

INTER-AMERICAN DEVELOPMENT BANK

Business Opportunities

IDB Financing in Latin America and The Caribbean

Delegation from Canada, Spain, The Netherlands, Germany, France, Sweden, United Kingdom, Austria, Belgium, Portugal, Italy, USA and PSLO Officers in Washington, D.C.

February 3, 2016



IDB Financing in Latin America and The Caribbean

Public Procurement in LAC



A light gray map of Latin America and the Caribbean is shown in the background. The map includes labels for Mexico, Colombia, Peru, Bolivia, Chile, Paraguay, Argentina, and Brazil. In the upper left, several US states are labeled: Arizona, Texas, Louisiana, Mississippi, Alabama, Georgia, South Carolina, Florida, and the District of Columbia. Overlaid on the map is the text 'US\$ 800 billion' in a large, bold, blue font, and 'LAC Public Procurement Market' in a smaller, bold, gray font below it.

US\$ 800 billion

LAC Public Procurement Market

70%

of business opportunities are published
on the Internet (US\$ 560b)



IDB Financing: Overview by Region

Each year, the IDB finances about

US\$ 10b

in investment operations

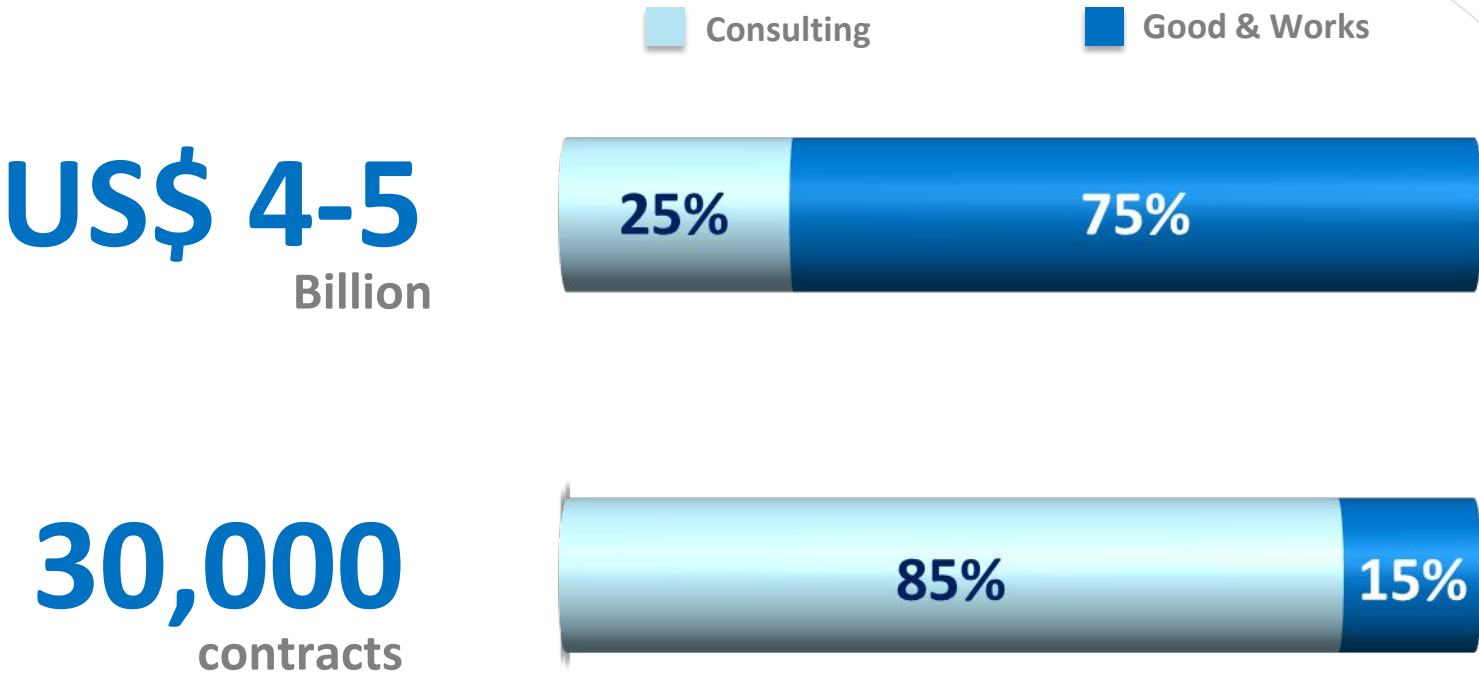


By Region

	Southern Cone	49%
	Andean Countries	19%
	CID*	25%
	Caribbean	4%
	Haiti	3%

*Central American, Isthmus and Dominican Republic

IDB Financed Contracts per year - Key figures



Source: Data based on contract award statistics and procurement plan estimations

IDB Financing in Latin America and The Caribbean

Project Procurement Policies



IDB Procurement Policies

- **Use of Country Procurement Systems**
- **Procurement of Goods and Works**
- **Selection and Contracting of Consultants**

Principles

- ✦ Economy
- ✦ Efficiency
- ✦ Transparency
- ✦ Competition
- ✦ Equal opportunity

Eligibility

Open to all firms registered in, and origin of goods from IDB member countries

[Procurement Policies Web page](#)

Roles & Responsibilities related to Procurement

Borrower / Executing Agency

execute operations and is responsible for:

