

World Bank Operations Procurement

Finding opportunities and winning contracts



THE WORLD BANK

IBRD • IDA | WORLD BANK GROUP

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Portugal | September 2021

Topics

- World Bank's Procurement Framework
 - Portfolio
 - Information on projects and procurements
 - How to identifying opportunities
 - How to bid
 - Conclusions
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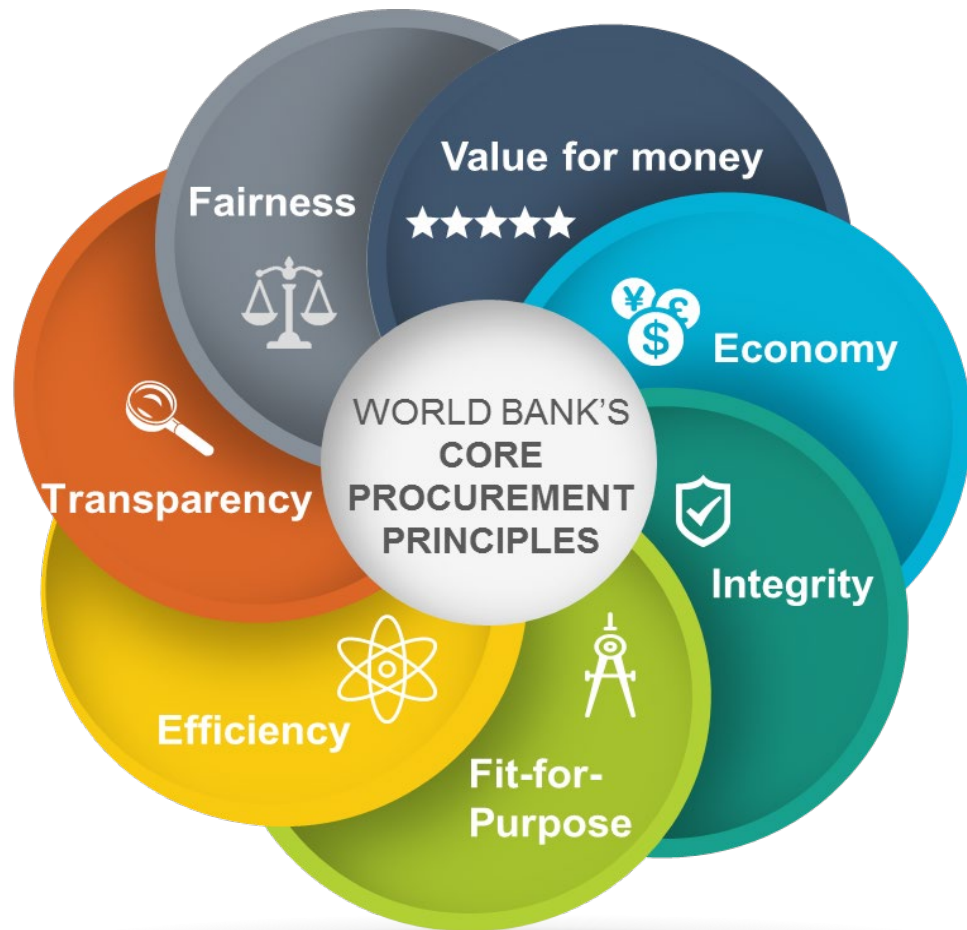


