

There are at least three main reasons why you should think about bidding for World Bank funded procurement contracts.

1. **Firstly, the World Bank has a huge and diverse project portfolio.** We fund over 1,800 investment projects in 172 countries around the globe. The Bank's procurement portfolio is worth about US\$44 Billion in total at any point in time. Our annual operational procurement is between US\$15 to 20 Billion. We fund projects in a variety of industries such as transportation; water; energy, information technology, just to mention a few.
2. **Secondly, the World Bank has a new, modern and business-friendly Procurement Framework.** We have modernized our approach to engaging with Borrowers, the private sector and NGOs in project activities.
3. **Thirdly, the World Bank provides procurement support to contracts through its 250 procurement staff** based in 72 countries. Our staff work with borrowers to support them during the procurement process and to ensure the highest standards of procurement are achieved.

There are four key innovations introduced in the Bank's new Procurement Framework that will impact the way you will be doing business with our client countries:

1. Firstly, we will analyze the needs and risks of a project through a **Project Procurement Strategy for Development**. This analysis will enable the Borrower to have a strategy on how best to engage with you. The analysis will also introduce flexibility in the design of procurement processes to ensure that they are fit for purpose and appropriate to the size, value and risk of the project.
2. Secondly, **Value for Money** has been introduced as core principle for procurement in Bank-financed projects. This means that we're shifting the focus from the lowest evaluated compliant bid to the bid that provides the best value.
3. Thirdly, we have significantly improved our **approach to procurement related complaints**. We will be better able to promptly respond to your concerns during the procurement process. We also introduced a standstill period for you to voice any complaints before contract award.
4. Fourthly, the **Bank will be more involved in contract management of procurements** with high value and high risk.

We have made it much easier for businesses to find out about business opportunities in Bank-financed projects through the **World Bank Procurement App, the World Bank Group Finances App as well as** the Bank's external website www.worldbank.org. You can locate Bank-financed projects in your neighborhood and access Tender Notices for more than 100 countries. For more information on business opportunities in World Bank funded projects, please visit our website. Useful links are shown at the end of this video.

Our new **Systematic Tracking of Exchanges in Procurement, STEP**, helps us and our borrowers to undertake life cycle tracking of contracts; identify procurement risks; obtain bidding information and undertake the

monitoring & reporting of procurement processes. STEP will be particularly important in helping us to identify and solve any problems.

Finally, here is some good advice on bidding:

- a) Be aware that procurement in Bank financed projects is led by the Borrower, not by the Bank. The contract is with the Borrower. However, the Bank establishes rules and regulations for procurement and the Bank's procurement staff monitor that rules and regulations are being followed.
- b) Be informed about the country, project, processes, and likely levels of competition.
- c) If needed, identify qualified local partners and others for any joint ventures and sub-contracting arrangements. Having local knowledge is usually critical.
- d) Make sure that you have the required technical and country experience.
- e) If any provisions of the bidding or proposal document are unclear or unacceptable, please submit an official inquiry in writing to the Borrower with a copy to the Bank within the specified timeframe.
- f) Submit a professional bid or proposal that meets the requirements in the procurement documents. Please ensure that your proposal or bid is properly signed by an authorized person and includes all the required supporting documents.
- g) Pay special attention to requirements for bid securities
- h) Finally, make use of your country trade missions, embassies or Executive Director Team at the World Bank to obtain the information you need.

The World Bank needs you to help us deliver development results. Good procurement means good contracts for communities and people, as we collectively work toward ending extreme poverty and boosting shared prosperity.

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