



Kingdom of the Netherlands

Welcome to the second NL for World Bank newsletter.

Guest Blog by **Daan Marks**



As advisor to Dutch Executive Director Frank Heemskerk, I would like to take this opportunity to give some advice based on my recent travels. Last September I traveled to Senegal and Ghana for the World Bank and it made me realize how privileged I am to have a toilet. The face of extreme poverty, and inequality, is obviously confronting.

Recent GDP figures show that the Sub-Saharan Africa economy is on the rise. I think this picture is somewhat misleading. Given the very low starting point and rampant population growth, African countries need these high growth rates to raise living standards above subsistence levels, while absorbing the growing labor force. At the same time, the challenges remain immense, with high poverty figures, the outbreak of Ebola, conflict and fragility, and uneven growth leading to inequality.

Given this situation and these constraints, what did I learn during my trip to West-Africa about opportunities for private companies? If a company wants to be successful in winning World Bank financed tenders it needs to be persistent, focused and have local presence. At the same time, economic diplomacy significantly increases the chances.

So my advice: go local. Not only does it enhance your chances of your company to win contracts, it also makes you a richer person.

Read the full story at the blog [NL4WorldBank](#).



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World Bank Project?  
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### **NL for World Bank Blog**

The blog has recently undergone a makeover, we not only changed the web address to [nl4worldbank.org](#) but we created a new layout including new tabs.

These tabs are WBG News and Articles, eConsultant2 and Get Connected. Our goal is to provide you with the most current and relevant information for doing business with the World Bank.

Visit our [blog](#).





### WB Finances App

Need project info, tender info, or contract awards data? Find it using the [WB Finances App](#).

Push notifications will be possible shortly!



### Handbook

The embassy published the '[Zakendoen met de Wereldbank Groep](#)' handbook.



### Spotlight on...

The World Bank is facing some huge challenges for 2015.... [read more.](#)

### Top 3 Popular Blog Posts:

[Who you gonna call?](#)

[The World Bank Reorganization 1 - Structure](#)

[World Bank Tenders](#)



### ***Blogpost highlighted: 'NL and WBG Join Forces for Clean Water & Sanitation'***

The Netherlands has had an intimate relationship with water for centuries. The fact is that large parts of the country are below sea level and if it didn't focus on water research and technology the country would submerge. As a result of this relationship, the Netherlands is one of the most sophisticated countries when it comes to living and working with water, and solving the challenges that arise from it. This year, the country received that acknowledgement from the World Bank.

Read more at [NL4WorldBank](#).

### ***Blogpost highlighted: 'The Multilateral Investment Guarantee Agency (MIGA)'***

The MIGA, one of the five pillars of the World Bank Group, provides political risk insurance to investors and lenders against losses caused by noncommercial risks. The noncommercial risks that can be insured under MIGA insurance are (1) currency inconvertibility and transfer restriction, (2) expropriation, (3) war and civil disturbance, including terrorism, (4) breach of contract and (5) the non-honoring of financial obligations. In this sense, the services provided by the MIGA can be compared to a part of the services provided by Atradius Dutch State Business.

### **Something for you?**

Every Dutch company is able to request coverage by the MIGA as the Netherlands is a member state of the World Bank Group. You can request MIGA coverage by sending a two-page 'Preliminary Application', after which the MIGA will determine whether the proposed project is eligible for coverage.



**Spotlight on...**

World Bank Country Director India Onno Ruhl, a Dutch national, on [BNR Radio](#).



**Spotlight on...**

World Bank Procurement review. [Read more.](#)

Feedback



[Read more](#)

**Agenda**

**12 December 2014**

Stockholm; [Euroforum Clean Tech Energy event](#).

**21 January 2014**

The Hague; RVO Procurement Workshop. *For more information please send us an email at the addresses below.*

**24 - 26 February 2014 (Tentative)**

Washington, DC; [Task Force Health Care \(TFHC\) mission](#)..

**23 - 27 March 2015**

Washington, DC; [Land & Poverty Conference](#).

**WBG Liaison Officer**

**Bouke Berns**

[bt.berns@minbuza.nl](mailto:bt.berns@minbuza.nl)

+1 202 274 2698

[@BTBers](#)

**WBG Liaison Officer**

**Vincent Kooijman**

[vincent.kooijman@minbuza.nl](mailto:vincent.kooijman@minbuza.nl)

+1 202 274 2621

[@NL4WB](#)