WORLD BANK'S PROCUREMENT FRAMEWORK

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



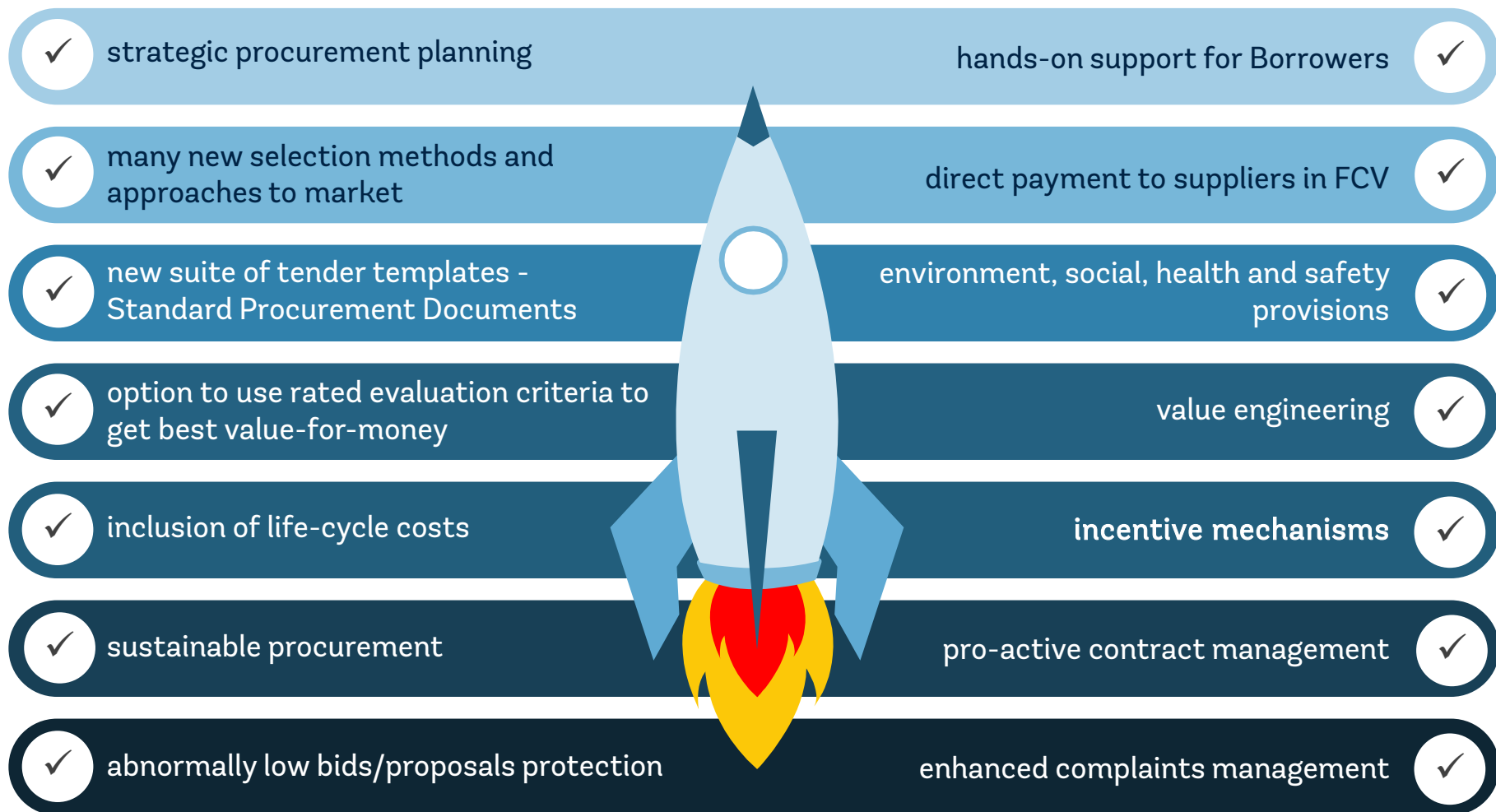
THE WORLD BANK Procurement Regulations for IPF Borrowers

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

August 2018



Procurement Framework Key Features



Key market approach options:

International Procurement (large value procurements)

- Thresholds set by the Bank, differs by country and procurement category
- Advertised internationally (procurement run in any of English, French or Spanish)
- Uses Bank Standard Procurement Documents (e.g. FIDIC conditions for Works etc.)
- Full Bank oversight, review and clearance at all key stages

National Procurement (moderate to lower value procurements)

- Advertised at country level (procurement usually run in local language)
- Uses country's own documents, amended to meet key Bank requirements
- Bank oversight targeted depending on risk and value

Quotations (very low value procurements)

- Generally not advertised
- Simple process asking for a quote
- Bank oversight on a sampling basis, frequency linked to risk