- ✦ Planning
- ✦ Evaluation
- ✦ Contract Award
- ✦ Contract Administration



- ✦ IDB Procurement Policies
- ✦ Agreement for validated country system

IDB finances project and oversees compliance



IDB has NO contractual relationship with business community



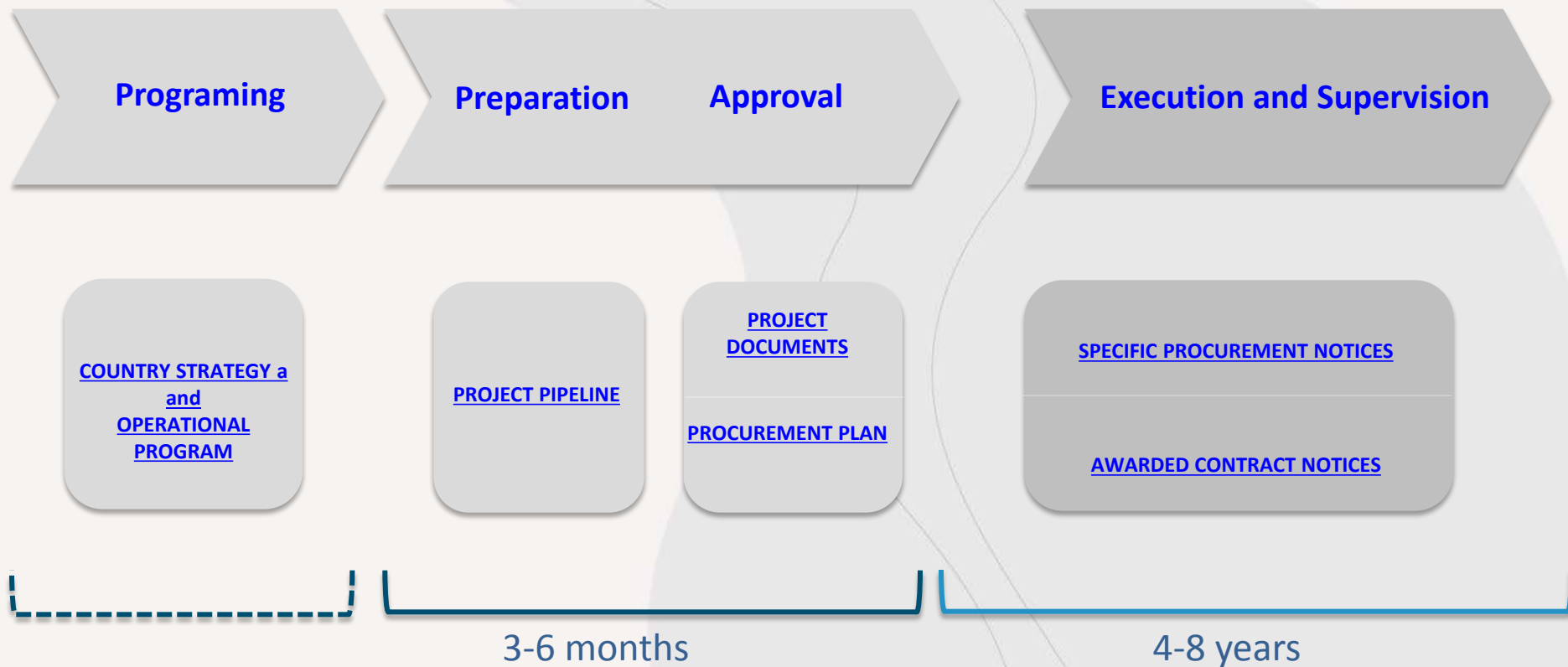
Bidding Documents
Contracts

Business Community screens and identifies opportunities, requests clarifications, submits proposal, signs the contract with the Borrower and executes the contract.

MDBs Harmonization Process – IDB and WBG Procurement Reform

- ❖ Procurement Specialists in project teams – in IDB they are **Members**
- ❖ VfM, Sustainability concepts - **considered** at IDB at project design stage
- ❖ Alternative systems – IDB's *Strengthening and Use of Country Systems Policy* and other arrangements for co-financing agreed at design stage
- ❖ Procurement **methods** – per international practices and Executing Agency (EA) capacity at execution
- ❖ **Protests** – responds Borrower/EA in consultation with IDB
- ❖ Consulting Firms **Short List** – maximum 6 firms stays
- ❖ Procurement process **supervision** – based on risk and complexity; ALL international competitive processes under *ex ante* review

