PROCUREMENT UNDER WORLD BANK FINANCED PROJECTS

Jakarta, November 26, 2018

Ahsan Ali
Budi Permana
1. Contracts awarded to Australian firms

2. Procurement in WB lending
   - Procurement Guidelines
   - New Procurement framework

3. Finding Procurement information and opportunities

4. How to prepare better bids
Contracts awarded to Australian firms
2010-18 (as of November 2018)
Percentage by Value under different Sectors

- Economic Policy: 43%
- Education: 6%
- Energy and Mining: 10%
- Environment: 5%
- Financial and Private Sector Development: 5%
- Financial Inclusion Practice: 2%
- Financial Management: 0%
- Gender and Development: 0%
- Global Information/Communications Technology: 0%
- Health, Nutrition and Population: 0%
- Not assigned: 0%
- Poverty Reduction: 0%
- Procurement: 0%
- Public Sector Governance: 0%
- Social Development: 0%
- Transport: 0%
- Urban Development: 0%
- Water: 0%
Contract Value by Procurement Category (US$M)

- Civil Works: 19%
- Consultant Services: 9%
- Goods: 1%
- Non-Consulting Services: 71%
Contract amount by region & FY (US$M)
Top five countries using Australian firms (based on total amount)

- **PAPUA NEW GUINEA**: 31 contracts for $54 million
- **KAZAKHSTAN**: 4 contracts for $32 million
- **KIRIBATI**: 32 contracts for $52 million
- **BANGLADESH**: 10 contracts for $63 million
- **VIETNAM**: 40 contracts for $66 million

Number of Contracts vs. Amount (US$M)
Bank’s Financed Project

World bank

Legal Agreement / Guidelines

Government

Bidding docs / RFP / Contract

Suppliers, contractors, consultants
WB’s Procurement Regulations

Applies to projects whose Concept Notes approved before July 1, 2016

Core Procurement Principles:

- Value for Money
- Economy
- Integrity
- Fit-for-Purpose
- Efficiency
- Transparency
- Fairness
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
### Selection Methods under Bank’s Procurement Regulation

<table>
<thead>
<tr>
<th>Selection methods for Procurement of Goods, Works and Non-Consulting Services</th>
<th>Selection method for Consulting Services</th>
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<tr>
<td>Request for Proposals</td>
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<td>Consultant’s Qualification Based Selection</td>
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How to access the World Bank’s Procurement policies, procedures and standard documents

- Access through Word Bank’s external website: www.worldbank.org/procurement

Procurement for Projects and Programs

The World Bank’s Procurement Framework maximizes the strategic role of procurement in achieving key development effectiveness goals - emphasizing choice, quality, and value for public spending, while enabling adaptation to country contexts.

A new Procurement Framework was approved by the World Bank Board on July 21, 2015 and its use is mandatory for all lending operations after July 1, 2016. Please visit the links below to access either the old Policy, Procedures and Guidelines or the current Policy and Regulations:

- Projects Prior to July 1, 2016
- Projects After July 1, 2016

The World Bank’s framework aims to maximize the strategic role of procurement in achieving development effectiveness goals by:
How to access the World Bank’s Procurement policies, procedures and standard documents

Access through Word Bank’s external website: www.worldbank.org/procurement

Project Procurement - Policies, Guidelines, Documents for Projects Before July 2016

Procurement Policies, Guidelines And Documents Below Are For Projects Prior To July 1, 2016

- For projects already underway, unless the World Bank agrees otherwise, please use the resources below.

- These are for use by Borrowers and their implementing agencies in the procurement of goods, works and consulting services related to World Bank projects.

- Starting July 1, 2016, the World Bank’s new Procurement Framework goes into effect.

On this page:
- Overview
- Guidelines
- Standard Procurement Documents
- Publishing Procurement Notices and Awards
- Thresholds, Legal Agreements
- UN Agencies

RELATED
- Procurement for Projects and Programs Website
- New Procurement Framework and Regulations - after July 1, 2016

RELATED
- Procurement Document Archive
- Business Opportunities and the New Framework
- Publishing Notices and Contract Awards
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 are 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.

Under the new procurement framework, there are four key innovations to help businesses and country clients:
The World Bank’s Debarment List (www.worldbank.org/debarr)

Table 1: Debarred & Cross-Debarred Firms & Individuals

Note: To obtain the best results when performing a search, it is advised that only a portion of the firm/individual 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 accentuated characters and generic terms such as Ltd., Limited, Corp., etc.

Firms and individuals on the list may have (*) and number associated with them. Please refer to this Notes on Debarred Firms and Individuals PDF to see the details.

Debarred Firms and Individuals

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<tr>
<th>Name</th>
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<td>21-AUG-2019</td>
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<td>90 HARRIS ROAD, SURREY HILLS, MELBOURNE 3127</td>
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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

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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)

A screenshot of a webpage showing the results of a procurement search. The page displays a list of procurement notices with details such as the country, project title, institution, date posted, deadline, and reference number. The notices are sorted, and a red circle highlights the option to sort the results by selecting a column.

### Table: Procurement Notices Search Result

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<thead>
<tr>
<th>Symbol</th>
<th>Country</th>
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### How to Subscribe to UNDB online

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How to Subscribe to UNDB online

Thank you for subscribing to Development Business.

If you are already a subscriber and would like to renew, please log in to your account, go to My Account and click on Renew Subscription.

The fee for a one year subscription is US$ 500 and includes unlimited access to thousands of business opportunities constantly updated by our team and partners.

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Company Name:  
Department/Mail Stop:  
Address Line 1: *  
Address Line 2:  
City:  
State/Province: --Select one from list--  
Country: * --Select one from list--  
Zip/Postal Code:  
Contact Information
How to search for detailed project procurement information in UNDB Online for subscribers

1. Start by selecting the region/country you are interested in. In this example, we choose "East Asia and Pacific" and "Indonesia".

2. Click on "Add to search" to apply the selected regions/countries to your search criteria.
Hiring Consulting by the Bank


Welcome to the World Bank Group’s solution for the selection of operational consultants

NEWS & ANNOUNCEMENTS

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 upload
- Confirmation of successful submission of documents
- Ability to withdraw submissions

RESOURCES

- Overview of eConsultant2 for Firms

LOGIN OR REGISTER

LOGIN

REGISTER FIRM

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## SELECTION NOTIFICATIONS

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 dgMarkets and UNDB Online.

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How to Prepare Better 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
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, and non-consulting 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)
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.
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
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