

World Bank Procurement Framework & Business Opportunities



THE WORLD BANK

IBRD • IDA | WORLD BANK GROUP

The World Bank Group operating model



WORLD BANK GROUP

- Comprises 5 institutions
- Collectively, all 5 institutions are known as the “*World Bank Group*”

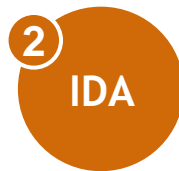
WORK WITH GOVERNMENTS

International Bank for Reconstruction and Development



Financing for middle-income developing countries

International Development Association



Financing for low-income developing countries

WORK WITH PRIVATE SECTOR

International Finance Corporation



Investment and advisory services to encourage private-sector development

Multilateral Investment Guarantee Agency



Political risk insurance and credit enhancement guarantees

TRIBUNAL

International Centre for Settlement of Investment Disputes



International arbitration of investment disputes

Together **IBRD** and **IDA** are known as the “**World Bank**”

World Bank scope and reach

World Bank Goals

- 1 End extreme poverty
- 2 Promote shared prosperity

IPF WHAT DOES IT DO?

Provides IBRD loans, IDA credits and grants and guarantee financing to governments

IPF WHAT DOES IT FUND?

Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development



\$221 billion

total World Bank commitments FY21

1,764

projects worldwide

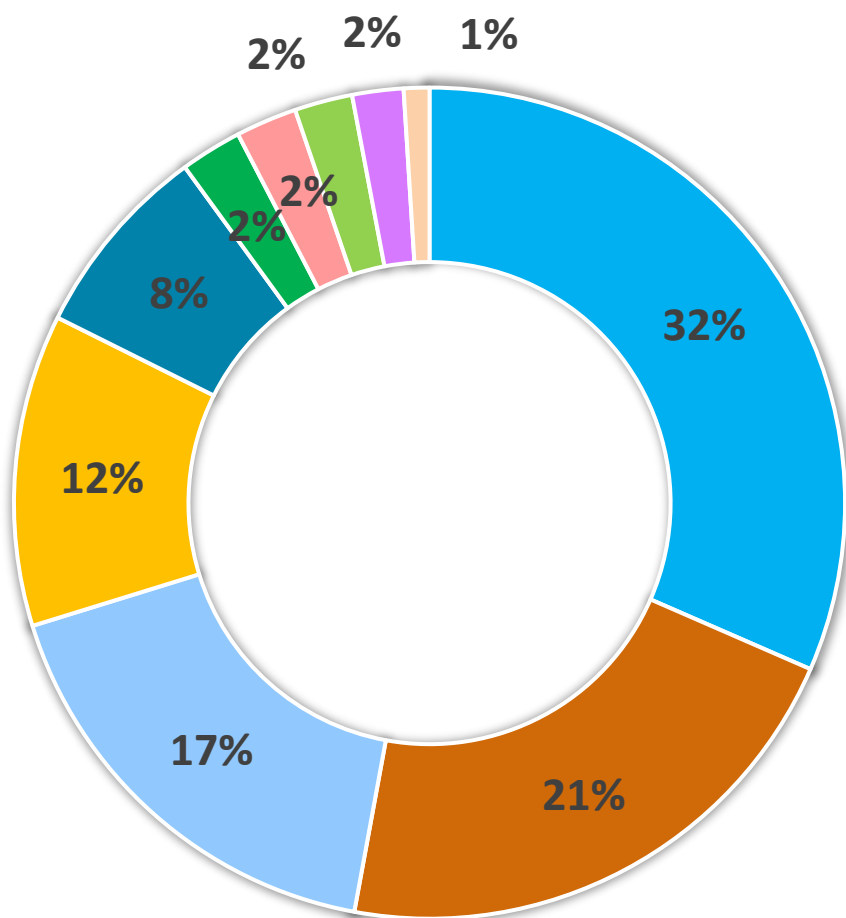
144

countries

Portfolio

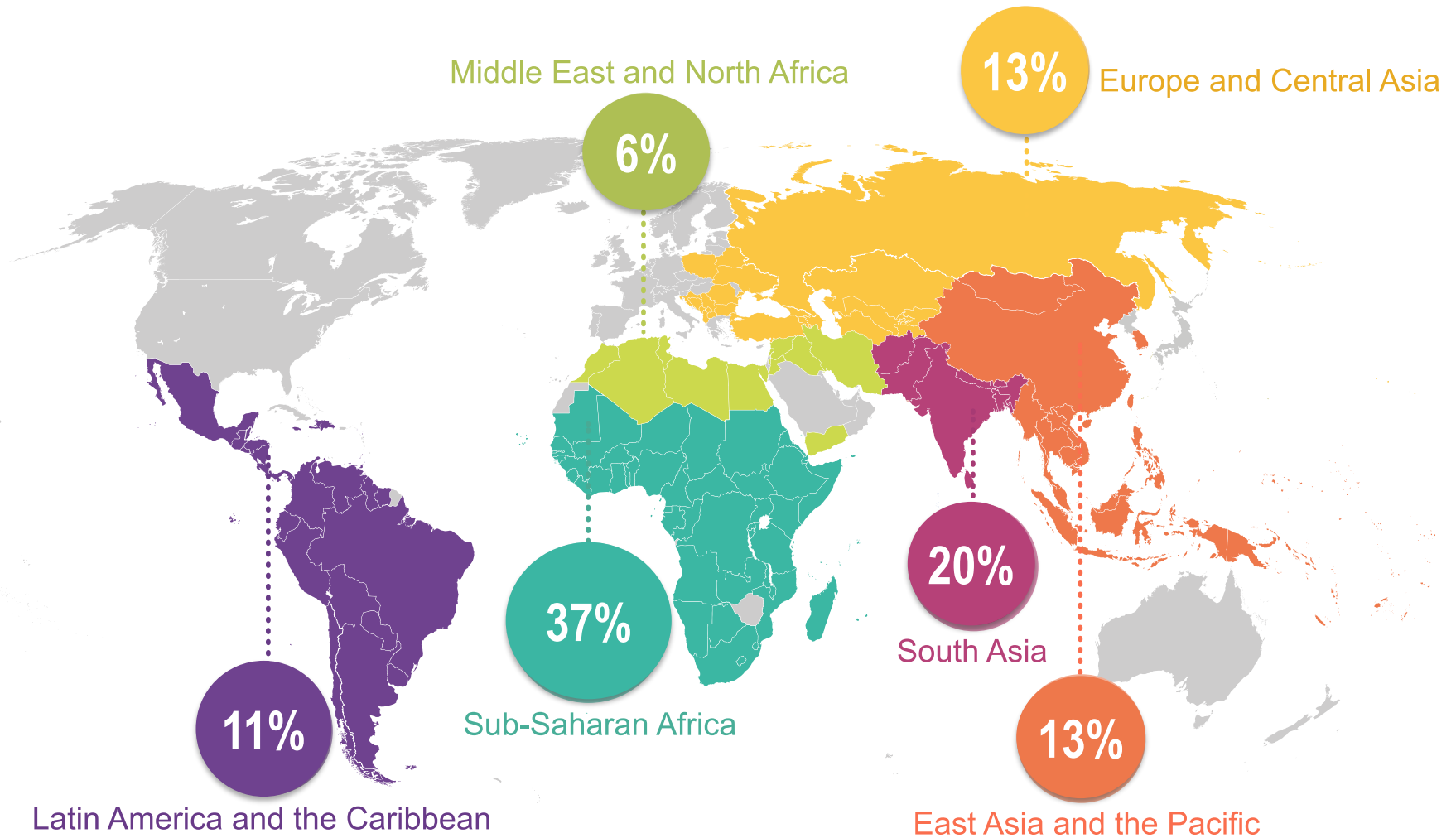
Areas of spend worldwide FY21

TOTAL SPEND = US\$ 17.1 Bn



- Water, Sanitation and Waste Management
- Transport
- Energy & Extractives
- Health
- Agriculture, Fishing and Forestry
- Education
- Social Protection
- Industry, Trade & Services
- Public Administration
- Others

2021 Global commitments by region



FY21 Top 10 Procuring Borrowers

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	Poland	2,139,527,147	12.49%
2	India	1,456,913,934	8.50%
3	Brazil	1,247,450,533	7.28%
4	Pakistan	821,101,620	4.79%
5	Nigeria	637,533,178	3.72%
6	China	622,642,484	3.63%
7	Bangladesh	602,616,184	3.52%
8	Vietnam	554,687,833	3.24%
9	Ethiopia	474,544,279	2.77%
10	Turkey	470,694,865	2.75%