Project Stages and Resources Online



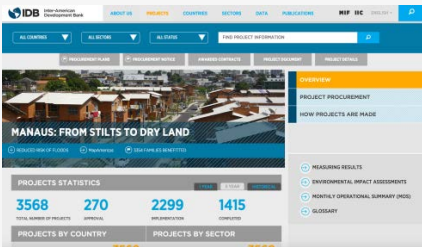
Visit the web pages linked to the document titles indicated above



Key Success Factors for the Firms

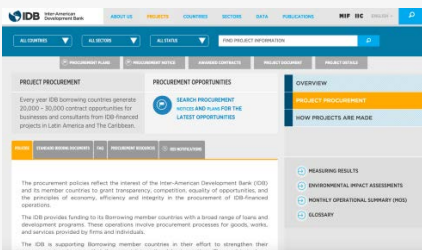
- Have a **long-term** perspective
- Be **systematic** in screening information
- Be **strategic** and **persistent**:
 - To assess Market
 - To assess Competition
- **Contact the executing agency** if you have questions
- Understand the **legal nuances** for foreign firms (visas, taxes, registration if awarded)
- **Approach your Embassy or commercial office** in Borrowing country to seek out firms from your country established locally
- Stay in touch with IDB sectoral initiatives through its **Blogs**

IDB Resources & Online Information



www.iadb.org/projects

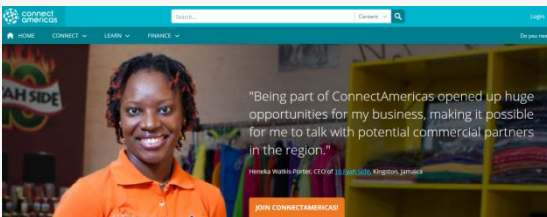
for the Pipeline and Project Information



www.iadb.org/project-procurement

for Specific Information

- Procurement Plans
- Specific Procurement and Award Notices
- Procurement Policies
- Standard Bidding Documents
- Information on Contracts Awarded



