

## World Bank Group Procurement Tips

A project cycle of the World Bank can take up to several years. Tips to win a tender:

- Maintain a good relationship with all parties (project authorities, local Ministries, local World Bank office, embassies, etc) involved
- Research all interesting projects and let the project authorities know that you are interested
- Contact the project authorities and familiarize them with your expertise and products
- Be patient. Winning World Bank project can take up to several years
- Visit the World Bank offices in Washington, DC with a clear goal and deliverables. World Bank staff is generally very busy and receives many meeting requests from companies. Be effective, concise, and efficient to leave a good impression.
- Make sure you are aware of the latest developments at the World Bank and in the project country.

Projects and goods (operational procurement) that follow the international procurement rules are published on the website of DevBusiness ([www.devbusiness.com](http://www.devbusiness.com)) and the World Bank (<http://projects.worldbank.org/>).

Consultancy assignments for the World Bank (corporate procurement) are published on eConsultant2: <https://wbgeconsult2.worldbank.org/wbgec/index.html>.

### How to identify opportunities

- World Bank website: [www.worldbank.org](http://www.worldbank.org)
- Country Partnership Framework
- Sector Support Strategy
- Monthly Operational Summary
- Project Information Document / Project Appraisal Document
- [www.devbusiness.com](http://www.devbusiness.com)
- General Procurement Notices
- Requests for Expressions of Interest
- Invitations to prequalification / Invitations for bids

### How to win a tender

- Be well informed about upcoming and pipeline projects, before publication of tenders
- Build a network of local project authorities
- Find the right consortium partner and experts
- Work with local partners
- Analyze the competitors on the market
- Gain knowledge of the different tender procedures and guidelines
- Follow the technical specifications of the tender
- Something not clear? Ask, don't guess
- Submit the bids on time, complete, and of high quality
- Make use of the services of the Netherlands Embassy in Washington, DC

Questions? Contact us!

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