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WORLD BANK FINANCED PROJECTS BUSINESS OPPORTUNITIES & PROCUREMENT FRAMEWORK IN PAKISTAN

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The World Bank

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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



\$239 billion

total World Bank commitments FY22

1,793

projects worldwide

146

countries

OPERATIONS IN PAKISTAN

FY22

8 Projects, total commitment US\$1.3 billion

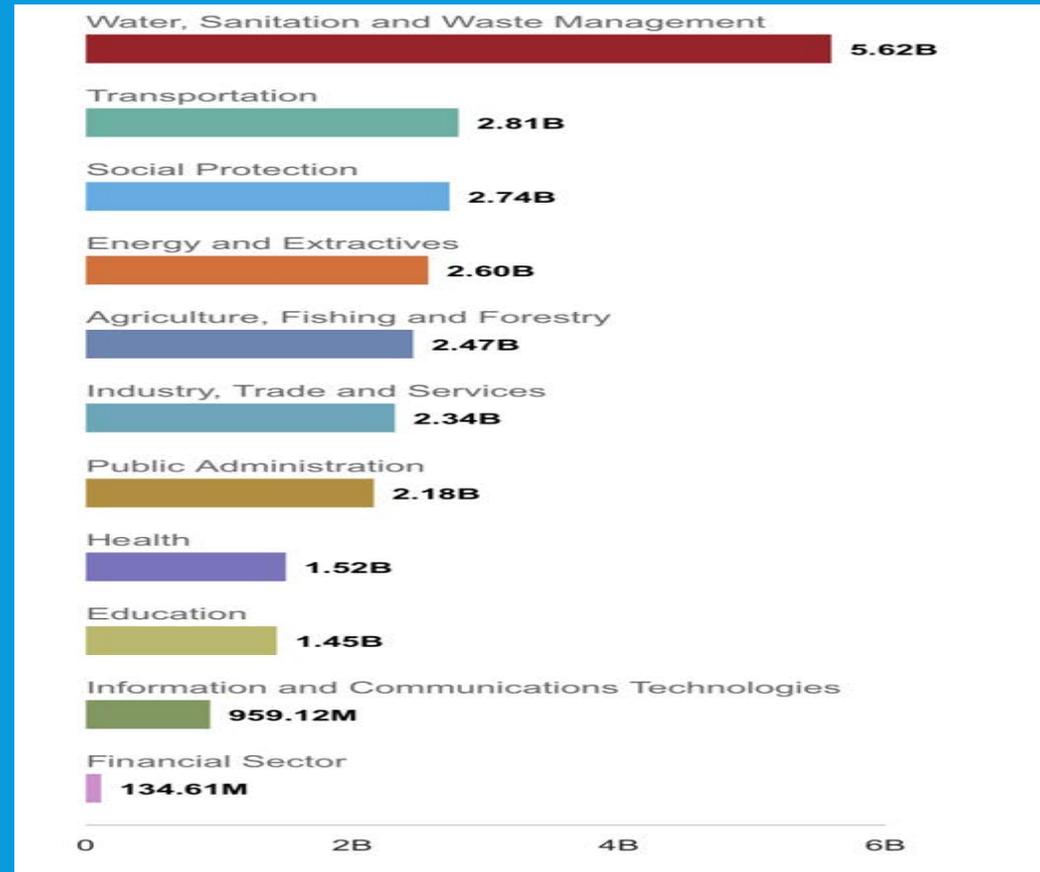
Project Id	Project Name	Global Practice	Total Commitment
P152465	Pakistan: REDD Preparation Project	Environment, Natural Resources & the Blue Economy	\$7.81M
P170230	Electricity Distribution Efficiency Improvement Project	Energy & Extractives	\$195.00M
P172615	National Health Support Program	Health, Nutrition & Population	\$258.00M
P173663	Punjab Affordable Housing Program	Urban, Resilience and Land	\$200.00M
P172834	Sindh Early Learning Enhancement through Classroom Transformation	Education	\$100.00M
P172581	Pakistan Housing Finance: Additional Financing	Finance, Competitiveness and Innovation	\$85.00M
P177069	Khyber Pakhtunkhwa Rural Accessibility Project (KPRAP)	Transport	\$300.00M
P172945	Punjab Urban Land Systems Enhancement Project	Urban, Resilience and Land	\$150.00M
TOTAL			\$1,295.81M

