



WORLD BANK GROUP

WORLD BANK FINANCED PROCUREMENT

Doing Business with WB

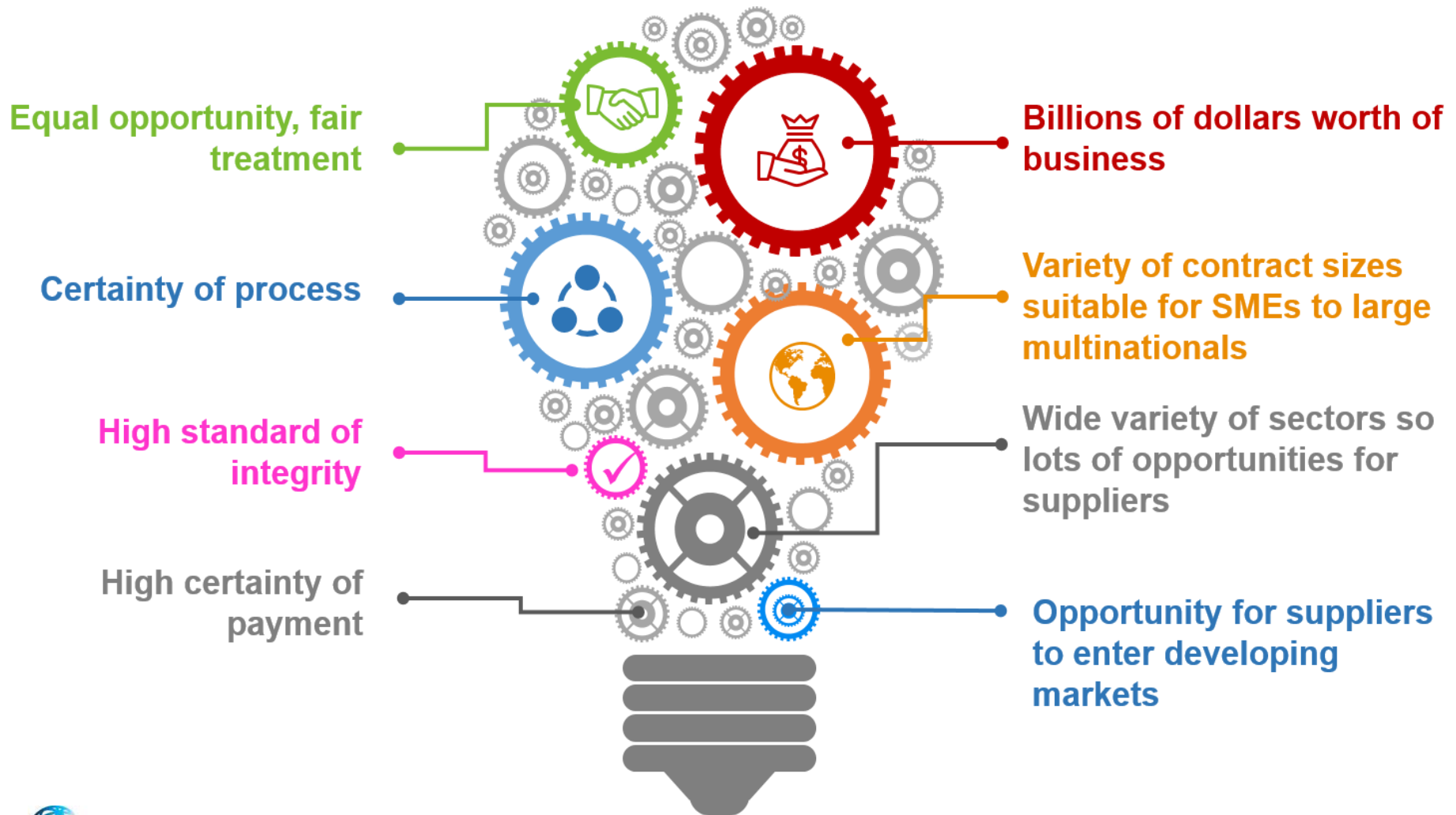
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AGENDA

- 01 The World Bank Group
- 02 Bank's financed procurement
- 03 Goods, works and non-consultant services
- 04 Consultant services
- 05 Recommendations when preparing bids/proposals
- 06 How to identify contract opportunities

Bank's financed procurement

Why bid on World Bank contracts



Bank's financed procurement

Roles during procurement implementation

IRC: Execution

- Planning and preparing procurement strategy
- Seeking, receiving and evaluating proposals/bids/quotations
- Awarding, signing and managing contracts

