



**WORLD BANK GROUP**

# **WORLD BANK PROCUREMENT**

**Creating an enabling environment for business  
in international development**

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Chief Procurement Officer

August, 2018



# The World Bank Group



GOVERNMENTS

PRIVATE SECTOR



Middle Income  
Countries

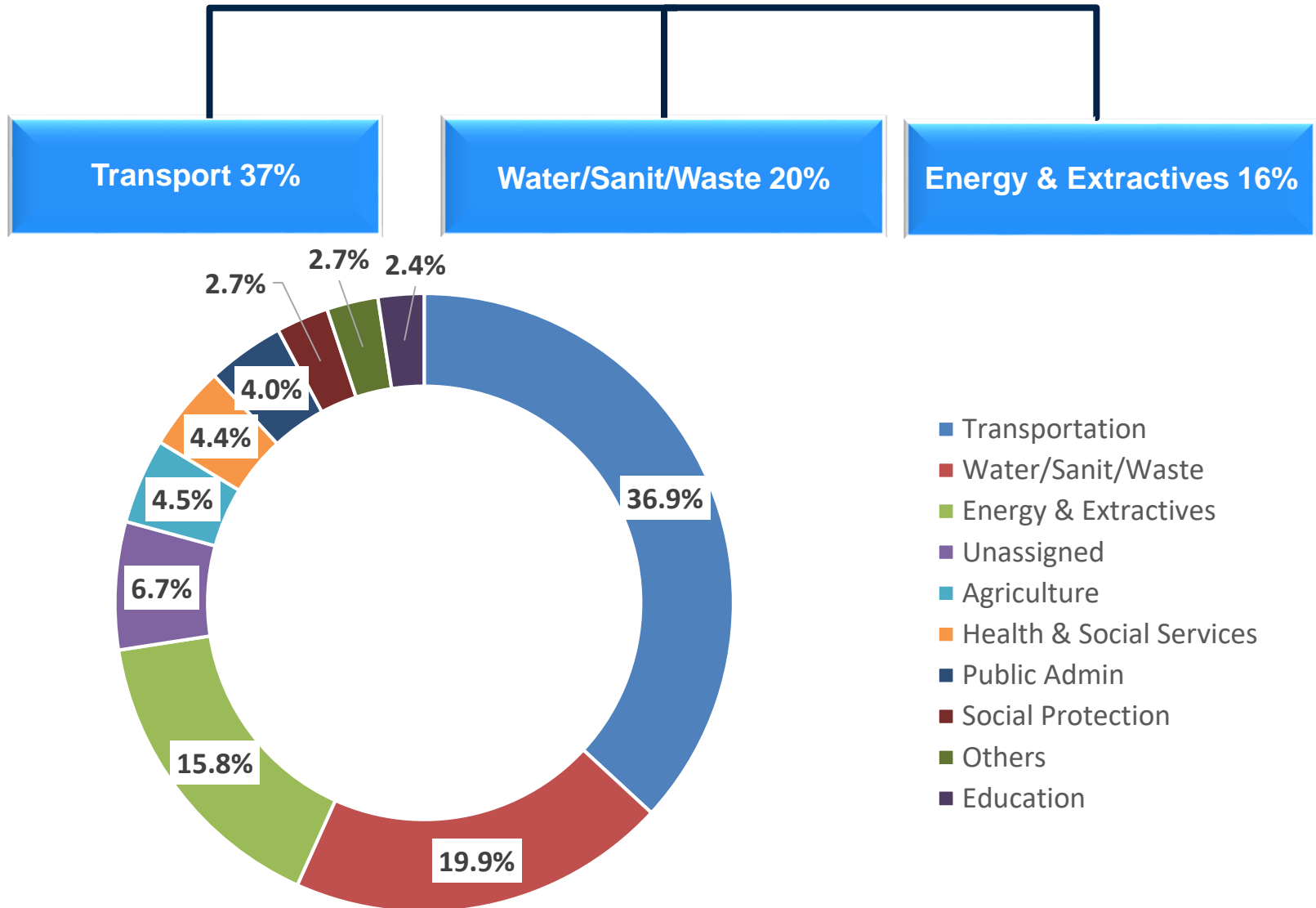
Low Income  
Countries

Foreign and Local Investors

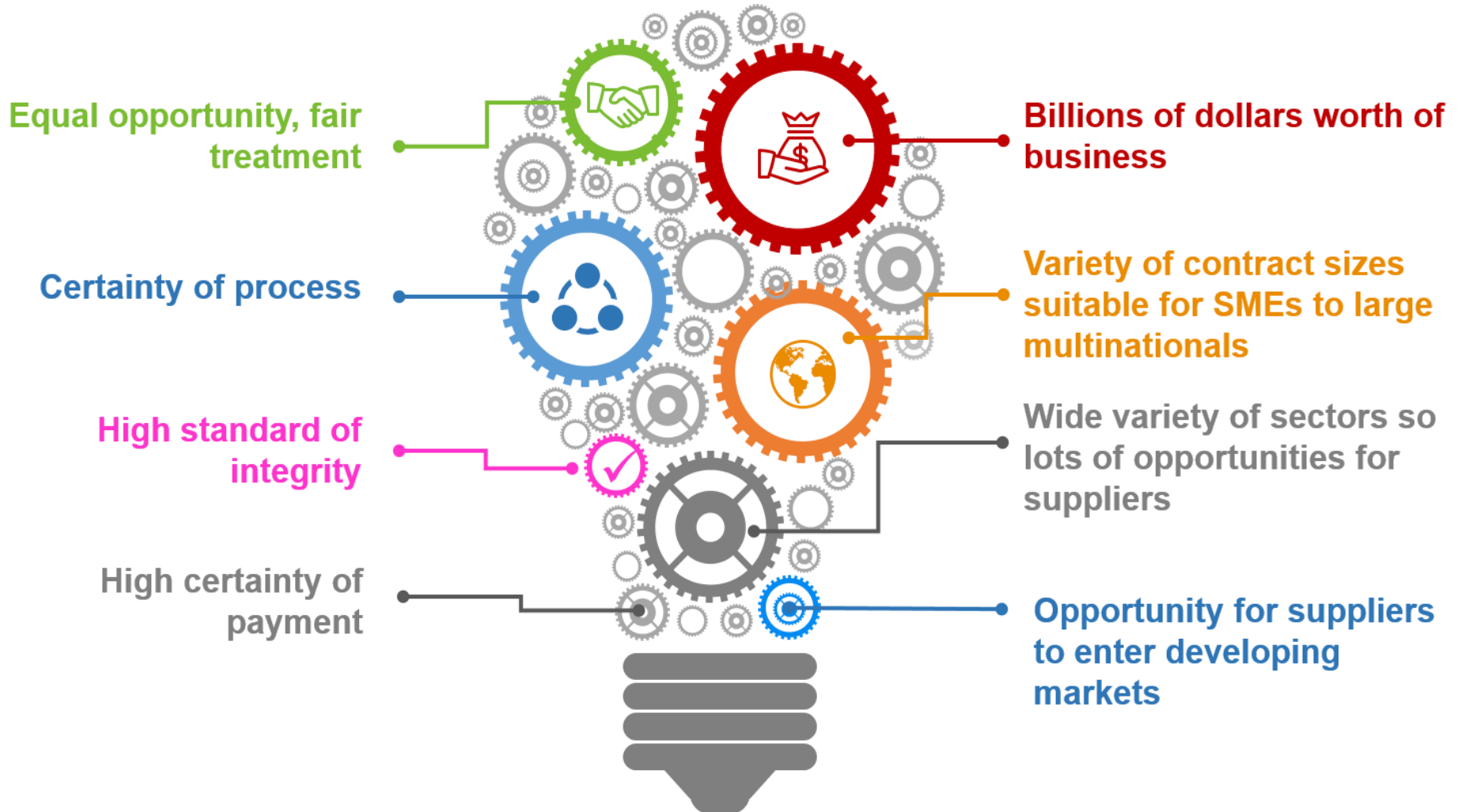
Tribunal

# Top Areas of Spend in FY18 (large contracts prior reviewed)

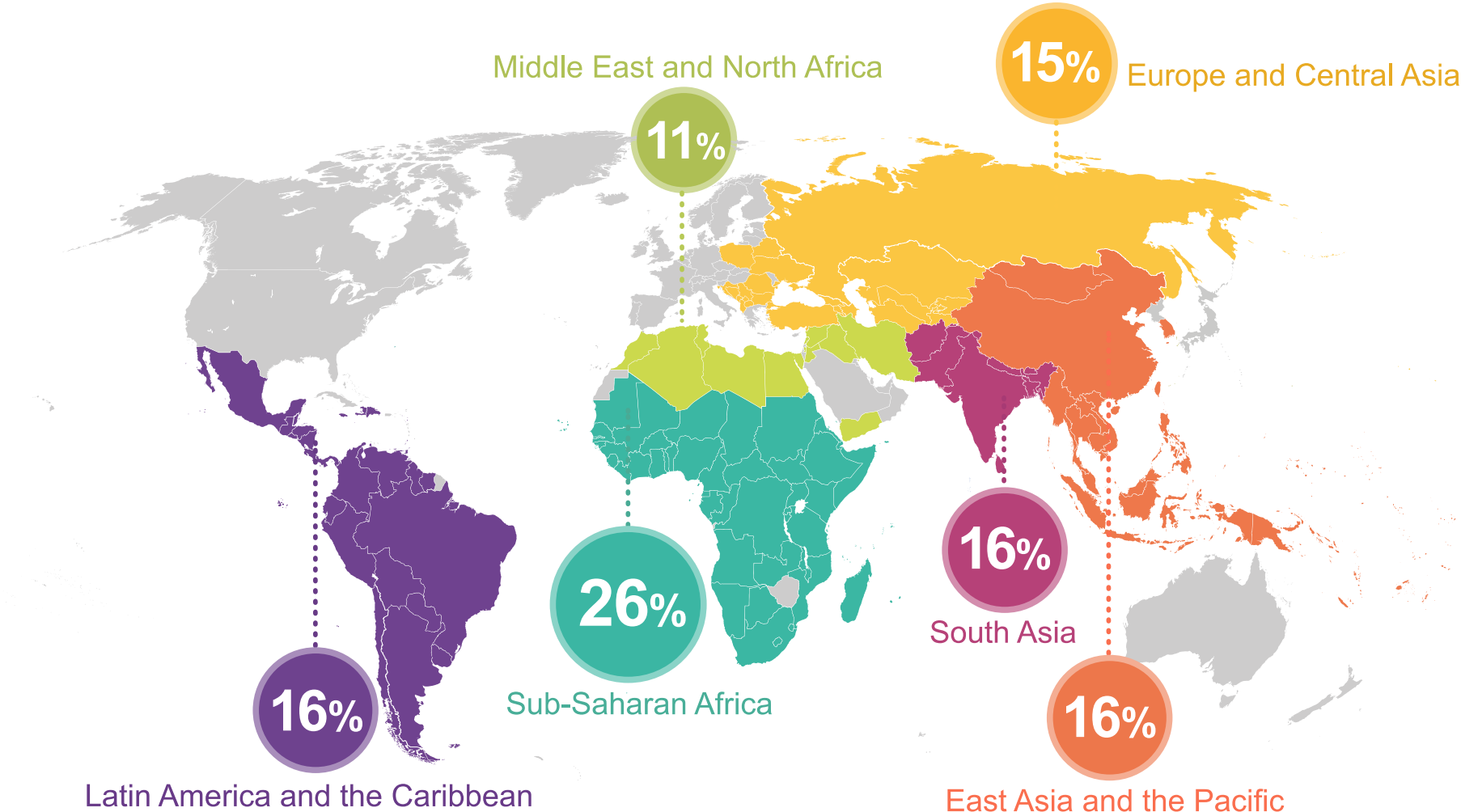
\$11 Billion - 1600 Projects in 132 countries



# Why bid on World Bank contracts?



# 2017 Global Commitments by Region



# The World Bank's New Procurement Framework

## Old Problems – New Solutions

- **One size fits all, limited options, prescriptive**
  - **F&C seen as primary challenge**
  - **Mixed capacity - clients, suppliers and Bank**
  - **Arms-length approach to markets**
  - **Primary focus on selection phase**
- 
- **Key focus on results**
  - **Fit for purpose approach as enabler of value for money**
  - **Flexible, risk-based decision-making**
  - **Early, proactive market engagement**
  - **Capacity building**
  - **Dynamic risk management, with enhanced integrity, fairness and transparency**
  - **Increased focus on contract management**

# Some Innovations



## THE WORLD BANK Procurement Regulations for IPF Borrowers

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

July 2016



- **Strategic procurement**
- **New suite of Standard Procurement Documents**
- **Rated Criteria**
- **Abnormally Low Bids/Proposals**
- **Sustainable Procurement**
- **Many new options and methods**
- **Value engineering**
- **ESHS provisions in works documents**
- **Enhanced complaints management**
- **Hand-on support**
- **Direct payment**
- **Beneficial Ownership**