FY23

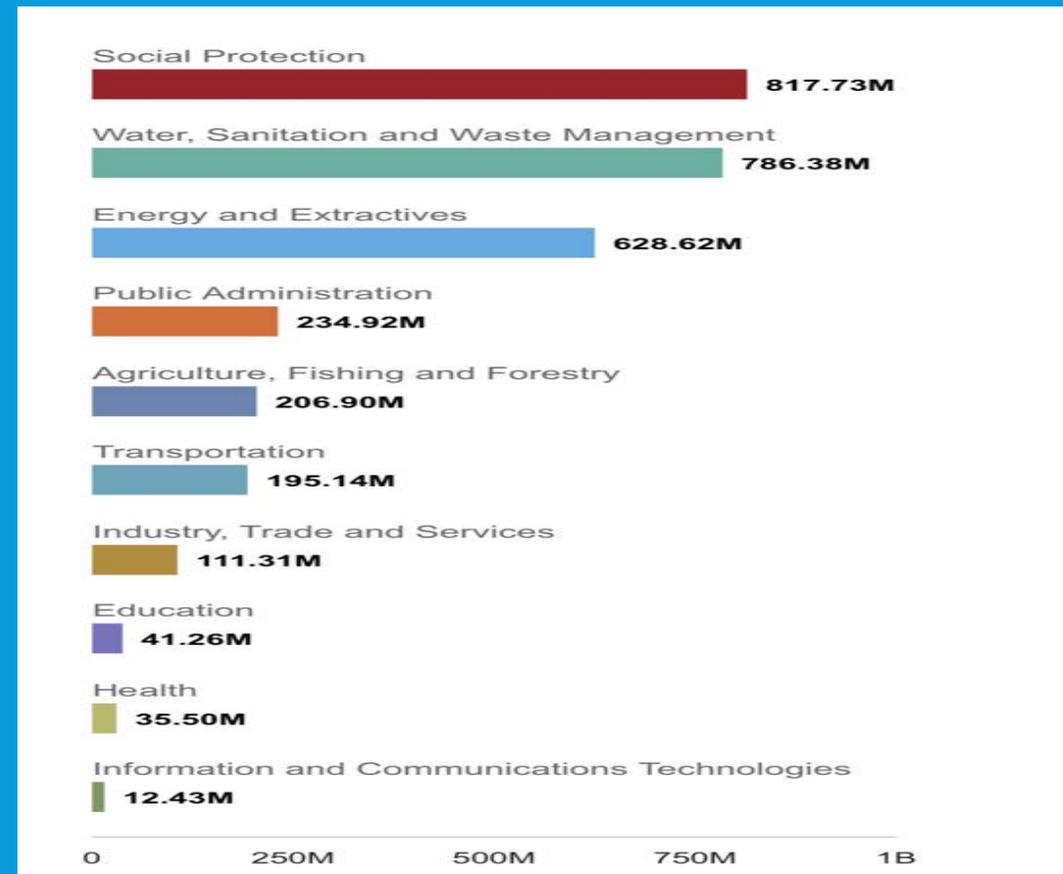
8 Projects, total commitment US\$2.3 billion

Project ID	Project Name	Global Practice	Total Commitment
P167596	Sindh Water and Agriculture Transformation Project (SWAT)	Water	\$292,000,000.00
P176780	Khyber Pakhtunkhwa Rural Investment and Institutional Support Project	Social Sustainability and Inclusion	\$200,000,000.00
P176786	Punjab Resilient and Inclusive Agriculture Transformation	Agriculture and Food	\$200,000,000.00
P178530	Sindh Integrated Health and Population Project	Health, Nutrition & Population	\$200,000,000.00
P178532	Strengthening Social Protection Delivery System in Sindh	Social Protection & Jobs	\$200,000,000.00
P179981	Sindh Flood Emergency Rehabilitation Project	Urban, Resilience and Land	\$500,000,000.00
P180008	Sindh Flood Emergency Housing Reconstruction Project	Urban, Resilience and Land	\$500,000,000.00
P180323	Integrated Flood Resilience and Adaptation Project	Water	\$213,000,000.00

