

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)








IDB Financing: Overview by Sub-region

Each year, the IDB finances about

US\$ 10b

in investment operations
(PBLs and IIC not included)

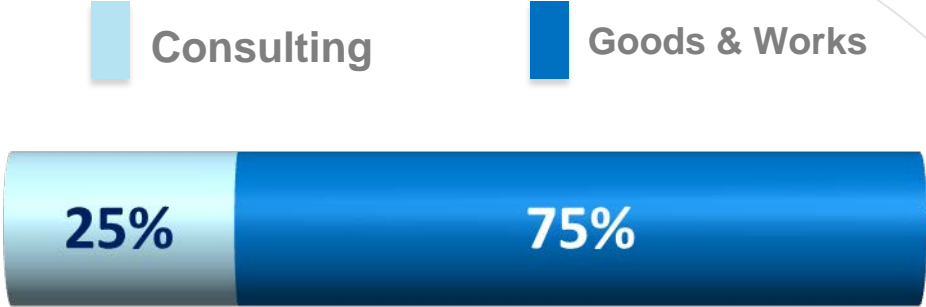
By Sub-Region

	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



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

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

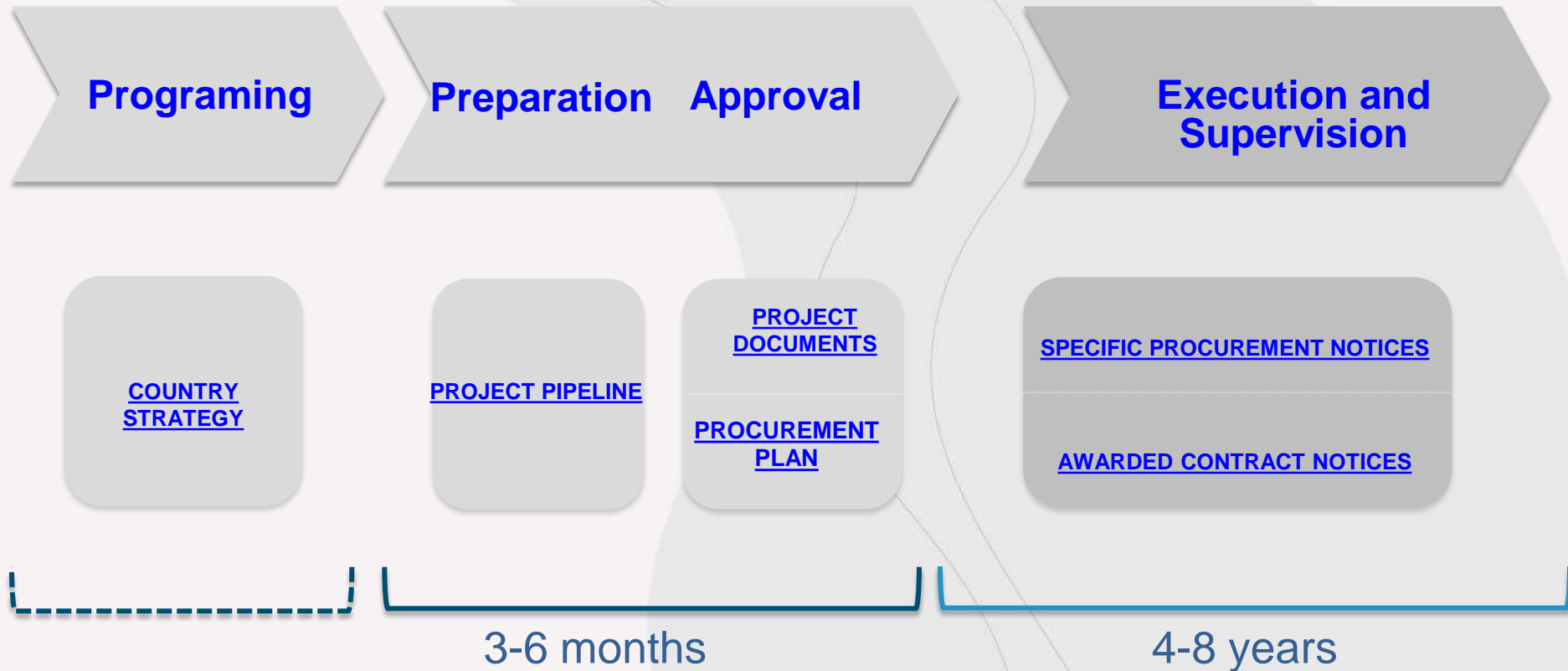
IDB has NO contractual relationship with business community