# FY18 Top Ten Procuring Borrowers

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	1,627,688,651	16.97%
2	Ukraine	537,542,205	5.61%
3	Poland	466,054,304	4.86%
4	Bangladesh	379,928,618	3.96%
5	Tanzania	356,774,090	3.72%
6	China	340,942,742	3.56%
7	Kenya	299,552,529	3.12%
8	Egypt	247,262,641	2.58%
9	Georgia	244,670,093	2.55%
10	Lebanon	243,039,853	2.53%



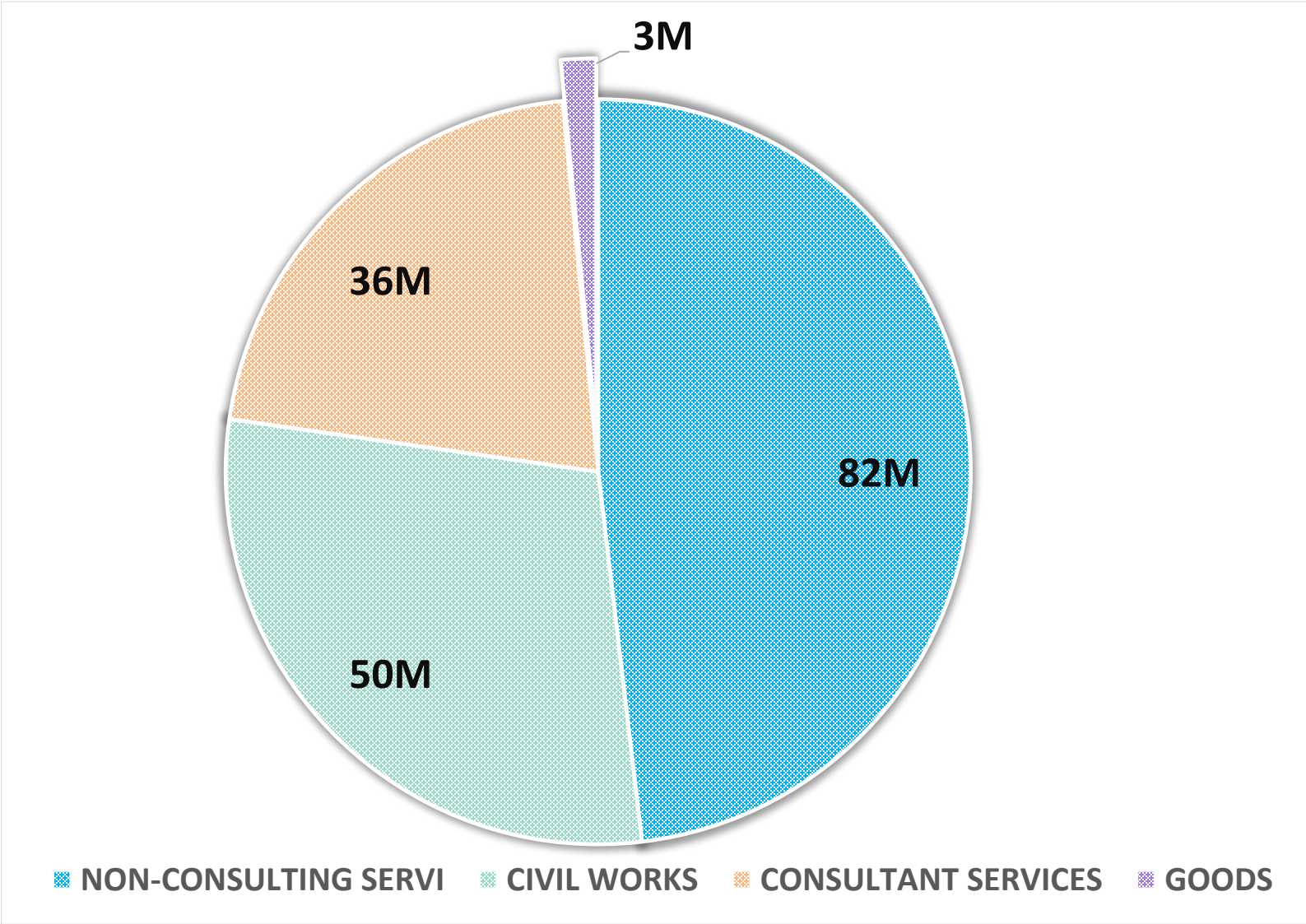
# FY18 Top Ten Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	India	2,024,273,015	21.11%
2	China	1,656,045,771	17.27%
3	Turkey	510,091,338	5.32%
4	Spain	367,891,262	3.84%
5	France	315,611,979	3.29%
6	Italy	304,893,112	3.18%
7	Poland	281,503,538	2.94%
8	Bangladesh	228,265,326	2.38%
9	Argentina	211,569,139	2.21%
10	Brazil	181,253,373	1.89%
<b>11</b>	<b>United States</b>	<b>170,702,761</b>	<b>1.78%</b>