PORTFOLIO – SECTORS: VALUE OF CONTRACTS WORLDWIDE FY23



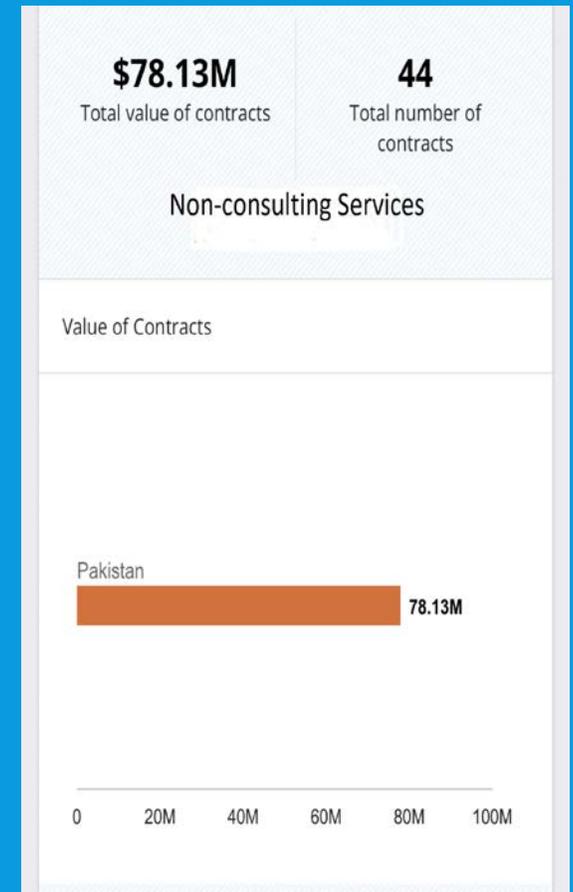
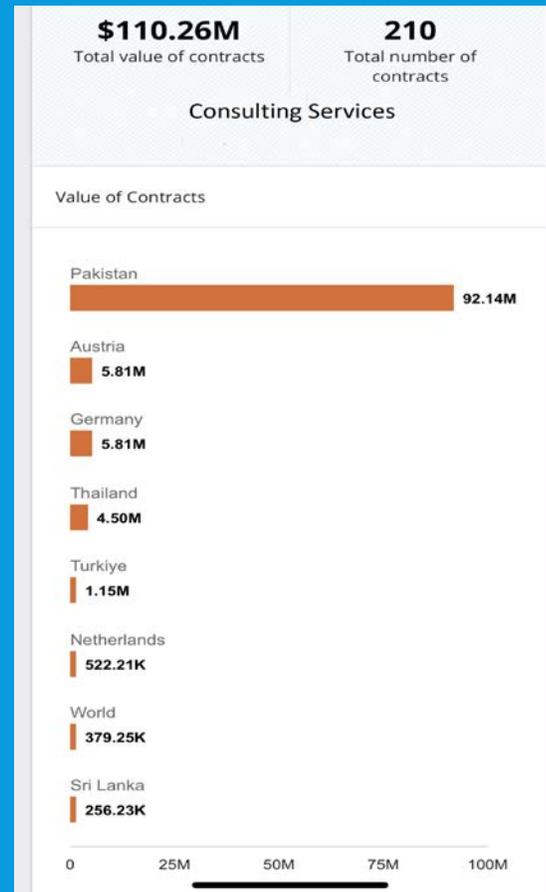
PORTFOLIO – VALUE OF CONTRACTS PAKISTAN FY23



FY23 TOP 10 SUPPLIER COUNTRIES (WORLDWIDE)

No	Country	Amount (US\$ million)
1	China	1,950.00
2	India	571.87
3	Tajikestan	547.06
4	code d'voire	428.48
5	Pakistan	396.43
6	Turkiye	370.15
7	United Arab Emirates	289.18
8	Kazakhstan	279.98
9	Malawi	275.99
10	Indonesia	265.99

FY23 TOP 10 SUPPLIER COUNTRIES (PAKISTAN, GOODS, CIVIL WORKS, CONSULTING SERVICES AND NON-CONSULTING SERVICES)



WHY BID ON BANK-FUNDED CONTRACTS?



