



Netherlands Enterprise Agency

Recovery St Maarten –  
opportunities for the private sector  
*Forming Consortia*



# RVO Team International Organizations

- Jules van Son  
*Private sector liaison officer*  
World Bank Group and IADB



THE WORLD BANK



- Liaison between Dutch private sector & multilateral development banks and international organizations.
  - Helping companies in preparing for pipeline projects financed by one of these banks or organizations.
- Why here today?



## RVO Team Internationale Organisaties



Commerijn Plomp  
*Team coordinator, WBG*



Derk Bonthuis  
*UN, AfDB, EIB*



Jurre de Bok  
*EBRD, EU, EIB*



Jules van Son  
*WBG, IADB*



Nienke Meijer  
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Marieke van der Wilk  
*EBRD, AIIB*



Corinne Abbas  
*UN, AfDB, IADB*



Sipora Suripatty  
*ADB, AIIB*



# Working with the World Bank: Do's & don'ts

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- Bidding takes time, outcome is uncertain.
- When projects are of interest, take in consideration:
  - engage with stakeholders
  - what's your competitive advantage
  - capacity
  - prepare what you can, be prepared to act fast when tender is published
- Offer what is requested, even though you may have a better solution.
- Consortium partners.
- Deadlines are strict, be precise and complete when filling in the documents.
- Don't make them look in different places.
- Chances are feedback won't be given after bidding phase is closed.



# Before starting...

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- Understanding the process and the do's and don'ts requires time and commitment.
- Companies need to invest time and money to prepare for bidding.
- Be informed as much as possible:
  - how is the project structured
  - procurement strategy per component
  - what roles are requested
- Then finding a partner, take in consideration:
  - reputation in the region
  - experience with procedures of the Bank
  - what's in it for them?



# Consortia

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- When forming consortia:

Main contractor and subcontractors

→ know your partner

→ be aware of compliance risks

- Or Joint ventures:

How will the partners be evaluated?

→ spreading risks

→ be aware of what terms you will be evaluated



I want to partner up!

...but not sure whether I can find the partner in the region  
that is needed for this project.



# Outreach to Dutch companies

- RVO newsletter 'Caribisch Nederland'
- Network of Dutch companies that showed interest in recovery program St Maarten
- Other partners







# Outreach to European companies

## Europe Enterprise Network

- Helps small business innovate and grow.
- Network helps SMEs in finding partners and develop business in new markets.
- Extensive database.



*Business Support on Your Doorstep*



# Outreach to PSLO network





# And now?

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Get connected, discuss, explore your next step...