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



\$58 billion
total World Bank
commitments FY20

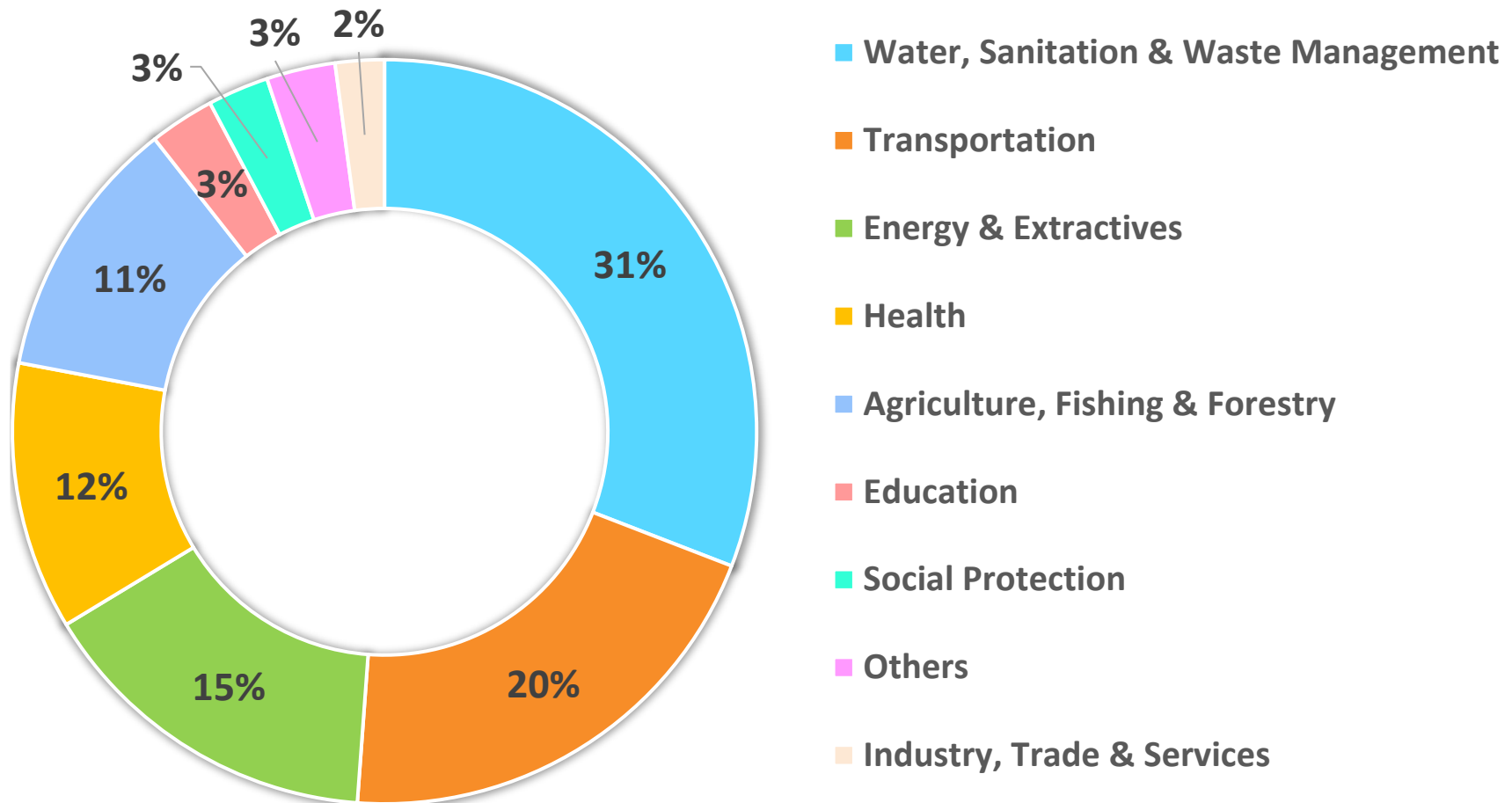
1,916
projects worldwide
(FY21 Q3)