HOW TO IDENTIFY CONTRACT OPPORTUNITIES

Website World Bank website

- **Country Partnership Framework** -- Each country's key objectives and development results agreed with the Bank
- **Project Documents** -- Documents and reports covering individual projects
- **Procurement plan** -- Procurement plans for individual projects
- **Procurement notices Website** -- *UN Development Business* lists international development tenders
- **Procurement App** -- Data on all major contracts awarded in World Bank investment projects
- **The Finance Data** -- Reporting Interface Real time data covering World Bank portfolio of projects, procurements and finance
- **World Bank Projects & Operations website (from the original Monthly Operational Summary)** – details about a project (Monthly reports no longer published)

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 “Strategy”

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

- go to <https://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>
- apply filter of “country”
- Search the “Project” of interest

Pakistan: Sources of information

- Project Websites
- Newspaper

STEPS IN IDENTIFYING CONTRACT (CONTINUED)

Opportunities

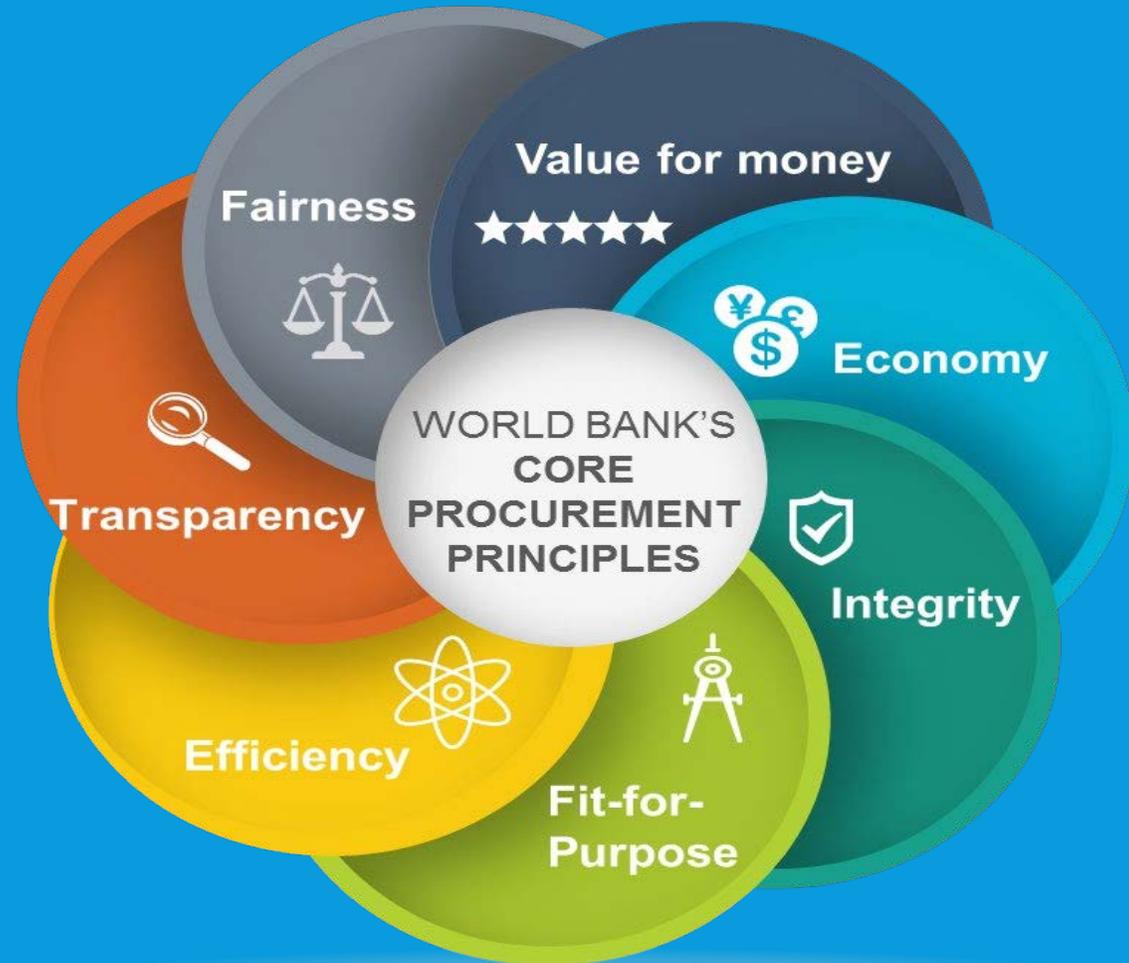
·Viewing procurement notices by country or sector

