

# 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*”

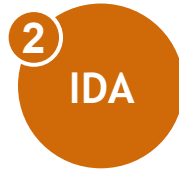
### WORK WITH GOVERNMENTS

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



**\$239 billion**

total World Bank commitments FY22

**1,793**

projects worldwide

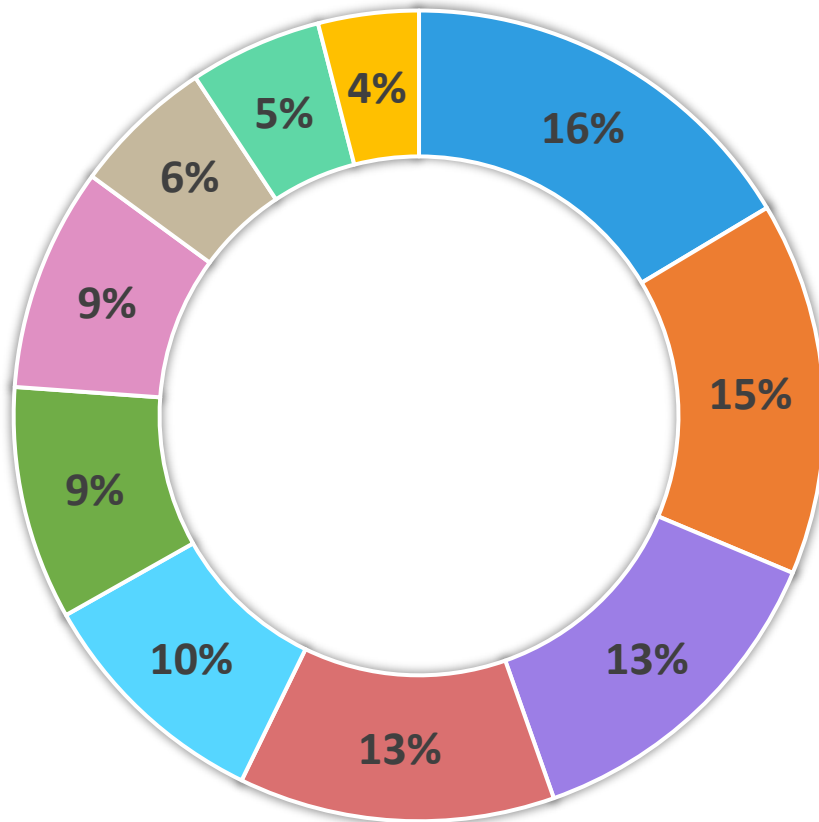
**146**

countries

# Portfolio

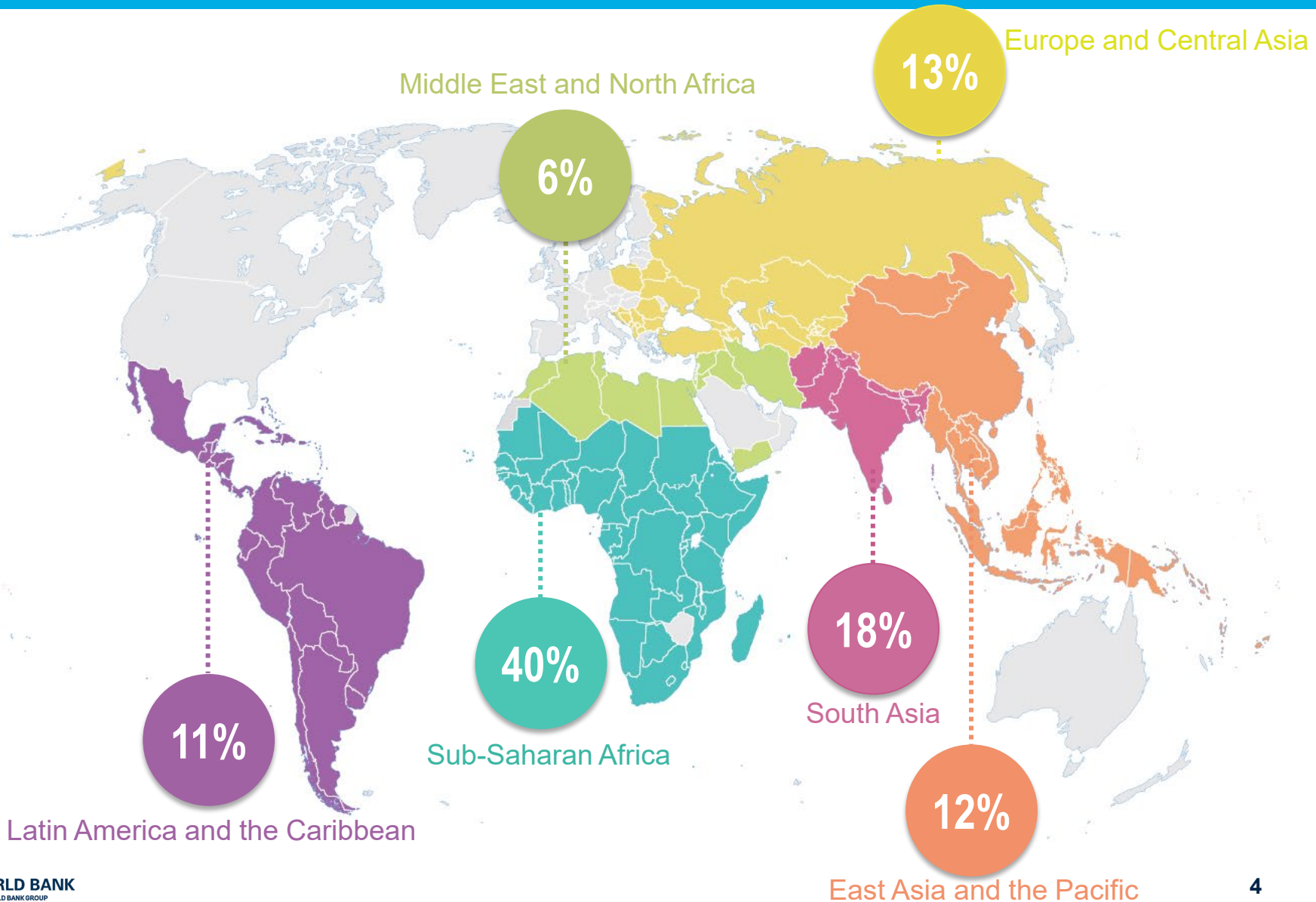
## Areas of spend worldwide FY22

**TOTAL SPEND = US\$ 18 Bn**



- Transportation
- Water, Sanitation & Waste Management
- Health
- Public Administration
- Energy & Extractives
- Agriculture, Fishing & Forestry
- Social Protection
- Industry, Trade & Services
- Information & Communications Technologies
- Others

# 2022 Global commitments by region



# FY22 Top 10 Procuring Borrowers

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	Argentina	1,877,531,788	10.59%
2	India	1,220,043,211	6.88%
3	Bangladesh	1,177,663,276	6.64%
4	Vietnam	734,757,575	4.14%
5	China	609,221,528	3.44%
6	Mozambique	519,565,823	2.93%
7	Ethiopia	484,593,100	2.73%
8	Pakistan	393,745,992	2.22%
9	Democratic Republic of Congo	368,146,243	2.08%
10	Indonesia	345,196,472	1.95%

# FY22 Top 10 Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	China	2,824,863,222	15.93%
2	India	1,810,049,629	10.21%
3	Argentina	976,139,430	5.51%
4	Vietnam	739,020,985	4.17%
5	United States	648,521,290	3.66%
6	Türkiye	513,720,361	2.90%
7	Switzerland	511,424,360	2.88%
8	Bangladesh	450,605,921	2.54%
9	Indonesia	352,382,877	1.99%
10	Ethiopia	319,400,936	1.80%

# FY22 Top 10 Consulting Services Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	132,118,114	5.94%
2	Mongolia	114,248,352	5.14%
3	China	62,364,949	2.81%
4	Indonesia	60,562,548	2.72%
5	France	59,571,682	2.68%
6	United Kingdom	58,610,044	2.64%
7	Bangladesh	50,111,280	2.25%
8	Mozambique	46,326,119	2.08%
9	United States	42,658,193	1.92%
10	Burkina Faso	41,129,330	1.85%



