Australian Development Services Mission

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Budi Permana
1. World Bank/EAP/Indonesia portfolio and lending trends

2. Contracts awarded to Australian firms

3. Procurement in WB lending
   - Roles & responsibilities
   - Procurement Guidelines
   - New Procurement framework

4. Finding Procurement information and opportunities

5. How to prepare better bids
1. World Bank/East Asia & Pacific region/Indonesia

Lending and Trends
(FY 2016)
## World Bank Project Volume Distribution by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Number of Projects</th>
<th>Percentage 1</th>
<th>Net Commitment (million $)</th>
<th>Percentage2</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFR</td>
<td>456</td>
<td>33%</td>
<td>51,942.8</td>
<td>26%</td>
</tr>
<tr>
<td>EAP</td>
<td>237</td>
<td>17%</td>
<td>30,501.7</td>
<td>15%</td>
</tr>
<tr>
<td>ECA</td>
<td>205</td>
<td>15%</td>
<td>27,856.2</td>
<td>14%</td>
</tr>
<tr>
<td>LCR</td>
<td>200</td>
<td>14%</td>
<td>27,138.6</td>
<td>14%</td>
</tr>
<tr>
<td>MNA</td>
<td>78</td>
<td>6%</td>
<td>15,064.9</td>
<td>8%</td>
</tr>
<tr>
<td>SAR</td>
<td>207</td>
<td>15%</td>
<td>45,391.3</td>
<td>23%</td>
</tr>
<tr>
<td>Total</td>
<td>1,383</td>
<td></td>
<td>197,895.5</td>
<td></td>
</tr>
</tbody>
</table>
## WB Top Ten Borrowers

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Country</th>
<th>IBRD</th>
<th># of Projects</th>
<th>% of Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>India</td>
<td>16784656010</td>
<td>26</td>
<td>27.6%</td>
</tr>
<tr>
<td>2</td>
<td>China</td>
<td>8366742566</td>
<td>59</td>
<td>13.8%</td>
</tr>
<tr>
<td>3</td>
<td>Egypt, Arab Rep</td>
<td>7721477086</td>
<td>7</td>
<td>12.7%</td>
</tr>
<tr>
<td>4</td>
<td>Brazil</td>
<td>3417007388</td>
<td>32</td>
<td>5.6%</td>
</tr>
<tr>
<td>5</td>
<td>Serbia</td>
<td>2754295157</td>
<td>6</td>
<td>4.5%</td>
</tr>
<tr>
<td>6</td>
<td>Indonesia</td>
<td>2488199022</td>
<td>12</td>
<td>4.1%</td>
</tr>
<tr>
<td>7</td>
<td>Lebanon</td>
<td>2469147848</td>
<td>5</td>
<td>4.1%</td>
</tr>
<tr>
<td>8</td>
<td>Argentina</td>
<td>1826677146</td>
<td>14</td>
<td>3.0%</td>
</tr>
<tr>
<td>9</td>
<td>Philippines</td>
<td>1665656931</td>
<td>4</td>
<td>2.7%</td>
</tr>
<tr>
<td>10</td>
<td>Azerbaijan</td>
<td>1372073693</td>
<td>9</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Grand Total</strong></td>
<td><strong>6086331568</strong></td>
<td><strong>353</strong></td>
<td></td>
</tr>
</tbody>
</table>

Source: OA: Procurement Contract Detail - Additional Selections 11/12/2015
WB Top areas of spend

Transport & ICT 33%

Water 19%

Energy & Extractives 18%

Transport & ICT

Water

Energy & Extractives

Health, Nutrition & Population

Social, Urban, Rural and Resilience Global Practice

Governance

Agriculture

Environment & Natural Resources

Education

Social Protection & Labor

Trade & Competitiveness

Finance & Markets

Poverty and Equity

Source AO: BI – Information as of November 10, 2015
East Asia & Pacific (EAP) Region

237 projects

$ 32 billion commitment
EAP is a large and diverse region

- With a population of around 2 billion (50% of whom live in cities), developing EAP countries are home to 30% of the world’s population.
- These countries comprise a very diverse range of clients:
  - From China—the second largest economy in the world with a population of 1.36 billion people—to Tuvalu, the smallest economy with a population of 10,000 people.
  - From Upper and Lower MICs to LICs.
  - To fragile and conflict-affected countries (FCSs)—Kiribati, Marshall Islands, Micronesia, Myanmar, Solomon Islands, Timor-Leste, Tuvalu.

**China**
- Second largest economy in the world
- 1.36 billion people
- GNI per capita: $5,720
- Growth driver regionally and globally

**Other Upper MICs**
- Indonesia, Malaysia, Thailand
- 342.9 million people
- GNI per capita: $3,420-$9,820

**Lower MICs & LICs**
- Cambodia, Lao PDR, Mongolia, Myanmar, Vietnam, Philippines
- 262.6 million people
- GNI per capita: $880-$3,160

**Pacific Islands & Small States**
- 2 IBRD, 1 blend and 9 IDA countries
- 10.6 million people, widely dispersed
- GNI per capita: $1,130-$9,860
- Fragility, vulnerability to climate change
- Small state and isolation challenges

* Atlas method/2012
As a global growth driver, EAP is central to achieving the WBG goals