Bidding Documents
Contracts

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

Project Stages and Online Resources



Visit the web pages linked to the document titles indicated above

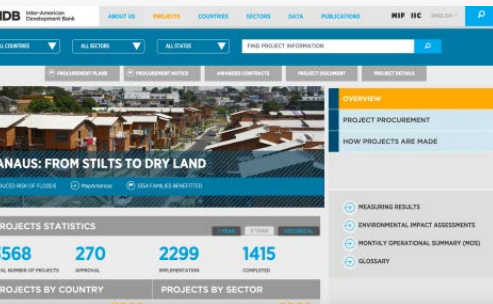
IDB Project Design and Implementation Highlights

- ❖ 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

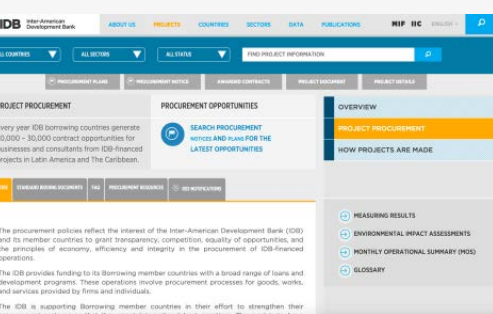
- Have a **long-term** perspective
- Be **systematic** in screening information
- Be **strategic** and **persistent**:
 - To assess Market
 - To assess Competition
- **Contact the executing agency** if you have questions
- Understand the **legal nuances** for foreign firms (visas, taxes, registration 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

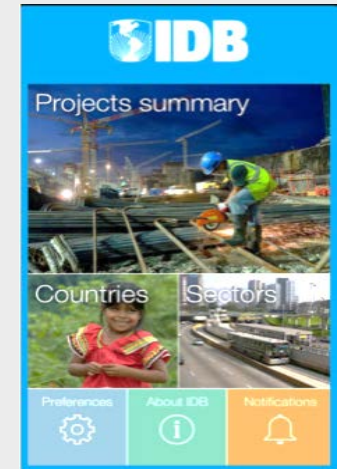
Social network for businesses in the Americas



www.devbusiness.com

UN Development Business online
for Advertising of international procurement

IDB Business App



IDB Financing in Latin America and The Caribbean

An example in the Energy Sector



Energy Sector: Projects under Implementation 2000-2016 (search result)

The screenshot shows the IDB website interface. At the top, there is a navigation bar with the IDB logo and the tagline "Improving lives". The main navigation menu includes "ABOUT US", "PROJECTS", "COUNTRIES", "SECTORS", and "KNOWLEDGE". On the right, there are links for "MIF", "IIC", and "ENGLISH". Below the navigation bar, there are filters for "ALL COUNTRIES", "ALL SECTORS", and "ALL STATUS", along with a search bar labeled "FIND PROJECT INFORMATION".

The main content area is divided into several sections. On the left, there is a "PROJECT DETAILS" section with a yellow highlight. Below it, there is a table of search results. The table has columns for "PROJECT NUMBER", "COUNTRY", "SECTOR", "PROJECT TITLE", "FINANCING", "STATUS", and "APPROVAL DATE". The "STATUS" column is highlighted in yellow. The table lists 10 projects, all of which are in the "ENERGY" sector and have a status of "Implementation".

On the right side of the page, there is a sidebar with a "PROJECT DETAILS" section. This section includes a "PROJECT DETAILS" header, a "1 - 20 of 175 Results" indicator, and a list of project details. The list includes "OVERVIEW", "PROJECT PROCUREMENT", and "HOW PROJECTS ARE MADE". Below this, there are four items with circular arrows: "MEASURING RESULTS", "ENVIRONMENTAL IMPACT ASSESSMENTS", "MONTHLY OPERATIONAL SUMMARY (MOS)", and "GLOSSARY".

