Agenda

- Introduction
  - Facts and Figures
  - The Pacific
- Operating Model
- Overview of International Procurement Process
- How Best to Sell to the Borrowers
- Corporate Procurement opportunities
- Conclusion
Introduction
World Bank – Facts and Figures

- International Financial Institution
- Represented by most countries (189)
- 2 types of Procurement: IPF operations, and Corporate Procurement
- Procurement in IPF operations circa $14 to $20 Billion annually
- Finances government-led procurement in a variety of industries and sectors (IPF operations)
- Corporate Procurement annual spend <$2 Billion a year
Thirteen Member Countries
Since FY11, the number of operations and the size of the portfolio in the region have more than tripled, and disbursements more than quadrupled.
IDA 18: Significant scale up and rebalancing of the portfolio across a range of sectors

Portfolio Distribution by Global Practice (size in US$ million)

% Share of Total US$ Value of the Portfolio

End IDA18

- AGR: 69.95
- E&E: 159.58
- ENR: 84.44
- FCI: 266.30
- HNP: 158.07
- MTI: 269.20
- SURL: 204.82
- TDD: 660.98
- WAT: 100.00

End IDA17

- AGR: 63.00
- E&E: 97.44
- ENR: 82.46
- FCI: 47.24
- HNP: 178.07
- MTI: 15.30
- SURL: 198.07
- TDD: 635.72
- WAT: 70.00
INFRASTRUCTURE
World Bank Procurement in IPF Operations
What does the Bank Procure in IPF Operations?

- **Goods**
  - From commodities and raw materials to machinery, equipment and vehicles

- **Works**
  - Construction, repair, maintenance and rehabilitation of civil works structures

- **Consulting Services**
  - Services of advisory and professional nature provided by Consultants

- **Non-Consulting Services**
  - Examples include: drilling, aerial photography, mapping, and similar operations
Top areas of IPF project spend

- Transport 47%
- Water 18%
- Energy & Extractives 17%

- Agriculture
- Education
- Energy & mining
- Finance
- Health & social serv
- Industry and trade
- Info & communication
- Public admin, Law
- Transportation
- Water/sanit/fld prot
Operating Model

- Procurements carried out by the Borrower, using World Bank rules, processes and support framework
- Project Procurement Strategy for Development
- Procurement planning
- International procurements advertised on UNDB
- 250 Bank procurement staff based in 72 countries
Procurement Principles

Value for money

Fairness

Transparency

Efficiency

Fit-for-Purpose

Economy

Integrity

WORLD BANK’S CORE PROCUREMENT PRINCIPLES
Overview of International Procurement Process
Project Procurement Strategy for Development

- Project Procurement Strategy for Development (PPSD) is a critical planning tool that informs the procurement approach.
- Captures key market analysis findings and explains how they:
  - impact on the Borrower’s approach to market, and
  - determine the best fit-for-purpose procurement approach.

Through PPSD analysis determine:

1. What is the market segmentation? (national/international competition)
2. How will the project outcomes be delivered?
3. How will the contract and commercial deal be structured?
Market Approach Options

- **Direct** - Approach and negotiate with only one firm.
- **Open Competition** - Opportunity is openly advertised. All eligible firms have equal opportunity to participate. This is the Bank’s preferred option.
- **Limited Competition** - Competition limited to those firms that are invited to participate. No open advertisement.
- **International Competition** - Appropriate when participation of foreign firms will increase competition and deliver best VfM and fit-for-purpose results.
- **National Competition** - Appropriate when the procurement is unlikely to attract foreign competition.
Publication of International Opportunities

- For International Procurements – A General Procurement Notice is published on UNDB Online and on the WB’s website. A GPN includes:
  - The name and contact point of the Borrower
  - The purpose and amount of financing
  - The scope of procurement, reflecting the Procurement Plan
  - If known, and indication of the schedule for publication of specific procurement opportunities

- Specific Procurement Notice (SPN) shall also be published on UNDB Online and the WB’s website
Selection Methods

- **RFP** - Competitive method used when Borrower specifies functional/performance needs and the market proposes solutions. Uses Bank SPD and rated criteria apply.
- **RFB** - Competitive method used when Borrower clearly specifies requirements and wishes to maintain a higher degree of control in delivery. Uses Bank SPD.
- **RFQ** - Seek quotations for readily available, off-the-shelf GWNCs.
- **Direct Selection** - Approach and negotiate with only one firm.
Key Procurement Provisions

- **Sustainable Procurement**
  - Borrower may include additional sustainable procurement requirements in the Procurement Process

- **Standard Procurement Documents**
  - New suite of documents developed for Projects after July 1, 2016
  - Borrower required to use the Bank’s SPD’s for international competitive procurement

- **Evaluation Criteria**
  - Rated criteria used to select the best Value for Money bid
  - Proportionate to complexity, risk, value and type of objectives

- **Abnormally Low Bids**
  - Method to identify and resolve very low priced bids
The Standstill Period **commences** on the day following the transmission of the Notice of Intention to Award to all Bidders/Proposers.

The Standstill Period **expires** at midnight on the tenth day - unless extended.