- EAP accounts for over 25% of world nominal GDP, and its share will continue to rise
  - At current real growth rates of 7% annually, developing EAP countries will add a further $7 trillion by 2019 (equivalent to 42% of the U.S. nominal GDP in 2013)
  - China 2nd largest economy, Indonesia 10th
  - Increasing trade and FDI with all regions
- China will remain growth driver in the region and globally
  - Rethinking its growth model with greater focus on sustainability
  - Market-oriented reforms
- Regional integration is increasing
  - ASEAN integration in 2015 presents opportunities for furthering reforms
  - Nearly 50% of FDI in ASEAN countries originates within EAP
- Challenges and Risks
  - Need to move forward with structural reforms and investments to raise factor productivity and address vulnerabilities
# EAP strategic pillars toward meeting the WBG goals

<table>
<thead>
<tr>
<th>INCLUSION and EMPOWERMENT</th>
<th>JOBS - PRIVATE SECTOR-LED GROWTH</th>
<th>GOVERNANCE and INSTITUTIONS</th>
<th>INFRASTRUCTURE and URBANIZATION</th>
<th>CLIMATE CHANGE and DRM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reach and empower the poor and vulnerable (ethnic minorities, women, elderly, remote areas):</td>
<td>Ensure fundamentals for growth and jobs:</td>
<td>Ensure quality of service delivery and transparency:</td>
<td>Address large infrastructure gaps (energy, water, sanitation):</td>
<td>Promote climate change mitigation:</td>
</tr>
<tr>
<td>-Health, child nutrition, education,</td>
<td>-Fiscal policy, debt sustainability</td>
<td>-Public financial management, budget transparency &amp; accountability</td>
<td>-Transformational projects, PPPs</td>
<td>-Clean energy investments, energy efficiency</td>
</tr>
<tr>
<td>-Access to basic infrastructure (water, sanitation, energy)</td>
<td>-Financial sector stability, capital market development</td>
<td>-Local government finance, risks and service delivery</td>
<td>-Forestry</td>
<td>-Promote climate resilient investments</td>
</tr>
<tr>
<td>-Social assistance, insurance</td>
<td>-Investment climate</td>
<td>-Revenue administration</td>
<td>Urban planning and financing</td>
<td>Support disaster preparedness:</td>
</tr>
<tr>
<td>-Community driven programs</td>
<td><strong>Raising labor and land productivity:</strong></td>
<td>-Open data</td>
<td>-Green buildings</td>
<td>-Innovative insurance approaches</td>
</tr>
<tr>
<td>-Microenterprise development</td>
<td>-Skills development</td>
<td>-Pollution control</td>
<td>-Land policies</td>
<td>-Capacity building and coordination</td>
</tr>
<tr>
<td></td>
<td>-Labor regulations, social security, aging</td>
<td>Private capital mobilization</td>
<td>-Value-added agri-business, manufacturing, services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>-Land policies</td>
<td></td>
<td>-SOE reform, privatization, PPPs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>-Value-added agri-business, manufacturing, services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Promoting regional integration, South-South trade and investment</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EAP Portfolio

Number of Projects

2011: 285
2012: 282
2013: 276
2014: 288
2015: 291
2016: 279
EAP Portfolio

Commitment (billion $)

2011: 29.93
2012: 30.26
2013: 30.4
2014: 31.72
2015: 32.35
2016: 31.94
# EAP Top Ten Borrowers FY16

<table>
<thead>
<tr>
<th>Borrow</th>
<th>No. of projects</th>
<th>Commitments (million USD)</th>
<th>Percentage of total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>101</td>
<td>11,650.00</td>
<td>36.4</td>
</tr>
<tr>
<td>Vietnam</td>
<td>47</td>
<td>8,800.00</td>
<td>27.5</td>
</tr>
<tr>
<td>Indonesia</td>
<td>23</td>
<td>5,340.00</td>
<td>16.7</td>
</tr>
<tr>
<td>Philippines</td>
<td>14</td>
<td>3,060.00</td>
<td>9.6</td>
</tr>
<tr>
<td>Myanmar</td>
<td>9</td>
<td>1,460.00</td>
<td>4.6</td>
</tr>
<tr>
<td>Lao</td>
<td>16</td>
<td>378.31</td>
<td>1.2</td>
</tr>
<tr>
<td>Papua New Guinea</td>
<td>8</td>
<td>294.51</td>
<td>0.9</td>
</tr>
<tr>
<td>Mongolia</td>
<td>9</td>
<td>174.45</td>
<td>0.5</td>
</tr>
<tr>
<td>Cambodia</td>
<td>5</td>
<td>152.45</td>
<td>0.5</td>
</tr>
<tr>
<td>Samoa</td>
<td>8</td>
<td>117.19</td>
<td>0.4</td>
</tr>
<tr>
<td><strong>Sum</strong></td>
<td><strong>240</strong></td>
<td><strong>31,426.91</strong></td>
<td><strong>98.3</strong></td>
</tr>
</tbody>
</table>