Bank: Implementation support/ supervision

- Setting/agreeing on the project procurement arrangements
- Implementation Support (i.e. Hands-on expanded implementation support)
- Supervision (i.e. prior/post reviews)

Bank's financed procurement

Summary of the procurement process



General Considerations

- ✓ Huge and diverse portfolio, so target efforts
- ✓ We drive a structure approach to procurement
- ✓ Procurement is led by IRC/NRPB, NOT by the Bank
- ✓ Tailor procurement approaches to projects and markets
- ✓ Contract is with the Borrower, not the Bank
- ✓ Zero tolerance for Fraud and Corruption (public debarment)

Bank's financed procurement

Types of expenditure financed



Goods, works and non-consultancy services

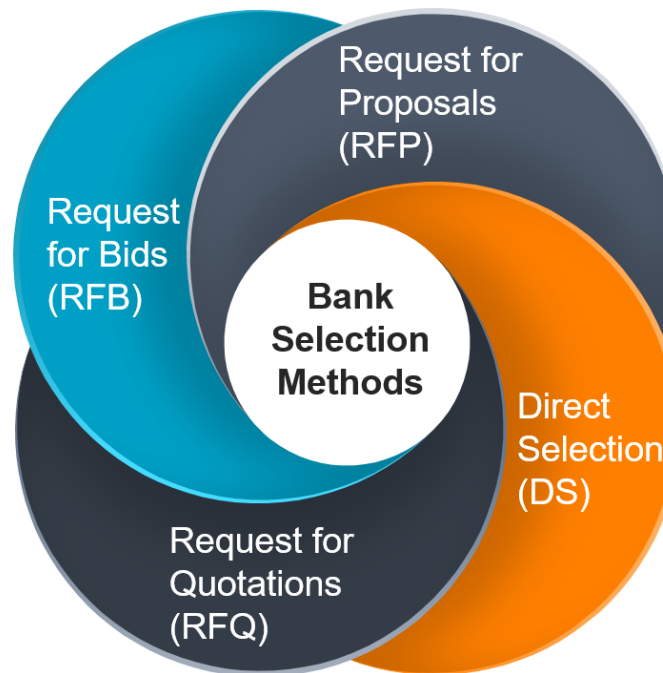
Selection methods

REQUEST FOR BIDS

- competitive approach
- usually used with conformance specifications
- market responds by offering bids
- offers are compared against the requirements on a pass or fail basis.
- award to the lowest price conforming bid

REQUEST FOR QUOTATIONS

- competitive approach
- compares price of the offers/quotations
- used when buying readily available low-value goods and services



REQUEST FOR PROPOSALS

- competitive approach
- usually used with performance specifications
- market responds by offering proposals
- proposals are usually compared by scoring against the requirements (rated criteria)
- Award to the most advantageous proposal

DIRECT SELECTION

- non competitive way of approaching and negotiating with only one firm
- used when there is only one suitable firm or where there is a good reason to approach only one firm

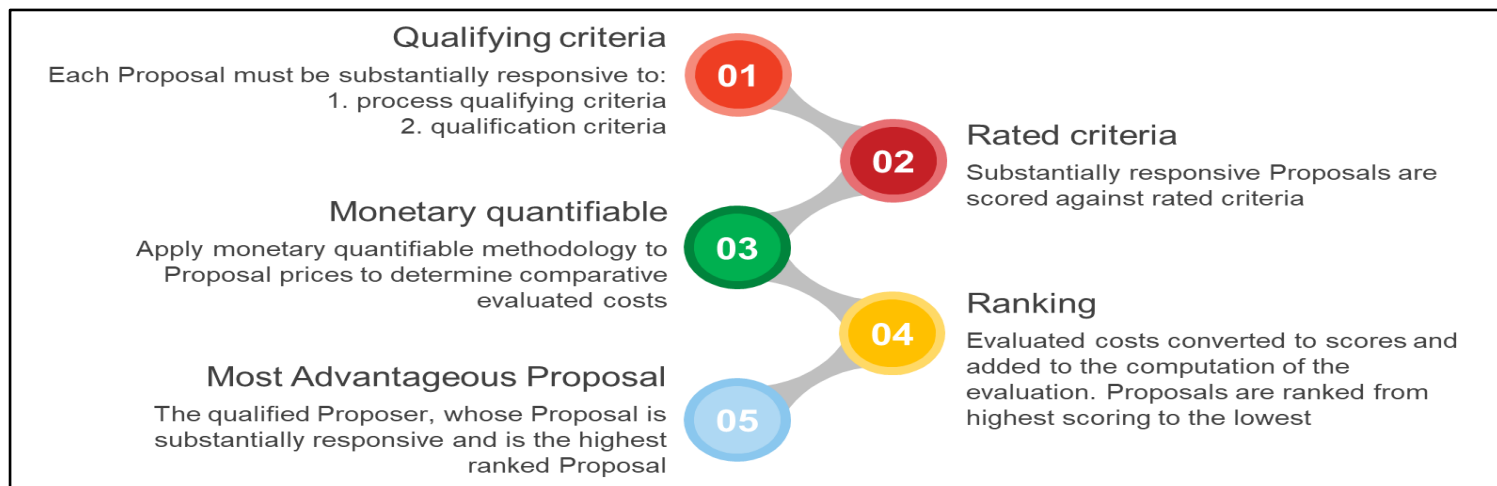
Goods, works and non-consultancy services