FY21 Top 10 Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	China	2,977,044,826	17.37%
2	Poland	2,119,878,737	12.37%
3	India	1,495,564,521	8.73%
4	Brazil	1,260,488,858	7.36%
5	Vietnam	560,836,888	3.27%
6	Turkey	539,000,616	3.15%
7	Switzerland	418,795,874	2.44%
8	Tunisia	386,859,433	2.26%
9	Nigeria	385,332,058	2.25%
10	Egypt	247,079,374	1.44%

FY21 Top 10 Consulting Services Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	Egypt	199,806,449	10.23%
2	India	141,688,174	7.26%
3	Nigeria	81,227,907	4.16%
4	France	68,609,853	3.51%
5	Cameroon	56,833,436	2.91%
6	Afghanistan	50,470,268	2.58%
7	Kenya	45,110,605	2.31%
8	Brazil	43,950,380	2.25%
9	United States	43,338,635	2.22%
10	Bangladesh	40,878,517	2.09%

Why bid on Bank-funded contracts?



- Billions of dollars worth of business



- 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



How to identify contract opportunities

WHERE TO FIND INFORMATION

Website

World Bank website

Procurement notices

Website: *UN Development Business* lists international development tenders

The Finance Data Reporting Interface

Real time data covering World Bank portfolio of projects, procurements and finance

Procurement App

Data on all major contracts awarded in World Bank investment projects

Country Partnership Frameworks

Each country's key objectives and development results agreed with the Bank

Monthly Operational Summary

Monthly reports on the status of projects in the Bank's procurement pipeline

Project Documents

Documents and reports covering individual projects

Procurement plan

Procurement plans for individual projects

Steps in identifying contract opportunities

Identifying projects of Interest

- determine country and/or sector of interest
- review CPF for country of interest to identify current and planned projects portfolio <http://www.worldbank.org/en/where-we-work>
- “Overview” tab / “Strategy” tab / select “CPF”

Viewing procurement plans to identify planned procurement and timing under the project

- go to www.projects.worldbank.org
- 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

Steps in identifying contract opportunities

Viewing procurement notices by country or sector

- go to www.projects.worldbank.org
- select the “Procurement” tab
- select “browse by country” (or sector) choose (country or sector)
- select the “country/sector of interest”
- view list of notices and select notice of interest

FinancesOne

8:24 | financesapp.worldbank.org

World Bank Group Finances

FINANCES ONE
 WBG Finance and Accounting Presents
 One destination for easy access to publicly available financial information of the World Bank Group.

[LEARN MORE](#)

Welcome to Finances One: the WBG digital platform that provides our clients and partners access to public financial data from across all WBG entities in one place. The latest published financial statements are now available. Moreover, we recently published the historical IBRD and IDA Balance Sheets and Income Statements data.

IBRD/IDA Lending

IBRD/IDA: Lending Amounts by FY
 (Data as of 01/31/2021)

Fiscal Year	Lending Amount (USD)
2017	~38,000,000
2018	~40,000,000
2019	~38,000,000
2020	~58,000,000
2021	~24,000,000

Countries

Browse by Country

All | A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z

A

- Alghoresten
- Albania
- Algeria
- Andorra
- Angola
- Antigua and Barbuda
- Argentina
- Armenia
- Australia
- Austria
- Azerbaijan

B

- Bahamas, The
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Benin
- Bermudes, The
- Bhutan
- Bolivia
- Bosnia and Herzegovina
- Botswana
- Brazil
- Brunei Darussalam
- Bulgaria
- Burkina Faso
- Burundi