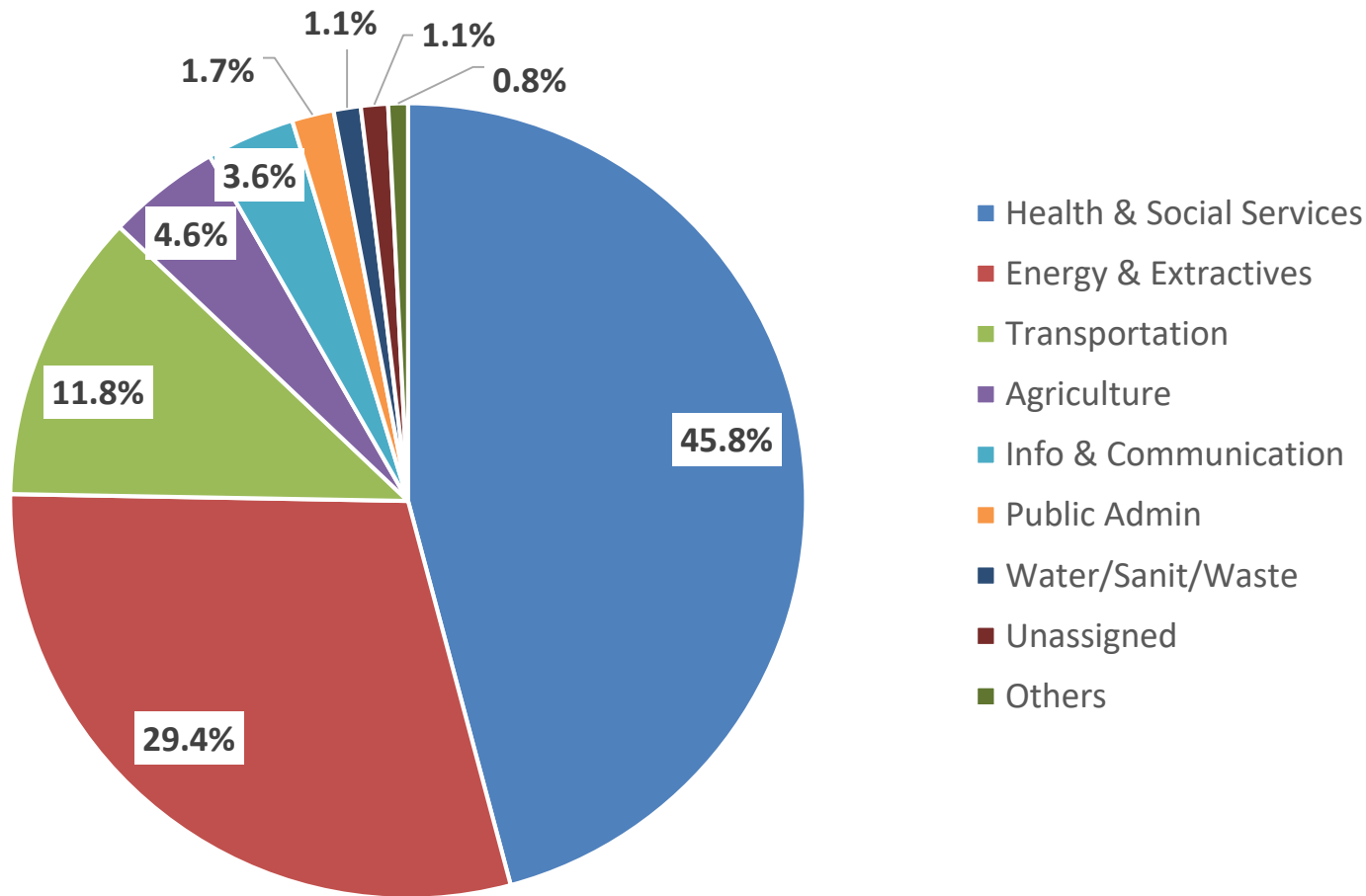
# FY18 Top Ten Consulting Service Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	France	72,305,184	6.12%
2	India	70,888,753	6.00%
3	Germany	41,874,308	3.54%
4	Korea, Republic	38,859,766	3.29%
<b>5</b>	<b>United States</b>	<b>36,214,892</b>	<b>3.06%</b>
6	Canada	33,462,546	2.83%
7	Netherlands	29,518,546	2.50%
8	Spain	29,303,902	2.48%
9	Italy	28,760,049	2.43%
10	United Kingdom	26,485,459	2.24%

