



WORLD BANK GROUP

INFORMATION SESSION

Recap: “Doing Business with WB”

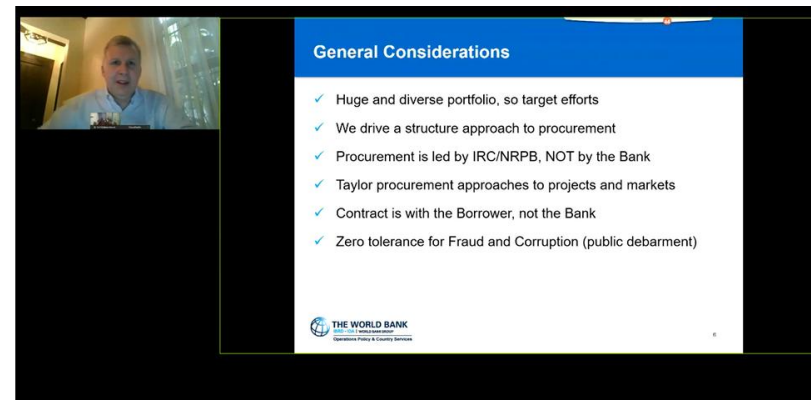
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World Bank

May 9 2019

Webinar on Doing Business by the WB

- Connecting Aruba, Curacao, Sint Maarten and Washington DC by Video Connection
- Lecture provided by Carlos Lago, Sr. Procurement Officer,
https://1930181.mediaspace.kaltura.com/media/Info+sessions+CuracaoAruba+SXM+--+May+9,+2019/1_vibon943/29528271

- More than 200 participants overall
- Question and Answer Session



The screenshot shows a video conference interface. On the left, a small video window displays a man in a light blue shirt speaking. On the right, a slide titled "General Considerations" is displayed. The slide contains a list of five bullet points, each preceded by a blue checkmark. At the bottom of the slide is the World Bank logo and the text "THE WORLD BANK" and "Operations Policy & Country Services".

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)

THE WORLD BANK
Operations Policy & Country Services

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

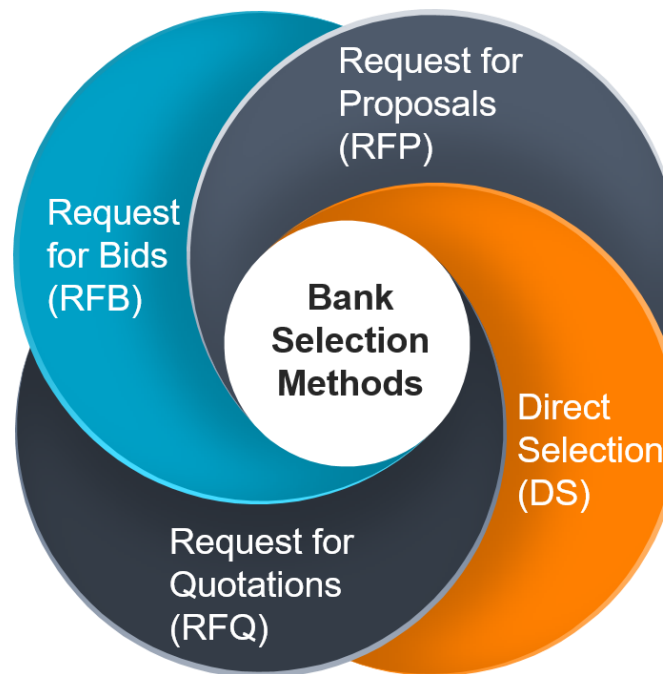
- competitive approach
- compares price of the offers/quotations
- used when buying readily available low-value goods and services

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



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

How to identify contract opportunities

- Location of Documents for Active Projects:
http://projects.worldbank.org/search?lang=en&searchTerm=&countrycode_exact=SX
- Procurement for Projects and Programs:
<http://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>
- Procurement plans on WB site
<http://projects.worldbank.org/procurement/procurementsearch?lang=en&qterm=sint%20maarten&srce=both>
- STEP website <https://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

<http://www.sintmaartengov.org/nationalrecovery>

<https://nrpbsxm.org/>

The Official Website
GOVERNMENT of SINT MAARTEN

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

CALENDAR

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 - Clarifications
- Single Family Home Repairs 2: Amendment 1
- Single Family Home Repairs 2: Amendment 2
- 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)
- Single Family Home Repairs 2: Bill of Quantities(Supporting Document 4)
- Environmental Fire Suppression of Debris and Waste Disposal Sites

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

<https://www.smmc.sx/Renovation-Reconstruction/Projects>



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Thank you