144
countries

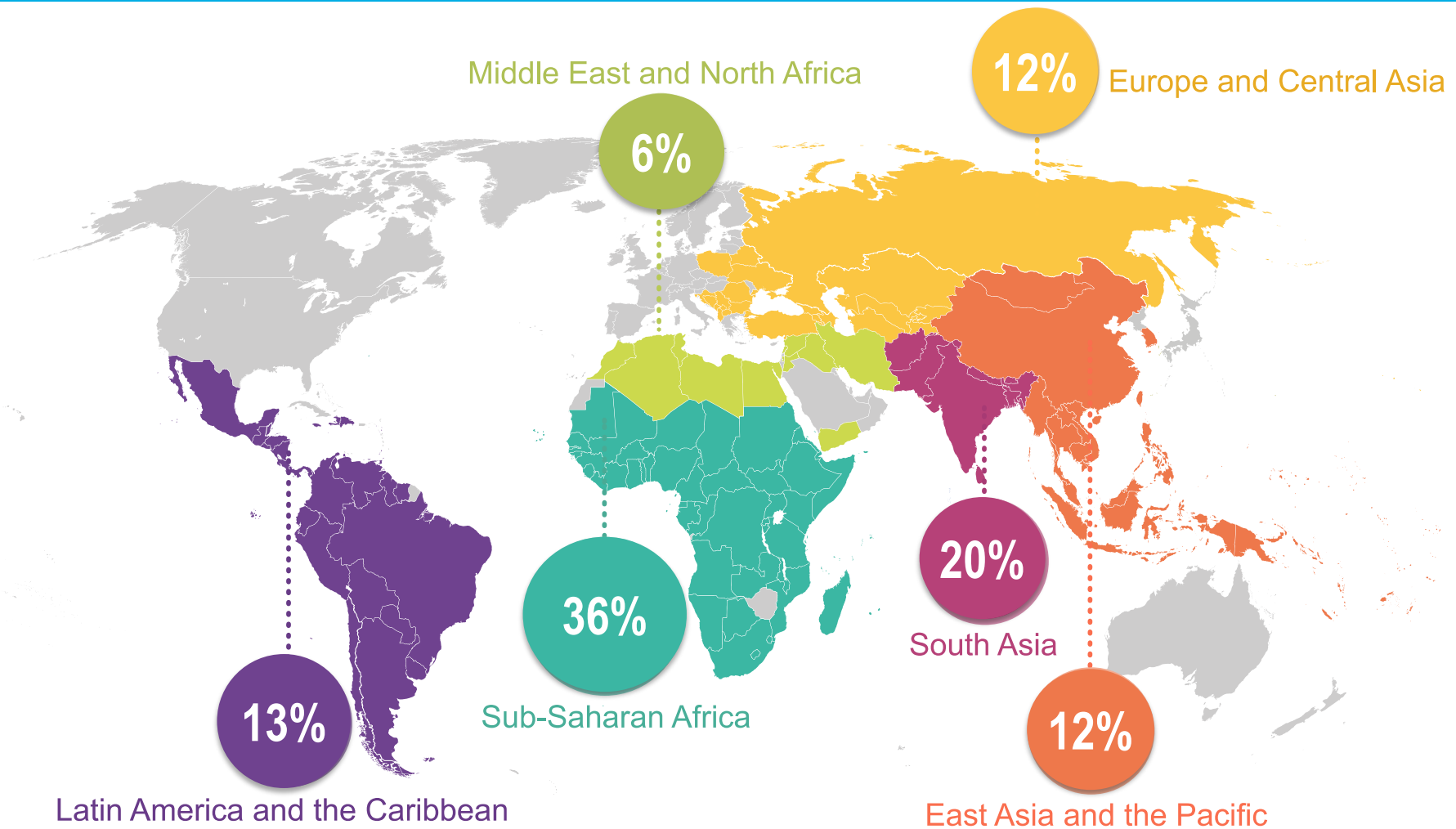
Portfolio

Areas of spend worldwide (Post & Prior review contract awarded)
FY19-21

TOTAL SPEND = US\$ 31.4 Bn
(10-15Bn annually)



2020 Global commitments by region





INFORMATION ON PROJECTS AND PROCUREMENTS



The data presented today has been collated from FY 19-21 reporting and, unless otherwise stated, is based on funding for Investment Project Financing (IPF)

FY19-21 Top 10 Procuring Borrowers

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	3,896,883,940	12.39%
2	Poland	2,251,758,671	7.16%
3	Brazil	1,410,339,974	4.49%
4	China	1,339,938,864	4.26%
5	Pakistan	1,318,171,914	4.19%
6	Bangladesh	1,228,656,360	3.91%
7	Nigeria	1,169,599,087	3.72%
8	Bolivia	1,035,812,447	3.29%
9	Vietnam	1,025,956,850	3.26%
10	Western Africa	858,168,383	2.73%

