



**FIDIC AFRICA 2021**  
— Infrastructure Conference



# World Bank Procurement Framework & Business Opportunities

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**27<sup>TH</sup> ANNUAL FIDIC AFRICA  
INFRASTRUCTURE CONFERENCE**

# World Bank Procurement Framework & Business Opportunities



**THE WORLD BANK**

IBRD • IDA | WORLD BANK GROUP

# The World Bank Group operating model



**WORLD BANK GROUP**

- Comprises 5 institutions
- Collectively, all 5 institutions are known as the “*World Bank Group*”

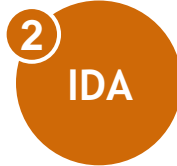
## WORK WITH GOVERNMENTS

International Bank for Reconstruction and Development



Financing for middle-income developing countries

International Development Association



Financing for low-income developing countries

## WORK WITH PRIVATE SECTOR

International Finance Corporation



Investment and advisory services to encourage private-sector development

Multilateral Investment Guarantee Agency



Political risk insurance and credit enhancement guarantees

## TRIBUNAL

International Centre for Settlement of Investment Disputes



International arbitration of investment disputes

Together **IBRD** and **IDA** are known as the “**World Bank**”

# World Bank scope and reach

## World Bank Goals

- 1 End extreme poverty
- 2 Promote shared prosperity

## IPF WHAT DOES IT DO?

Provides IBRD loans, IDA credits and grants and guarantee financing to governments

## IPF WHAT DOES IT FUND?

Activities that create the physical & social infrastructure necessary to reduce poverty and create sustainable development