www.connectamericas.com

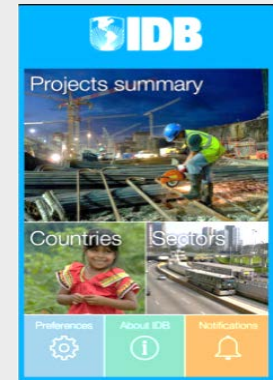
Social network for businesses in the Americas



www.devbusiness.com

UN Development Business online
for Advertising of international procurement

IDB Business App



IDB Financing in Latin America and The Caribbean

Overview some Sectors



TRANSPORTATION

PIPELINE 2016*:

9 projects / \$ **1.1** billion

* To be updated in March

PORTFOLIO 82 projects - \$ **11.9** billion

Transport Sector: Projects under Implementation 2000-2015 (search result)

The screenshot displays the IDB (Inter-American Development Bank) website interface. At the top, there is a navigation bar with links for ABOUT US, PROJECTS, COUNTRIES, SECTORS, DATA, PUBLICATIONS, MIF IIC, and a user profile icon. Below this is a search bar with filters for ALL COUNTRIES, ALL SECTORS, and ALL STATUS. The main content area is titled 'PROJECT DETAILS' and shows '1 - 20 of 157 Results'. A table lists various transport projects in Argentina, with columns for PROJECT NUMBER, COUNTRY, SECTOR, PROJECT TITLE, FINANCING, STATUS, and APPROVAL DATE. The 'STATUS' column is highlighted in yellow, and the 'TRANSPORT' sector is also highlighted. A sidebar on the right contains links for OVERVIEW, PROJECT PROCUREMENT, HOW PROJECTS ARE MADE, MEASURING RESULTS, ENVIRONMENTAL IMPACT ASSESSMENTS, MONTHLY OPERATIONAL SUMMARY (MOS), and GLOSSARY.

PROJECT NUMBER	COUNTRY	SECTOR	PROJECT TITLE	FINANCING	STATUS	APPROVAL DATE
AR-1134	Argentina	TRANSPORT	Strengthening capacities in APP projects.	0.01	Implementation	May 14, 2015
AR-1132	Argentina	TRANSPORT	Support to the Buenos Aires Subway Transfer and Management Program	0.60	Implementation	Dec 2, 2014
AR-1112	Argentina	TRANSPORT	Study Bridge Eidorado-Mayor Otaño	0.55	Implementation	Jun 2, 2014
AR-1144	Argentina	TRANSPORT	Norte Grande Road Infrastructure Program II	300.00	Implementation	Oct 30, 2015
AR-1158	Argentina	TRANSPORT	Railroad Gral Roca Improvement Program - Constitución - La Plata Line	300.00	Implementation	Sep 12, 2015
AR-1108	Argentina	TRANSPORT	Preparation of First Operation Recovery Program Metropolitan Railway	1.00	Implementation	Dec 3, 2012
AR-1133	Argentina	TRANSPORT	NORTE GRANDE ROAD INFRASTRUCTURE PROGRAM II	300.00	Implementation	Feb 1, 2012
AR-1151	Argentina	TRANSPORT	Infraestructura Vial Productiva II	200.00	Implementation	Nov 30, 2011
AR-1152	Argentina	TRANSPORT	Plaza Logística	20.00	Implementation	Nov 8, 2011
AR-1106	Argentina	TRANSPORT	Productive and Tourism Infrastructure Program for the	30.00	Implementation	Dec 14, 2010

ENERGY

PIPELINE 2016*:

8 projects / \$ **662** million

* To be updated in March



PORTFOLIO - 41 projects / \$ **4** billion

WATER AND SANITATION

PIPELINE 2016*:

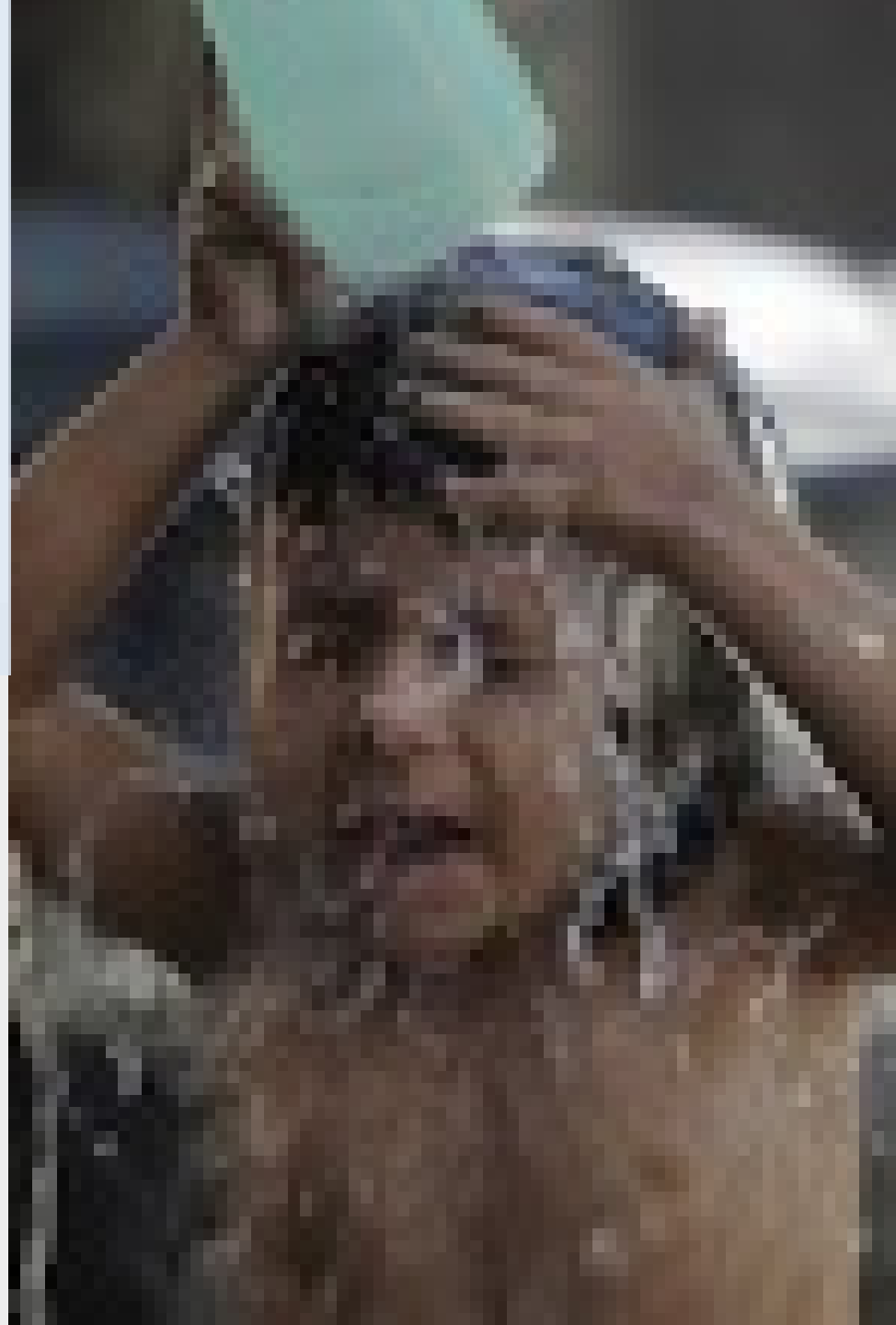
6 projects / \$ **227** million

* To be updated in March

PORTFOLIO

76 projects

\$ **8.3** billion



THANK YOU!

Maria Teresa Soto-Aguilar
Procurement Specialist
Inter--American Development Bank
mariasa@iadb.org
Operations Financial Management and Procurement Services Office

<http://www.iadb.org>

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