# USA: FY18 Contract Awards by Procurement Category



# FY18 Sector Distribution of Awards to USA



**\$ 171 Million**

**Health & Social Services 46%**

**Energy & Extractives 30%**

# USA: FY18 Top Ten Suppliers

RANK	SUPPLIER	CONTRACT VALUE (USD)	# OF CONTRACTS	% OF TOTAL VALUE
1	IMA (INTERCHURCH MEDICAL ASSISTANCE)	76,094,307	2	44.58%
2	ANDRITZ HYDRO CORPORATION -JV	49,694,874	0.33	29.11%
3	HJI GROUP CORPORATION	9,736,176	4	5.70%
4	SHELADIA ASSOCIATION INC (SHELADIA) ASSO. With ABDU	8,265,768	1	4.84%
5	THE BOSTON CONSULTING GROUP, INC.	5,656,880	1	3.31%
6	ACDI VOCA	5,179,190	1	3.03%
7	IOS PARTNERS, INC,	1,732,313	2	1.01%
8	ENTERPRISE ELECTRONICS CORPORATION (EEC)	1,560,349	1	0.91%
9	BOSTON CHILDREN'S HEALTH INTERNATIONAL	1,480,233	1	0.87%
10	COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE (CARE)	1,131,250	1	0.66%

# USA: FY18 Top Ten Consulting Service Providers

RANK	SUPPLIER	CONTRACT VALUE (USD)	# OF CONTRACTS	% OF TOTAL VALUE
1	HJI GROUP CORPORATION	9,736,176	4	26.88%
2	SHELADIA ASSOCIATION INC (SHELADIA) ASSO. with ABDU	8,265,768	1	22.82%
3	ACDI VOCA	5,179,190	1	14.30%
4	IOS PARTNERS, INC,	1,732,313	2	4.78%
5	BOSTON CHILDREN'S HEALTH INTERNATIONAL	1,480,233	1	4.09%
6	NATHAN ASSOCIATES INC.	1,216,706	1	3.36%
7	COOPERATIVE FOR ASSISTANCE AND RELIEF EVERYWHERE (CARE)	1,131,250	1	3.12%
8	CARDNO EMERGING MARKETS USA LTD	921,762	2	2.55%
9	LYON ASSOCIATES, INC.	899,814	1	2.48%
10	DELOITTE CONSULTING LLC	893,740	1	2.47%

## How to Identify Contract Opportunities

- **Country Partnership Framework (CPF)**
- **Monthly Operational Summary**
- **Project Document**
- **World Bank website**
- **Financing App for real time info**
- **Historic Procurement data on major contract awards in Procurement App**
- **Procurement plan on WB site [www.worldbank.org](http://www.worldbank.org)**
- **General and Specific Procurement Notices on United Nations Development Business [www.devbusiness.com](http://www.devbusiness.com)**

# Steps in Identifying Contract Opportunities

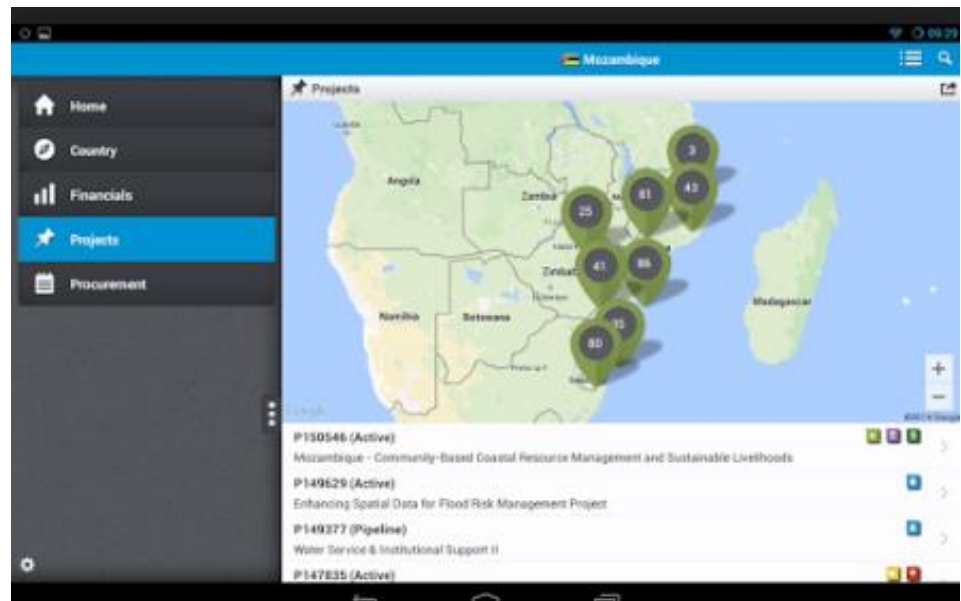
- **Identifying projects of Interest**
  - **Determine country and/or sector of interest**
  - **Review CPF for country of interest to identify current and planned projects portfolio** <http://www.worldbank.org/en/where-we-work> (Overview tab/Strategy tab/select CPF)
  