Open Finances

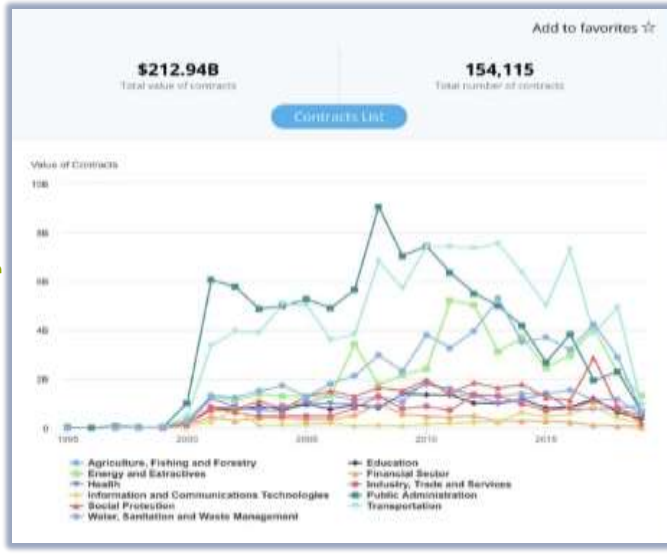
Open Finances makes World Bank Group's financials available for everybody to explore. For free and open access to global development data open data go to data.worldbank.org.

Open Financial Data

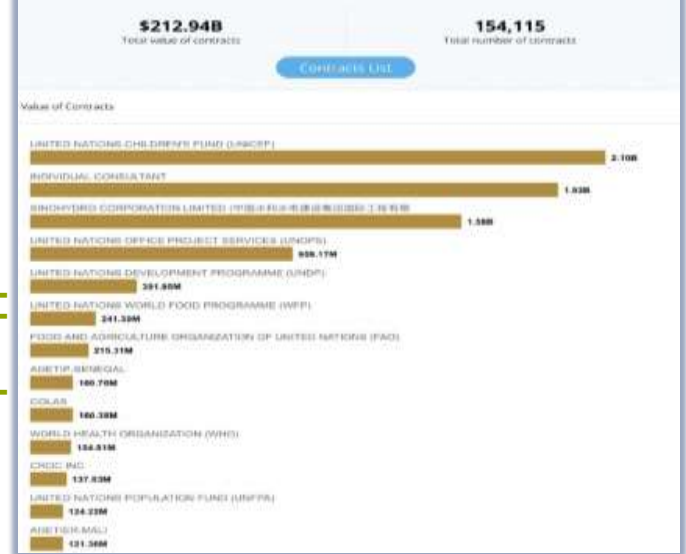
Loans and Credits	Financial Reporting	Shareholder Equity	Other Datasets
Procurement	Projects	Budget	All Datasets

