



Netherlands Enterprise Agency

Working with the World Bank

Private sector opportunities in the
context of the Trust Fund for the
reconstruction of St Maarten



Disclaimer:

This presentation does not reflect any official government position. It contains observations shared by companies and personal experience.



Good! World Bank involvement! Now what?

- Competition is global! If you cannot compete with the global market leaders, have a realistic look at your chances. What defines your competitive edge?
- Involvement of the World Bank assures potential bidders of the fact that money has actually been secured and put aside for the job, which reduces the risk of losing time and money in a bidding process or job that never leads to payment.
- Involvement of the World Bank increases chances for a level playing field for bidders.
- World Bank procedures allow for pro-active approach: preparing for future steps.



Even the market leader will consider rationally though:

- Cost-benefit analysis (incl geographic proximity)
- Analysis of alternatives (incl domestic market opportunities)
- Knowledge of the market
- Competition analysis
- Strategic value (incl size of the market)
- Capacity (incl availability of qualified staff, required pre investments)
- Risk analysis (incl compliance and reputational risks)



What is the company experience when they pursue World Bank funded jobs?

It takes ages! I have no clue what they are doing in the meantime.

- The World Bank cannot move ahead without making sure agreed procedures have been followed, concerns for the common good are adequately addressed, and local government is fully committed. All stakeholders must be on board.

Use that time. Seek advice. Hire someone with experience. Train yourself. Engage with the stakeholders. Partner, based on both trust and requirements.

- It takes a lot of time and money for a company to adequately prepare for bidding, and the actual outcome is uncertain.
- When you start only once the tender has been published, it's almost certain you are too late to win. Prepare what you can and be prepared to move fast once the game is on.
- Understanding the process and the do's and don'ts requires time and commitment.
- The perfect partner depends on the market, but really also on the demarcation of the procured project components. Have a good look at how the project is structured!



Company observations - ctd

Everything is predefined: why don't they accept my solution when it's so much better?

- Don't offer something because it would be great: only offer what has been requested / demanded.
- Don't sell to the Bank, sell to NRPB.
- Involvement in early stages of the project may sometimes disqualify you from engaging in later stages where more lucrative jobs are at stake.
- Most World Bank funded jobs only allow you to offer exactly what has been requested, even though you may have a better solution for the challenge at hand.



When bidding...

- You think you know the right people, and all of the sudden they never get back to you.
- Be complete and precise, but remember that the person who assesses your bid has little time.
- Oftentimes you have to fill in the same answers more than once, and it may not be clear why.
- Don't make them look in other places.
- There is no tolerance with being too late, or being incomplete.



How can I ever learn and improve?

- There is no feed-back on why your offer was not selected.
- There is no opportunity to discuss your offer or improve based on feed-back.
- Even when you have been selected, there is little time and room for learning on the job.



Concluding: do's & dont's