Note: Total FY16 Commitment: 31,940 million USD
## EAP All Borrowers FY16

<table>
<thead>
<tr>
<th>Borrower</th>
<th>Number of projects</th>
<th>Commitment (million USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>101</td>
<td>11,650.00</td>
</tr>
<tr>
<td>Vienam</td>
<td>47</td>
<td>8,800.00</td>
</tr>
<tr>
<td>Indonesia</td>
<td>23</td>
<td>5,340.00</td>
</tr>
<tr>
<td>Philippines</td>
<td>14</td>
<td>3,060.00</td>
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<tr>
<td>Myanmar</td>
<td>9</td>
<td>1,460.00</td>
</tr>
<tr>
<td>Lao</td>
<td>16</td>
<td>378.31</td>
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<tr>
<td>Papua New Guinea</td>
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<td>294.51</td>
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<tr>
<td>Mongolia</td>
<td>9</td>
<td>174.45</td>
</tr>
<tr>
<td>Cambodia</td>
<td>5</td>
<td>152.45</td>
</tr>
<tr>
<td>Samoa</td>
<td>8</td>
<td>117.19</td>
</tr>
<tr>
<td>Tonga</td>
<td>5</td>
<td>80.93</td>
</tr>
<tr>
<td>Micronesia</td>
<td>3</td>
<td>67.40</td>
</tr>
<tr>
<td>Vanuatu</td>
<td>3</td>
<td>66.72</td>
</tr>
<tr>
<td>Timor Leste</td>
<td>2</td>
<td>65.00</td>
</tr>
<tr>
<td>Kiribati</td>
<td>4</td>
<td>58.81</td>
</tr>
<tr>
<td>Fiji</td>
<td>1</td>
<td>50.00</td>
</tr>
<tr>
<td>Solomon Islands</td>
<td>5</td>
<td>47.75</td>
</tr>
<tr>
<td>Tuvalu</td>
<td>5</td>
<td>36.41</td>
</tr>
<tr>
<td>Pacific Islands</td>
<td>7</td>
<td>32.93</td>
</tr>
<tr>
<td>Thailand</td>
<td>1</td>
<td>23.92</td>
</tr>
<tr>
<td>Marshall Islands</td>
<td>2</td>
<td>8.25</td>
</tr>
</tbody>
</table>
Indonesia current project portfolio

- 22 ongoing IBRD projects
- Total commitment US$5.4 billion

*Project details can be accessed through World Bank’s external website (live demonstration to follow)*
1. World Bank/EAP/Indonesia portfolio and lending trends

2. Contracts awarded to Australian firms

3. Procurement in WB lending
   - Roles & responsibilities
   - Procurement Guidelines
   - New Procurement framework

4. Finding Procurement information and opportunities

5. How to prepare better bids
2. Contracts awarded to Australian firms
2010-17 (as of Feb. 2017)
Number of contracts and amount (US$M)

![Graph showing the number of contracts and contract amount from 2010 to 2017. The number of contracts ranges from 101 in 2010 to 23 in 2017. The contract amount ranges from 87 in 2013 to 73 in 2016. ]
Percentage by Value under different Sectors

- Health & Social: 12%
- Agriculture: 3%
- Education: 15%
- Energy & Extractives: 9%
- Financial Sector: 44%
- Info & Communication: 2%
- Public Admin: 12%
- Transportation: 2%
- Water/Sanit/Waste: 1%
Contract Value by Procurement Category (US$M)

- CIVIL WORKS: 335.3, 72%
- CONSULTANT SERVICES: 94.7, 20%
- GOODS: 34.3, 8%
- NON-CONSULTING SERVICE: 1.3, 0%

WORLD BANK GROUP
Contract amount by region & FY (US$M)
Top five countries using Australian firms

- **INDIA**: 12 contracts, $24 million
- **PAPUA NEW GUINEA**: 28 contracts, $53 million
- **KAZAKHSTAN**: 29 contracts, $36 million
- **KIRIBATI**: 4 contracts, $52 million
- **VIETNAM**: 40 contracts, $54 million

Legend: ✈️ Number of Contracts  ⛤ Amount (US$M)
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3. Procurement in World Bank lending:

- Roles & responsibilities
Bank’s Role in Procurement

• Assess Borrower’s public procurement system, procurement capacity of project implementing agency, and potential procurement risks

• Assist borrower in procurement strategy and planning

• Provide procurement training, knowledge, and best practice sharing

• Monitor compliance with financing agreement, Procurement Strategy and Procurement Plan.
  • Prior review, post review, independent reviews

• Follow-up on complaints, investigate allegations of fraud and corruption; apply sanctions if determined as a result of investigations
Borrower’s Role in Procurement

• Prepare Procurement Strategy and Plan
• Advertise upcoming bidding opportunities
• Prepare and issue bidding documents
• Receive and evaluate bids/proposals
• Award contracts
• Implement contract; pay supplier/contractors/consultants
• Monitor compliance with Loan/Credit Agreement and Procurement Plan
• Address complaints
• Arrange for project/program audit
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WB’s Procurement Guidelines

GUIDELINES
Procurement of Goods, Works, and Non-Consulting Services
under IBRD Loans and
IDA Credits & Grants
by World Bank Borrowers
January 2011

GUIDELINES
Selection and Employment of Consultants
under IBRD Loans and
IDA Credits & Grants
by World Bank Borrowers
January 2011
Guidelines’ Content

