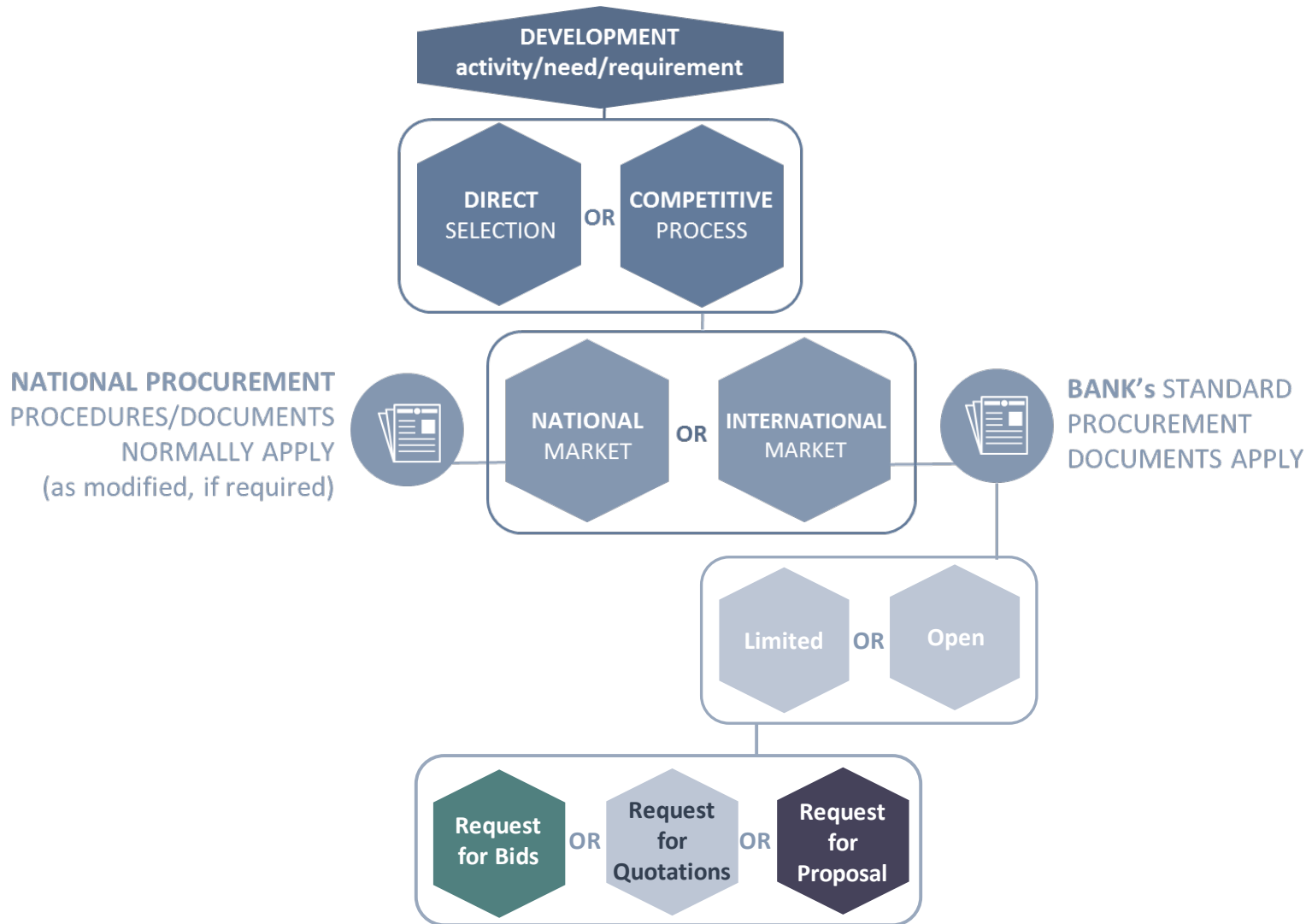


# Example of decision logic

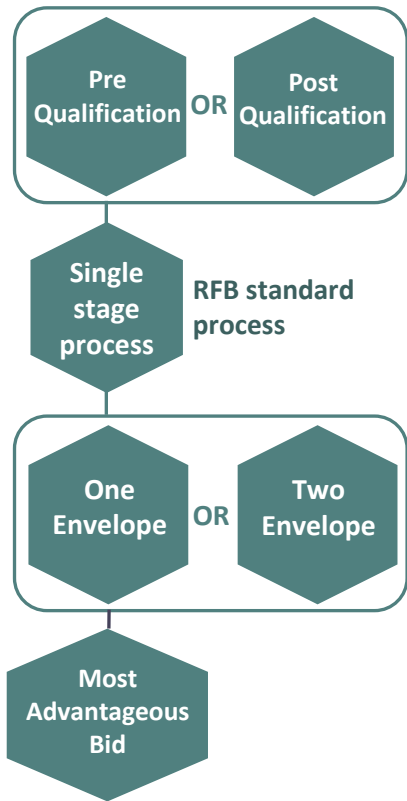
## Approved Selection Methods | Goods, Works and Non-consulting Services

An example of decision logic when designing fit for purpose procurement processes

