

CORPORATE PROCUREMENT

OVERVIEW OF BUSINESS OPPORTUNITIES



THE WORLD BANK

IBRD • IDA | WORLD BANK GROUP

Strategy, Performance & Administration • Corporate Procurement

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Considerations That Guide World Bank Group Procurement Policies

- Fair, open and transparent selection process
- Obtain best overall value for the World Bank Group
- Give all eligible (qualified) bidders an opportunity to compete
- Use of competitive process favored



How the World Bank Group Buys Goods and Services for its Own Internal Needs

- Each year, the World Bank Group spends approximately \$1.7+ billion for products and services for its own internal requirements
- The Corporate Procurement Unit is responsible for setting policy and conducting the procurements for all World Bank Group internal requirements

What the World Bank Group Buys

- Information Technology
- Communication Equipment and Services
- Professional and Technical Consulting Services
- Office Supplies, Paper and Paper Products
- Graphic Design, Publications and Print Services
- Construction and Renovation Services
- Facilities Management Services and Equipment
- Other Administrative Services as needed



Country Office Procurements

- The World Bank Group has over 160 Country Offices around the World
- Country Offices have delegated authority to conduct small procurements locally, following the Corporate Procurement Policies and Procedures
- Typical Country Office purchases include: consulting services, labor services, office products, goods, and construction/renovation services

Selection Methods – Goods and Services

- Competitive Selection Process
 - Advertised if above \$250,000
(www.worldbank.org/corporateprocurement)
 - Invited Short List
- Single or Sole Source Selection
 - Sole Source selection where there is only one company that can provide the goods or services. This usually involves proprietary technologies or methodologies.

Selection Methods – Goods and Services (Cont'd)

- Request for Expression of Interest
- Request for Quote (RFQ)
 - Small value procurements
- Invitation for Bid (IFB)
 - Medium value procurements
 - Price is the basis of award
- Request for Proposal (RFP)
 - High value/complex procurements
 - Quality and cost based selection



Consulting Services

- The Bank Group procures services from Consultants to support its project work:
 - Firms are contracted by the Bank Group and must be eligible to become a vendor
 - Individuals are appointed to the staff of the Bank Group
- All consultants are selected using the Bank Group's eTendering tool "eConsultant2"
 - The system includes templates, contract terms and conditions and information about how to use the system
- Firms are encouraged to create a profile in eConsultant2
- Information about eConsultant2 may be found at <https://wbgeconsult2.worldbank.org>

Consulting Services – Firms

- Consulting firms are selected following either of two methods:
 - Single source for small assignments
 - Competitive selection – typically a Quality and Cost Based Selection method is used
 - Assignments valued at over \$50,000 are advertised on the Bank’s website and, as a courtesy, in UN Development Business (www.devbusiness.com)

Advertised competitive selections for firms:



Preparing a Proposal in Response to a Solicitation

- Attend Pre-proposal conference
- In your proposal, address the Terms of Reference (TOR) clearly, comprehensively
- Emphasize innovative technical solutions
- Propose qualified Consultants in Key Staff positions
- Cite directly relevant technical experience
- Do not vary from standard RFP forms
- Make sure that your proposal is carefully prepared and easy to evaluate: use charts, diagrams, color
- Professional proposals will win!



How to Win



- Respond precisely to technical specifications
- Unclear? Ask questions up front – do NOT guess or assume
- Submit bid/proposals on time. Bids that are late are not accepted.
- Assess the competition. Compete where YOU are competitive

Recent eConsultant2 Enhancements

- Disclosure of Level of Effort (person days/months) or maximum budget
- Disclosure of Short List to Short Listed Firms

Vendor Registration

- Before the World Bank Group can contract with a company to provide goods or services, the company must register as a vendor
- You do not need to be a registered vendor to bid on a World Bank Group requirement. You will be asked to register at the time of contract award
 - Check the Corporate Procurement web site the Bank Group's [vendor eligibility criteria](#)
- If you are a registered vendor, you should provide updated information to the World Bank Group when your company has a material change

Vendor Eligibility

- Found on the Corporate Procurement Website includes:
 - 1 year in business
 - Multiple clients/customers
 - No more than 20% of revenue from WBG
 - Appropriate business licenses/certifications
 - Acceptance of World Bank terms and conditions

Enhanced Transparency

- Information regarding certain contract awards \$250,000 USD and above are disclosed on our website at:
<https://finances.worldbank.org/Procurement/Corporate-Procurement-Contract-Awards/a3d9-f9xv>

Contract awards related to safety and security of WBG staff and information systems are excluded from disclosure

Learn More



www.worldbank.org/corporateprocurement



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Questions