Goods, Works & Non-consulting services

I. Introduction
II. International Competitive Bidding
III. Other Methods of Procurement
IV. Appendices

Consulting Services

I. Introduction
II. Quality- and Cost-Based Selection
III. Other Methods of Selection
IV. Types of Contracts and Important Provisions
V. Selection of Individual Consultants
VI. Appendices
Guidelines Principles

Procurement Guidelines (Goods & Works)

- Economy and efficiency
- Give bidders from all countries opportunity to compete
- Encourage development of domestic construction and manufacturing industries in the borrowing country
- Transparency

Consultant Guidelines

- High quality service
- Economy and efficiency
- Give consultants from all countries opportunity to compete
- Encourage development and use of national consultants in its developing member countries
- Transparency
Procurement of Goods and Works
International Competitive Bidding (ICB) is the preferred method
Transparency and equal opportunity for foreign bidders are the main features of ICB

- Standard bidding documents
- International advertisement
- Bid price/payment in up to 3 currencies
- Price adjustment
- Price comparison: Goods – excluding import duties and local taxes (imported CIP vs locally manufactured EXW). Works - including all taxes.
Bidding docs
International Advertisement
Public Bid opening
Bid evaluation
Results & Award
Contract signing

Min. 6 weeks

- National media
- UNDB
- Bank’s website

Confidentiality

28 days to sign contract and deliver performance security

Red boxes
Prior reviewed
In ICB, award goes to the bidder determined to be:

- Lowest evaluated
- Substantially responsive
- Qualified
<table>
<thead>
<tr>
<th>Other methods</th>
<th>Characteristic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limited International Bidding</td>
<td>Direct invitation</td>
</tr>
<tr>
<td>National Competitive bidding</td>
<td>Local advertisement, currency and language</td>
</tr>
<tr>
<td>Shopping</td>
<td>Minimum three quotations</td>
</tr>
<tr>
<td>Direct contracting</td>
<td>Under exceptional circumstances</td>
</tr>
<tr>
<td>Force account</td>
<td>Government’s own resources</td>
</tr>
<tr>
<td>Community participation</td>
<td>Social objectives or sustainability</td>
</tr>
</tbody>
</table>
Selection & Employment of Consultants
Categories of consultants

FIRMS

When a number of individuals are required for an assignment that needs coordination, administration and collective responsibility.

INDIVIDUALS

Teams are not required
No home office support needed
Individual experience and qualifications are paramount
Consultant Selection Methods (Firms)

- Quality- and Cost-Based Selection \( \text{QCBS} \)
- Quality-Based Selection \( \text{QBS} \)
- Fixed Budget \( \text{FBS} \)
- Least Cost Selection \( \text{LCS} \)
- Consultants’ Qualifications \( \text{CQS} \)
- Single Source Selection \( \text{SSS} \)
QCBS selection process

- Prepare terms of reference
- Estimate cost (budget)
- Advertise for expressions of interest
- Prepare shortlist
- Determine/confirm selection procedure
- Prepare Request for Proposals (RFP, including :
  - letter of invitation (LOI)
  - Evaluation criteria
  - Proposed contract
- Bank no-objection RFP & shortlist (if prior review)
QCBS selection process (contd.)

- Issue RFP to shortlisted consultants
- Receipt of proposals
- Open technical proposals only
- Evaluate technical proposals against rated criteria specified in RFP
- Obtain Bank’s no-objection to the Technical Evaluation Report, if required (prior review)
- Notify all firms that submitted proposals of their technical scores
- Invite the firms that passed the minimum technical score to the public opening of financial proposals. Inform the remaining that their financial proposals will be returned unopened after signing of the contract.
QCBS selection process (contd.)

- Open financial proposals and announce the technical scores and prices in the presence of the firms’ representatives who choose to attend.
- Evaluate financial proposals
- Combine technical and financial scores (normally technical weightage 80%, Financial 20%) and rank the firms.
- Finalize contract with the highest ranked firm and prepare draft contract
- Obtain bank’s no objection to the draft initialed contract (if subject to prior review)
- Sign contract,
- Publish evaluation results
## Technical Evaluation Criteria

- **Specific experience**: 0-10 %
- **Methodology**: 20-50 %
- **Key experts**: 30-60 %

### Optional:

- **Transfer of knowledge**: 0-10 %
- **Participation by nationals as key experts**: 0-10 %

**Total**: 100 %

**Minimum Passing Technical Score**: 70-85%
So, in summary:

- Multilateral Development Bank
- Most Government’s represented
- Bank funds over 1,800 investment projects in 172 countries
- Procurement portfolio worth about US$44 Billion in total
- Annual procurement’s circa US$15 to $20 Billion
- 250 procurement staff in 72 countries support projects
- Bank’s procurement system started over 50 years ago
- While the Bank’s Procurement and Consultant Guidelines have evolved over time, feedback obtained from 5000 people around the world identified the need for modernization
Diversity of Operations

Wide Range of Projects

Diverse Places

Mixed Capacity
Need for a new modernized framework to shift from one size fits all to a **best fit-for-purpose** approach to procurement, based on diagnosis of **risks and complexities of sector, market and project context**
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WB’s New Procurement framework

Applies to projects whose Concept Notes approved before July 1, 2016)
Objective of the new Framework

- Modernize how the Bank engages with borrowers, NGOs and the private sector in project activities
  - Enables key participants (borrowers/suppliers) to collaborate and deliver value for money outcomes

