INTER-AMERICAN DEVELOPMENT BANK

IFI Business Opportunities
IDB Financing in Latin America and The Caribbean

Canada, October 2016
IDB Financing in Latin America and The Caribbean

Public Procurement in LAC
US$ 800 billion

LAC Public Procurement Market

70% of business opportunities are published on the Internet (US$ 560b)
Each year, the IDB finances about US$ 10b in investment operations (PBLs and IIC not included)

By Sub-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

US$ 4-5 Billion

30,000 contracts

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

References: Procurement Policies Web page
Roles & Responsibilities related to Procurement

**Borrower / Executing Agency**
execute operations and is responsible for:
- Planning
- Evaluation
- Contract Award
- Contract Administration

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

**IDB** finances project and oversees compliance.
- IDB Procurement Policies
- Agreement for validated country system

**IDB** has NO contractual relationship with business community.
Visit the web pages linked to the document titles indicated above
IDB Project Design and Implementation Highlights

❖ IDB Procurement Specialists – **members** in all Project Teams

❖ Project Teams **consider** at project design stage modern elements of procurement like VfM, Sustainability

❖ IDB alternative execution systems – its *Strengthening and Use of Country Systems Policy* and co-financing arrangements agreed at design stage with other IFIs or partners

❖ Procurement **methods** – based on international practices and Executing Agency (EA) capacity at execution

❖ **Protests** – responds Borrower/EA in consultation with IDB

❖ Consulting Firms **Short List** – IDB maintains maximum 6 firms

❖ Procurement process **supervision** – based on risk and complexity; ALL international competitive processes under **ex ante** review
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)
- Local **language** is important
- **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 Financing in Latin America and The Caribbean

An example in the Energy Sector
Energy Sector: Projects under Implementation 2000-2016

<table>
<thead>
<tr>
<th>PROJECT NUMBER</th>
<th>COUNTRY</th>
<th>SECTOR</th>
<th>PROJECT TITLE</th>
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THANK YOU!

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