- **Viewing procurement plans to identify planned procurement and timing under the project**
  - **Go to [www.projects.worldbank.org](http://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](http://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**

# Finances App



# Procurement App [\(link\)](#)

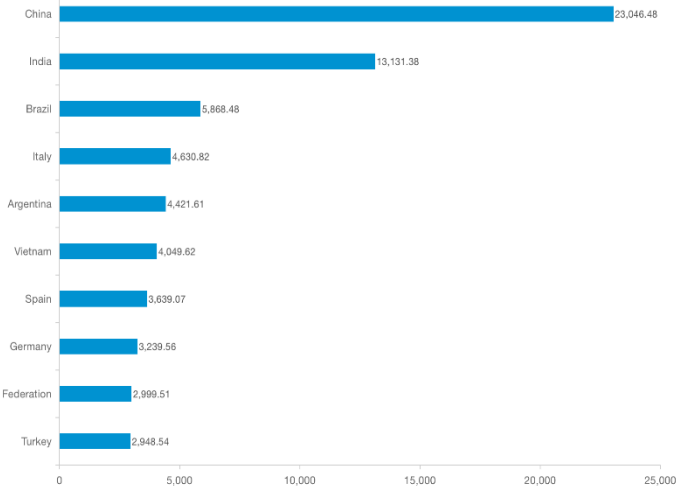
Worldwide All Sectors All Regions All Categories All Method FY2004 to FY2015



## Top Supplier Countries

[View All](#) | [View Contracts](#)

Value of contracts, in US \$ million



Data as of 6 December 2014 - <http://finances.worldbank.org/procurement>

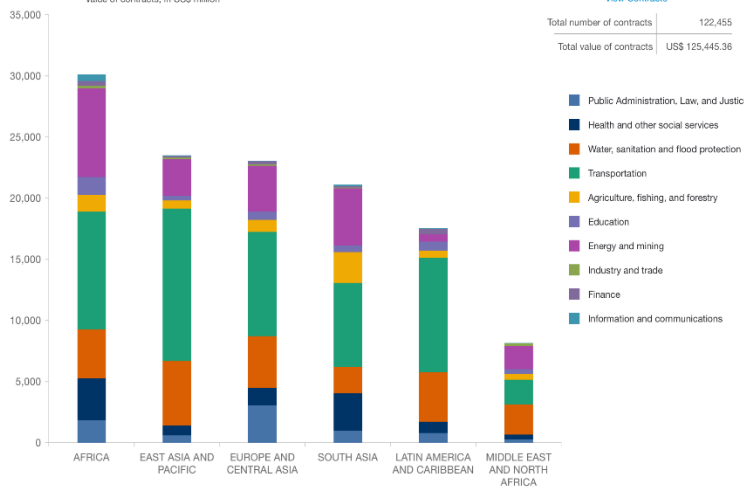
Worldwide All Sectors All Regions All Categories FY2004 to FY2014



## Prior Reviewed Contracts by Region by Sector

[View Contracts](#)