# Why bid on Bank-funded contracts?



# How to identify contract opportunities

WHERE TO FIND INFORMATION

## Website

World Bank website

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## Procurement notices

Website: *UN Development Business* lists international development tenders

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## The Finance Data Reporting Interface

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

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## Procurement App

Data on all major contracts awarded in World Bank investment projects

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## Country Partnership Frameworks

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

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## Monthly Operational Summary

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

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## Project Documents

Documents and reports covering individual projects

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## Procurement plan

Procurement plans for individual projects

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# 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](http://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](http://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	~48,000,000
2019	~45,000,000
2020	~58,000,000
2021	~25,000,000

## 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

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

#### B

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

## Open Finances

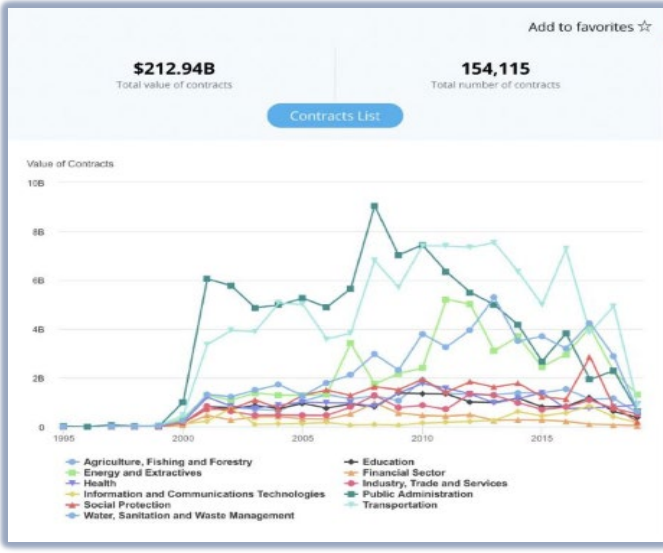
Open Finances makes World Bank Group's financials available for everybody to explore. For free and open access to global development data open data go to [data.worldbank.org](https://data.worldbank.org).

### Open Financial Data

<a href="#">Loans and Credits</a>	<a href="#">Financial Reporting</a>	<a href="#">Shareholder Equity</a>	<a href="#">Other Datasets</a>
<a href="#">Procurement</a>	<a href="#">Projects</a>	<a href="#">Budget</a>	<a href="#">All Datasets</a>