FY19-21 Top 10 Supplier Countries

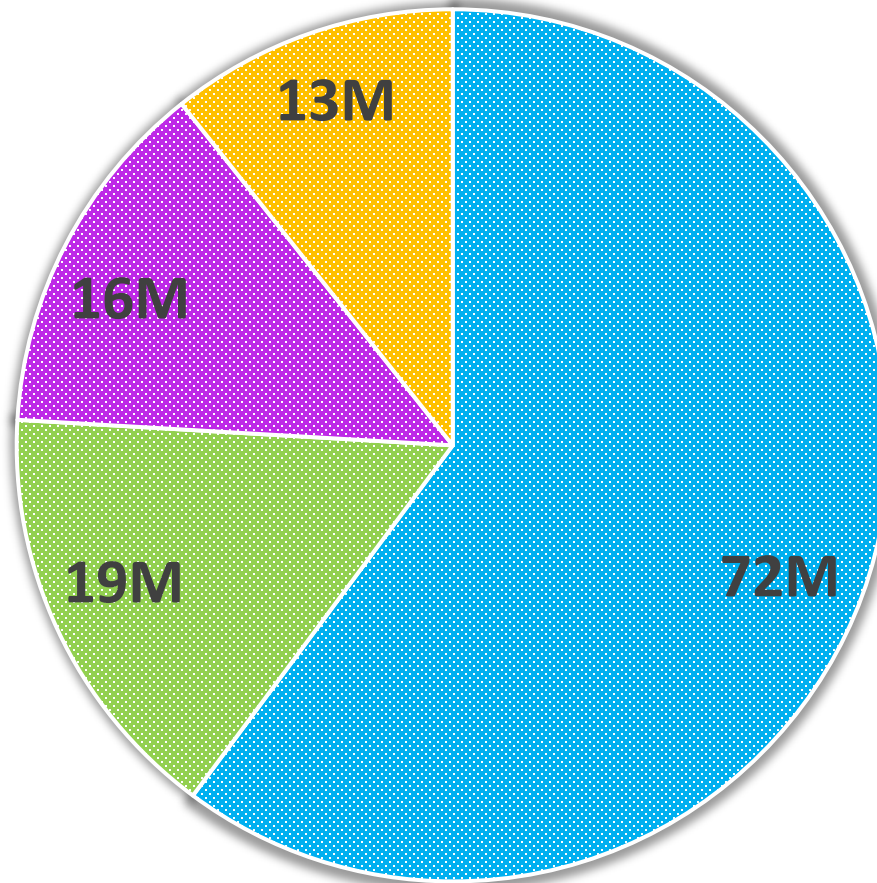
RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	China	5,711,645,248	18.16%
2	India	3,990,228,711	12.69%
3	Poland	2,172,577,473	6.91%
4	Brazil	1,410,950,656	4.49%
5	Vietnam	1,010,883,785	3.21%
6	Bolivia	1,007,029,400	3.20%
7	Turkey	873,864,667	2.78%
8	Nigeria	765,039,993	2.43%
9	Bangladesh	648,602,399	2.06%
10	Tunisia	462,138,382	1.47%
45	PORTUGAL	118,916,077	0.38%

FY19-21 Top 10 Consulting Services Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	268,348,668	6.81%
2	Egypt	203,436,427	5.16%
3	France	152,641,331	3.87%
4	Nigeria	141,787,362	3.60%
5	Germany	108,469,407	2.75%
6	Indonesia	92,248,132	2.34%
7	United States	89,748,337	2.28%
8	Kenya	84,170,636	2.14%
9	China	82,836,870	2.10%
10	Bangladesh	80,755,379	2.05%
48	PORTUGAL	18,757,703	0.48%

Contract awards by category

To Portugal suppliers (FY19-21)