Evaluation criteria

Monetary Quantifiable Criteria



Rated Criteria



Goods, works and non-consultancy services

Evaluation criteria

- Eligibility criteria examples:
 - Conflict of interest; Bank eligibility; SOE.
- Qualification criteria Works examples:
 - History of non performance contract; Suspension base on Security Declaration; Pending litigation;
 - Financial Capabilities;
 - Average annual Construction turnover;
 - General Construction Experience; Specific Construction & Contract Management Experience.
- Qualification criteria Goods: Demonstrate that it has successfully completed at least [insert number of contracts] contracts of similar goods in the past [insert number of years] years.

Consultancy services

Main considerations

- Full terms of reference should be attached to the request for expression of interest (REOI),
- Criteria for firms to be shortlisted is based on merits (such as relevant experience),
- Evaluation of technical proposals continues to give emphasis to quality of approach, methodology and key staff.

Consultancy services

Selection methods

Quality Cost Based Selection

Fixed Budget Based Selection

Least Cost Based Selection

Quality Based Selection

Consultant's Qualification Based Selection

Direct Selection

Consultancy services

Evaluation criteria

Quality-cost based selection (QCBS)

- Both quality of the proposal & cost of the service taken into account
- Allows determination of the right weight to be given to quality vs. cost:

Description	Quality/Cost Score Weighting (%)
High complex / downstream consequences / specialized assignments (or may use QBS method)	90 / 10
Moderate complexity	70-80 / 30-20
Assignments of a standard or routine nature (or may use LCS method)	60-50 / 40-50

- Rejection of technical proposal if $N(\text{tech}) < \text{min. technical score required}$

Quality based selection (QBS)

- Financial proposal of only highest technical proposal considered

Recommendations when preparing a bid/proposal

- ✓ Make a pre-proposal visit (if indicated in the RFB or RFP),
- ✓ Fully address the requirements,
- ✓ Propose a strong Project Manager and qualified experts,
- ✓ Be specific and in describing relevant experience and qualifications,
- ✓ Consider joint ventures with domestic and/ or foreign firms to enhance your qualifications and capabilities,
- ✓ Cite relevant technical and regional experience similar to assignment – more significant and similar the better,

Recommendations when preparing a bid/proposal

- ✓ Don't deviate from standard forms/conditions,
- ✓ Conditions or qualifications will lead to rejection,
- ✓ Get official clarification: If any provisions of the bidding/proposal document are unclear or unacceptable, submit an official inquiry in writing to the Borrower cc the Bank before the bid closing date or such date as may be specified,
- ✓ Submit a professional proposal signed by an authorized individual ensuring all supporting documents are included.