- go to <https://www.worldbank.org/en/projects-operations/products-and-services/procurement-projects-programs>
- select the “Browse Contract Award and Notices by Country”
- Apply filters of “country”, “notice type”, etc.

PROCUREMENT VISION & CORE PRINCIPLES

VISION

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



WORLD BANK PROCUREMENT FRAMEWORK

BEFORE

One size fits all

Limited options, very prescriptive

Fraud and Corruption seen as primary challenge

Mixed capacity - clients, suppliers and Bank

Arms-length approach to markets

Primary focus on selection phase

AFTER

Key focus on results

Fit-for-purpose approach as enabler of value-for-money

Flexible, risk-based decision-making

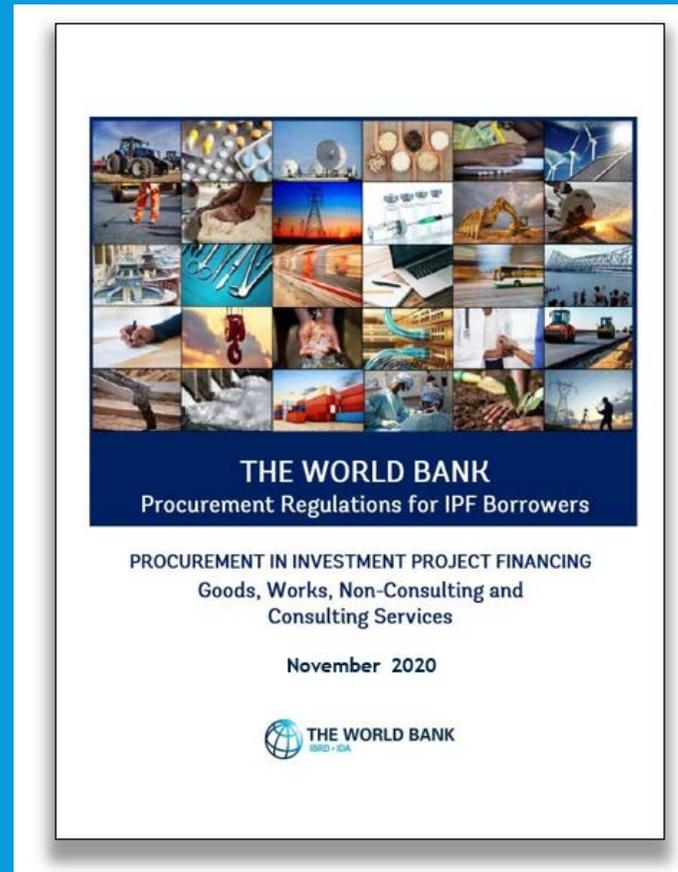
Early, proactive market engagement

Capacity building

Dynamic risk management, enhanced integrity, fairness and transparency

Increased focus on contract management

PROCUREMENT REGULATION FOR IPF BORROWERS



PREPARING A PROPOSAL

- Attend pre-proposal briefing - if indicated in the bidding documents
- Fully address all the requirements
- Emphasize your methodology for delivery – innovate if you can
- Propose a strong project manager and experienced experts
- Cite relevant technical and regional experience similar to the project – the more significant and similar the better
- Involve in-country partners where possible, consider joint ventures
- Don't deviate from standard bidding document forms and conditions
- Conditions or qualifications can lead to rejection
- If in doubt, get official clarification - if any provision of the bidding document is unclear seek clarification from the purchasing agency
- Carefully review qualification and evaluation criteria and use these to help writing the content and details of your bid
- Submit a professional proposal that is:
 - comprehensive (covers all information requested)
 - includes all supporting documents - signed by an authorized individual
 - submitted before the deadline

