

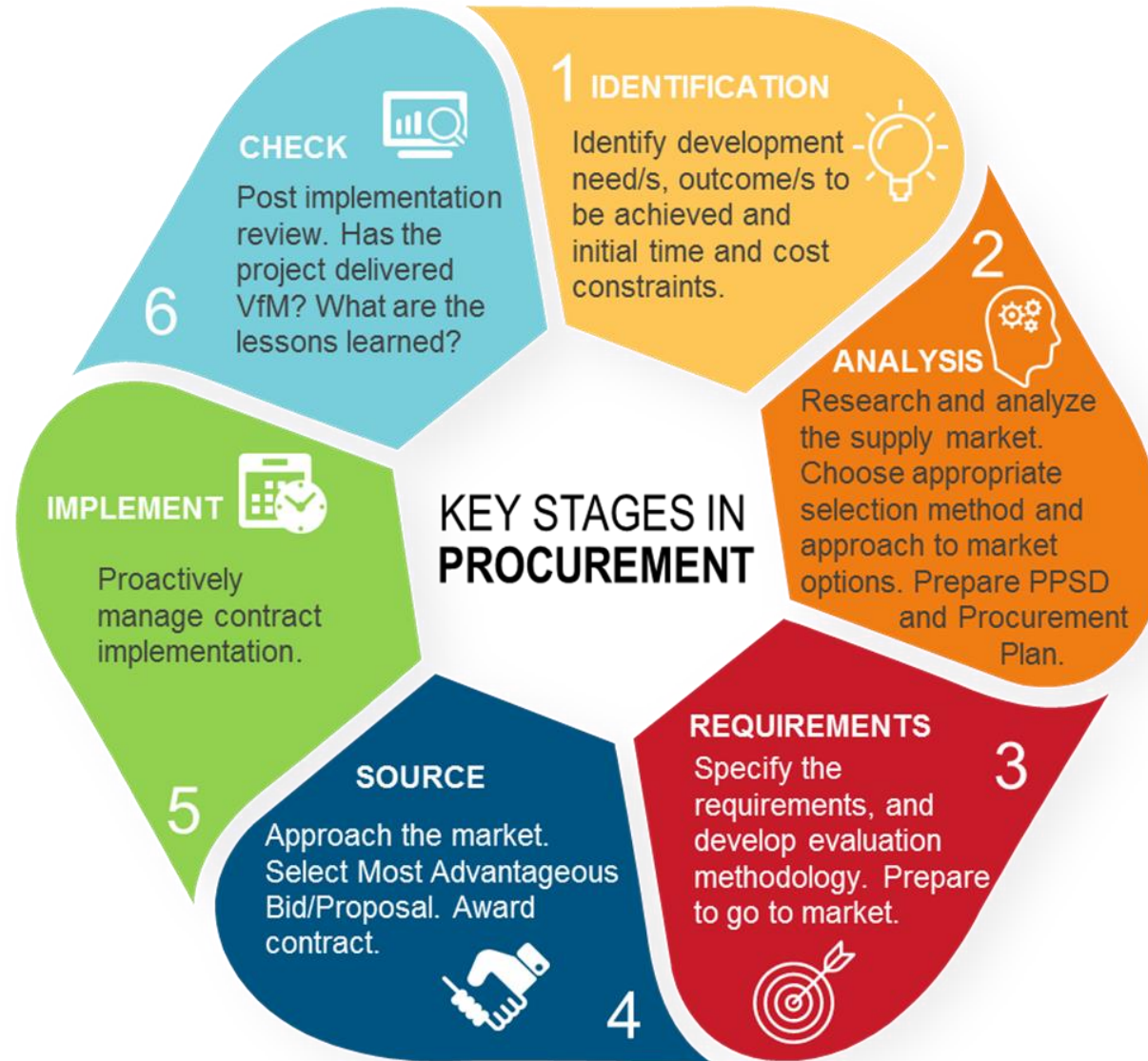


## Business Opportunities Seminar in Papua New Guinea

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# World Bank Procurement Process

**Eric Blackburn**  
**Senior Procurement Specialist**  
**World Bank Group**



# Market Approaches – Goods/Works/Non-Consulting Services

Single stage one envelope



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graph TD; A[Single stage one envelope] --> B[Single stage two envelope]; B --> C[Multistage procurement]; C --> D[Others];
```

Single stage two envelope

Multistage procurement

Others

# Evaluation Methods

## **Technically responsive, lowest cost**

- Efficient, simple process
- Suits off the shelf goods & services procurement
- Fixed price contract

## **Rated Criteria**

- Detailed, technical process
- Suits medium/complex procurement
- Important when factors other than price are important to determining the outcome

# Good Practice Principles

Evaluation Criteria SHOULD be disclosed to the market when calling for bids

Evaluation Criteria, including weightings, SHOULD be approved/finalized PRIOR to the opening of any submissions

Evaluation teams MUST sign appropriate conflict of interest disclosure forms for all activities

You MUST be fair, ethical and transparent in the evaluation approach

All actions and decisions MUST be documented and stored





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[eblackburn@worldbank.org](mailto:eblackburn@worldbank.org)