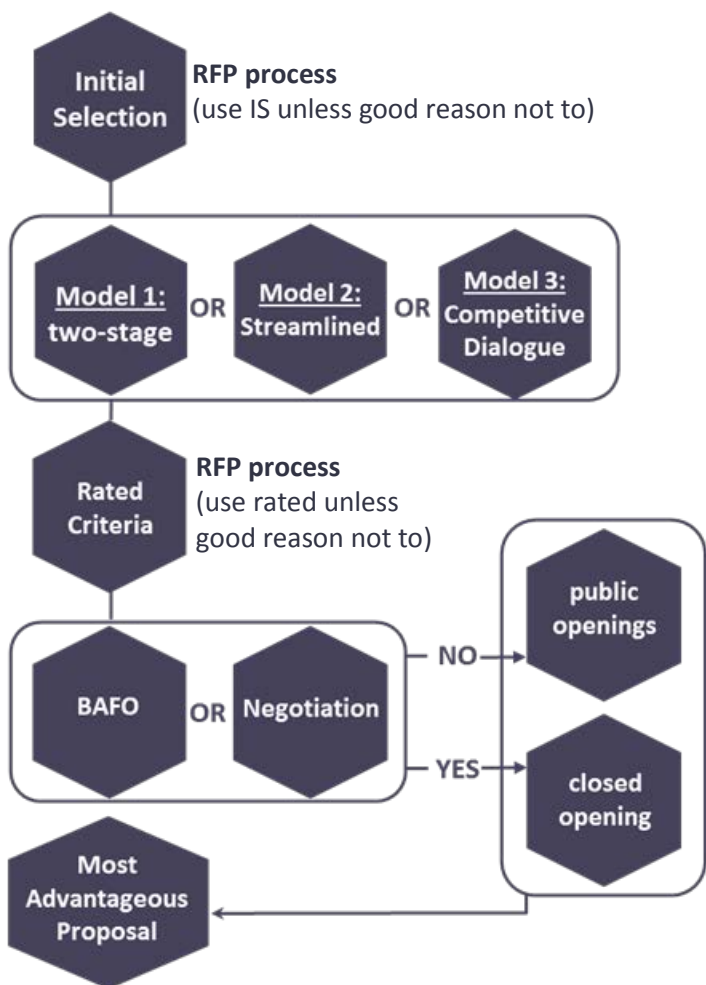
### INITIAL DECISIONS



### RFB DECISIONS



### RFP DECISIONS



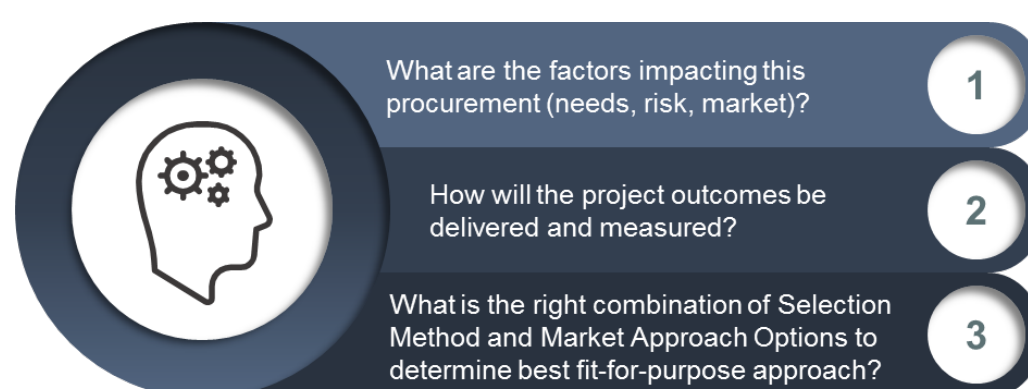
# Approved Selection Methods Goods, Works and Non-consulting Services PROCUREMENT REGULATIONS: SECTION VI AND ANNEX XII

## HOW TO USE THIS TOOL

- This example of decision logic is a tool for practitioners. It provides a step-by-step approach to developing fit for purpose procurement processes. It helps work through the Approved Selection Methods for Goods, Works and Non-consulting Services (see Procurement Regulations, Section VI and Annex XII) to identify the appropriate Selection Method, Market Approach Option/s and SPD.
- While the example presents a logical sequence of choices it must be adapted to the context of each procurement. The actual sequence of choices may differ in practice. Effective market research and analysis, the size, scope and complexity of the procurement together with sound professional judgement will impact on how choices are made to determine the most appropriate approach.
- The example of decision logic supports good procurement practice. It is non-mandatory and provided as guidance only.

## PROJECT PROCUREMENT STRATEGY FOR DEVELOPMENT (PPSD)

- Good procurement starts with good planning. The PPSD is the critical planning tool for Bank funded procurements. It informs many decisions about process.
