

WB BUSINESS OUTREACH

WORKING WITH THE PRIVATE SECTOR

- PROCUREMENT & BUSINESS OPPORTUNITIES -



WORLD BANK GROUP

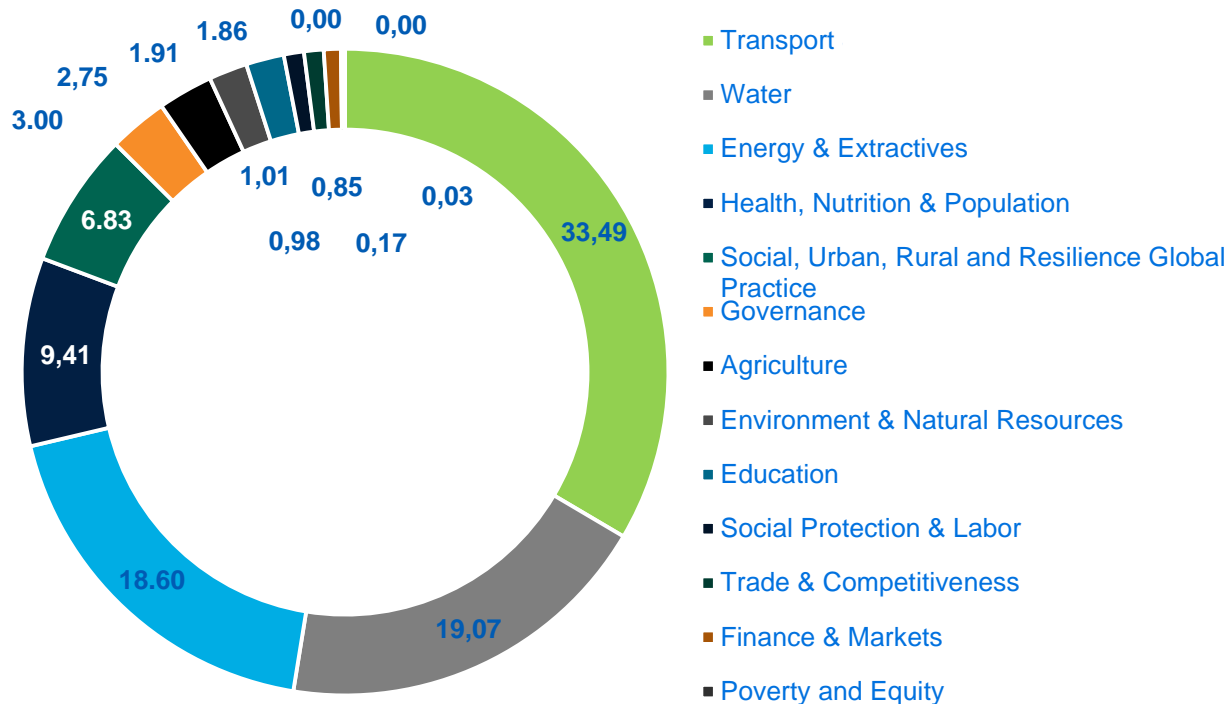
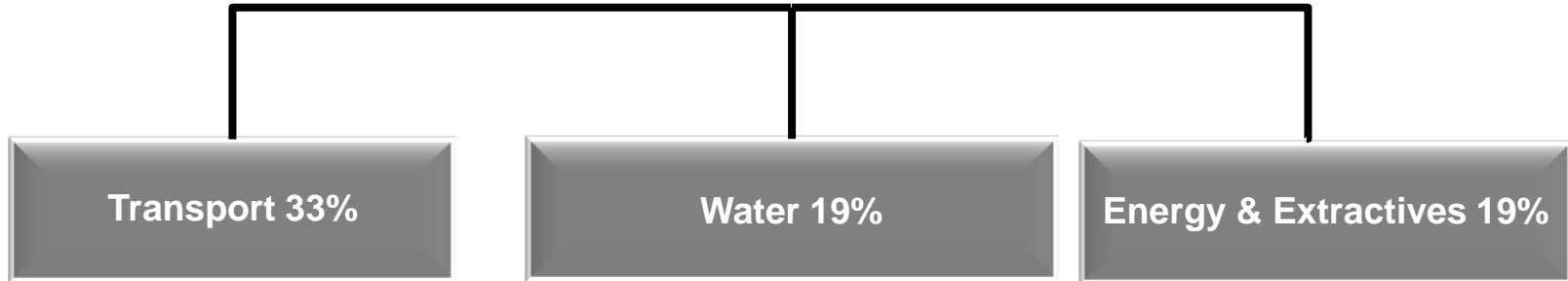
Toronto, Canada