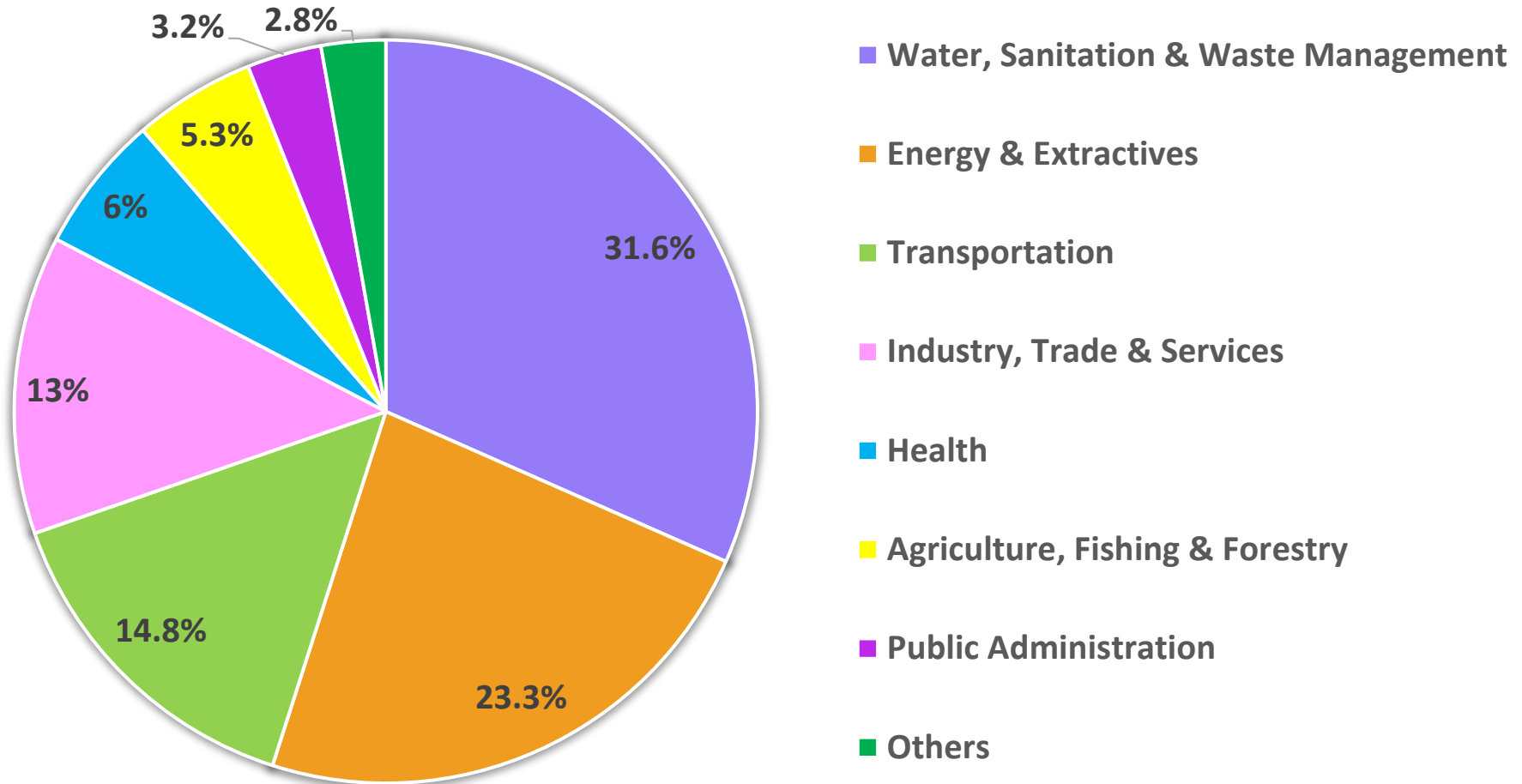


■ Works ■ Consultant Services ■ Non-consulting Services ■ Goods

Sector distribution of awards to Portugal (FY19-21)