- 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

- Provide modern and efficient procurement approaches and methods
  - Allows innovation in the solutions that the Bank finances

- Increase transparency by providing access to procurement information
Sections I & II: Introduction and General Considerations

✓ Vision (Section 1.A)

“Procurement in Investment Project Financing supports clients to achieve value for money with integrity in delivering sustainable development”
Sections I & II: Introduction and General Considerations

✔ Core Procurement Principles (Section I.C)

- **Value for Money**
- **Economy**
- **Integrity**
- **Fit-for-Purpose**
- **Efficiency**
- **Transparency**
- **Fairness**
Core Procurement Principles

- **Value for money**
  - is the effective, efficient, and economic use of resources
  - requires an evaluation of relevant costs and benefits, along with an assessment of risks, and non-price attributes and/or life cycle costs, as appropriate

- **Economy**
  - takes into consideration factors such as sustainability, quality, and non-price attributes and/or life cycle cost as appropriate, that support value for money
  - permits integrating into the Procurement Process economic, environmental, and social considerations
  - permits augmenting identified sustainability criteria with specific criteria in support of the borrower’s own sustainable procurement policy
Core Procurement Principles

- **Integrity**
  - refers to the use of funds, resources, assets and authority, according to the intended purposes
  - Bank requires that all parties involved in the Procurement Process, observe the highest standard of ethics during the Procurement Process of Bank-financed contracts, and refrain from fraud and corruption

- **Fit for purpose**
  - applies both to the intended outcomes and the procurement arrangements in determining the most appropriate approach

- **Efficiency**
  - requires Procurement Processes to be proportional to the value and risks of the underlying project activities
Core Procurement Principles

- **Transparency**
  - the Borrower and the Bank enable appropriate review of the procurement activities, supported by appropriate documentation and disclosure
  - that relevant procurement information be made publicly available to all interested parties, consistently and in a timely manner, through readily accessible and widely available sources at reasonable or no cost
  - appropriate reporting of procurement activity
  - the use of confidentiality provisions in contracts only where justified

- **Fairness**
  - equal opportunity and treatment for bidders and consultants
  - equitable distribution of rights and obligations between borrowers and suppliers, bidders, consultants and contractors
  - credible mechanisms for addressing procurement related complaints and providing recourse
Key Features Based on Business Feedback

- Project Procurement Strategy for Development (PPSD)
  - Fit for purpose, proportional procurement, to reflect market dynamics
- Modern procurement methods
  - VfM, market engagement, Competitive Dialogue, Negotiation, Best and Final Offer (BAFO), Abnormally Low Tender (ALT).
- More hands on support from the Bank
  - Low capacity/critical situations, Bank staff can provide more help
- Contract management
  - KPI setting, regular review by Bank, focus on most complex procurements
- Enhanced complaints management
  - Business standards, standstill periods/pauses, reporting/expediting
Key Features Based on Business Feedback

- Integrity and transparency
  - More tailored integrity management, new IT system to track procurements and report progress/provide more information to bidders

- Sustainable procurement
  - At the Borrower’s request, applied during procurement process

- Alternative procurement arrangements
  - Other development partners and Borrower implementing agencies, assessment methodology that needs testing/refining

- Strategic private sector engagement
  - Target key sectors to identify specific actions to improve procurement
Enhanced Complaints Handling

- Bank will be more involved in complaints handling through:
  - Centrally monitoring procurement related complaints
  - More support to Task Teams on complaints handling
- Borrowers required to copy all complaints to the Bank and to resolve them appropriately and in a timely manner
  - Business standards and measures for tracking complaints established – with non-compliance actions available
- More streamlined complaints submission by bidders/consultants through provision of:
  - A standstill period to submit their complaint before the borrower proceeds to signing the contract in all cases;
  - A standstill period following the notification of the results of technical evaluation for consultants to complain before opening of the financial proposals
  - Debriefings by borrowers within standstill period
Standstill Period (SP)

- Period within which to complain (and still be able to influence the award decision)

- SP commences on the day following the transmission of the Notice of Intention to Award to all Bidders (i.e. 1 minute past midnight)

- SP expires at midnight on the last day

- Transmit Notices of Intention to Award

<table>
<thead>
<tr>
<th>NUMBER OF BUSINESS DAYS</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
<th>13</th>
<th>14</th>
<th>15</th>
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<tbody>
<tr>
<td>Standstill Period (minimum 10 Business Days)</td>
<td>←</td>
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<td></td>
<td></td>
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<td></td>
<td></td>
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</tr>
</tbody>
</table>

Award the contract (sometime after this day)
Standstill Period

- Late debrief and extended SP

Original Standstill Period (minimum 10 Business Days) | Extended Standstill Period

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |

- Period within which Bidder can request a debrief
- Period within which Borrower must provide debrief
- Late debrief (say 4 days late)
- Extended end date for the SP
Benefits of the new Procurement Framework for suppliers and contractors