**\$262 billion**

total World Bank commitments FY20

**1,720**

projects worldwide

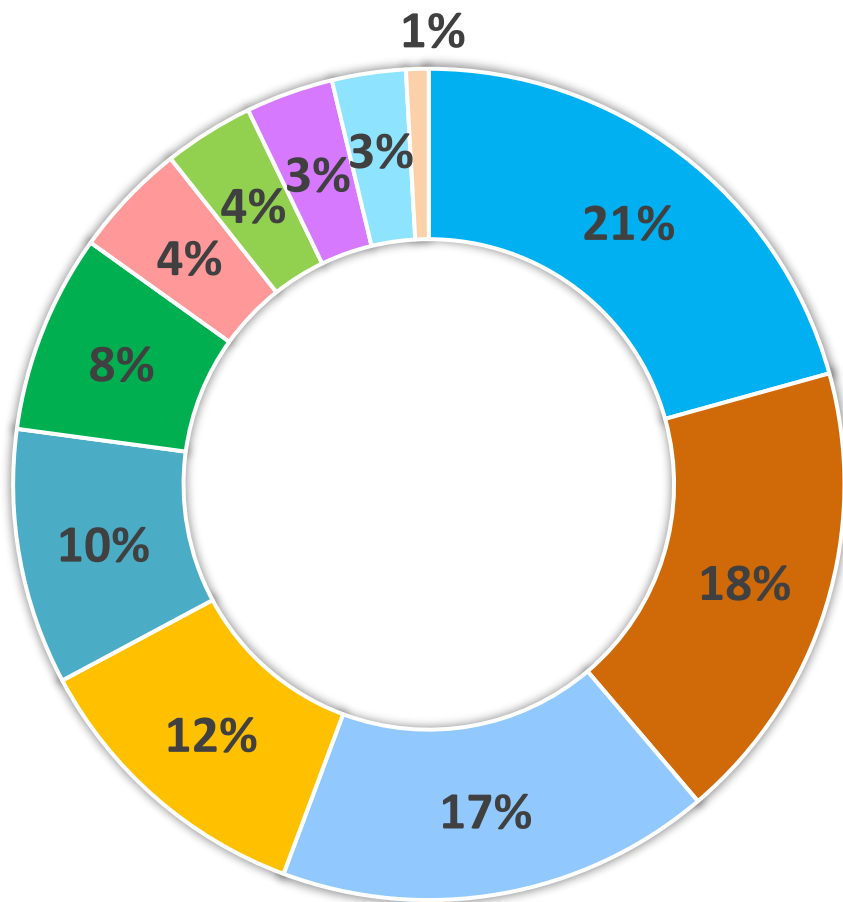
**144**

countries

# Portfolio

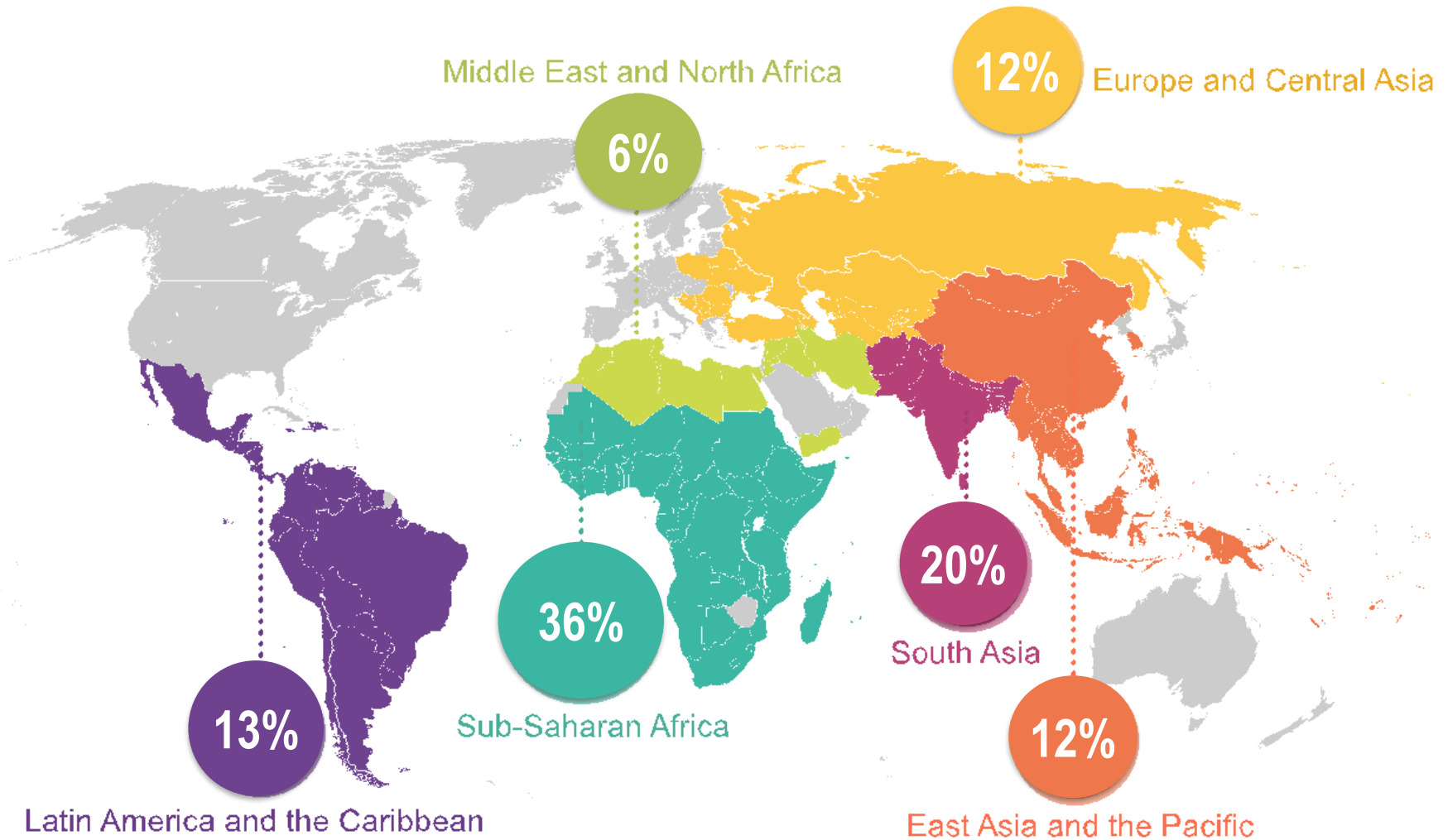
Areas of spend worldwide (large contracts awarded FY20)