- **Send Notification**
- **Standstill Period**
- **Can award contract now**

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- **REQUEST DEBRIEF**

- **BORROWER PROVIDES DEBRIEF**

- **INTERESTED PARTY MAY SUBMIT COMPLAINT**
Key Procurement Provisions: Complaints

1. **Who can complain?**

   Complainant must be an ‘interested party’

2. **In what circumstances?**

   Circumstances giving rise to the complaint must be relevant to the procurement - there are 3 three relevant circumstances (Procurement Documents; Decision to exclude; Decision to award the contract)

3. **When to make the complaint?**

   Complaints must be made in a ‘timely manner’ - Regulations set the time limits that apply

4. **What information must be included?**

   Regulations prescribe what information must be included in the complaint
Key Procurement Provisions: Complaints

- Must be submitted directly to the Borrower
- This is the entity/official designated for that purpose, as detailed in the Procurement Documents
- If sent to the Bank, it will be forwarded to the Borrower
- Must be submitted in writing e.g.:
  - letter
  - email
  - Borrower’s e-procurement system, if applicable
- Complaints tracked, monitored, and expedited by the Bank
Summary

- PPSD sets the ongoing procurement strategy
- Market approach options considered
- Publication of International opportunities on UNDB
- Selection methods vary, depending on risk/value
- Key procurement provisions, supported by Guidance e.g VfM, SPP, ALB, etc.

For more detail, please see the Procurement Regulations and supporting documents [www.worldbank.org/procurement](www.worldbank.org/procurement)
How Best to Sell to Borrowers
How best to sell to Borrowers

- Determine where and what to focus on (what country, what are they buying, etc.)
- Examine the country and project pipeline
- Consider how you will respond to project needs
  - Previous technical and country experience is usually critical
  - Understand local customs, laws, markets
- Identify local partners and others for any joint ventures
- Contact the Implementing Agency for information
- Use your country’s trade missions/Embassies for assistance if needed
How to Find Opportunities
Information Sources

- UNDB Online – Procurement Opportunities
- World Bank Project Procurement App
- World Bank Finances App
World Bank Procurement App

- Historic Procurement data on major contract awards
- Most recent procurement/tender notices for Bank projects
- The App enables the public to look at:
  - who won what, where, and how much
  - ratios
  - trends
  - supplier rankings
  - current tenders
- Enables the public to easily explore large amounts of data
- Email feature to export charts, figures, and tables
- Identify upcoming and relevant procurement opportunities
- Free for iPad/iPhone from the Apple Store
World Bank Group Finances App

- Access the Bank portfolio of projects, finances, and upcoming/key procurement opportunities:
  - nine different languages (Arabic, Bahasa Indonesia, Chinese, English, French, Hindi, Portuguese, Russian, and Spanish)
  - locate any project including the awarded contracts
  - receive Procurement/Tender Notices and follow business opportunities in more than 100 countries
  - get updates on pending projects in the pipeline, as well as latest approved projects
  - check the disbursements data, updated monthly, and the contributions to Trust Funds
  - engage with the Bank by sharing, following its projects and investments, or reporting back
Bank’s website: Solomon Islands Roads and Aviation Project

- USD 51 million. Expected to be approved in Q2/2019
- Advance by the Bank for Agencies to prepare the project. There are business opportunities already.

Publicly available procurement plan shows interesting ones:

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Deadline for Airline Strategy Review was Oct 19!

### NOTICE

**Airline Strategy Review**

### NOTICE AT-A-GLANCE

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<td>Selection Based On Consultant's Qualification</td>
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### CONTACT INFORMATION

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<th>Organization/Department</th>
<th>Technical and Fiduciary Services Unit</th>
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<tbody>
<tr>
<td>Name</td>
<td>Manase Vaoahi</td>
</tr>
<tr>
<td>Address</td>
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<tr>
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<tr>
<td>Email</td>
<td><a href="mailto:mvoaahi@paiptfus.com">mvoaahi@paiptfus.com</a></td>
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Corporate Procurement

- Each year, the World Bank Group spends approximately $1.7+ billion for products and services for its own internal requirements.

- The Corporate Procurement Unit is responsible for setting policy and conducting the procurements for all World Bank Group internal requirements.

- Country Offices have delegated authority to conduct small procurements locally, following the Corporate Procurement Policies and Procedures.
Corporate Procurement: What the Bank buys

- Information Technology
- Communication Equipment and Services
- Professional and Technical Consulting Services
- Office Supplies, Paper and Paper Products
- Graphic Design, Publications and Print Services
- Construction and Renovation Services
- Facilities Management Services and Equipment
- Other Administrative Services as needed
Corporate Procurement: Consulting Services

- The Bank Group procures services from Consultants to support its project work:
  - Firms are contracted by the Bank Group and must be eligible to become a vendor
  - Individuals are appointed to the staff of the Bank Group
- All consultants are selected using the Bank Group’s eTendering tool “eConsultant2”
  - The system includes templates, contract terms and conditions and information about how to use the system
- Firms are encouraged to create a profile in eConsultant2
- Information about eConsultant2 may be found at https://wbgeconsult2.worldbank.org
Corporate Procurement: Vendor Registration

- Before the World Bank Group can contract with a company to provide goods or services, the company must register as a vendor.

- Companies do not need to be a registered vendor to bid on a World Bank Group requirement. They will be asked to register at the time of contract award.

  - Check the Corporate Procurement web site the Bank Group’s vendor eligibility criteria.

- If you are a registered vendor, you should provide updated information to the World Bank Group when your company has a material change.
Corporate Procurement: Learn More

www.worldbank.org/corporateprocurement

gprocurement@worldbank.org – general queries
wbgeconsultant@worldbank.org – consulting queries
Conclusion
Conclusion

- Two different opportunities, operations and corporate
- Complex organization, operating in different environments
- Focus on Value for Money procurements
- Choice and flexibility to deliver the desired outcome
- Access to information and transparency a key principle
- Business Opportunities in the Pacific Island Countries will continue to increase (beyond infrastructure)
One Key Message

“Lots of opportunities to make a difference in development by being a supplier/contractor in a World Bank financed project”

We look forward to working with you!
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