- Much more focus on suppliers and contractors:
  - How best to engage with you, how to motivate you, how to persuade you to bid on procurements
- Opportunities for more dialogue and engagement
- Ability to offer innovative solutions to meet needs
- More efficient procurement approaches
  - In general due to use of fit for purpose procurement approaches and methods
  - By appropriate Borrowers receiving hands on implementation support from Bank staff, to fix any problems before they start
- Prompt handling of complaints and issues
- Standstill periods to fix any problems, before award
- Supports modern, collaborative procurement practices
The Future of Procurement in World Bank Investment Project Finance

- Modern
- Fit for purpose
- Tailored
- Responds to client needs
- Risk-based
1. World Bank/EAP/Indonesia portfolio and lending trends

2. Contracts awarded to Australian firms

3. Procurement in WB lending
   - Roles & responsibilities
   - Procurement Guidelines
   - New Procurement framework

4. Finding Procurement information and opportunities

5. How to prepare better bids
4. How do I find the World Bank’s Procurement information and business Opportunities?
How to access the World Bank’s Procurement policies, procedures and standard documents

Access through World Bank’s external website: www.worldbank.org/procurement
How to access the World Bank’s Procurement policies, procedures and standard documents

- Access through Word Bank’s external website: www.worldbank.org/procurement
New Procurement Framework and Regulations for Projects After July 1, 2016

OVERVIEW

(Other languages will be added as they become available.)

The World Bank has a new, modern and business-friendly Procurement Framework. This modernized approach means greater focus on value for money, more ways bidders to differentiate bids, and more opportunities for dialogue and discussion.

World Bank procurement staff are based in 72 countries to support borrowers throughout the procurement process. Staff work with governments to achieve the highest bidding and contract management standards to get the best development result.
### World Bank Listing of Ineligible Firms & Individuals

**Fraud and Corruption**

The firms and individuals listed in Table 1 below are ineligible to be awarded a World Bank-financed contract for the periods indicated because they have been sanctioned under the Bank’s Fraud and corruption policy as set forth in the Procurement Guidelines or the Consultant Guidelines. Such sanction was imposed as the result of:

1. An administrative process conducted by the Bank that permitted the accused firms and individuals to respond to the allegations. Through July 2007, this process was conducted in accordance with the Sanctions Procedures of the World Bank Group Sanctions Board. For more information on the two-tier sanctions process go to Sanctions Management webpage.

OR

2. Cross-debarment in accordance with the Agreement for Mutual Enforcement of Debarment Decisions dated 9 April 2010, which, as of July 1, 2011, has been made effective by the World Bank, Asian Development Bank, European Bank for Reconstruction and Development, Inter-American Development Bank, and African Development Bank.

Click here to see additional notes on debarred firms and individuals and here to see an explanatory note on the application of cross-debarment.

The Bank may also apply other actions to firms and individuals that do not result in debarment. For the current list, see Table 2: Other Actions which is located further down this page.

To report allegations of fraud and corruption in Bank-financed projects, please contact the Integrity Vice Presidency.

### Table 1: Debarred & Cross-Debarred Firms & Individuals

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Country</th>
<th>Ineligibility Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>PT SNC LAHALIN</td>
<td>GRAHA AKTIVA, 11TH FLOOR, Jl. M, RASULAN SAID BLOCK 1, KAV. 3, JUJUNING, JAKARTA 12590, JAKARTA</td>
<td>Indonesia</td>
<td>07-APR-2012 to Ongoing</td>
</tr>
<tr>
<td>PT AMYTHAS EXPERTS &amp; ASSOCIATES</td>
<td>KOMPLEK GOLDEN PLAZA BLOCK NO 212, Jl. R. PATMAWATI NO. 15, 12405, JAKARTA</td>
<td>Indonesia</td>
<td>07-DEC-2011 to Ongoing</td>
</tr>
<tr>
<td>(MS. IR NORMA YUHARMWATI)</td>
<td>PRESIDENT DIRECTOR, PT RIFA BESTARI, YMMMA STACO, 6TH FLOOR, JALAN CASABLANCA KAV. 11, JAKARTA</td>
<td>Indonesia</td>
<td>23-SEP-2011 to Permanent</td>
</tr>
<tr>
<td>PT RIFA BESTARI</td>
<td>YMMMA STACO, 6TH FLOOR, JALAN CASABLANCA KAV. 11, JAKARTA</td>
<td>Indonesia</td>
<td>23-SEP-2011 to 17-MAY-2017</td>
</tr>
<tr>
<td>PT JAHARI INTI</td>
<td>DAPURA, KAV. 111, JALAN CASABLANCA</td>
<td>Indonesia</td>
<td>01-APR-2001 to 31-DEC-2012</td>
</tr>
</tbody>
</table>

Note: To obtain the best results when performing a search, it is advised that only a portion of the firms/individuals name be entered. This allows for the greatest chance of seeing all sanctioned entities with names close to or exactly as those being searched. For example, to search for C.V. ABCD, enter ABCD; ABCD Engineers SRL, enter ABCD or ABCD Engineers; or ABCD Royal Consulting Co. enter ABCD, or ABCD Royal, or Royal Consulting.

Please also avoid accented characters and generic terms such as Ltd.; Limited; Corp.; etc.