**TOTAL SPEND = US\$ 7.96 Bn**



- Water/Sanit/Waste
- Transportation
- Energy & Extractives
- Public Administration
- Agriculture
- Social Protection
- Health
- Industry & Trade/Services
- Info. & Communication
- Education
- Financial Sector

# 2020 Global commitments by region



# FY20 Top 10 Procuring Borrowers

<b>RANK</b>	<b>COUNTRY</b>	<b>CONTRACT VALUE (USD)</b>	<b>% OF TOTAL VALUE</b>
1	India	1,299,511,389	16.31%
2	Pakistan	583,498,177	7.32%
3	Bangladesh	387,220,650	4.86%
4	Nigeria	368,325,526	4.62%
5	China	362,456,094	4.55%
6	Ukraine	290,563,851	3.65%
7	Democratic Republic of Congo	274,612,742	3.45%
8	Uzbekistan	268,368,177	3.37%
9	Myanmar	196,681,358	2.47%
10	Iraq	186,554,906	2.34%

# FY20 Top 10 Supplier Countries

<b>RANK</b>	<b>COUNTRY</b>	<b>CONTRACT VALUE (USD)</b>	<b>% OF TOTAL VALUE</b>
1	China	1,901,493,257	23.86%
2	India	1,342,085,993	16.84%
3	Turkey	463,286,637	5.81%
4	Nigeria	226,799,769	2.85%
5	France	189,076,334	2.37%
6	Japan	120,599,276	1.51%
7	Vietnam	113,310,505	1.42%
8	Egypt	104,558,376	1.31%
9	Germany	104,462,213	1.31%
10	Senegal	98,363,709	1.23%



# FY20 Top 10 Consulting Services Supplier Countries

RANK	COUNTRY	CONTRACT VALUE (USD)	% OF TOTAL VALUE
1	France	108,920,725	8.55%
2	India	95,926,926	7.53%
3	Germany	61,047,953	4.79%
4	United Kingdom	58,122,726	4.56%
5	Russian Federation	46,805,187	3.67%
6	United States	32,698,631	2.57%
7	Nigeria	31,238,526	2.45%
8	Kenya	29,422,748	2.31%
9	Bangladesh	27,855,331	2.19%
10	Switzerland	25,948,150	2.04%

# Why bid on Bank-funded contracts?



- Billions of dollars worth of business



- Opportunities to work globally
- Opportunities to enter developing markets



- Equal opportunity & fair treatment
- Certainty of process & high standards of integrity
- High certainty of payment



- Variety of contract sizes
- Opportunities suitable for SMEs to large multinationals



- Wide variety of sectors
- Demand for variety of specializations



# How to identify contract opportunities

WHERE TO FIND INFORMATION

## Website

World Bank website

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## Procurement notices

Website: *UN Development Business* lists international development tenders

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## The Finance Data Reporting Interface

Real time data covering World Bank portfolio of projects, procurements and finance

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## Procurement App

Data on all major contracts awarded in World Bank investment projects

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## Country Partnership Frameworks

Each country's key objectives and development results agreed with the Bank

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## Monthly Operational Summary

Monthly reports on the status of projects in the Bank's procurement pipeline

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## Project Documents

Documents and reports covering individual projects

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## Procurement plan

Procurement plans for individual projects

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# Steps in identifying contract opportunities

## Identifying projects of Interest

- determine country and/or sector of interest
- review CPF for country of interest to identify current and planned projects portfolio <http://www.worldbank.org/en/where-we-work>
- “Overview” tab / “Strategy” tab / select “CPF”