- The PPSD captures the need, context, risk and key market analysis findings and explains how they:
  - ♦ impact on the Borrower's approach to market, and
  - ♦ determine the best fit for purpose procurement process.



## PROCUREMENT REGULATIONS FOR IPF BORROWERS

Section VI Approved Selection Methods for Goods, Works and Non-consulting Services – Table 1

Goods, Works, and Non-consulting Services	Market approach options											
	Open	Limited	Direct	International	National	PQ	IS	Single-stage	Multi-stage	BAFO	Negotiation	Rated criteria
<b>Approved selection methods and arrangements</b>												
<b>Selection methods</b>												
Request for Proposals	✓	✓	x	✓	✓	x	normally	✓	✓	✓	✓*	normally
Request for Bids	✓	✓	x	✓	✓	optional	x	✓	x	✓	✓*	not normally
Request for Quotations	✓	✓	x	✓	✓	x	x	✓	x	x	x	x
Direct Selection	x	x	✓	x	x	x	x	✓	x	x	✓	x
<b>Selection arrangements</b>												
Competitive Dialogue	✓	✓	x	✓	✓	x	required	x	✓	x	x	✓
Public-Private Partnerships	✓	✓	✓	✓	✓	✓	x	✓	✓	✓	✓	✓
Commercial Practices	As per acceptable commercial procurement practices											
UN Agencies	As per Regulations Paragraphs 6.47 and 6.48											
E-Auctions	✓	✓	x	✓	✓	✓	x	✓	x	x	x	x
Imports	✓	✓	x	✓	x	x	x	✓	x	✓	x	x
Commodities	✓	✓	x	✓	✓	✓	x	✓	x	x	x	x
Community-driven Development	✓	✓	✓	x	✓	x	x	✓	x	x	x	x
Force Accounts	x	x	✓	x	✓	x	x	x	x	x	x	x