Firms and individuals on the list may have an (*) and number associated with them. Please refer to this Notes on Debarred Firms and Individuals PDF to see the details.
How to find procurement opportunities under WB financed projects and programs

- Access through World Bank’s External Website: www.worldbank.org/projects
How to find procurement opportunities under WB financed projects and programs

- Access through World Bank’s External Website: www.worldbank.org/procurement
How to find procurement opportunities under WB financed projects and programs

- through World Bank’s External Website: www.worldbank.org/procurement

<table>
<thead>
<tr>
<th>Name of the Project</th>
<th>Country</th>
<th>Description</th>
<th>Type</th>
<th>Request for Expression of Interest</th>
<th>Date</th>
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<tbody>
<tr>
<td>Extension Of Transformer Bays In Cirata (500/150 Kv) And Betung (275/150 Kv)</td>
<td>Indonesia</td>
<td>Second Power Transmission Development - P123004</td>
<td>Invitation for Bids</td>
<td>English</td>
<td>December 20, 2016</td>
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<tr>
<td>Procurement Of 500 Kv, 275 Kv, 150 Kv And 70 Kv Transformer For Scattered Substations (package 4)</td>
<td>Indonesia</td>
<td>Second Power Transmission Development - P123994</td>
<td>Invitation for Bids</td>
<td>English</td>
<td>December 20, 2016</td>
</tr>
<tr>
<td>Consulting And Technical Assistance For Review And Development Human Capital Development Plan (hcdp) and Re-entriespolicies Of Scholarship Program For Strengthening The Reforming Institutions (spirit)</td>
<td>Indonesia</td>
<td>Scholarships Program - P118150</td>
<td>Request for Expression of Interest</td>
<td>English</td>
<td>September 30, 2016</td>
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<td>General Procurement Notice</td>
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<td>Second Power Transmission Development - P123994</td>
<td>General Procurement Notice</td>
<td>English</td>
<td>September 28, 2016</td>
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<td>Rehabilitation And Embankment Of West Banjir Canal And Upper Sunter Floodway Subproject</td>
<td>Indonesia</td>
<td>Jakarta Urgent Flood Mitigation Project - P111034</td>
<td>Invitation for Prequalification</td>
<td>English</td>
<td>September 2, 2016</td>
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<tr>
<td>Consulting Services For The Day-to-day Management Of Project Management Unit</td>
<td>Indonesia</td>
<td>FIP Forest Management Unit Development - P144209</td>
<td>Request for Expression of Interest</td>
<td>English</td>
<td>August 18, 2016</td>
</tr>
<tr>
<td>Capacity Building And Training Specialist, Communication Specialist, Senior Infrastructure Consultant, Legal Specialist, Economic/financial Analyst, IT Specialist</td>
<td>Indonesia</td>
<td>IIFD RE - P157400</td>
<td>Request for Expression of Interest</td>
<td>English</td>
<td>August 16, 2016</td>
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<td>Indonesia</td>
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<td>General Procurement Notice</td>
<td>English</td>
<td>July 28, 2016</td>
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<tr>
<td>The Master Plan Review On Flood Management In Cisadane - Jakarta - Bekasi</td>
<td>Indonesia</td>
<td>Jakarta Urgent Flood Mitigation Project - P111034</td>
<td>Request for Expression of Interest</td>
<td>English</td>
<td>July 20, 2016</td>
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<tr>
<td>General Procurement Notice</td>
<td>Indonesia</td>
<td>FIP Forest Management Unit Development - P144209</td>
<td>General Procurement Notice</td>
<td>English</td>
<td>July 20, 2016</td>
</tr>
<tr>
<td>National Management Consultant [nmc]</td>
<td>Indonesia</td>
<td>National RWSS (PAMS/MAS-AF) - P154790</td>
<td>Request for Expression of Interest</td>
<td>English</td>
<td>July 15, 2016</td>
</tr>
</tbody>
</table>
How to find procurement opportunities under WB financed projects and programs

- Access through United Nations Development Business (UNDB)-online: www.devbusiness.com
How to search for basic project procurement information in UNDB-Online (without subscribing)
How to search for basic project procurement information in UNDB-Online (without subscribing)
How to search for basic project procurement information in UNDB-Online (without subscribing)
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Company Name: 
Department/Mail Stop: 
Address Line 1: * 
Address Line 2: 
City: * 
State/Province: --Select one from list--

Continue >>
Print Form >>
How to search for detailed project procurement information in UNDB Online for subscribers

In the search interface, select "East Asia and Pacific" and "Indonesia" from the region/country filter. Click on "Add to search" to include these filters in your search criteria.

Live Demo3
Welcome to the World Bank Group's solution for the selection of operational consultants

ENHANCEMENTS TO ECONSULTANT2 NOW PROVIDE VENDORS WITH

- The ability to see other shortlisted firms
- Email notifications when responses posted to Q&A
- A comprehensive Help Menu
- Confirmation of successful file uploaded
- Confirmation of successful submission of documents
- Ability to withdraw submissions
Requests for Expressions of Interest for consultants hired directly by the World Bank Group for its operational work are published on this website. As a courtesy, the Bank Group also sends the notices to cgMarkets and UNDB Online.