RATED CRITERIA

- From September 2023
- Price no longer the only critical factor
- Awarding criteria will be a combination of scores on technical and price
- Information:

<https://www.worldbank.org/en/news/feature/2023/03/08/rated-criteria-a-game-changer-for-promoting-value-in-world-bank-procurement>

ENVIRONMENTAL & SOCIAL (ES)

RISK MANAGEMENT

- Bank supports infrastructure development US\$114 billion globally which includes a significant volume of civil works contracts
- Multiple global initiatives and organizations emphasize sustainable infrastructure with very similar approaches
- Bank has developed specific policies to manage Environmental and Social (ES) risks, with additional requirements for large civil works
- Such risks include:
 - resettlement
 - labor force influx
 - community health and safety
 - occupational accidents
 - environmental protection
 - sexual exploitation and abuse (SEA) and sexual harassment (SH)

ENVIRONMENTAL & SOCIAL (ES)

RISK MANAGEMENT

- Bank's ES policies are a cornerstone of the World Bank's approach to ensure strong protections for people and for the environment
- Bank's policies require ES risks to be assessed and addressed through specific ES instruments (e.g., Environmental and Social Management Plans)
- Many ES risks must be managed by the contractor building the infrastructure – so the Bank has integrated ES considerations throughout the procurement process e.g.:
 - - specification and KPIs
 - - contractor's Code of Conduct
 - - ES reporting - contractors ESMPs regularly updated
 - - contract variations to address ES risks
 - - role of engineer to oversee implementation
 - - contractual remedies

PROTECTING VULNERABLE COMMUNITIES

SEXUAL EXPLOITATION AND ABUSE/SEXUAL HARASSMENT (SEA/SH)

- Gender-based Violence (GBV):
 - affects 1 in 3 women in their lifetime
 - entails significant social and economic costs estimated at 3.7% GDP
- SEA/SH incidents have occurred in Bank financed projects - perpetrated by contractors' personnel against community members
- The Bank's new SEA/SH measures apply to large Works contracts classified as high-risk SEA/SH
- New Bank remedy - 2 years: "disqualification" for non-compliance with GBV obligations; after which strengthened qualifications must be demonstrated

LINKS TO USEFUL INFORMATION

- World Bank's Procurement Regulations for IPF Borrowers

<https://thedocs.worldbank.org/en/doc/178331533065871195-0290022020/original/ProcurementRegulations.pdf>

- Standard Procurement Documents (SPD) templates

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework#SPD>

- Guidance on SPDs

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

- Guidance on finding business opportunities

<http://pubdocs.worldbank.org/en/767421522948635843/Procurement-Guidelines-finding-opportunities-2018.pdf>

- Guidance on how to complain

<http://www.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

LINKS TO USEFUL INFORMATION

- Video: World Bank Procurement – how to bid

<http://www.worldbank.org/en/news/video/2016/03/30/world-bank-procurement-video>

- Identifying opportunities - links

- World Bank website

<https://www.worldbank.org/>

- International development procurement notices (UNDB)

<https://devbusiness.un.org/>

- FinancesOne

<https://financesapp.worldbank.org/>

- Procurement App

<https://itunes.apple.com/us/app/world-bank-project-procurement/id911312962?mt=8>

LINKS TO USEFUL INFORMATION

- Country Partnership Frameworks

<https://www.worldbank.org/en/projects-operations/country-strategies>

- World Bank Projects and Operation

<https://projects.worldbank.org/en/projects-operations/projects-list?os=0>

- Procurement plans

<http://projects.worldbank.org/procurement/procurementsearch?lang=en&&&qterm=&showrecent=true&srce=plans>

THANK YOU!