Final checks before submission

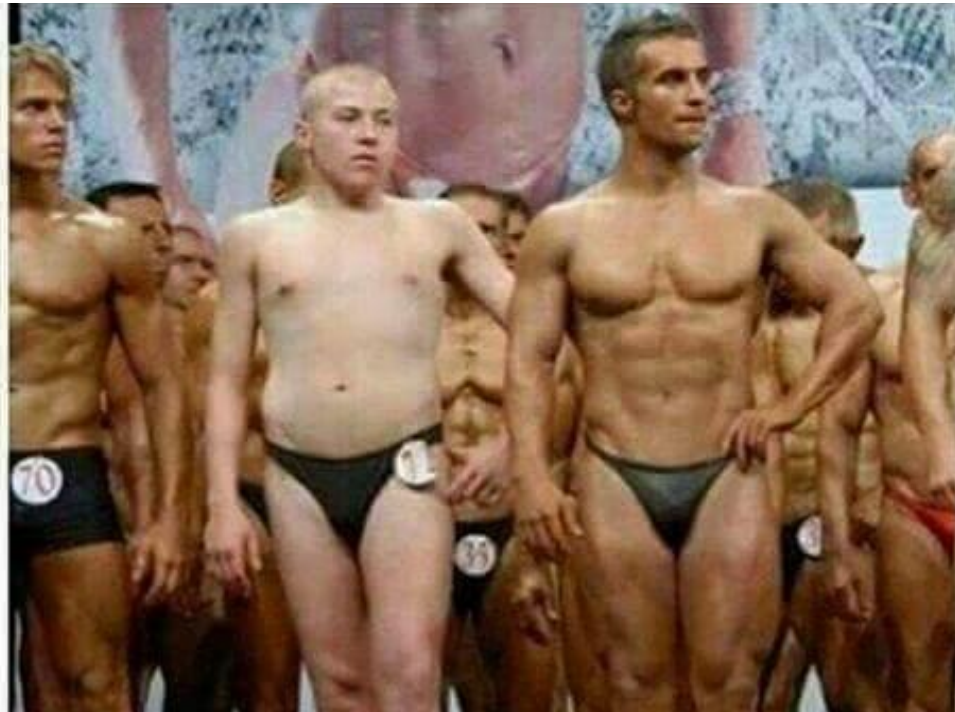
- ✓ Amount, validity and text of Bid Security,
- ✓ Signatures and power of attorney,
- ✓ Joint venture agreement enclose,
- ✓ Reference enclose,
- ✓ Discounts in covering letter or appropriate place as specified in the bidding/ proposal document,
- ✓ Marking of the envelopes as appropriate.

Pay attention to “Don’ts”

- ✓ No Bid security,
- ✓ Insufficient amount of Bid Security,
- ✓ Lack of supporting documents,
- ✓ Incomplete Bids,
- ✓ Expiration and extension of Bid validity,
- ✓ Partial quantities,
- ✓ Absence of test reports if required,
- ✓ Bid not signed,
- ✓ JV partner as bidder in another bid
- ✓ Conflict of interest.

Pay attention to “Don’ts”

When you present a Bid/ proposal without fully addressing the requirement just to see what happened



At bid/ proposal opening

- ✓ Be on time: submit bid/ proposal within the stipulated deadline. Late bids/ proposals will not be accepted,
- ✓ During bid opening, ensure that:
 - ✓ All relevant prices are read out
 - ✓ All discounts are read out
 - ✓ Presence and amount of bid security is read out
 - ✓ No envelope remains unopened
 - ✓ All the above is recorded correctly and signed by all bidders present and by the purchaser
- ✓ Be aware of possible extension: There may be a request to extend the bid validity and bid security periods by several weeks, as in certain cases the evaluation of bids require more time than originally expected.

How to identify contract opportunities

- SXM Trust Fund overview:
<https://www.worldbank.org/en/country/sintmaarten>
- Location of Documents for Active Projects:
http://projects.worldbank.org/search?lang=en&searchTerm=&countrycode_exact= SX
- Procurement plan on WB site www.worldbank.org
- Procurement for Projects and Programs:
<http://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>
- STEP website (step.worldbank.org)
- Financing App for real time info
- Historic Procurement data on major contract awards in Procurement App

National Recovery Program Bureau Program Tenders

The Official Website
GOVERNMENT of SINT MAARTEN

HOME > GOVERNMENT > MINISTRY OF GENERAL AFFAIRS > NATIONAL RECOVERY PR



AZ > TENDERS

CALENDAR PUBLIC NOTICES PUBLIC TENDERS

TENDERS

For all current tenders and vacancies please visit www.nrpbsxm.org

Works

Single Family Home Repairs 2 (Main Document)

Single Family Home Repairs 2: Environmental & Social Management Plan(Supporting Document 1)

Single Family Home Repairs 2: Guidelines(Supporting Document 2)

Single Family Home Repairs 2: Generic Roof Details (Supporting Document 3)

Environmental Fire Suppression of Debris and Waste Disposal Sites

Repairs to Radiosonde Building

Request for: Pre-fabricated Turn-key Housing Units

Goods

No information available at this time.

Consulting Services

Technical and Environmental Supervision of Fire Suppression Activities on Debris and Waste Disposal Sites

<http://www.sintmaartengov.org/government/AZ/NRPB/Pages/Tenders.aspx>

<https://nrpbsxm.org/>

<https://www.devbusiness.com/Search/Search.aspx?PreLoadProjects=1> ,
then search for Sint Maarten



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Thank you