October 18.2016

World Bank Procurement Framework - Facts and Figures

- Multilateral Development Bank
- Most Governments represented
- Bank funds over 1,800 investment projects in 172 countries
- Procurement portfolio worth about US\$44 Billion in total
- Annual procurement's circa \$20 Billion
- Bank's procurement system started over 50 years ago
- New modernized Procurement Framework based on feedback from 5,000 people around the World
- Great Apps for finding bidding opportunities/information
- 250 procurement staff in 72 countries support projects

Top areas of spend in FY15





Key Features Based on Business Feedback (1/2)

- Project Procurement Strategy for Development (PPSD)
Fit for purpose, proportional procurement, to reflect market dynamics
- Modern procurement methods
VfM, market engagement, competitive dialogue, negotiation, BAFO, ALT
- More hands on support from the Bank
Low capacity/critical situations, Bank staff can provide more help
- Enhanced complaints management
Business standards, standstill periods/pauses, reporting/expediting
- Contract management
KPI setting, regular review by Bank, focus on most complex procurements



Key Features Based on Business Feedback (2/2)

- Integrity and transparency
More tailored integrity management, new IT system to track procurements and report progress/provide more information to bidders
- Sustainable procurement
At the Borrower's request, applied during procurement process
- Alternative procurement arrangements
Other development partners and Borrower implementing agencies, assessment methodology that needs testing/refining
- Strategic private sector engagement
Target key sectors to identify specific actions to improve procurement

- > [e-Learning Programs](#)
- > [Videos](#)
- > [Presentations](#)

Access customized e-Learning modules in four parts. These modules will enable you to become familiar with the New Procurement Framework of the World Bank.

Courses / New Procurement Framework



01 Overview of Procurement Framework

This module covers Introduction to Procurement Framework, General Considerations, Governance and essential aspects of the World Bank Procurement Regulations for Borrowers.

[View Demo](#) [Enrol](#)



02 Project Procurement Strategy Development

This module covers Project Procurement Strategy Development that will address how procurement activities will support the development objectives of a project delivering best value for money, under a risk-based approach. [Stay Tuned.. Coming Soon!](#)



03 Procurement Provisions

This module deals with General and Specific Procurement Provisions of the World Bank Procurement Regulations for Borrowers. [Stay Tuned.. Coming Soon!](#)



04 Approved Selection Methods

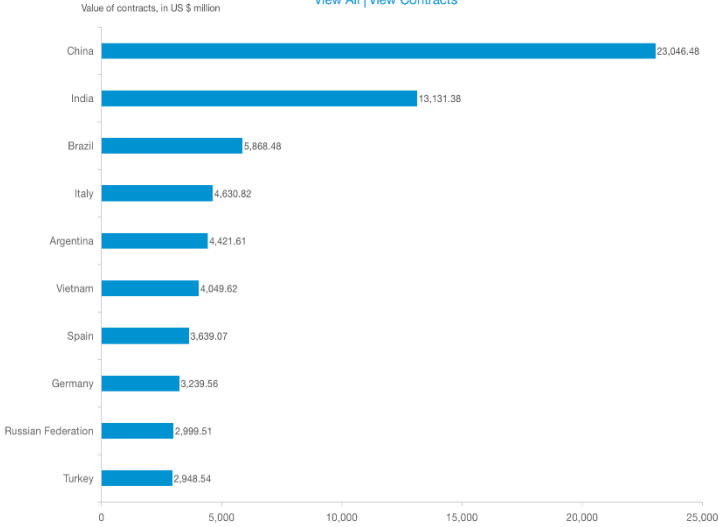
This module covers the Approved Selection Methods for Goods, Works, Non-Consulting Services and Consulting Services of the World Bank Procurement Regulations for Borrowers. [Stay Tuned.. Coming](#)