TOTAL SPEND = \$118.9M



Portugal

Top 10 Suppliers FY19-21



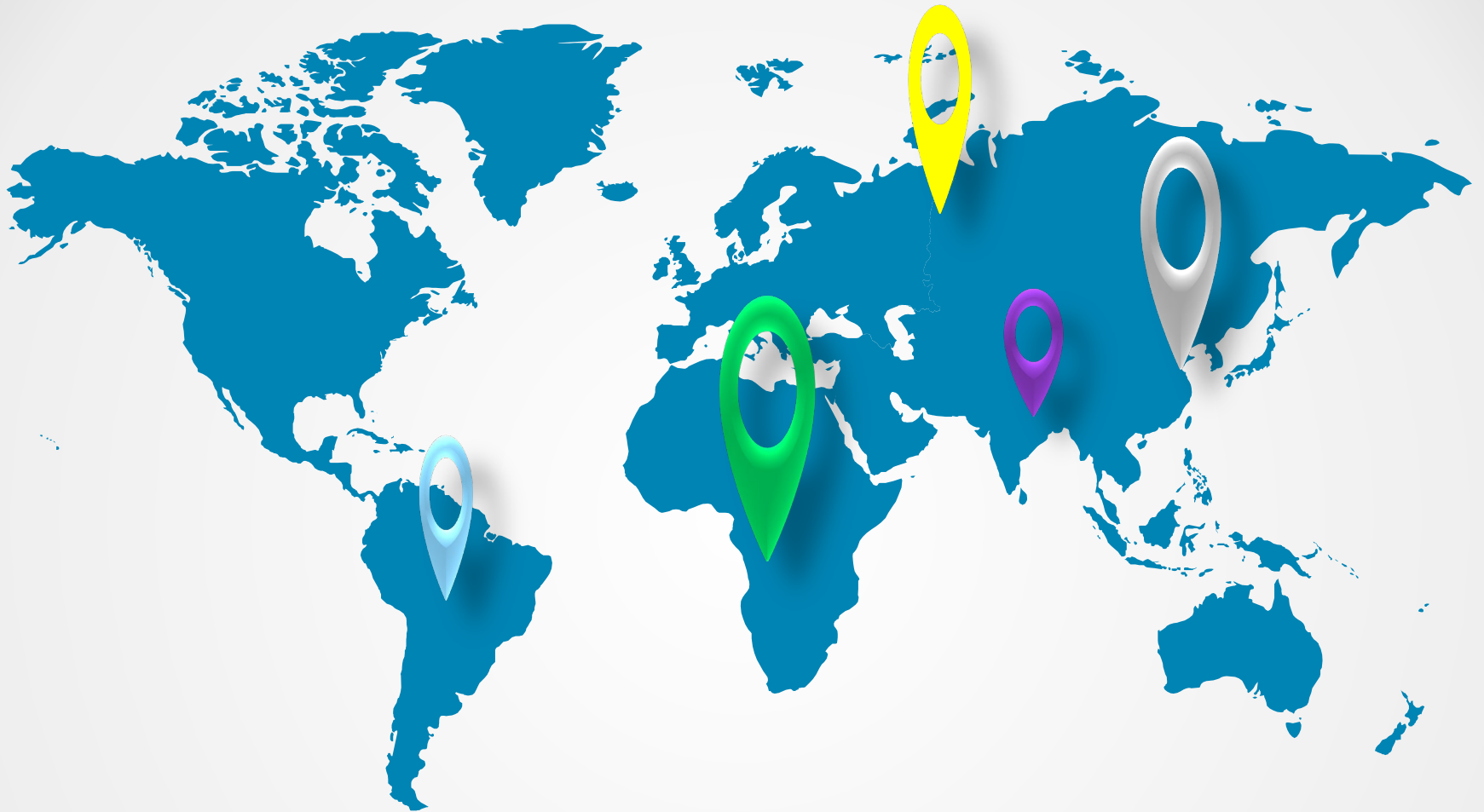
RANK	SUPPLIER	CONTRACT VALUE (USD)	# OF CONTRACTS	% OF TOTAL VALUE
1	SBTC HOLDING GROUP/GME SA	16,128,482	2	13.56%
2	VISABEIRA INFRAESTRUTURAS	13,978,946	3	11.76%
3	SETH SOCIEDADE DE EMPREITADAS E TRABALHOS HIDRAULICOS	11,177,345	1	9.40%
4	BE WATER	9,117,817	1	7.67%
5	ALBERTO COUTO ALVES	7,580,838	1	6.37%
6	MOTA ENGIL ENGENHARIA E CONSTRUCAO AFRICA, SA.	7,483,057	1	6.29%
7	CONDURIL – ENGENHARIA S.A	6,628,966	1	5.57%
8	F.H.C. - FARMACÊUTICA, S.A	6,551,007	2	5.51%
9	MOTA-ENGIL ENGENHARIA E CONSTRUCAO AFRICA, SA	3,946,750	1	3.32%
10	GABRIEL COUTO	3,821,261	1	3.21%

PORTUGAL Top Consulting Services Suppliers FY19-21



RANK	SUPPLIER	CONTRACT VALUE (USD)	# OF CONTRACTS	% OF TOTAL VALUE
1	NOVABASE	1,826,732	1	9.74%
2	FERNANDO MOREIRA	876,852	1	4.67%
3	NEMUS - GESTAO E REQUALIFICACAO AMBIENTAL, LDA	818,610	1	4.36%
4	CONSORTIUM TPF PORTUGAL / TPF ANGOLA / TPF ENGENHARIA, LTDA	550,032	1	2.93%
5	AGRIPO AMBIENTE	507,040	1	2.70%
6	ENGIDRO-ESTUDOS DE ENGENHARIA, LDA	507,040	1	2.70%
7	NEMUS-GESTAO E REQUALIFACAO AMBIENTAL,LDA	481,200	2	2.57%
8	DELOITTE CONSULTORES, S.A	476,026	1	2.54%
9	M/S ENGIDRO- ENGINEERING SOLUTIONS,LDA	463,080	1	2.47%
10	FASE ESTUDOS E PROJECTOS S.A	463,080	1	2.47%

FY19-21: Where Portugal-based suppliers won contracts



99%
AFR
\$118M

0.3%
EAP
\$365 Thnd

0.2%
ECA
\$260 Thnd

0.06%
LCR
\$72 Thnd

0.04%
SAR
\$50 Thnd



IDENTIFYING OPPORTUNITIES AND HOW TO BID

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

Subscribing to procurement notices email alerts

- go to www.alerts.worldbank.org
- Select public login to log in or create a profile
- select the “Procurement Notices” tab
- Subscribe by procurement code or country of interest or both
- Receive notifications when notices of interest are published