Project Procurement Application

Contracts by Sector



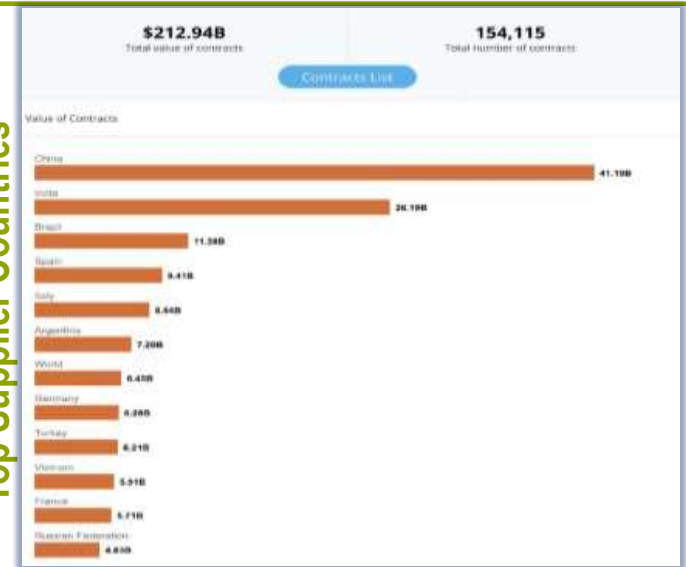
Top Suppliers



Contracts by Region



Top Supplier Countries



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

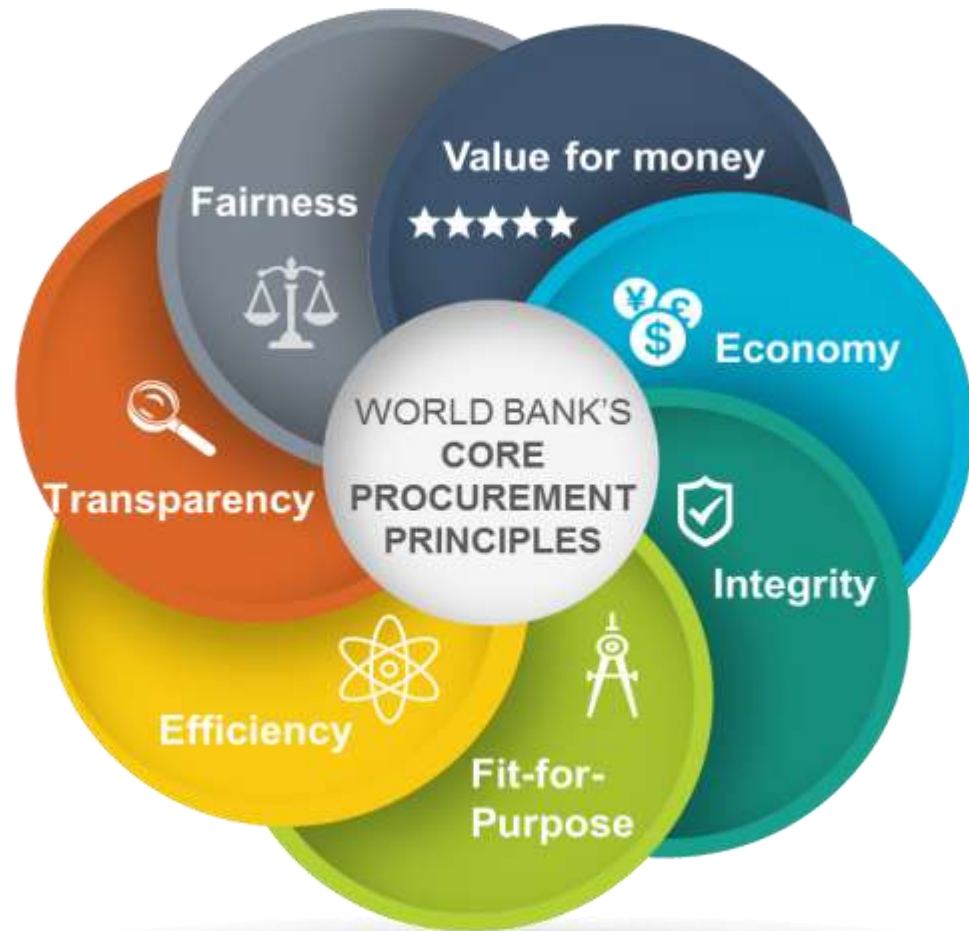
Preparing a proposal (continued)

- 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

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



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

November 2020



World Bank 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 as enabler of value-for-money

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
 - sexual exploitation and abuse (SEA) and 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/Sexual Harassment (SEA/SH)

- Gender-based Violence (GBV):
 - affects 1 in 3 women in their lifetime
 - entails significant social and economic costs estimated at 3.7% GDP
- SEA/SH incidents have occurred in Bank-financed projects - perpetrated by contractors' personnel against community members
- The Bank's new SEA/SH measures apply to large Works contracts classified as high-risk SEA/SH
- New Bank remedy - 2 years "disqualification" for non-compliance with GBV obligations; after which strengthened qualifications must be demonstrated



Links to useful information

World Bank's Procurement Regulations for IPF Borrowers

<https://policies.worldbank.org/sites/ppf3/PPFDocuments/Forms/DispPage.aspx?docid=4005>

Standard Procurement Documents (SPD) templates

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD>

Guidance on SPDs

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

Guidance on finding business opportunities

<http://pubdocs.worldbank.org/en/767421522948635843/Procurement-Guidelines-finding-opportunities-2018.pdf>

Guidance on how to complain

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

Video: World Bank Procurement – how to bid

<http://www.worldbank.org/en/news/video/2016/03/30/world-bank-procurement-video>

Identifying opportunities - links

World Bank website

<https://www.worldbank.org/>

International development procurement notices (UNDB)

<https://www.devbusiness.un.org/>

FinancesOne

<https://financesapp.worldbank.org/>

Procurement App

<https://itunes.apple.com/us/app/world-bank-project-procurement/id911312962?mt=8>

Country Partnership Frameworks

<https://www.worldbank.org/en/projects-operations/country-strategies>

Monthly Operational Summary

<https://www.worldbank.org/en/projects-operations/products-and-services/brief/monthly-operational-summary>

Project Documents

<http://projects-beta.worldbank.org/>

Procurement plans

<http://projects.worldbank.org/procurement/procurementsearch?lang=en&&&qterm=&showrecent=true&srce=plans>

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