<table>
<thead>
<tr>
<th>Selection #</th>
<th>Title</th>
<th>Selection Type</th>
<th>Publication Date</th>
<th>Expression of Interest Deadline</th>
<th>Language of Notice</th>
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<td>1213836</td>
<td>LIGHTING AFRICA NIGERIA PROGRAM Retail Channel D...</td>
<td>Firm</td>
<td>23-Feb-2016</td>
<td>08-Mar-2016</td>
<td>English</td>
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<td>1213002</td>
<td>Assessment of the financial sustainability of the water ...</td>
<td>Firm</td>
<td>16-Feb-2016</td>
<td>08-Mar-2016</td>
<td>English</td>
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<td>1213654</td>
<td>TSU for Scaling Up Rural Sanitation Campaign in Jhark...</td>
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<td>08-Mar-2016</td>
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<td>1213725</td>
<td>The Improved Business and Investment Climate in West ...</td>
<td>Firm</td>
<td>24-Feb-2016</td>
<td>09-Mar-2016</td>
<td>English</td>
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<td>1214009</td>
<td>A Consulting Firm to provide a capacity building training ...</td>
<td>Firm</td>
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<td>09-Mar-2016</td>
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<td>STRATEGIC ENVIRONMENTAL AND SOCIAL ASSESSMENT RC...</td>
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<td>10-Mar-2016</td>
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<td>Firm</td>
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<td>10-Mar-2016</td>
<td>English</td>
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<td>1214259</td>
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<td>10-Mar-2016</td>
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<td>KENYA ACCOUNTABLE DEVOLUTION PROGRAM (KAD...</td>
<td>Firm</td>
<td>29-Feb-2016</td>
<td>10-Mar-2016</td>
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<td>1214080</td>
<td>Agency to design/ produce a behavior change commi...</td>
<td>Firm</td>
<td>26-Feb-2016</td>
<td>10-Mar-2016</td>
<td>English</td>
</tr>
</tbody>
</table>
1. World Bank EAP portfolio and lending trends

2. Contracts awarded to Australian firms

3. Procurement in WB lending
   - Roles & responsibilities
   - Procurement Guidelines
   - New Procurement framework

4. Finding Procurement information and opportunities

5. How to prepare better bids
5. How better to prepare responsive bids
General Advice

- Be informed about the country, project, processes, and competition:
  - Determine areas of focus, countries/procurement type etc.

- Consider how you will respond to project needs

- Identify local partners and others for any joint ventures

- Previous technical and country experience is usually critical

- Understand local customs, laws, markets

- Contact the Implementing Agency to address any need for clarifications or other concerns

- Make use of country trade missions/Executive Director team
Preparing the bid/proposal

- Carefully review technical requirements, qualification and evaluation criteria specified in the bidding documents.
- For consultant services - address TOR fully
- For Goods, Works, Services - respond substantially to technical specifications
- Provide the supporting technical and qualification information with the bid and cite how the specified requirements are being met
- Emphasize methodology for delivery – innovate if you can
- Propose a strong team of qualified experts
- Involve national partner firms or individuals, consider JVs (although not mandatory)
Preparing the bid/proposal (contd.)

- Use standard bid forms enclosed in bidding documents.
- Don’t deviate from standard conditions in bidding documents; no conditionalities.
- Check if bid prices shall be fixed or adjustable. Bidding an adjustable price for a fixed-price contract causes bid rejection.
- Submit high quality bid, with all supporting documents, signed by authorized representative.
“What should I do if I don’t understand the bidding documents?”
Bidders are responsible for seeking clarification if they think documents are restrictive, discriminatory, ambiguous, unclear.

- The Purchaser will respond in writing to any request for clarification, provided that such request is received in writing no later than the number of days before the bid submission deadline as specified in the bidding documents.

- Bidder can inform the Bank if not satisfied with the Purchaser’s response.
Final checks before submission

- Bid Form signed, power of attorney attached
- Bid Security attached; amount, validity, text.
- Joint venture agreement enclosed
- Technical information enclosed
- Qualification information enclosed
- Discounts in covering letter or appropriate place as specified in the bidding/proposal document
- Marking of envelopes as appropriate
Avoid slippages that can cause rejection
Common slippages

- Bids not signed; authorization missing
- Missing original Bid Security
- Insufficient period of Bid Validity
- Insufficient amount or validity of Bid Security
- Late bids
- Conditional bids
- Lack of supporting technical/qualification documents
- Partial Quantities
- Absence of test reports, if required
- JV partner as bidder in another bid
- Conflict of interest
Pay particular attention to:

- Be on time: Submit bid within the stipulated deadline.

- During bid opening, ensure that:
  - All relevant prices are read out
  - All discounts are read out
  - Presence and amount of bid security is read out
  - No envelope remains unopened
  - All the above is recorded correctly
  - The record is signed by all bidders present and by the purchaser

- Be Aware of Possible Extension: There may be a request to extend the bid validity and bid security periods by several months, as in certain cases the evaluation of bids requires more time than originally expected.

- Respond promptly to Purchaser’s request for clarification or extension of the bid
Conclusion

- Large and diverse procurement portfolio
- Support some of the World’s most complex procurements
- Examine our rich information system to identify potential opportunities
- Modernizing approach/parallel running of old system
- Support change in some challenging places/projects
- Strategy for geographic diversification, Bank projects provide a safety net/opportunity to build new markets
- Huge business opportunities available
- Need capable consultants, suppliers and contractors to help us deliver the development results the World needs
- Australian firms can and must participate much more
- We are ready and available to help you;
- Please tell us what support you would like from the World Bank?