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



CONCLUSIONS

Conclusions

Alignment

Procurement Framework aligns with the role of procurement in modern public sector operations

Flexible

Provides more choice and greater flexibility to deliver the desired outcome

Value-for-money

More focus on value-for-money (optimum balance of quality and cost) as opposed to lowest price

Innovation

Encourages innovation by allowing the market to propose innovative solutions where appropriate

Engagement

More and earlier engagement with businesses

Transparency

More information and greater transparency on procurement through website and apps

**The World
Bank's COVID-19
response and
what that means
for procurement**



Focus and effort

Funding from COVID-19 Facility to be used to stop further transmission and mitigate the impact of the outbreak

- **Preventing and limiting local transmission**, through laboratory equipment, improved surveillance systems, and training of front-line responders.
- **Goods and services such as gloves, masks, and portable ventilators.**
- **Building or expanding clinical care facilities**, such as refurbishing intensive care units or inpatient facilities in hospitals and preparing quarantine facilities.
- **Building systems for real-time community-based disease surveillance** and through proactive, evidence-based citizen engagement.
- **vaccines, therapeutics, and other measures.**

What countries are buying

Examples of immediate need include:

- **Technical assistance** – updating or reviewing national plans and costs, human resources for response, expertise for development and training of front line responders
- **Goods and Services** – Surveillance (sample collection and diagnostics) PPE at triage (Gloves, masks), Clinical management (oxygen concentrator, tubes, portable ventilators, pulse oximeter, laryngoscope, tubes, ultrasound, etc.), PPE in facilities (Scrubs, Aprons, Fit testers, Goggles, biohazard bags, chlorine, etc.), Ambulances
- **Vaccines and therapeutics**, cold chain, ancillaries including syringes and needles
- **Works** – Refurbishments (ICU and clinical care capacities), quarantine
- **Co-convening** – Africa CDC, CEPI for GPGs, International Working Groups, Pandemic Supply Chains, GPMB

Procurement options available to countries

Procurement Framework (PF)

The PF provides significant flexibility and multiple complementary options to expedite procurement of goods and services needed for an emergency response. The 3 usual options are:

- use of most effective methods fit for an emergency situation as direct contracting and/or streamlined competitive procedures, including under national procedures and existing framework contracts;
- Hands-on Expanded Implementation Support (HEIS) by the Bank to borrowers at all stages of the procurement – from help with supplier identification, to support for bidding/selection and/or negotiations to contract signing and monitoring of implementation; and/or
- Procurement through UN agencies enabled and expedited by Bank procedures and templates

An additional option is Bank Facilitated Procurement (BFP)

Bank Facilitated Procurement (BFP)

BFP is an additional option for countries

- Recognizing the significant disruptions in the usual supply chains for medical supplies and equipment, the Bank is providing BFP, at borrowers' request, to proactively assist them in accessing existing supply chains.
- Once the suppliers are identified, the Bank proactively assists borrowers with negotiating prices (on the basis of aggregated demand across countries, whenever possible), delivery, and other contract conditions, as requested by individual borrowers.
- While borrowers remain fully responsible for signing and entering into contracts and implementation, including assuring relevant logistics with suppliers, the Bank could also help borrowers outsource logistics, as needed.
- Borrowers free to utilize one or more procurement options

BFP is limited to medical equipment and supplies under the COVID-19 health emergency response

Key messages



- The Bank is supporting over 100 countries to respond to the COVID-19 pandemic
- Multiple options are available to countries for fast track emergency procurement within the Bank's Procurement Framework
- World Bank providing BFP for medical supplies, equipment and vaccines
- Standard procurement applies for non emergency procurement and existing projects
- Procurement opportunities accessible through the same ways as standard procurement
- COVID-19 is impacting standard procurement and the Bank is supporting countries to adapt while maintaining fiduciary standards

GRID and implications on Projects and procurement



- Climate disaster screening for all projects
- All projects assessed for climate co-benefits
- Infrastructure projects conduct GHG accounting
- Projects to use shadow price of carbon in economic analysis

- Achieving 35 percent in climate finance for the entire WBG, as an average over the five years of 2021–2025
- Transformative public and private investments in five key systems: energy; agriculture, food, water, and land; cities; transport; and manufacturing with priority to climate action across these areas:
 - More efficient and renewable energy options and transition to low carbon energy and increasing access
 - More support for climate smart agriculture
 - More support to cities to help them decarbonize and build resilience, while supporting broader development goals
 - low-carbon, resilient transport



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/>

Procurement Notices Email Alerts

<https://alerts.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>

Procurement plans

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

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Questions