## Viewing procurement plans to identify planned procurement and timing under the project

- go to [www.projects.worldbank.org](http://www.projects.worldbank.org)
- select “browse by country” choose country
- under “Projects” tab, select the project of interest
- under “Procurement” tab select “Plans” to view latest plan
- under “Procurement” tab select “Notices” to view notices

# Steps in identifying contract opportunities

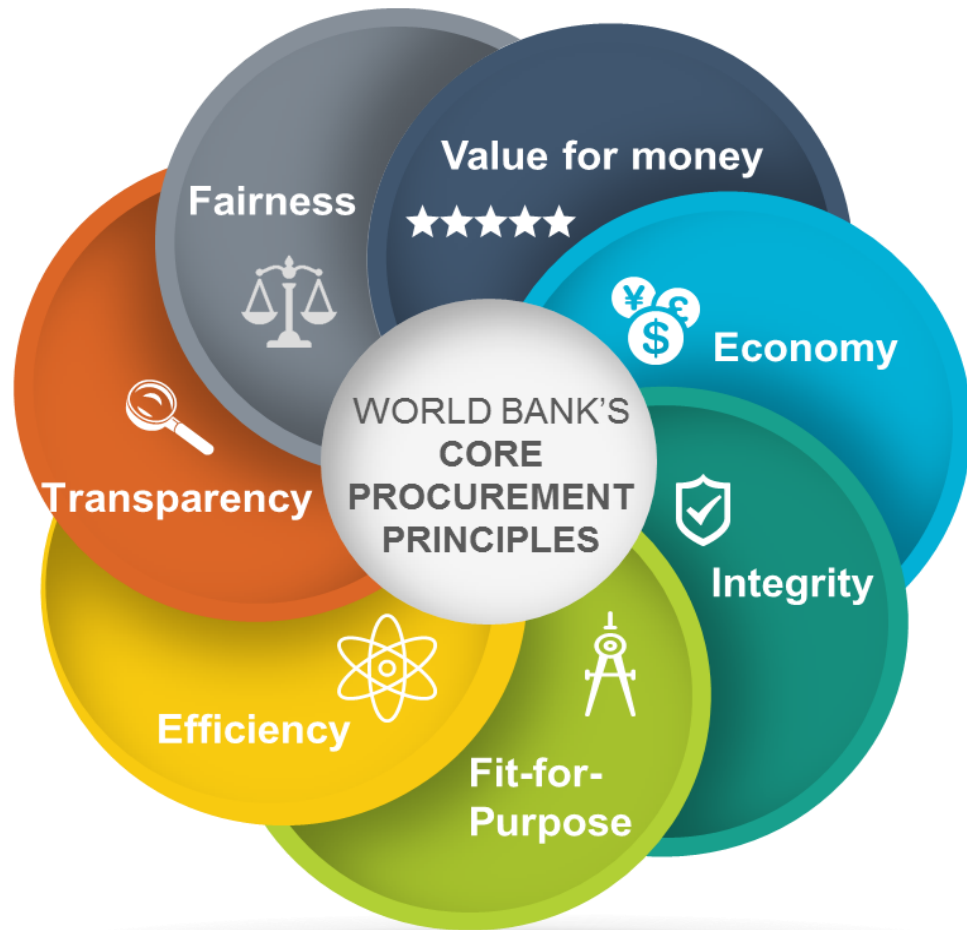
## Viewing procurement notices by country or sector

- go to [www.projects.worldbank.org](http://www.projects.worldbank.org)
- select the “Procurement” tab
- select “browse by country” (or sector) choose (country or sector)
- select the “country/sector of interest”
- view list of notices and select notice of interest

# Procurement Vision & Core Principles

## VISION

*“Procurement in Investment Project Financing supports Borrowers to achieve value for money with integrity in delivering sustainable development”*



**Integrity:** the use of funds, resources, assets and authority, according to the intended purposes.

- all parties involved in project implementation observe the highest standard of **ethics**