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

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

Top Supplier Countries

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

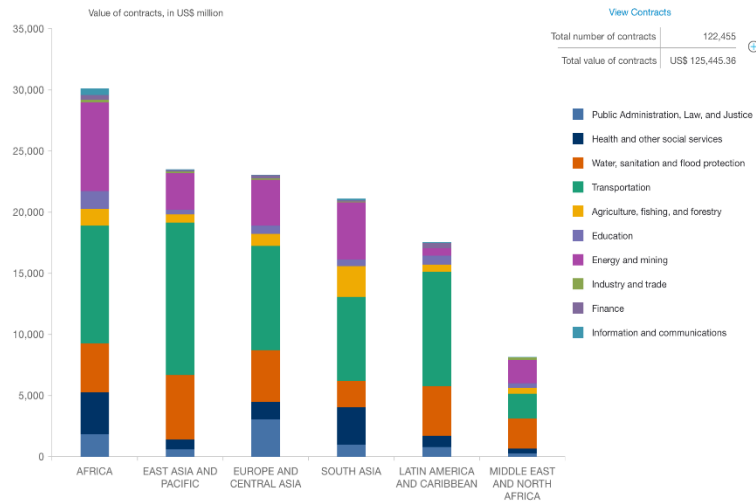


Data as of 6 December 2014 - <http://finances.worldbank.org/procurement>

Worldwide All Sectors All Regions All Categories FY2004 to FY2014

Prior Reviewed Contracts by Region by Sector

[View Contracts](#)

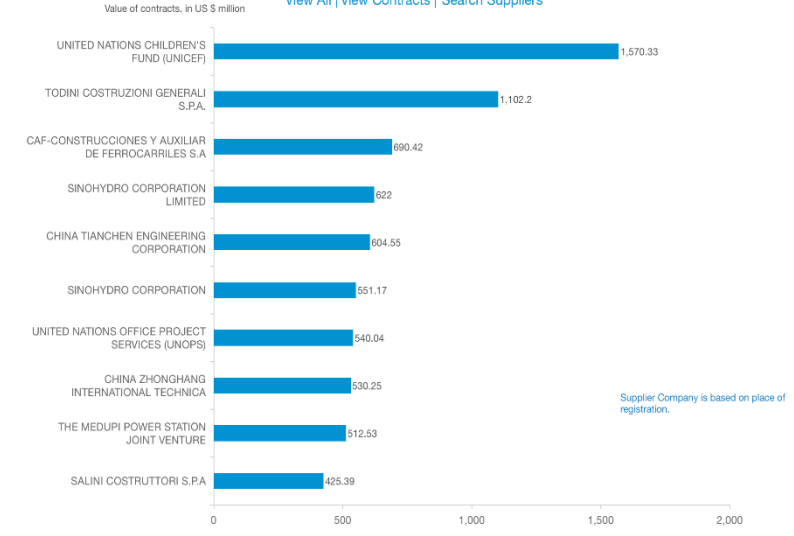


Data as of 14 Sep 2014 - <http://finances.worldbank.org/procurement>

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

Top Suppliers

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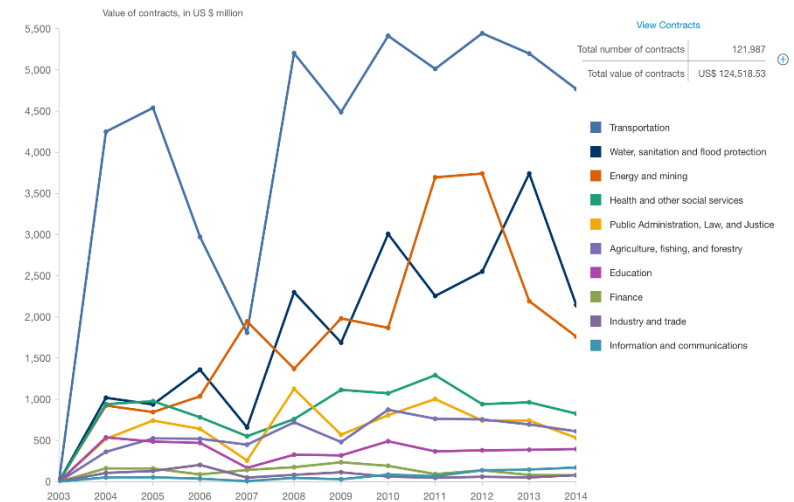