# Project Procurement Application

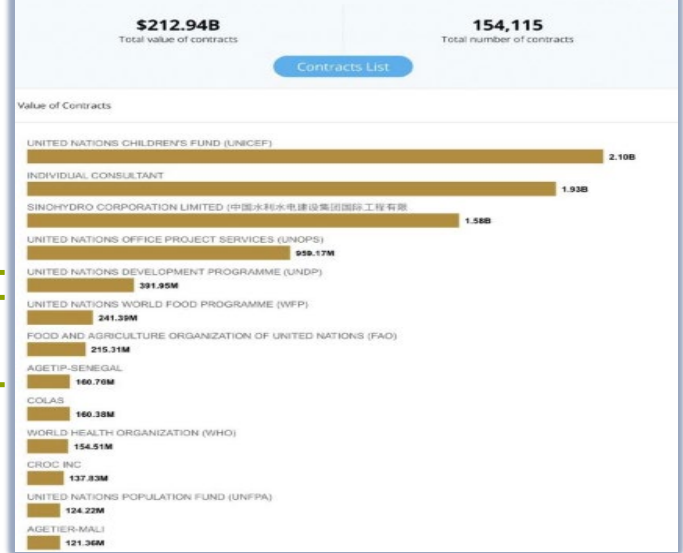
## Contracts by Sector



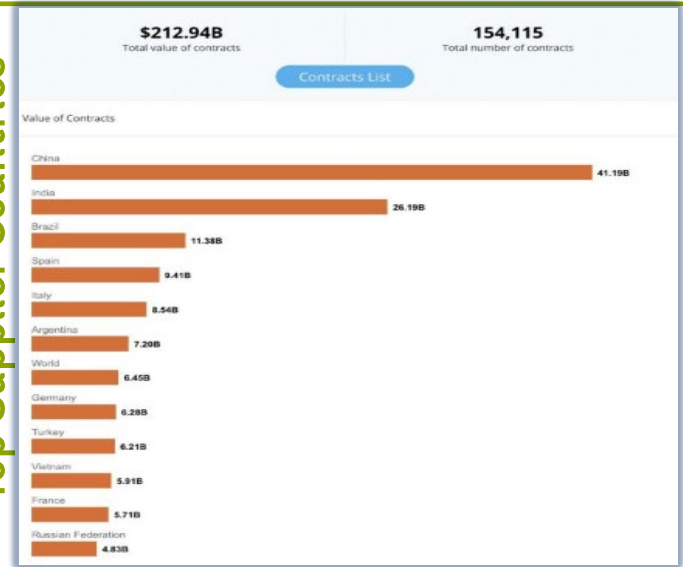
## Contracts by Region



## Top Suppliers



## 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)

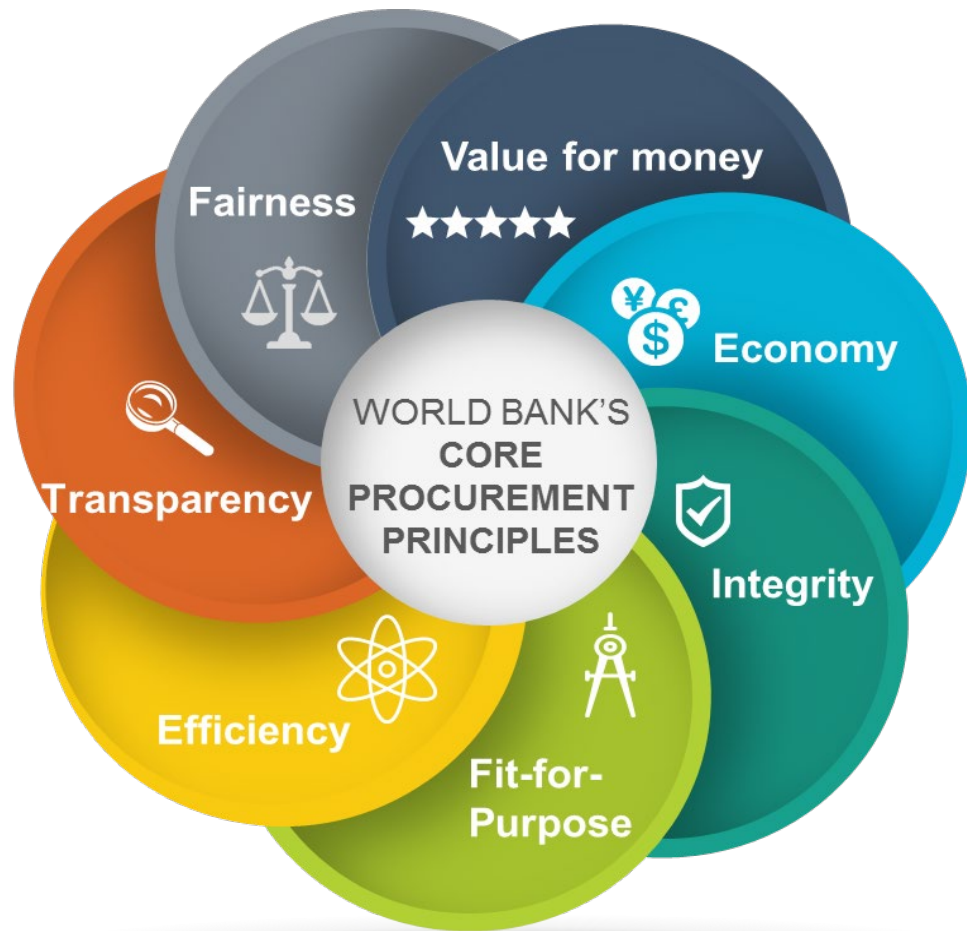
- If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency
- Carefully review qualification and evaluation criteria and use these to help writing the content and detail of your bid
- Submit a professional proposal that 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



## THE WORLD BANK Procurement Regulations for IPF 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://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

<https://projects.worldbank.org/en/projects-operations/projects-home>

## Procurement plans

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



# World Bank procurement contacts

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