PROJECT NUMBER	COUNTRY	SECTOR	PROJECT TITLE	FINANCING	STATUS	APPROVAL DATE
AR-TI106	Argentina	ENERGY	Sustainability Indicators for the Production and Use of Bioenergy	0.25	Implementation	Jul 31, 2012
AR-L1079	Argentina	ENERGY	Supply Elec. to Country's Regions under Federal Electricity Transmission Plan	120.00	Implementation	Jan 11, 2011
AR-L1095	Argentina	ENERGY	Additional Financing Norte Grande Electricity Transmission Program	300.00	Implementation	Nov 30, 2009
AR-L1021	Argentina	ENERGY	Norte Grande Electricity Transmission Program	580.00	Implementation	Aug 2, 2006
BA-TI028	Barbados	ENERGY	Continuation of Support (SEFB) and Development of New Technologies: SG & RE	0.65	Implementation	May 1, 2015
BA-TI034	Barbados	ENERGY	Continuation of Support for SEFB and Development of New Technologies: SG & RE	0.30	Implementation	May 1, 2015
BA-XI003	Barbados	ENERGY	Support for the Public Sector Smart Energy Program	5.81	Implementation	Jun 25, 2013
BA-L1025	Barbados	ENERGY	Public Sector Smart Energy (PSSE) Program	17.00	Implementation	Jun 25, 2012
BA-L1020	Barbados	ENERGY	Sustainable Energy Investment	10.00	Implementation	Dec 10, 2010

Energy Sector: Projects in Preparation 2016 (search result)

IDB Inter-American Development Bank

ABOUT US PROJECTS COUNTRIES SECTORS KNOWLEDGE MIF IIC ENGLISH

ALL COUNTRIES ALL SECTORS ALL STATUS FIND PROJECT INFORMATION

PROCUREMENT PLANS PROCUREMENT NOTICE AWARDED CONTRACTS PROJECT DOCUMENTS PROJECT DETAILS

PROJECT DETAILS

1 - 20 of 33 Results

PROJECT NUMBER	COUNTRY	SECTOR	PROJECT TITLE	FINANCING	STATUS	APPROVAL DATE
BO-L1119	Bolivia	ENERGY	Laguna Colorada Transmission Line	70.00	Preparation	Preparation
BO-L1116	Bolivia	ENERGY	Increasing Natural Gas Transportation Capacity in Bolivia	300.00	Preparation	Preparation
BR-T1291	Brazil	ENERGY	Support Energy Efficiency Program of the State of Pernambuco, Brazil	0.75	Preparation	Preparation
CH-L1103	Chile	ENERGY	Cerro Pabellon	142.50	Preparation	Preparation
CH-L1102	Chile	ENERGY	Cerro Pabellon Geothermal Power Project	30.00	Preparation	Preparation
CH-L1136	Chile	ENERGY	Energy Sustainable Program	100.00	Preparation	Preparation
CH-L1104	Chile	ENERGY	Mariposa Geothermal Power Project	17.70	Preparation	Preparation
CH-L1070	Chile	ENERGY	Toihuaca Geothermal power Project, Phase 1	67.30	Preparation	Preparation
CO-T1368	Colombia	ENERGY	Energy Solution non-interconnected areas	1.00	Preparation	Preparation
CO-L1160	Colombia	ENERGY	Colombian Energy Efficiency Trust-CEET	5.00	Preparation	Preparation
DR-T1127	Dominican	ENERGY	Institutional strengthening of the	0.30	Preparation	Preparation

OVERVIEW

PROJECT PROCUREMENT

HOW PROJECTS ARE MADE

MEASURING RESULTS

ENVIRONMENTAL IMPACT ASSESSMENTS

MONTHLY OPERATIONAL SUMMARY (MOS)

GLOSSARY

THANK YOU!

<http://www.iadb.org>

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