latest plan
  - under “Procurement” tab select “Notices” to view notices
Procurement Vision & Core Principles

VISION

“Procurement in Investment Project Financing supports Borrowers to achieve value for money with integrity in delivering sustainable development”
Procurement Regulations for Borrowers

THE WORLD BANK
Procurement Regulations for IPF Borrowers

PROCUREMENT IN INVESTMENT PROJECT FINANCING
Goods, Works, Non-Consulting and Consulting Services

August 2018
New Procurement Framework

**BEFORE**

- One size fits all
- Limited options, very prescriptive
- Fraud and Corruption seen as primary challenge
- Mixed capacity - clients, suppliers and Bank
- Arms-length approach to markets
- Primary focus on selection phase

**AFTER**

- Key focus on results
- Fit-for-purpose approach enabling value-for-money and innovation
- Flexible, risk-based decision-making
- Early, proactive market engagement
- Capacity building
- Dynamic risk management, enhanced integrity, fairness and transparency
- Increased focus on contract management
Environmental & Social (ES) Risk management

- Bank supports infrastructure development US$114 billion globally which includes a significant volume of civil works contracts
- Multiple global initiatives and organizations emphasize sustainable infrastructure with very similar approaches
- Bank has developed specific policies to manage Environmental and Social (ES) risks, with additional requirements for large civil works
- Such risks include:
  - resettlement
  - labor force influx
  - community health and safety
  - occupational accidents
  - environmental protection
  - gender-based violence (GBV)
  - sexual exploitation and abuse (SEA)
  - sexual harassment (SH)
Environmental & Social (ES)
Relevance for procurement

- Bank’s ES policies are a cornerstone of the World Bank’s approach to ensure strong protections for people and for the environment
- Bank’s policies require ES risks to be assessed and addressed through specific ES instruments (e.g. Environmental and Social Management Plans)
- Many ES risks must be managed by the contractor building the infrastructure – so the Bank has integrated ES considerations throughout the procurement process e.g.:
  - specification and KPIs
  - contractor’s Code of Conduct
  - ES reporting
  - contractors ESMPs regularly updated
  - contract variations to address ES risks
  - role of engineer to oversee implementation
  - contractual remedies
Protecting vulnerable communities
Sexual Exploitation and Abuse (SEA)

- SEA are global issues that affect 1 in 3 women in their lifetime
- SEA entail significant social and economic costs – estimated at 3.7% GDP
- SEA incidents have occurred in Bank-financed projects - perpetrated by contractors’ personnel against community members
- Bank is taking concerted measures to strengthen the prevention of SEA
- Initial focus on large civil Works contracts with high SEA risks
- New Bank remedy where contractor fails to comply with SEA contractual obligations – 2-year disqualification
Preparing a proposal

- Attend pre-proposal briefing - if indicated in the bidding documents
- Fully address all the requirements
- Emphasize your methodology for delivery – innovate if you can
- Propose a strong project manager and experienced experts
- Cite relevant technical and regional experience similar to the project – the more significant and similar the better
- Involve in-country partners where possible, consider joint ventures
- Don’t deviate from standard bidding document forms and conditions
- Conditions or qualifications can lead to rejection
If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency.

Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid.

Submit a professional proposal that is:
- comprehensive (covers all information requested)
- includes all supporting documents
- signed by an authorized individual
- submitted before the deadline
Links to useful information

World Bank’s Procurement Regulations for IPF Borrowers

Standard Procurement Documents (SPD) templates

Guidance on SPDs

Guidance on finding business opportunities

Guidance on how to complain

Video: World Bank Procurement – how to bid
Identifying opportunities - links

World Bank website
https://www.worldbank.org/

International development procurement notices (UNDB)
https://www.devbusiness.com/

Finances App

Procurement App

Country Partnership Frameworks
Each country’s key objectives and development results agreed with the Bank

Monthly Operational Summary

Project Documents

Procurement plans
# World Bank procurement contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>Region</th>
<th>Email</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Enzo de Laurentiis</strong></td>
<td>Chief Procurement Officer</td>
<td><a href="mailto:elaurentiss@worldbank.org">elaurentiss@worldbank.org</a></td>
<td>202 473-0538</td>
</tr>
<tr>
<td><strong>V. S. Krishnakumar</strong></td>
<td>Eastern Europe and Central Asia</td>
<td><a href="mailto:vkrishnakumar@worldbank.org">vkrishnakumar@worldbank.org</a></td>
<td></td>
</tr>
<tr>
<td><strong>Diomedes Berroa</strong></td>
<td>Latin America and Caribbean</td>
<td><a href="mailto:dberroa@worldbank.org">dberroa@worldbank.org</a></td>
<td>202 458-9432</td>
</tr>
<tr>
<td><strong>Hiba Tahboub</strong></td>
<td>East and Southern Africa</td>
<td><a href="mailto:htahboub@worldbank.org">htahboub@worldbank.org</a></td>
<td>202 473 0609</td>
</tr>
<tr>
<td><strong>Felipe Goya</strong></td>
<td>West Africa (Francophone and Lusophone Africa)</td>
<td><a href="mailto:fgoya@worldbank.org">fgoya@worldbank.org</a></td>
<td>202 458-1007</td>
</tr>
<tr>
<td><strong>Elmas Arisoy</strong></td>
<td>South Asia</td>
<td><a href="mailto:earisoy@worldbank.org">earisoy@worldbank.org</a></td>
<td>202 473-2699</td>
</tr>
<tr>
<td><strong>Vacant</strong></td>
<td>Middle East and North Africa</td>
<td><a href="mailto:Ytayler@worldbank.org">Ytayler@worldbank.org</a></td>
<td>202 473-0810</td>
</tr>
<tr>
<td><strong>Kofi Awanyo</strong></td>
<td>East Asia Pacific (South East Asia and China)</td>
<td><a href="mailto:Kawanyo@worldbank.org">Kawanyo@worldbank.org</a></td>
<td>66-2-6868329</td>
</tr>
<tr>
<td><strong>V. S. Krishnakumar</strong></td>
<td>Eastern Europe and Central Asia</td>
<td><a href="mailto:Vkrishnakumar@worldbank.org">Vkrishnakumar@worldbank.org</a></td>
<td>202 458-7880</td>
</tr>
</tbody>
</table>