Value of contracts, in US\$ million



Data as of 14 Sep 2014 - <http://finances.worldbank.org/procurement>

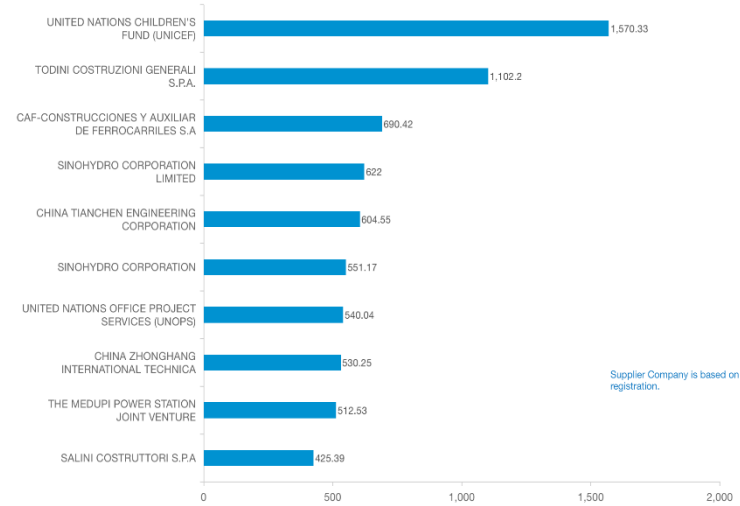
Worldwide All Sectors All Regions All Categories All Method FY2004 to FY2015



## Top Suppliers

[View All](#) | [View Contracts](#) | [Search Suppliers](#)

Value of contracts, in US \$ million



Supplier Company is based on place of registration.

Data as of 6 December 2014 - <http://finances.worldbank.org/procurement>

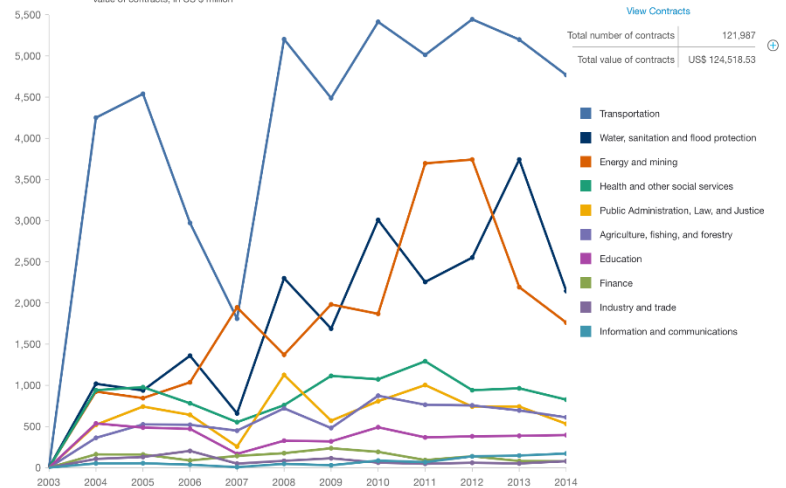
Worldwide All Sectors All Regions All Categories FY2004 to FY2014



## Prior Reviewed Contracts by Sector Over Time

[View Contracts](#)

Value of contracts, in US \$ million



Data as of 14 Sep 2014 - <http://finances.worldbank.org/procurement>

# Conclusion

- **The World Bank Procurement Framework:**
  - **Aligns with the role of procurement in modern government**
  - **Provides more choice and greater flexibility to deliver the desired outcome**
  - **More focus on VfM aspects, as opposed to cost only**
  - **Encourages innovation**
  - **More and earlier engagement with Business**
  - **More information and greater transparency on procurement through STEP**

# Useful links for further information

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**World Bank's Procurement Regulations for IPF Borrowers**

<https://policies.worldbank.org/sites/ppf3/PPFDocuments/Forms/DispPage.aspx?docid=4005>

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**Standard Procurement Documents templates**

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD>

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**Guidance on SPDs**

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

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**Guidance on finding business opportunities and winning contracts financed by the World Bank**

<http://pubdocs.worldbank.org/en/767421522948635843/Procurement-Guidelines-finding-opportunities-2018.pdf>

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**Guidance on how to complain**

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

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**Video: World Bank Procurement, How to bid, finding opportunities, what makes a successful bid**

<http://www.worldbank.org/en/news/video/2016/03/30/world-bank-procurement-video>

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**Procurement App for iPad: Data on contracts**

<https://itunes.apple.com/us/app/world-bank-project-procurement/id9111312962?mt=8>

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**Procurement App for iPad: Data on projects, finances and procurement data**

<https://itunes.apple.com/us/app/world-bank-group-finances/id465555488?mt=8>

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**UNDB Online**

<https://www.devbusiness.com/Search/Search.aspx?PreLoadProjects=1>

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# WORLD BANK GROUP

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