

## WORLD BANK PROCUREMENT OPPORTUNITIES

### 1. ABOUT THE WORLD BANK GROUP

- International financial institution with about 185 member countries. The Group consists of the IBRD, IDA, IFC and MIGA.
- The main business is to extend loans and grants to developing country members. These loans and grants can cover a very wide spectrum of activities in many sectors.

### 2. BUSINESS OPPORTUNITIES GENERATED BY THE WORLD BANK GROUP

- Two types of business opportunities with the World Bank Group
  - Those generated by the loans and grants to the member countries.
  - Consultancy services required by the World Bank itself.
- Loans and grants to member governments.
  - IBRD and IDA typically provide \$10-15 billion a year in new lending and grant commitments to member governments.
  - The funds are used by recipient governments to purchase goods and equipment, construct civil works, and obtain consulting services needed to implement the projects.
  - Each project may involve many separate contracts and business opportunities for suppliers, contractors, and consultants.
  - A fundamental point about World Bank-funded projects is that it is the implementing agency in the recipient country that is responsible for procurement. All contracts are between the borrower (usually the government department that is the implementing agency) and the supplier, contractor or consultant.
- Consultancy services required by the World Bank
  - The WB often makes use of consultancy services to undertake work related to its own activities. These activities are funded from the World Bank budget or from trust funds managed by the World Bank. The activities are typically short-term assignments that require preparation of a report of some kind.
  - These opportunities are posted on the following website of the World Bank. *Requests for Expressions of Interest for Consulting Work*.
  - Interested firms and individuals should register as consultants with the World Bank.

### 3. WORLD BANK PROCUREMENT PROCEDURES FOR MEMBER GOVERNMENTS

- Government agencies in the countries that borrow from the World Bank are responsible for purchasing goods, works and services from consultants, contractors, manufacturers and suppliers for Bank-financed projects.
- The Government of the borrowing country is also responsible for all procurement steps, including advertising, pre-qualification evaluation, preparation of bidding documents, evaluation of bids, and contract awards.
- The World Bank sets out the policies, procedures and guidelines under which procurement for Bank-financed projects takes place. It also monitors the procurement process to ensure that procurement by borrowers is conducted efficiently and in an open, competitive and transparent manner
- Most procurement under World Bank projects is subject to international competitive bidding, but there are provisions for local competitive bidding and other specialized arrangements such as shopping, direct contracting, and procurement under BOO/BOT/BOOT concessions and so on.

### 4. BUSINESS OPPORTUNITIES GENERATED BY OTHER INTERNATIONAL AGENCIES

- There are also significant business opportunities with many other international agencies, including for example:
  - African Development Bank (AfDB)
  - Asian Development Bank (ADB)
  - European Bank for Reconstruction and Development (EBRD)
  - European Investment Bank (EIB)
  - Global Environmental Facility (GEF)
  - Inter-American Development Bank (IDB)
  - North American Development Bank (NADB)
  - Various European Union related agencies such as EuropeAID, Phare, and Tacis.
- These various programs probably generate \$20 billion or more in procurement opportunities annually.

### 5. SOURCES OF INFORMATION ABOUT PROCUREMENT OPPORTUNITIES

- Information about World Bank procurement procedures can be found in:
  - *Guidelines: Procurement under IBRD Loans and IDA Credits.*
  - *Guidelines: Selection and Employment of Consultants by World Bank Borrowers.*
  - *Standard Bidding Documents.* These are templates for World Bank borrowers to use when preparing bidding documents.
- World Bank borrowers are required to submit timely notification of bidding opportunities and to advertise these opportunities and expressions of interest.
  - Invitations to bid or express interest for contracts under World Bank-financed projects can be found at:

- **The *Development Gateway Market (dgMarket)*.** A global online marketplace providing information on donor and government-funded tenders.
- ***UN Development Business (UNDB)*,** which provides information on business opportunities generated through World Bank, regional development banks, and other development agencies.
- ***World Bank Contract Awards Search*.** This database of major contract awards made by borrower governments contains the names of contractors, suppliers and consultants that submitted winning bids/proposals.
- ***World Bank Monthly Operational Summary (MOS)*.** The MOS reports on the status of a country's project while it is in the Bank's pipeline – from the point of identification of a project to the signing of the loan or credit agreement. The MOS is a good source of information about new projects being considered by the Bank and for locating contact information for key officials.
- ***World Bank Projects Database*.** This database provides basic information on pending, active and closed World Bank lending projects from 1947 to the present.

## 6. POSSIBLE BUSINESS STRATEGIES

- **Companies and individuals interested in World Bank procurement opportunities need to give some thought to the appropriate business strategy to be pursued. Key questions include:**
  - **What are the products and or services that my company is likely to be most competitive internationally?**
  - **Which country, or group of countries, is of primary interest to my company?**
  - **To what extent should my company visit target countries to develop relationships with various implementing agencies of the government?**
  - **Should my company consider a partnership with a local company that wants to take advantage of opportunities for local competitive bidding?**
  - **Does my company need access to specialized services to assist with the preparation of bid documents?**
  - **What is the cost of participating in the bid process and what is a reasonable success rate for bids?**