Data as of 6 December 2014 - <http://finances.worldbank.org/procurement>

Worldwide All Sectors All Regions All Categories FY2004 to FY2014

Prior Reviewed Contracts by Sector Over Time

[View Contracts](#)



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

World Bank Group Finances App

Access the Bank portfolio of projects, finances, and procurement data:

- Nine different languages (Arabic, Bahasa Indonesia, Chinese, English, French, Hindi, Portuguese, Russian, and Spanish)
- Locate any project including the awarded contracts
- Receive Procurement/Tender Notices and follow business opportunities in more than 100 countries
- Get updates on pending projects in the pipeline, as well as latest approved projects
- Check the disbursements data, updated monthly, and the contributions to Trust Funds
- Engage with the Bank by sharing, following its projects and investments, or reporting back

SELECTION NOTIFICATIONS

Requests for Expressions of Interest for consultants hired directly by the World Bank Group for its operational work are published on this website. As a courtesy, the Bank Group also sends the notices to dgMarkets and UNDB Online.

Selection #	Title	Selection Type	Publication Date	Expression of Interest Deadline ▲	Language of Notice
1216565	Somalia: Consulting Firm to Collect Household Data and ...	Firm	05-Apr-2016	05-May-2016	English
1217538	AMSME:Consulting services to a leading Commercial Ba...	Firm	21-Apr-2016	05-May-2016	English
1217488	Legal services for IFC Advisory Nepal	Firm	22-Apr-2016	05-May-2016	English
1217286	Senior Digital Financial Services Specialist	Individual	15-Apr-2016	05-May-2016	English
1217223	Development of a web-based knowledge and learning t...	Firm	15-Apr-2016	05-May-2016	English
1217501	Soil and Leaf Testing - KTDA Tea Zones	Firm	21-Apr-2016	05-May-2016	English
1218251	Regional survey of innovative territorial clusters in Russia	Firm	28-Apr-2016	05-May-2016	English
1217868	Accounting Advice on Off Balance Sheet Structures	Firm	22-Apr-2016	06-May-2016	English
1218006	Researcher for Agri-Logistics	Individual	29-Apr-2016	06-May-2016	English
1218376	Retail Territory Planning Consultant - Haiti	Individual	29-Apr-2016	06-May-2016	English
1217531	Financial Sector Specialist	Individual	21-Apr-2016	06-May-2016	English
1218295	Delivery/Distribution Logistics Consultant - Haiti	Individual	29-Apr-2016	06-May-2016	English
1218348	Inventory Management Consultant - Haiti	Individual	29-Apr-2016	06-May-2016	English
1218374	BELOW THE LINE (BTL) MARKETING FOR TIGO CASH G...	Firm	29-Apr-2016	06-May-2016	English
1218375	Below the line marketing for Tigo Cash Ghana - Middle a...	Firm	29-Apr-2016	06-May-2016	English
1218363	Legal Analysis - Green Building Regulations Panama	Firm	29-Apr-2016	06-May-2016	English
1218094	Tunisia Lagging Areas ASA	Firm	27-Apr-2016	09-May-2016	English
1218486	Credit Reporting Consultant	Individual	03-May-2016	09-May-2016	English
1218092	E-Procurement Consultants - Strengthening Public Proc...	Individual	27-Apr-2016	09-May-2016	English
1217864	Frontier Agents: Identifying Frontiers of Digital Financial ...	Firm	22-Apr-2016	09-May-2016	English

www.worldbank.org/corporateprocurement

eConsultant2: <https://wbgeconsult2.worldbank.org/wbgec/index.html#>